**University of Barishal**



**Project on**

**Analysis of sales**

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# Project Data

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Date | Client | Region | Month | Year | Quarter | Amount |
| 15-Jul-2019 | ABC Corporation | South | July | 2019 | Q3 | $1,741,089 |
| 19-Jul-2019 | Bridges Company | East | July | 2019 | Q3 | $514,989 |
| 26-Jul-2019 | Timefall Inc. | East | July | 2019 | Q3 | $230,071 |
| 11-Aug-2019 | Chiral Corporation | North | August | 2019 | Q3 | $1,148,912 |
| 15-Aug-2019 | Titan Industries | West | August | 2019 | Q3 | $405,991 |
| 22-Aug-2019 | Eagle Security | South | August | 2019 | Q3 | $191,708 |
| 24-Aug-2019 | Sol Company | South | August | 2019 | Q3 | $1,757,908 |
| 15-Sep-2019 | Eagle Security | East | September | 2019 | Q3 | $1,209,282 |
| 17-Sep-2019 | Titan Industries | West | September | 2019 | Q3 | $1,581,662 |
| 16-Oct-2019 | Titan Industries | South | October | 2019 | Q4 | $376,043 |
| 25-Oct-2019 | Timefall Inc. | East | October | 2019 | Q4 | $1,978,299 |
| 5-Nov-2019 | Timefall Inc. | South | November | 2019 | Q4 | $914,785 |
| 19-Nov-2019 | Timefall Inc. | East | November | 2019 | Q4 | $1,711,222 |
| 27-Nov-2019 | Timefall Inc. | West | November | 2019 | Q4 | $1,257,231 |
| 25-Nov-2019 | Timefall Inc. | South | November | 2019 | Q4 | $407,874 |
| 29-Nov-2019 | Timefall Inc. | North | November | 2019 | Q4 | $589,765 |
| 25-Dec-2019 | Titan Industries | North | December | 2019 | Q4 | $485,286 |
| 27-Dec-2019 | Titan Industries | North | December | 2019 | Q4 | $467,422 |
| 30-Dec-2019 | Titan Industries | East | December | 2019 | Q4 | $1,838,220 |
| 15-Jan-2020 | Eagle Security | South | January | 2020 | Q1 | $1,958,181 |
| 25-Jan-2020 | Titan Industries | North | January | 2020 | Q1 | $1,370,705 |
| 29-Jan-2020 | Titan Industries | South | January | 2020 | Q1 | $1,683,109 |
| 1-Jan-2020 | Titan Industries | East | January | 2020 | Q1 | $564,927 |
| 2-Jan-2020 | Titan Industries | South | January | 2020 | Q1 | $239,424 |
| 2-Jan-2020 | Titan Industries | East | January | 2020 | Q1 | $774,500 |
| 2-Jan-2020 | Titan Industries | South | January | 2020 | Q1 | $1,096,869 |
| 3-Jan-2020 | Titan Industries | South | January | 2020 | Q1 | $1,862,557 |
| 9-Jan-2020 | Titan Industries | North | January | 2020 | Q1 | $1,437,017 |
| 9-Jan-2020 | Titan Industries | South | January | 2020 | Q1 | $1,848,717 |
| 11-Jan-2020 | Eagle Security | East | January | 2020 | Q1 | $1,933,018 |
| 11-Jan-2020 | Eagle Security | South | January | 2020 | Q1 | $1,987,908 |
| 12-Jan-2020 | Eagle Security | West | January | 2020 | Q1 | $1,264,058 |
| 12-Jan-2020 | Eagle Security | West | January | 2020 | Q1 | $1,750,150 |
| 13-Jan-2020 | Eagle Security | South | January | 2020 | Q1 | $1,495,289 |
| 13-Jan-2020 | Eagle Security | East | January | 2020 | Q1 | $391,699 |
| 16-Jan-2020 | Eagle Security | North | January | 2020 | Q1 | $877,778 |
| 16-Jan-2020 | Eagle Security | North | January | 2020 | Q1 | $1,366,272 |
| 16-Jan-2020 | Eagle Security | North | January | 2020 | Q1 | $1,766,994 |
| 16-Jan-2020 | Chiral Corporation | South | January | 2020 | Q1 | $1,718,743 |
| 17-Jan-2020 | Chiral Corporation | East | January | 2020 | Q1 | $538,621 |
| 23-Jan-2020 | Chiral Corporation | West | January | 2020 | Q1 | $184,900 |
| 24-Jan-2020 | Chiral Corporation | South | January | 2020 | Q1 | $1,598,219 |
| 26-Jan-2020 | Eagle Security | North | January | 2020 | Q1 | $969,025 |
| 26-Jan-2020 | Chiral Corporation | South | January | 2020 | Q1 | $1,988,680 |
| 28-Jan-2020 | Chiral Corporation | East | January | 2020 | Q1 | $1,520,170 |
