



| | A | B | C | D | E | F | G |
|----|--------------------------|------------|-------|------|-------------|------------------|-----------|
| 1 | WORLDWIDE SPORTING GOODS | | | | | | |
| 2 | | | | | | | |
| 3 | SalesRep | Date | Month | Year | Division ID | Product | Region |
| 4 | Alice Abramas | 7/13/2017 | Jul | 2017 | 6 | Gloves | Northeast |
| 5 | Alice Abramas | 11/15/2016 | Nov | 2016 | 7 | Golf Balls | Northeast |
| 6 | Alice Abramas | 5/1/2018 | May | 2018 | 6 | Gloves | Northeast |
| 7 | Ernest Feldgus | 11/2/2017 | Nov | 2017 | 7 | Baseballs | Southeast |
| 8 | Ernest Feldgus | 6/7/2016 | Jun | 2016 | 7 | Rowing Machines | Southeast |
| 9 | Frank Killough | 4/28/2017 | Apr | 2017 | 6 | Stepper Machines | Northwest |
| 10 | Frank Killough | 2/17/2016 | Feb | 2016 | 6 | Footballs | Northwest |
| 11 | Frank Mann | 5/7/2017 | May | 2017 | 7 | Baseballs | Central |
| 12 | Fred Edwards | 11/17/2017 | Nov | 2017 | 7 | Rowing Machines | Central |
| 13 | Fred Edwards | 5/21/2018 | May | 2018 | 2 | Footballs | Central |
| 14 | Fred Edwards | 2/15/2017 | Feb | 2017 | 5 | Gloves | Central |
| 15 | Janice Faraco | 12/12/2017 | Dec | 2017 | 3 | Gloves | Southwest |
| 16 | Janice Faraco | 3/13/2016 | Mar | 2016 | 3 | Basketballs | Southwest |
| 17 | Joe Marks | 11/2/2017 | Nov | 2017 | 5 | Golf Balls | Southwest |

Excel Table



Pivot Cache

| Total Sales | Year | 2016 | 2017 | 2018 | Grand Total |
|--------------------|------|-----------------|-----------------|-----------------|-----------------|
| Alice Abramas | | \$3,356 | \$2,258 | \$3,097 | \$8,711 |
| Ernest Feldgus | | \$2,170 | \$2,591 | \$0 | \$4,761 |
| Frank Killough | | \$2,334 | \$3,498 | \$0 | \$5,832 |
| Frank Mann | | \$0 | \$3,289 | \$0 | \$3,289 |
| Fred Edwards | | \$0 | \$6,239 | \$3,444 | \$9,683 |
| Janice Faraco | | \$2,004 | \$3,328 | \$0 | \$5,332 |
| Joe Marks | | \$0 | \$2,519 | \$0 | \$2,519 |
| John Carpenter | | \$10,165 | \$0 | \$0 | \$10,165 |
| Perry Weinstein | | \$0 | \$7,453 | \$0 | \$7,453 |
| Sandy Brady | | \$0 | \$0 | \$1,796 | \$1,796 |
| Susan Edwards | | \$3,465 | \$0 | \$0 | \$3,465 |
| Terry Caracio | | \$0 | \$3,160 | \$6,087 | \$9,247 |
| Grand Total | | \$23,494 | \$34,335 | \$14,424 | \$72,253 |

Pivot Table

- The **Pivot Cache** is a copy of the source data.
- The copied data is deduplicated and compressed.
- The compression level is dependent on the cardinality (*i.e., uniqueness*) of the data.
- Pivot Cache compression level is typically between 30% and 70%.
- A single Pivot Cache can serve an unlimited number of Pivot Tables/Pivot Charts.
- Pivot Cache must be “refreshed” either manually or via an automation strategy.