Logo, company name

Description automatically generated

**Herb Chambers Toyota of Boston**

**Data Management System**

**Data Management & SQL – DAT 5305**

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# I. Executive overview of the system

We have been contracted to analyze the performance of the data management of a Toyota branch named “Boston Toyota Dealership”. This is a new dealership that has been operating for 1 year and needs a database management audit given that they are having some issues keeping and reporting all transactions organized. Before talking about their pain points, let us talk about some of the assumptions for which we will be building our database from.

**Suppliers and Inventory Assumptions**

* The dealership will be selling new and used cars received from large and small providers.
* We are aware that sometimes expected deliveries are changed, so we included an actual delivery date.
* Trade-ins will be accepted from the clients, but this year there has not been any trade-ins.
* Will always have some spare parts in stock for those parts that are most used.
* There are some cars that will be in-stock on the main dealership site and others located at storing garages.

**Sales and Customers Assumptions**

* All sales employee receives a 1% commission per sale.
* Leads can come from walk-ins, emails, or online quotes.
* Customer’s table will store information of clients who have had contact with the dealership, but not necessarily finished a purchase, and those who did completed a purchase.
* Customer’s records will be stored.
* One sale representative can make a sale of 3 cars in a day given that some of our customers are companies.
* Invoice parent table shows the quantity of cars sold under one invoice following the above assumption.

**Service Assumptions**

* We will have service customers that have bought cars in and outside the dealership.

The goal is to create the best possible database design based on these assumptions, that will help to easily pull certain data from them when needed.

# II. Actionable insights / Painpoints

1. Track number of car sales made by each sale employee and record their commission and Figure out performance and possible incentive for sales team.
2. Find out what cars are being sold the most on a specific period.
3. What is on inventory and where is it?
4. Who are we getting the car inventory from and what is the expected delivery date?
5. Determine what are the most used spare parts to avoid overstocking of unnecessary items.
6. Identify which customers that bought their cars in the dealership are not utilizing the car services.
7. Where are leads/possible leads coming from?
8. Determine the amount of workload that each of our sales representatives have
9. Which are the cars that have the least success with customers?

# III. Flow of the System

After discussing the pain points and needs that need to be assessed for a more organized and accurate information extraction for daily operations; we have designed the following flow system between the tables. Some tables are going to be used along the client’s customer journey with the dealership, while others are for the dealership internal operations. We believe this design will help reduce the pain points and ease the way employees look at the information on their database.

1. **Suppliers**

There is no cars inventory if the orders of cars are not tracked. For this reason, we have chosen this as one of our master tables and the first one for the flow of the system. This table will keep track of who the suppliers of the dealership are, when was a car ordered, when will it arrive, and if it has been delivered. The auto id of each car is first created here.

1. **Inventory Order**

We thought on keeping the supplier order details separate than that of the supplier information. This table will contain the supplier contact information that will be useful to contact the supplier.

1. **Car Inventory**

It is important for the sales team to know what cars are on inventory, so they are prepared when a customer comes into the dealership asking for a specific type of car. This table will provide information of the car’s make, model, year, color, cost, and the supplier it came from.

1. **Customers**

Here is where the dealership touch points with the customers starts. We are assuming that clients will come from online, email, and walk-ins. This table will be the customer’s master table were their information such as name, address, channel of contact, and other important information will be found. This keeps track of those clients who have had contact with the dealership but did not complete a purchase, and the customers who did make a purchase. We want to track both type of customers so the marketing department can contact those who has not made a purchase.

1. **Car Details**

Once a sales representant talks to the client about their car interest and getting their information, they can go to the car status table and look what cars are available that day and where are they located. This table was made to make it easier for the sales rep to know what cars are currently available and what its price is.

1. **Employees**

When a customer decides to make a purchase, we do not only want to track the order details, but also track the sales team information for internal matters. For this reason, we have included an employee’s master table that will include all employees from the dealership with its respective information such as name, salary, commission, title. From this master table, we have created a child one to track sales representants sales.

1. **Sales Track**

We believe that it is crucial to have an idea of each sales representant performance to know what can be done to motivate them in case they need it. Also, after informing us that the manager wants to track the commission for each, we decided to create a table focused on the sales made by each sale representant with the sales details.

1. **Invoice**

Once a purchase is done, we will record the invoice information on the invoice parent table. We decided to make a general invoice table given that since we sell cars to companies, one invoice could have 3 cars on it. Therefore, what distinguish this table to the child one is that this shows the quantity of autos per invoice.

1. **Invoice Details**

As a child table of the invoice, we decided to create one that goes to another level of the invoice and shows information such as the auto id, type of vehicle, date sold, and the unit price of the item sold. For those invoices that have 3 cars in it, this table will show each auto id for each car.