| 1-Feb-2020 | Chiral Corporation | West | February | 2020 | Q1 | $756,093 |
| 2-Feb-2020 | Chiral Corporation | South | February | 2020 | Q1 | $1,635,914 |
| 3-Feb-2020 | Chiral Corporation | East | February | 2020 | Q1 | $1,704,629 |
| 10-Feb-2020 | Chiral Corporation | South | February | 2020 | Q1 | $925,137 |
| 10-Feb-2020 | Chiral Corporation | West | February | 2020 | Q1 | $1,246,174 |
| 14-Feb-2020 | Chiral Corporation | South | February | 2020 | Q1 | $576,222 |
| 15-Feb-2020 | Chiral Corporation | North | February | 2020 | Q1 | $953,291 |
| 17-Feb-2020 | Chiral Corporation | East | February | 2020 | Q1 | $1,593,038 |
| 19-Feb-2020 | Chiral Corporation | South | February | 2020 | Q1 | $1,784,478 |
| 21-Feb-2020 | Chiral Corporation | South | February | 2020 | Q1 | $1,493,958 |
| 22-Feb-2020 | Chiral Corporation | East | February | 2020 | Q1 | $1,509,042 |
| 25-Feb-2020 | Chiral Corporation | South | February | 2020 | Q1 | $1,445,703 |
| 25-Feb-2020 | Chiral Corporation | East | February | 2020 | Q1 | $1,219,313 |
| 26-Feb-2020 | Chiral Corporation | North | February | 2020 | Q1 | $1,378,458 |
| 26-Feb-2020 | Chiral Corporation | South | February | 2020 | Q1 | $812,267 |
| 27-Feb-2020 | Eagle Security | East | February | 2020 | Q1 | $1,473,799 |
| 27-Feb-2020 | ABC Corporation | North | February | 2020 | Q1 | $1,085,955 |
| 1-Mar-2020 | ABC Corporation | West | March | 2020 | Q1 | $1,822,041 |
| 2-Mar-2020 | ABC Corporation | East | March | 2020 | Q1 | $942,170 |
| 4-Mar-2020 | ABC Corporation | South | March | 2020 | Q1 | $1,771,632 |
| 4-Mar-2020 | ABC Corporation | South | March | 2020 | Q1 | $790,962 |
| 4-Mar-2020 | ABC Corporation | South | March | 2020 | Q1 | $1,148,983 |
| 7-Mar-2020 | ABC Corporation | West | March | 2020 | Q1 | $1,233,631 |
| 11-Mar-2020 | ABC Corporation | South | March | 2020 | Q1 | $1,107,658 |
| 13-Mar-2020 | ABC Corporation | South | March | 2020 | Q1 | $1,498,380 |
| 15-Mar-2020 | ABC Corporation | South | March | 2020 | Q1 | $226,445 |
| 16-Mar-2020 | ABC Corporation | South | March | 2020 | Q1 | $407,754 |
| 17-Mar-2020 | ABC Corporation | South | March | 2020 | Q1 | $322,835 |
| 17-Mar-2020 | ABC Corporation | East | March | 2020 | Q1 | $667,093 |
| 19-Mar-2020 | Eagle Security | South | March | 2020 | Q1 | $1,257,419 |
| 19-Mar-2020 | Sol Company | West | March | 2020 | Q1 | $1,289,709 |
| 21-Mar-2020 | Sol Company | North | March | 2020 | Q1 | $344,951 |
| 22-Mar-2020 | Sol Company | North | March | 2020 | Q1 | $1,326,360 |
| 24-Mar-2020 | Sol Company | North | March | 2020 | Q1 | $1,863,118 |
| 3-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $1,153,948 |
| 3-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $752,850 |
| 5-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $1,649,721 |
| 5-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $1,014,259 |
| 5-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $849,261 |
| 6-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $1,716,438 |
| 9-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $1,862,963 |
| 10-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $1,454,907 |
| 10-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $207,300 |
| 11-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $536,469 |
| 11-Apr-2020 | Sol Company | South | April | 2020 | Q1 | $1,230,645 |
| 12-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $153,011 |
| 12-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $1,697,736 |
| 14-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $281,074 |
| 18-Apr-2020 | Sol Company | North | April | 2020 | Q1 | $1,125,999 |
| 18-Apr-2020 | Sol Company | South | April | 2020 | Q1 | $1,541,895 |

