

Business Solutions:

1. Strategic Marketing:

- Tailor marketing efforts based on hot-selling products and top customer preferences.

2. Customer Engagement:

- Implement customer-centric strategies for the top 10 customers to enhance loyalty.

3. Supply Chain Optimization:

- Streamline inventory management based on product profitability and sales trends.

4. Forecasting Accuracy:

- Refine forecasting models for better accuracy, reducing the risk of stockouts or overstock.

5. Pricing Strategy Refinement:

- Adjust pricing strategies to maximize profit margins and maintain competitiveness.

6. Product Portfolio Management:

- Optimize the product mix by focusing on the top 5 products with the highest margins.