1. **Spare Parts Inventory**

This table is not connected to the ones that are part of the customer journey, but we mentioned it here because this one related more with the service area of the dealership. Here we will keep track of the spare parts inventory to know what we have in stock and have an idea of what parts are used the most under a certain period of time to estimate the next inventory order. Serial number, part type, and supplier id are some of the information that can be found here.

1. **Service**

We finish our system flow with the service table. This will not only help us organize tracking who our service clients are and what employee is taking care of a customer, but also will give us an insight if our car customers are also the ones who are using our car service.

# IV. Description of the tables

1. **Suppliers** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Supplier\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the supplier |
| **Supplier\_Name** | VARCHAR(50) | NO |  | Supplier first name |
| **Supplier\_Type** | VARCHAR(10) | NO |  | Whether it’s an automobile or parts supplier |
| **Contact\_Name** | VARCHAR(50) | NO |  | Contact full name |
| **Phone** | BIGINT | NO |  | Supplier phone number |
| **Email** | VARCHAR(60) | NO |  | Supplier email |
| **Address** | VARCHAR(255) | NO |  | Supplier address |
| **City** | VARCHAR(20) | NO |  | Supplier city |
| **Zip\_Code** | INT | NO |  | Supplier zip code |
| **Country** | VARCHAR(20) | NO |  | Supplier Country |

1. **Inventory Orders** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Supplier\_Id** | VARCHAR(10) | NO | FOREIGN | Unique identifier of the supplier |
| **Shipping\_Id** | VARCHAR(10) | NO |  | Unique identifier of the shipping tracker |
| **Shipping\_Date** | DATE | NO |  | Date the shipment was shipped |
| **Expected\_Delivery** | DATE | NO |  | Expected date for the shipment to arrive |
| **Delivery\_Date** | DATE | NO |  | Actual delivery date of the shipment |
| **Auto\_Id** | VARCHAR(10) | NO | PRIMARY | Unique Identifier of each vehicle |
| **Arrival\_Location** | VARCHAR(40) | NO |  | Where will the shipment be arriving, dealership or warehouse |

1. **Cars Inventory** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Auto\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the vehicle |
| **VIN** | VARCHAR(30) | NO |  | Vehicle VIN number |
| **Type** | VARCHAR(10) | NO |  | Vehicle type ( suv, sedan, pick up, coupe, van) |
| **Make** | VARCHAR(20) | NO |  | Vehicle make |
| **Model** | VARCHAR(20) | NO |  | Vehicle mode |
| **Color** | VARCHAR(15) | NO |  | Vehicle color |
| **Year** | INT | NO |  | Vehicle year |
| **Supplier\_Id** | VARCHAR(10) | NO | FOREIGN | Unique identifier of the supplier |
| **Cost** | INT | NO |  | Vehicle cost |

1. **Customers** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Customer\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the customer |
| **Lead\_Date** | DATE | NO |  | Lead date |
| **Channel** | VARCHAR(20) | NO |  | Channel from which the customer reached the dealership (website, walk-in, email, referral) |
| **Employee\_Id** | VARCHAR(10) | NO | FOREIGN | Employee that followed up with the customer |
| **First\_Name** | VARCHAR(50) | NO |  | Customer first name |
| **Last\_Name** | VARCHAR(10) | NO |  | Customer last name |
| **Gender** | VARCHAR(1) | NO |  | Customer gender |
| **Address** | VARCHAR(255) | NO |  | Customer address |
| **City** | VARCHAR(20) | NO |  | Customer city |
| **Zip\_Code** | VARCHAR(5) | NO |  | Customer zip code |
| **Phone** | BIGINT | NO |  | Customer phone number |
| **Email** | VARCHAR(60) | NO |  | Customer email |
| **Cust\_Type** | VARCHAR(20) | NO |  | Is the customer purchasing for personal use or a company |
| **Company\_Name** | VARCHAR(100) | YES |  | Name of the company name |

1. **Car Details** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Auto\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the vehicle |
| **Current\_Location** | VARCHAR(20) | NO |  | Physical location where the vehicle is currently located |
| **Condition** | VARCHAR(10) | NO |  | Vehicle condition (new or used) |
| **Unit\_Sale\_Price** | FLOAT | NO |  | Vehicle unit sale price |
| **Status** | VARCHAR(10) | NO |  | Vehicle status (available, reserved, sold, out of stock) |

1. **Employees** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Employee\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the employee |
| **First\_Name** | VARCHAR(50) | NO |  | Employee first name |
| **Last\_Name** | VARCHAR(50) | NO |  | Employee last name |
| **Hire\_Date** | DATE | NO |  | Employee hire date |
| **Salary** | FLOAT | NO |  | Employee salary |
| **Title** | VARCHAR(60) | NO |  | Employee job title |

