

## **ANALYSIS**

- The most sales were made between 12:00pm to 12:59pm. This could be due to the fact that lots of customers come in to get lunch during these period. These customers include staff of various companies/organizations, students, drivers, policemen, etc.
- The least amount of sales was between 22:00pm to 22:59pm which are the closing hours of the store.
- The day with the most sales was on the 8th of January, 2015 which was on a Thursday.
- The day with the least sales was on the 19th of January, 2015 which was on a Monday. This day was The National Popcorn Day which may be the reason for the low sales.
- The most sought-after pizza type was the **PEPPERONI PIZZA** with a total of **155** quantities of various sizes ordered.
- The least sought-after pizza type was the BRIE CARRE PIZZA with a total of 42 quantities of various sizes ordered.
- The most sought-after pizza category was the CLASSIC pizza category while the least sought-after category type was the CHICKEN category.

## **DATA-DRIVEN DECISIONS**

- The Brie Carre Pizza should be taken off the menu due to low sales and another pizza type should be introduced. A new pizza type that fits into the "Classic" category should be considered due to high demand of pizzas in this category OR a suggestion box be placed at the counter and customers are asked to drop a suggestion on the new pizza type they would love to see on the menu.
- ·All hands need to be on deck during peak sales hours to ensure customer's satisfaction.