

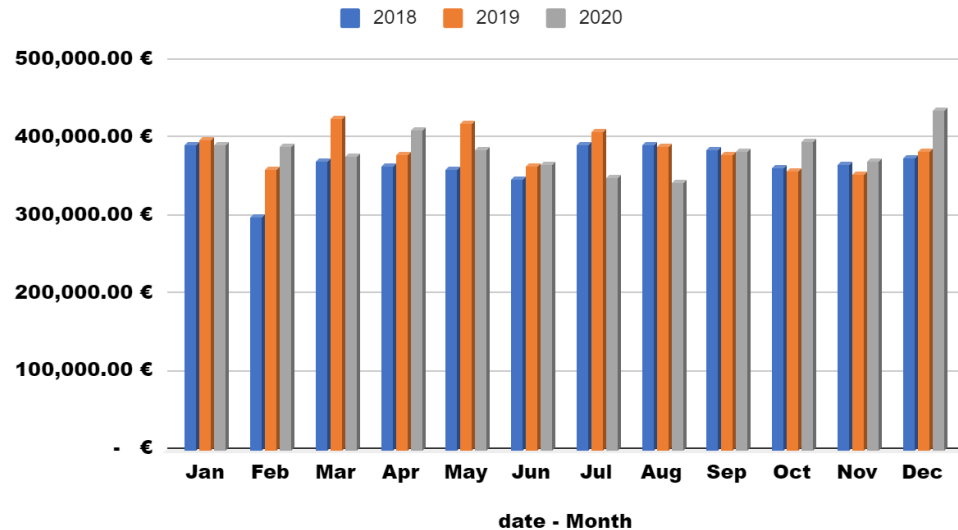
The background features abstract, overlapping green geometric shapes, primarily triangles and polygons, in various shades of green, creating a modern and dynamic visual effect.

CASE STUDY

By Gonalo Bernardo

How much revenue did we make per month in 2020 compared to the previous two years?

Total revenue [\$] by month/year



date - Month	2018	2019	2020
Jan	393,481.08 €	399,125.08 €	393,692.82 €
Feb	300,486.53 €	362,064.14 €	391,780.95 €
Mar	372,340.48 €	426,514.71 €	378,757.12 €
Apr	366,856.55 €	381,205.33 €	413,686.79 €
May	361,017.21 €	420,986.19 €	386,919.18 €
Jun	348,729.87 €	367,183.48 €	367,757.39 €
Jul	394,187.83 €	409,903.26 €	352,448.65 €
Aug	394,032.00 €	391,574.94 €	345,509.85 €
Sep	388,107.38 €	379,975.38 €	384,721.33 €
Oct	364,611.90 €	359,577.39 €	398,259.65 €
Nov	367,479.20 €	355,465.67 €	372,556.83 €
Dec	376,174.18 €	385,900.59 €	438,555.29 €

By observing the chart and table above one can conclude that:

- The revenue have been increasing along the years for 6 months of the year, having a special increasment in Febryary and the last three months of the year;
- It seems that in the summer's months, the revenue has been decreasing, in general;
- The top 3 revenues occured in March and May of 2019 and December of 2020, been the last the higher (~438k €)

How many of our orders from 2020 have already been invoiced?

In total, 2020 has 2990 orders, having already been invoiced 135 of them.

How many products have we shipped that have not been invoiced?

We already shipped 11448 orders and 60 of them haven't been invoiced yet. On the right one can see the like of those 60 orders.

order_number	delivery_id	order_number	delivery_id	order_number	delivery_id	order_number	delivery_id
75974002	DEL-75974002-2	94764002	DEL-94764002-4	54351002	DEL-54351002-3	54814002	DEL-54814002-3
58389002	DEL-58389002-2	95064002	DEL-95064002-1	94369002	DEL-94369002-4	54959002	DEL-54959002-3
58709002	DEL-58709002-3	75169002	DEL-75169002-1	107159002	DEL-107159002-3	95324002	DEL-95324002-2
77594002	DEL-77594002-4	95069002	DEL-95069002-1	76559002	DEL-76559002-1	97549002	DEL-97549002-4
97049002	DEL-97049002-4	98324002	DEL-98324002-4	77279002	DEL-77279002-1	97839002	DEL-97839002-1
95014002	DEL-95014002-1	57729002	DEL-57729002-4	95989002	DEL-95989002-2	56339002	DEL-56339002-1
96319002	DEL-96319002-2	75939002	DEL-75939002-1	74649002	DEL-74649002-2	57699002	DEL-57699002-1
96784002	DEL-96784002-1	98184002	DEL-98184002-1	58714002	DEL-58714002-2	58164002	DEL-58164002-4
57089002	DEL-57089002-3	98934002	DEL-98934002-4	58109002	DEL-58109002-4	78849002	DEL-78849002-4
95344002	DEL-95344002-2	58664002	DEL-58664002-2	77309002	DEL-77309002-3	98304002	DEL-98304002-2
56644002	DEL-56644002-1	98194002	DEL-98194002-4	54509002	DEL-54509002-1	56814002	DEL-56814002-3
76339002	DEL-76339002-4	54159002	DEL-54159002-1	95594002	DEL-95594002-2	75924002	DEL-75924002-2
57554002	DEL-57554002-1	77544002	DEL-77544002-1	97054002	DEL-97054002-4	94189002	DEL-94189002-1
97259002	DEL-97259002-2	94654002	DEL-94654002-2	54378002	DEL-54378002-3	98024002	DEL-98024002-1
78414002	DEL-78414002-1	97754002	DEL-97754002-1	97364002	DEL-97364002-1	111324002	DEL-111324002-4

How many orders have we not yet shipped?