1. **Sales Track** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Sales\_Ref** | VARCHAR(20) | NO | PRIMARY | Unique identifier of the sale reference (sale number) |
| **Employee\_Id** | VARCHAR(10) | NO | FOREIGN | Unique identifier of the employee |
| **Sale\_Date** | DATE | NO |  | Date of the sale |
| **Total\_Price** | FLOAT | NO |  | Total value of the sale |
| **Comission\_Value** | FLOAT | NO |  | Employee commission value for the sale |

1. **Invoice** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Invoice\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the invoice |
| **Sale\_Ref** | VARCHAR(20) | NO | FOREIGN | Unique identifier of the sale reference (sale number) |
| **Customer\_Id** | VARCHAR(10) | NO | FOREIGN | Unique identifier of the customer |
| **Sale\_Date** | DATE | NO |  | Sale date |
| **Quantity** | INT | NO |  | Quantity of vehicles sold |
| **Total\_Price** | FLOAT | NO |  | Total price of the sale |
| **Invoice\_Status** | VARCHAR(20) | NO |  | Status of the sale whether it’s been completed or is still processing |

1. **Invoice Details** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Invoice\_Id** | VARCHAR(10) | NO | FOREGIN | Unique identifier of the invoice |
| **Auto\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the vehicle |
| **Type** | VARCHAR(10) | NO |  | Vehicle type ( suv, sedan, pick up, coupe, van) |
| **Sale\_Date** | DATE | NO |  | Sale date |
| **Unit\_Sale\_Price** | FLOAT | NO |  | Vehicle unit sale price |

1. **Spare parts** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Part\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the part |
| **Serial\_Number** | VARCHAR(25) | NO |  | Part serial number |
| **Item\_Name** | VARCHAR(100) | NO |  | Part name |
| **Type** | VARCHAR(20) | NO |  | For what specific type of the car is the part |
| **Stock\_Amt** | INT | NO |  | Amount of parts in stock |
| **Sold\_Amt** | INT | NO |  | Amount of parts sold |
| **Supplier\_Id** | VARCHAR(10) | NO | FOREIGN | Unique identifier of the supplier |
| **Cost** | FLOAT | NO |  | Cost of the part |

1. **Service** Table

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FIELD** | **DATATYPE** | **NULL** | **KEY** | **DESCRIPTION** |
| **Service\_Id** | VARCHAR(10) | NO | PRIMARY | Unique identifier of the service |
| **Employee\_Id** | VARCHAR(10) | NO | FOREIGN | Unique identifier of the employee to perform the service |
| **Customer\_Id** | VARCHAR(10) | NO | FOREIGN | Unique identifier of the customer who requests the service |
| **Check\_In** | DATE | NO |  | Date the vehicle was brought in |
| **Check\_Out** | DATE | NO |  | Date the vehicle was return to the customer |
| **Description** | MEDIUMTEXT | NO |  | Brief description of the service done |
| **Part\_Id** | VARCHAR(10) | YES | FOREIGN | Unique identifier of the part |
| **Price** | FLOAT | NO |  | Price for the service done |

# V. Entity Relation Model

Diagram

Description automatically generated

\*\*\* Green Tables = Master Tables \*\*\*

\*\*\* Blue Tables = Child Tables \*\*\*

# VI. SQL Queries

1. ***Create a report to show how many cars each sales representant has sold in the quarter of year 2020 with the commissions paid.***

|  |
| --- |
| SELECT s.employee\_id, emp.hire\_date, emp.salary AS 'base\_salary', count(cd.status) AS  'cars\_sold', round(sum(s.Comission\_Value),2) AS 'comission\_val'  FROM sales\_track AS s, invoice\_details AS invd, car\_details AS cd, employees as emp  WHERE s.sale\_date = invd.sale\_date  AND invd.auto\_id = cd.auto\_id  AND s.employee\_id = emp.employee\_id  AND s.sale\_date BETWEEN '2020-01-10' AND '2020-12-31'  AND cd.status = 'Sold'  GROUP BY s.employee\_id; |

Table

Description automatically generated

1. ***Create a report that shows the highest type of car sold in the last 6 months of operation including its price.***

|  |
| --- |
| SELECT cinv.type, count(cinv.type) AS 'Count', c.gender  FROM cars\_inventory AS cinv, car\_details AS cd, invoice\_details AS invd, customers AS c,  invoice AS inv  WHERE cinv.auto\_id = cd.auto\_id  AND cd.auto\_id = invd.auto\_id  AND c.customer\_id = inv.customer\_id  AND invd.sale\_date BETWEEN '2020-07-01' AND '2020-12-31'  AND cd.status = 'Sold'  GROUP BY cinv.type, c.gender  ORDER BY cinv.type; |

