

ORDER MANAGEMENT SYSTEM

BY - AISHWARYA PAWAR

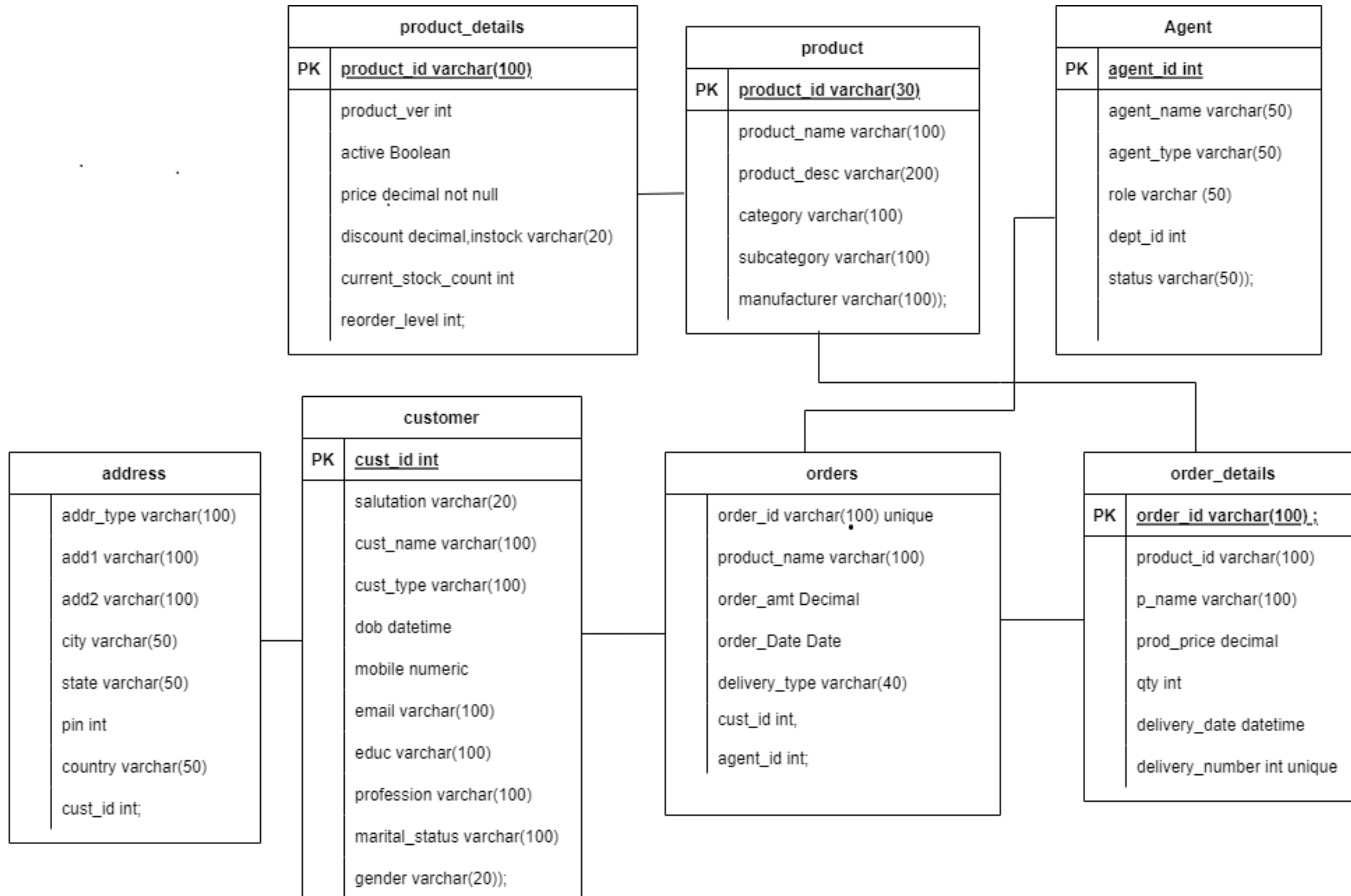


OBJECTIVES



- Order management is a very important component of every product and service-based company.
- To maintain a complete end-to-end flow of data, the organization needs to have an extremely robust database schema to store details .
- The main objective of this project is to build an order management system and do analysis on that created schema.