There are 379 orders to be shipped.

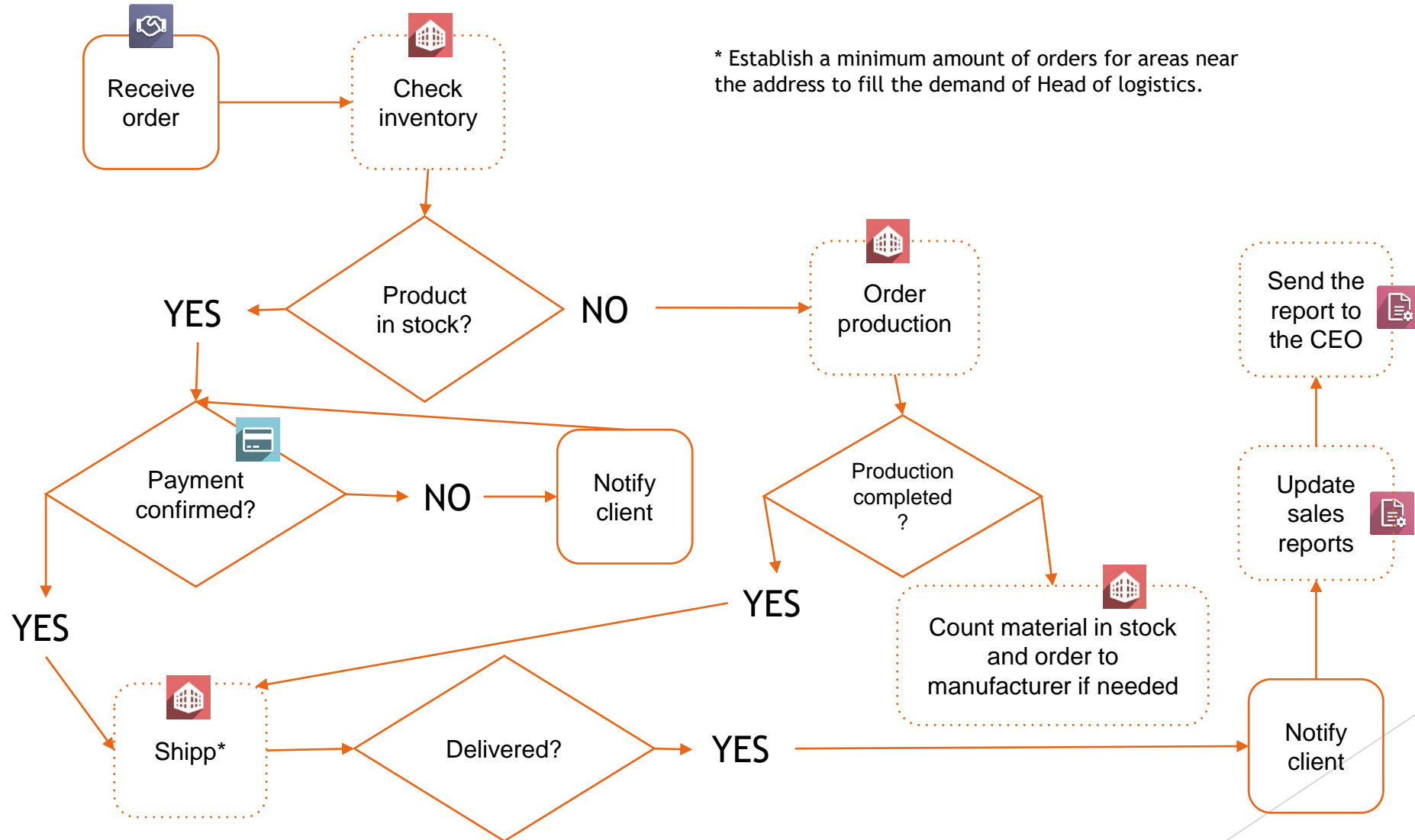
How much value of goods is not yet invoiced?

The amount of orders not yet invoiced is 439 and the total value is 712817,20€.

What was the net sales from June & August 2020 that were invoiced in the following months?

The net sales from those 2 months that were invoiced in the following months was 240834,89€.

eCommerce Process



- CRM
- Inventory
- Purchasing
- Accounting
- Sales
- Manual step
- Automatic step