Table

Description automatically generated

1. ***Show the total amount of cars in stock by make, type of car, and location.***

|  |
| --- |
| SELECT ci.make, ci.type, count(ci.type) AS 'amt\_in\_stock' , cd.current\_location  FROM cars\_inventory AS ci, car\_details AS cd  WHERE ci.auto\_id = cd.auto\_id  AND cd.status = 'Available'  GROUP BY cd.current\_location, ci.make, ci.type  ORDER BY cd.Current\_Location; |

Table

Description automatically generated

1. ***Create a report to show a list of cars expected to be delivered in the next 2 weeks.***

\*\*\* Assumption: We are assuming that this database was designed in January 2020 thus the expected delivery has a specific date but if it were to the current date the code would be:

“And ord.expected\_date = date\_add(curdate(), interval 14 day)”

|  |
| --- |
| SELECT s.supplier\_id, s.supplier\_name, io.expected\_delivery, io.auto\_id, ci.make, ci.model, ci.type  FROM suppliers AS s, inventory\_orders AS io, cars\_inventory AS ci  WHERE s.supplier\_id = io.supplier\_id  AND io.auto\_id = ci.auto\_id  AND io.expected\_delivery > '2020-12-31'; |

Table

Description automatically generated

1. ***Create a report that shows the top 5 most used spare parts. Show their name, type, and quantity used.***

|  |
| --- |
| SELECT part\_id, item\_name, type, sold\_amt AS 'amount\_used'  FROM spare\_parts  GROUP BY part\_id  ORDER BY amount\_used DESC  LIMIT 5; |

Table

Description automatically generated

1. **Create a report that shows the amount of service clients that have bought or not an automobile in the dealership.**

|  |
| --- |
| SELECT c.customer\_id, c.first\_name, c.last\_name, c.gender, c.email, car.auto\_id, car.make, car.type, inv.sale\_date  FROM customers AS c, cars\_inventory AS car, invoice\_details AS invd, invoice AS inv  WHERE c.customer\_id = inv.customer\_id  AND inv.invoice\_id = invd.invoice\_id  AND invd.auto\_id = car.auto\_id  AND inv.customer\_id NOT IN (SELECT customer\_id  FROM service); |

Table

Description automatically generated

1. ***Determine which channel brings the highest incoming leads for clients.***

|  |
| --- |
| SELECT channel, count(channel) AS 'amt\_leads'  FROM customers  GROUP BY channel; |

Table

Description automatically generated

1. **Create a report that shows the number of clients that each of our sales representant have. Include their first and last name.**

|  |
| --- |
| SELECT emp.employee\_id, emp.first\_name, emp.last\_name, count(c.customer\_id) as "Number of Clients"  FROM employees emp, customers c  WHERE emp.employee\_id = c.employee\_id  GROUP BY emp.employee\_id; |

Table

Description automatically generated

1. **Create a report to show the cars that have more than 6 months without being sold**

|  |
| --- |
| SELECT car.auto\_id, car.make, car.model, car.type, ord.delivery\_date, unit\_sale\_price,  cd.status  FROM cars\_inventory car, inventory\_orders ord, car\_details cd  WHERE car.auto\_id = ord.auto\_id  AND ord.auto\_id = cd.auto\_id  AND ord.delivery\_date < '2020-07-01'  AND cd.status = 'Available'; |

Table

Description automatically generated

# VII. Detailed Procedures

1. **Delivery Status (Del\_status\_cursor) Procedure**

The purpose of this cursor is to clearly display the status of the inventory delivery for the people who manages the inventory. This cursor will update the delivery status depending if it is delayed, early, or on time.

***Cite the input and output parameters and a Business.***

|  |
| --- |
| Call del\_statu\_cursor ( );  Select \*  From inventory\_orders; |

***Procedure SQL Code***

|  |
| --- |
| CREATE DEFINER=`root`@`localhost` PROCEDURE `del\_status\_cursor`( )  BEGIN  DECLARE done INT DEFAULT FALSE;  DECLARE v\_del\_date DATE;  DECLARE ship1 CURSOR FOR  SELECT delivery\_date  FROM inventory\_orders  WHERE expected\_delivery = delivery\_date;    DECLARE CONTINUE HANDLER FOR NOT FOUND SET done = TRUE;  OPEN ship1;  read\_loop: LOOP  FETCH ship1 INTO v\_del\_date;  IF done THEN  LEAVE read\_loop;  END IF;  UPDATE inventory\_orders  SET delivery\_status = "On Time"  WHERE delivery\_date = v\_del\_date;  UPDATE inventory\_orders  SET delivery\_status = "Delayed"  WHERE expected\_delivery < delivery\_date or delivery\_date is null;  UPDATE inventory\_orders  SET delivery\_status = "Early"  WHERE expected\_delivery > delivery\_date;  END LOOP;  END |

***Results***

Data BEFORE the procedure is called

Application, table, Excel

Description automatically generated

Data AFTER the procedure is called

Table, Excel

Description automatically generated

1. **Management Discount (Mng\_discount) Procedure**

The purpose of this procedure is to facilitate sales representants to obtain the correct final price after discount by not manually imputing it.