ENTITY RELATIONSHIP DIAGRAM

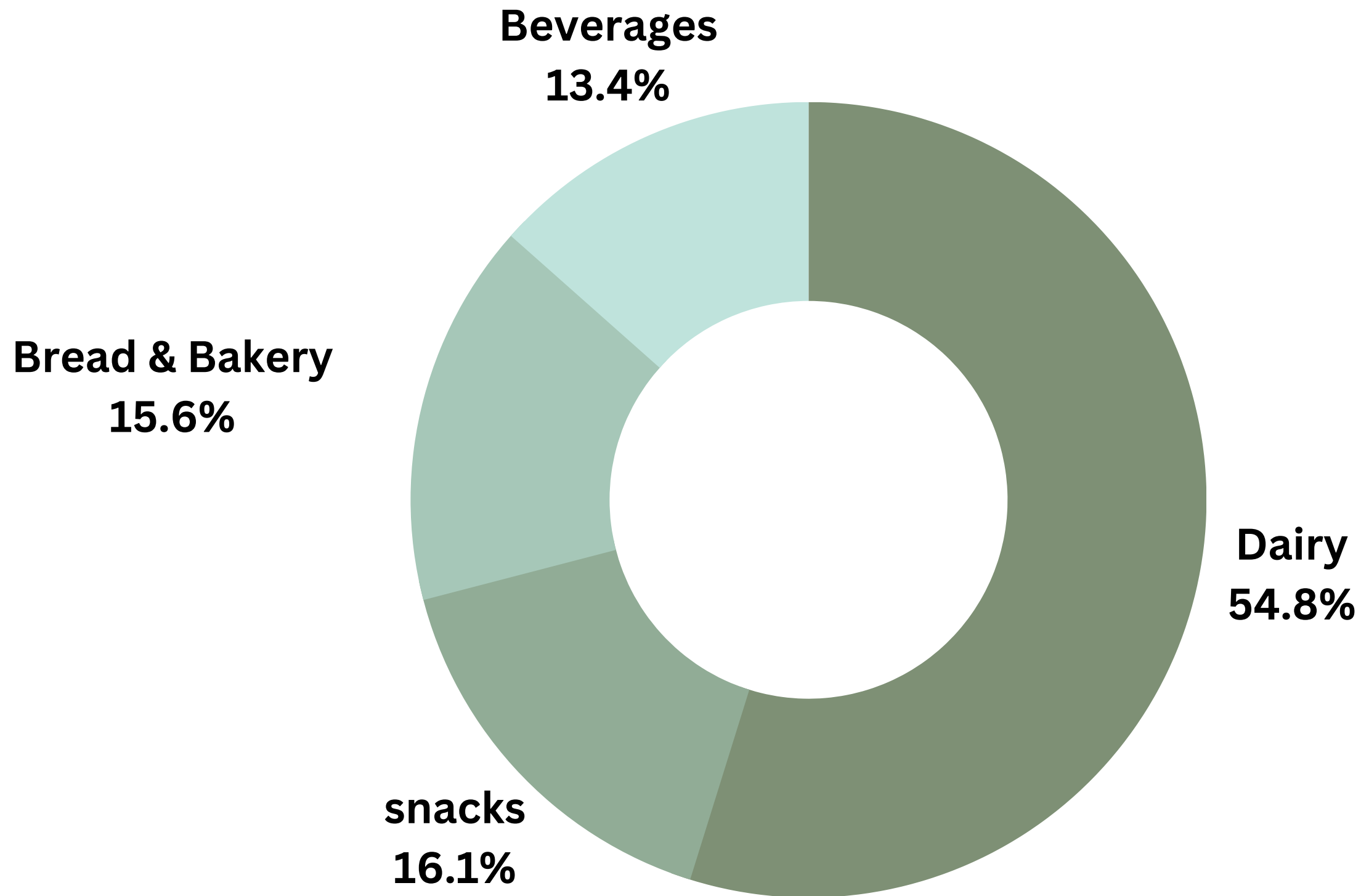


DATA ANALYSIS OF THE STORE

01	▶	Total sales per category
02	▶	Products that need to be reordered soon
03	▶	Top 3 products sold quantity wise
04	▶	Sales ratio of male & female and Married & single
05	▶	Customer who are willing to pay delivery charge
06	▶	City with highest number of sales.



TOTAL SALES PER CATEGORY



- DAIRY PRODUCTS CATEGORY HAS THE HIGHEST SALES
- AS IT AN ESSENTIAL NEED, ADDING MORE PRODUCTS IN DIARY CATEGORY CAN INCREASE THE STORE SALES.