Question

|  |
| --- |
| 1.Create a pivot table, remove the grand total, edit the table, and hide the gridlines. |
| 2.Group the sales amount by year, and also try grouping by weeks and months. |
| 3.Find the running total by date. |
| 4.You will create a pie chart from the data in this problem. |
| 5.Which reginal the dest sales ? |

# Create a pivot table, remove the grand total, edit the table, and hide the gridlines.

|  |  |
| --- | --- |
| **Row Labels** | **Sum of Amount** |
| ABC Corporation | 14766628 |
| Bridges Company | 514989 |
| Chiral Corporation | 27731962 |
| Eagle Security | 19892580 |
| Sol Company | 23810522 |
| Timefall Inc. | 7089247 |
| Titan Industries | 16032449 |
| **Grand Total** | **109838377** |

**Summary**:

* **Chiral Corporation** is the top performer, followed by **Sol Company** and **Eagle Security**.
* **Bridges Company** has the lowest sales, indicating potential issues with growth or a limited market.
* The rest of the companies, like **ABC Corporation** and **Titan Industries**, show moderate but consistent performance.

# 2.Group the sales amount by year, and also try grouping months.

|  |  |
| --- | --- |
| **Row Labels** | **Sum of Amount** |
| **2019** | **18807759** |
| July | 2486149 |
| August | 3504519 |
| September | 2790944 |
| October | 2354342 |
| November | 4880877 |
| December | 2790928 |
| **2020** | **91030618** |
| January | 34187530 |
| February | 21593471 |
| March | 18021141 |
| April | 17228476 |
| **Grand Total** | **109838377** |

**Growth**:  
There’s a clear growth in sales from 2019 to 2020, with the total jumping from **18.8 million** in 2019 to over **91 million** in 2020, a significant increase. This could indicate a major shift in strategy, product success, or market expansion.

**Seasonality in 2019**:  
Sales in 2019 show some fluctuation, with November standing out as the best month, likely due to end-of-year demand. The rest of the year appears steady but not remarkable.

**Strong Start in 2020**:  
January 2020 saw exceptionally high sales, over **34 million**, possibly indicating a new product launch, new partnerships, or increased demand. Sales dipped slightly in the following months but remained strong.