Escenario: Customers that come into the dealership can negotiate down the price they are given the option of a 5% discount from the original price and if there is a very persistent customer up to 10% of the original price can be given. There is also an 20% discount given to employees who purchase vehicles in the dealership as well as a friends and family discount of 12%. Discount codes: D5, D10, DEMP, DFF

***Cite the input and output parameters and a Business.***

|  |
| --- |
| Input Parameters: (invoice\_id, customer\_id, discount\_code)  CALL mng\_discount('INV\_00001', 'C\_001', 'D10');  CALL mng\_discount('INV\_00005', 'C\_007', 'DFF');  CALL mng\_discount('INV\_00008', 'C\_005', 'DEMP'); |

***Procedure SQL Code***

|  |
| --- |
| CREATE DEFINER=`root`@`localhost` PROCEDURE `mng\_discount`(IN in\_invoice\_id VARCHAR(10), IN in\_customer\_id VARCHAR(10), IN in\_disc\_code VARCHAR(4))  BEGIN  IF in\_disc\_code = "D5" THEN  UPDATE invoice  SET total\_price = total\_price \* 0.95  WHERE customer\_id = in\_customer\_id  AND invoice\_id = in\_invoice\_id;  END IF;  IF in\_disc\_code = "D10" THEN  UPDATE invoice  SET total\_price = total\_price \* 0.90  WHERE customer\_id = in\_customer\_id  AND invoice\_id = in\_invoice\_id;  END IF;  IF in\_disc\_code = "DEMP" THEN  UPDATE invoice  SET total\_price = total\_price \* 0.80  WHERE customer\_id = in\_customer\_id  AND invoice\_id = in\_invoice\_id;  END IF;  IF in\_disc\_code = "DFF" THEN  UPDATE invoice  SET total\_price = total\_price \* 0.88  WHERE customer\_id = in\_customer\_id;  END IF;  END |

***Results***

Data before passing the procedure

Table

Description automatically generated

Data after the procedure

Table

Description automatically generated

# VIII. Appendix

1. **Table Scripts**

-- -----------------------------------------------------

-- Schema Dealership

-- -----------------------------------------------------

CREATE DATABASE IF NOT EXISTS `dealership` DEFAULT CHARACTER SET utf8 ; USE `dealership` ;

-- -----------------------------------------------------

-- Table `Dealership`.`Suppliers`

-- -----------------------------------------------------

CREATE TABLE IF NOT EXISTS `Dealership`.`suppliers` (

`Supplier\_Id` VARCHAR(10) NOT NULL,

`Supplier\_Name` VARCHAR(50) NULL DEFAULT NULL,

`Supplier\_Type` VARCHAR(10) NULL DEFAULT NULL,

`Contact\_Name` VARCHAR(50) NULL DEFAULT NULL,

`Phone` INT(11) NULL DEFAULT NULL,

`Email` VARCHAR(60) NULL DEFAULT NULL,

`Address` VARCHAR(255) NULL DEFAULT NULL,

`City` VARCHAR(20) NULL DEFAULT NULL,

`Zipcode` INT(11) NULL DEFAULT NULL,

`Country` VARCHAR(20) NULL DEFAULT NULL,

PRIMARY KEY (`Supplier\_Id`))

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Inventory\_Orders`

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`inventory\_orders` (

`Supplier\_Id` varchar(10) DEFAULT NULL,

`Shipping\_Id` varchar(10) DEFAULT NULL,

`Shipping\_date` datetime DEFAULT NULL,

`Expected\_Delivery` datetime DEFAULT NULL,

`Delivery\_date` datetime DEFAULT NULL,

`Auto\_Id` varchar(10) NOT NULL,

`Arrival\_ location` varchar(40) DEFAULT NULL,

PRIMARY KEY (`Auto\_Id`))

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Cars\_Inventory`

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`cars\_inventory` (

`Auto\_Id` varchar(10) NOT NULL,

`VIN` varchar(30) DEFAULT NULL,

`Type` varchar(10) DEFAULT NULL,

`Make` varchar(20) DEFAULT NULL,

`Model` varchar(20) DEFAULT NULL,

`Color` varchar(15) DEFAULT NULL,

`Year` int DEFAULT NULL,

`Supplier\_Id` varchar(10) DEFAULT NULL,

`Cost` double DEFAULT NULL,

PRIMARY KEY (`Auto\_Id`))