PRODUCTS LESS IN STOCK

**Dairy products
are more out of
stocks as they
made more
sales and should
be reordered
soon as there
are less in stock**

PRODUCT NAME	CATEGORY
Nestle coffee	Beverages
Redbull	Beverages
Whitebread	Bread & Bakery
epigama yoghurt	Dairy
Saksh butter	Dairy
Amul butter	Dairy
Amul fresh milk	Dairy
50-50 small biscuits	Snacks



TOP 3 PRODUCTS QUANTITY WISE

1



2



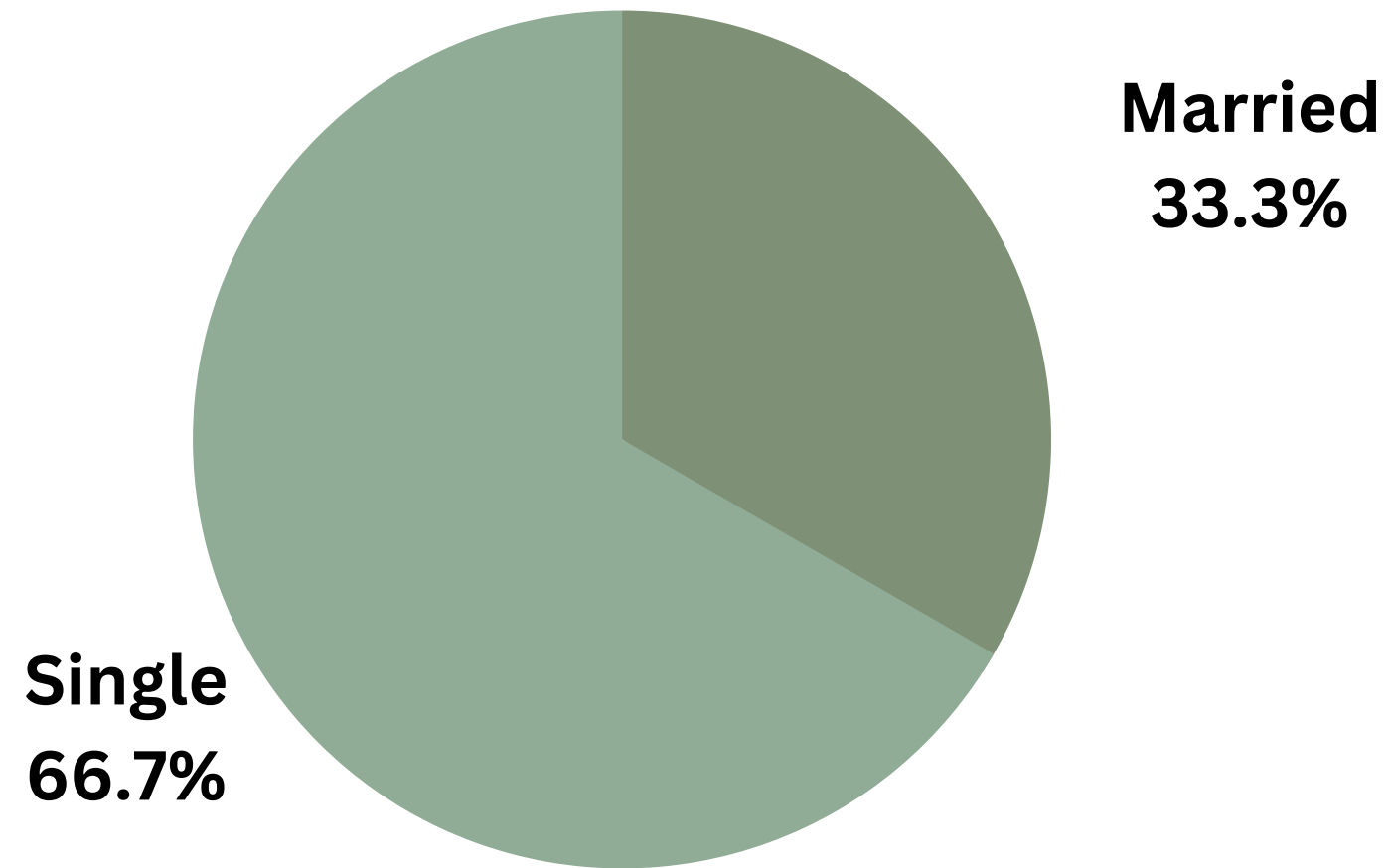
3



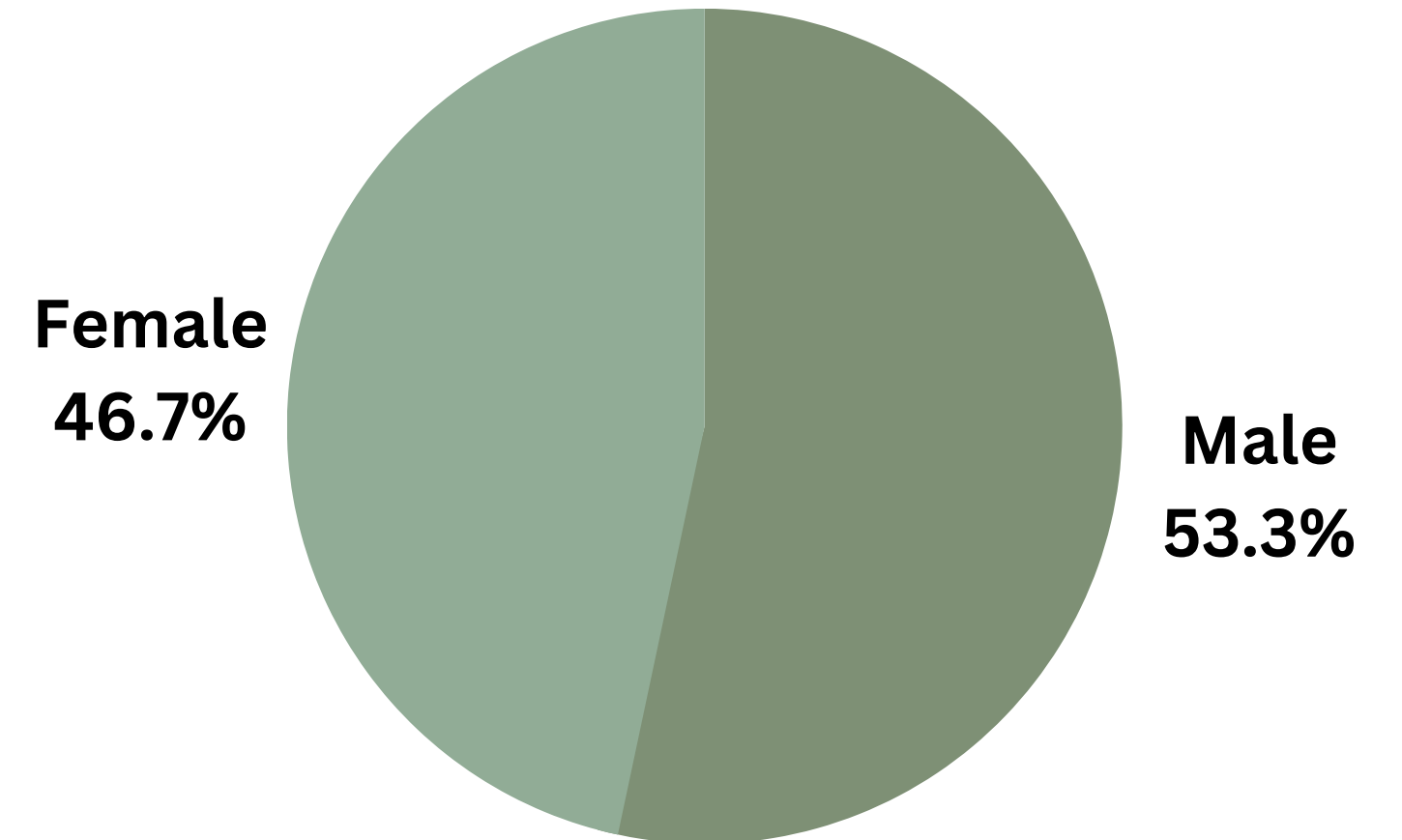
- AMUL BUTTER, LITTLE HEARTS AND FOXNUTS ARE THE TOP 3 PRODUCTS SOLD IN LARGEST QUANTITY



