

Customer and Supplier Analysis Report

1. Executive Summary

- Brief description of key customer and supplier performance
- Highlights of major findings and recommendations

2. Customer Analysis

Customer Name	Total Orders	Total Value	Segment
Example Co. A	120	\$45,000	Retail
Example Co. B	85	\$33,200	Wholesale

- Top performing customers overview
- Purchasing trends analysis
- Churn rate and retention metrics

3. Supplier Analysis

Supplier Name	Total Purchases	Total Value	Category
Supplier X	60	\$22,500	Raw Materials
Supplier Y	45	\$18,200	Packaging

- Top suppliers by spend and volume
- Performance and reliability indicators
- Risk assessment

4. Conclusions & Recommendations

- Summary of opportunities for improvement
- Actionable proposals for key areas