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Customers `

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`customers` (

`Customer\_Id` varchar(10) NOT NULL,

`Lead\_Date` datetime DEFAULT NULL,

`Channel` varchar(20) DEFAULT NULL,

`Employee\_Id` varchar(10) DEFAULT NULL,

`First\_Name` varchar(50) DEFAULT NULL,

`Last\_Name` varchar(10) DEFAULT NULL,

`Gender` varchar(1) DEFAULT NULL,

`Address` varchar(255) DEFAULT NULL,

`City` varchar(20) DEFAULT NULL,

`Zip\_code` varchar(5) DEFAULT NULL,

`Phone` bigint DEFAULT NULL,

`Email` varchar(60) DEFAULT NULL,

`Cust\_Type` varchar(20) DEFAULT NULL,

`Company\_Name` varchar(100) DEFAULT NULL,

PRIMARY KEY (`Customer\_Id`))

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Car\_Details `

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`car\_details` (

`Auto\_Id` varchar(10) NOT NULL,

`Current\_Location` varchar(20) DEFAULT NULL,

`Condition` varchar(10) DEFAULT NULL,

`Unit\_Sale\_Price` float DEFAULT NULL,

`Status` varchar(10) DEFAULT NULL,

PRIMARY KEY (`Auto\_Id`)

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Employees `

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`employees` (

`Employee\_Id` varchar(10) NOT NULL,

`First\_Name` varchar(50) DEFAULT NULL,

`Last\_Name` varchar(50) DEFAULT NULL,

`Hire\_Date` datetime DEFAULT NULL,

`Salary` float DEFAULT NULL,

`Title` varchar(60) DEFAULT NULL,

PRIMARY KEY (`Employee\_Id`)

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Sales\_Track`

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`sales\_track` (

`Sale\_Ref` varchar(20) NOT NULL,

`Employee\_Id` varchar(10) DEFAULT NULL,

`Sale\_Date` datetime DEFAULT NULL,

`Total\_Price` float DEFAULT NULL,

`Comission\_Value` float DEFAULT NULL,

PRIMARY KEY (`Sale\_Ref`)

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Invoice`

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`invoice` (

`Invoice\_Id` varchar(10) NOT NULL,

`Sale\_Ref` varchar(20) DEFAULT NULL,

`Customer\_Id` varchar(10) DEFAULT NULL,

`Sale\_Date` datetime DEFAULT NULL,

`Quanity` int DEFAULT NULL,

`Total\_Price` float DEFAULT NULL,

`Invoice\_Status` varchar(20) DEFAULT NULL,

PRIMARY KEY (`Invoice\_Id`)

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Invoice\_Details`

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`invoice\_details` (

`Invoice\_Id` varchar(10) NOT NULL,

`Auto\_Id` varchar(10) NOT NULL,

`Type` varchar(10) DEFAULT NULL,

`Sale\_Date` datetime DEFAULT NULL,

`Unit\_Sale\_Price` int DEFAULT NULL,

PRIMARY KEY (`Auto\_Id`)

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Spare\_parts `

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`spare\_parts` (

`Part\_Id` varchar(10) NOT NULL,

`Serial\_number` varchar(25) DEFAULT NULL,

`item\_name` varchar(100) DEFAULT NULL,

`Type` varchar(20) DEFAULT NULL,

`Stock\_Amt` int DEFAULT NULL,

`Sold\_Amt` int DEFAULT NULL,

`Supplier\_Id` varchar(10) DEFAULT NULL,

`Cost` float DEFAULT NULL,

PRIMARY KEY (`Part\_Id`)

ENGINE = InnoDB;

-- -----------------------------------------------------

-- Table `Dealership`.`Service `

-- -----------------------------------------------------

CREATE TABLE `Dealership`.`service` (

`Service\_Id` varchar(10) NOT NULL,

`Employee\_Id` varchar(10) DEFAULT NULL,

`Customer\_Id` varchar(10) DEFAULT NULL,

`Check\_In\_Date` datetime DEFAULT NULL,

`Check\_Out\_Date` datetime DEFAULT NULL,

`Description` mediumtext,

`Part\_Id` varchar(10) DEFAULT NULL,

`Price` float DEFAULT NULL,

PRIMARY KEY (`Service\_Id`)

ENGINE = InnoDB;

1. **Data Loading Scripts**

The data for the tables was imported to SQL Workbench through csv files that contained the following information.