SALES RATIO



- **SINGLE PEOPLE ARE BUYING MORE PRODUCTS**



- **MALE GENDER HAVE BOUGHT MORE PRODUCTS.**

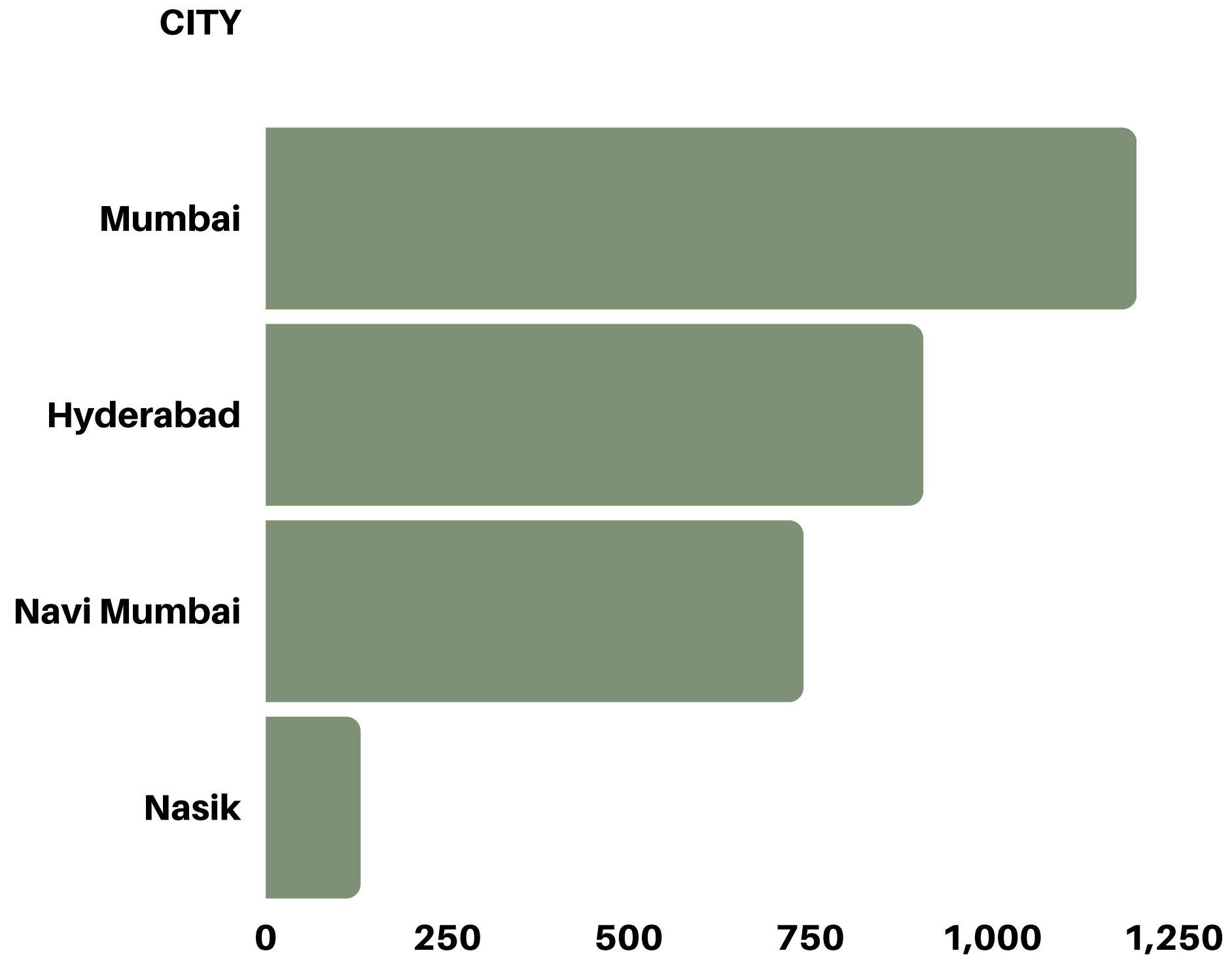
★ CUSTOMER WHO ARE WILLING TO PAY DELIVERY CHARGE

Customer_name	Product_category
Maze	Beverages
Richard	Bread & Bakery
Emily	Dairy
Vihana	Dairy
Kashish	Dairy
Gabriel	Dairy
Emily	snacks
Jason	Snacks

THE LIST OF CUSTOMER NAMES SHOW THAT PEOPLE ARE WILLING TO PAY DELIVERY CHARGE FOR DIARY PRODUCTS TO GET DELIVERY IN A DAY.



CITY DID THE HIGHEST NUMBER OF SALES(RS)

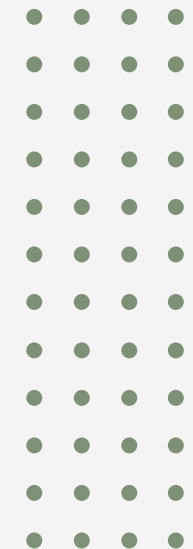


- **MUMBAI CITY HAS THE HIGHEST NUMBER OF SALES**
- **NASIK CITY HAS LESS NUMBER OF SALES.**

BUSINESS IMPLICATIONS



- The store owner can increase more dairy products in order to increase the sales.
- Dairy products should be restocked as they are getting sold in higher number.
- The store owner can increase snacks and bring some more variety as people are interested in buying them.



THANK YOU