# 3.Find the running total by date.

|  |  |
| --- | --- |
| **Row Labels** | **Sum of Amount** |
| **2019** |  |
| **Q3** |  |
| 15-Jul-2019 | 1741089 |
| 19-Jul-2019 | 514989 |
| 26-Jul-2019 | 230071 |
| 11-Aug-2019 | 1148912 |
| 15-Aug-2019 | 405991 |
| 22-Aug-2019 | 191708 |
| 24-Aug-2019 | 1757908 |
| 15-Sep-2019 | 1209282 |
| 17-Sep-2019 | 1581662 |
| **Q4** |  |
| 16-Oct-2019 | 376043 |
| 25-Oct-2019 | 1978299 |
| 5-Nov-2019 | 914785 |
| 19-Nov-2019 | 1711222 |
| 25-Nov-2019 | 407874 |
| 27-Nov-2019 | 1257231 |
| 29-Nov-2019 | 589765 |
| 25-Dec-2019 | 485286 |
| 27-Dec-2019 | 467422 |
| 30-Dec-2019 | 1838220 |
| **2020** |  |
| **Q1** |  |
| 1-Jan-2020 | 564927 |
| 2-Jan-2020 | 2110793 |
| 3-Jan-2020 | 1862557 |
| 9-Jan-2020 | 3285734 |
| 11-Jan-2020 | 3920926 |
| 12-Jan-2020 | 3014208 |
| 13-Jan-2020 | 1886988 |
| 15-Jan-2020 | 1958181 |
| 16-Jan-2020 | 5729787 |
| 17-Jan-2020 | 538621 |
| 23-Jan-2020 | 184900 |
| 24-Jan-2020 | 1598219 |
| 25-Jan-2020 | 1370705 |
| 26-Jan-2020 | 2957705 |
| 28-Jan-2020 | 1520170 |
| 29-Jan-2020 | 1683109 |
| 1-Feb-2020 | 756093 |
| 2-Feb-2020 | 1635914 |
| 3-Feb-2020 | 1704629 |
| 10-Feb-2020 | 2171311 |
| 14-Feb-2020 | 576222 |
| 15-Feb-2020 | 953291 |
| 17-Feb-2020 | 1593038 |
| 19-Feb-2020 | 1784478 |
| 21-Feb-2020 | 1493958 |
| 22-Feb-2020 | 1509042 |
| 25-Feb-2020 | 2665016 |
| 26-Feb-2020 | 2190725 |
| 27-Feb-2020 | 2559754 |
| 1-Mar-2020 | 1822041 |
| 2-Mar-2020 | 942170 |
| 4-Mar-2020 | 3711577 |
| 7-Mar-2020 | 1233631 |
| 11-Mar-2020 | 1107658 |
| 13-Mar-2020 | 1498380 |
| 15-Mar-2020 | 226445 |
| 16-Mar-2020 | 407754 |
| 17-Mar-2020 | 989928 |
| 19-Mar-2020 | 2547128 |
| 21-Mar-2020 | 344951 |
| 22-Mar-2020 | 1326360 |
| 24-Mar-2020 | 1863118 |
| 3-Apr-2020 | 1906798 |
| 5-Apr-2020 | 3513241 |
| 6-Apr-2020 | 1716438 |
| 9-Apr-2020 | 1862963 |
| 10-Apr-2020 | 1662207 |
| 11-Apr-2020 | 1767114 |
| 12-Apr-2020 | 1850747 |
| 14-Apr-2020 | 281074 |
| 18-Apr-2020 | 2667894 |
| **Grand Total** | **109838377** |

# 4. How much has been sold to which company ?

|  |  |
| --- | --- |
| **Row Labels** | **Sum of Amount** |
| ABC Corporation | 14766628 |
| Bridges Company | 514989 |
| Chiral Corporation | 27731962 |
| Eagle Security | 19892580 |
| Sol Company | 23810522 |
| Timefall Inc. | 7089247 |
| Titan Industries | 16032449 |
| **Grand Total** | **109838377** |

**Grand Total: 109,838,377**

* This total represents the combined sales of all the companies. Chiral Corporation, Sol Company, and Eagle Security contribute the most to this total, driving a significant portion of the revenue.

**Key Insights:**

1. **Top Performers**:  
   Chiral Corporation, Sol Company, and Eagle Security are the top contributors, with Chiral leading significantly.
2. **Middle Performers**:  
   ABC Corporation and Titan Industries have solid sales, positioning them as mid-tier competitors.
3. **Low Performers**:  
   Bridges Company and Timefall Inc. show the lowest sales, which could reflect either niche markets, poor performance, or limited operations compared to the others.

# 5. How much has been sold in any area ?

|  |  |
| --- | --- |
| **Row Labels** | **Sum of Amount** |
| East | 22314102 |
| North | 31887245 |
| South | 42845390 |
| West | 12791640 |
| **Grand Total** | **109838377** |

**Performer:**

* **South** is the best-performing region with **42,845,390** in sales. It outperforms all other regions by a significant margin, indicating strong demand, better market penetration, or successful operations in that area.

**Second Best:**

* **North** comes in second with **31,887,245**, also a strong contributor but significantly behind the South.

**Mid-Performer:**

* **East** has **22,314,102** in sales, positioning it in third place. This suggests steady performance but not as strong as the South or North.

**Lowest Performer:**

* **West** has the lowest sales at **12,791,640**, which could indicate challenges in this region, such as lower demand or fewer market opportunities.

# Conclusion:

* **South** is the best-selling region, followed by the **North**, while the **West** lags significantly behind.