**Suppliers** Data

|  |
| --- |
| INSERT INTO `Dealership`.`suppliers`  (`Supplier\_Id`, `Supplier\_Name`, `Supplier\_Type`, `Contact\_Name`, `Phone`, `Email`, `Address`, `City`,`Zip\_Code`, `Country`)  VALUES  ('ALFA01','Alfa Romeo','Automobile','Olivia Pope',8003045983,'opope@alfaromeo.com','Piazza Bovio 70','Turin',96013,'Italy'),  ('AP\_01','Auto Parts','Parts','Oliver Hampton',8005679872,'oliverh@autop.com','9582 Ave','Utah',84101,'USA'),  ('AUDI01','Audi','Automobile','Emett Crawford',8002039530,'emettc@audi.com','049 Owell Dr','Ingolstadt',81023,'Germany'),  ('AZ\_01','Autozone','Parts','Wes Gibbins',8007419179,'wgibbins@az.com','123 S. Front St','Memphis',38127,'USA'),  ('BMW01','BMW','Automobile','Connor Walsh',8008311117,'cwalsh@bwm.com','9284 Petuelring','Munich',80337,'Germany'),  ('BSH\_01','Bosch','Parts','Bonnie Winterbottom',8009683948,'bonniew@bosch.com','70839 platz','Gerlingen',70839,'Germany'),  ('FORD01','Ford','Automobile','Michaela Prat',8003923673,'mprat@ford.com','84 Drive St','Dearborn',48123,'USA'),  ('HD\_01','Honda Parts','Parts','Nate Lahey',8003494208,'laheyn@hondaparts.com','10893 Auto Mall','Sandy',84094,'USA'),  ('HOND01','Honda','Automobile','Annalise Keating',8668645211,'akeating@honda.com','0934 Minato','Tokyo',1006025,'Japan'),  ('MASS01','Maserati','Automobile','Laurel Castillo',8000392344,'lcastillo@maserati.com','Via Torricelli 74','Modena',38029,'Italy'),  ('NISS01','Nissan','Automobile','Caleb Hapstall',8001933095,'Calebh@nissan.com','1725 Whittlesey Rd','Columbus',31904,'USA'),  ('SUBR01','Subaru','Automobile','Tegan Price',8009489450,'Teganp@subaru.com','2039 Shibuya','Tokyo',1002403,'Japan'),  ('TOYO01','Toyota','Automobile','Frank Delfino',8004695214,'fdelfino@toyota.com','920 Okazaki','Aichi',4608510,'Japan'),  ('VW01','Volkswagen','Automobile','Asher Millstone',8004755200,'amillstone@vw.com','04933 Berliner Ring','Wolfsburg',38442,'Germany'),  ('VW\_01','Volkswagen Parts','Parts','Gabriel Maddox',8001249503,'gmaddox@vwparts.com','9348 Berliner West','Wolfsburg',38400,'Germany'); |

**Inventory Orders** Data

|  |
| --- |
| INSERT INTO `Dealership`.`inventory\_orders`  (`Supplier\_Id`, `Shipping\_Id`, `Shipping\_date`, `Expected\_Delivery`, `Delivery\_date`, `Auto\_Id`, `Arrival\_ location`)  VALUES  ('HOND01','S\_001','2019-12-04 00:00:00','2019-12-20 00:00:00','2019-12-23 00:00:00','A001','Dealership'),('HOND01','S\_001','2019-12-04 00:00:00','2019-12-20 00:00:00','2019-12-23 00:00:00','A002','Dealership'),('HOND01','S\_001','2019-12-04 00:00:00','2019-12-20 00:00:00','2019-12-23 00:00:00','A003','Dealership'),('HOND01','S\_001','2019-12-04 00:00:00','2019-12-20 00:00:00','2019-12-23 00:00:00','A004','Dealership'),('HOND01','S\_002','2019-12-07 00:00:00','2019-12-26 00:00:00','2019-12-26 00:00:00','A005','Warehouse'),('HOND01','S\_003','2019-12-10 00:00:00','2019-12-30 00:00:00','2019-12-29 00:00:00','A006','Warehouse'),('HOND01','S\_003','2019-12-17 00:00:00','2019-12-30 00:00:00','2020-01-05 00:00:00','A007','Warehouse'),('HOND01','S\_004','2019-12-21 00:00:00','2020-01-09 00:00:00','2020-01-09 00:00:00','A008','Warehouse'),('FORD01','S\_005','2020-01-01 00:00:00','2020-01-20 00:00:00','2020-01-20 00:00:00','A009','Dealership'),('FORD01','S\_005','2020-01-01 00:00:00','2020-01-20 00:00:00','2020-01-20 00:00:00','A010','Dealership'),('FORD01','S\_005','2020-01-01 00:00:00','2020-01-20 00:00:00','2020-01-20 00:00:00','A011','Dealership'),('FORD01','S\_005','2020-01-01 00:00:00','2020-01-20 00:00:00','2020-01-20 00:00:00','A012','Dealership'),('FORD01','S\_006','2020-02-01 00:00:00','2020-02-21 00:00:00','2020-02-20 00:00:00','A013','Warehouse'),('FORD01','S\_007','2020-02-08 00:00:00','2020-02-27 00:00:00','2020-02-27 00:00:00','A014','Warehouse'),('FORD01','S\_008','2020-02-15 00:00:00','2020-03-07 00:00:00','2020-03-05 00:00:00','A015','Dealership'),('FORD01','S\_008','2020-02-15 00:00:00','2020-03-07 00:00:00','2020-03-05 00:00:00','A016','Dealership'),('FORD01','S\_008','2020-02-15 00:00:00','2020-03-07 00:00:00','2020-03-05 00:00:00','A017','Dealership'),('FORD01','S\_008','2020-02-15 00:00:00','2020-03-07 00:00:00','2020-03-05 00:00:00','A018','Dealership'),('FORD01','S\_008','2020-02-15 00:00:00','2020-03-07 00:00:00','2020-03-05 00:00:00','A019','Dealership'),('BMW01','S\_009','2020-02-22 00:00:00','2020-03-12 00:00:00','2020-03-12 00:00:00','A020','Warehouse'),('BMW01','S\_010','2020-02-25 00:00:00','2020-03-15 00:00:00','2020-03-15 00:00:00','A021','Warehouse'),('TOYO01','S\_011','2020-03-03 00:00:00','2020-03-22 00:00:00','2020-03-22 00:00:00','A022','Dealership'),('TOYO01','S\_011','2020-03-03 00:00:00','2020-03-22 00:00:00','2020-03-22 00:00:00','A023','Dealership'),('TOYO01','S\_011','2020-03-03 00:00:00','2020-03-22 00:00:00','2020-03-22 00:00:00','A024','Dealership'),('TOYO01','S\_012','2020-03-15 00:00:00','2020-04-01 00:00:00','2020-04-03 00:00:00','A025','Warehouse'),('TOYO01','S\_012','2020-03-15 00:00:00','2020-04-01 00:00:00','2020-04-03 00:00:00','A026','Warehouse'),('TOYO01','S\_012','2020-03-15 00:00:00','2020-04-01 00:00:00','2020-04-03 00:00:00','A027','Warehouse'),('TOYO01','S\_012','2020-03-15 00:00:00','2020-04-01 00:00:00','2020-04-03 00:00:00','A028','Warehouse'),('VW01','S\_013','2020-03-27 00:00:00','2020-04-15 00:00:00','2020-04-15 00:00:00','A029','Dealership'),('VW01','S\_014','2020-04-26 00:00:00','2020-05-15 00:00:00','2020-05-15 00:00:00','A030','Warehouse'),('VW01','S\_015','2020-06-05 00:00:00','2020-06-24 00:00:00','2020-06-24 00:00:00','A031','Dealership'),('VW01','S\_015','2020-06-05 00:00:00','2020-06-24 00:00:00','2020-06-24 00:00:00','A032','Dealership'),('VW01','S\_015','2020-06-05 00:00:00','2020-06-24 00:00:00','2020-06-24 00:00:00','A033','Dealership'),('VW01','S\_015','2020-06-05 00:00:00','2020-06-24 00:00:00','2020-06-24 00:00:00','A034','Dealership'),('VW01','S\_016','2020-06-29 00:00:00','2020-07-17 00:00:00','2020-07-18 00:00:00','A035','Warehouse'),('VW01','S\_016','2020-06-29 00:00:00','2020-07-17 00:00:00','2020-07-18 00:00:00','A036','Warehouse'),('VW01','S\_017','2020-08-02 00:00:00','2020-08-21 00:00:00','2020-08-21 00:00:00','A037','Dealership'),('VW01','S\_018','2020-08-22 00:00:00','2020-09-10 00:00:00','2020-09-10 00:00:00','A038','Dealership'),('VW01','S\_019','2020-09-22 00:00:00','2020-10-11 00:00:00','2020-10-11 00:00:00','A039','Warehouse'),('VW01','S\_020','2020-11-12 00:00:00','2020-12-01 00:00:00','2020-12-01 00:00:00','A040','Warehouse'),('SUBR01','S\_021','2020-11-17 00:00:00','2020-12-14 00:00:00','2020-12-11 00:00:00','A041','Warehouse'),('SUBR01','S\_021','2020-11-17 00:00:00','2020-12-14 00:00:00','2020-12-11 00:00:00','A042','Warehouse'),('SUBR01','S\_021','2020-11-17 00:00:00','2020-12-14 00:00:00','2020-12-11 00:00:00','A043','Warehouse'),('SUBR01','S\_021','2020-11-17 00:00:00','2020-12-14 00:00:00','2020-12-11 00:00:00','A044','Warehouse'),('SUBR01','S\_021','2020-11-17 00:00:00','2020-12-14 00:00:00','2020-12-11 00:00:00','A045','Warehouse'),('SUBR01','S\_021','2020-11-17 00:00:00','2020-12-14 00:00:00','2020-12-11 00:00:00','A046','Warehouse'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A047','Dealership'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A048','Dealership'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A049','Dealership'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A050','Dealership'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A051','Dealership'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A052','Dealership'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A053','Dealership'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A054','Dealership'),('AUDI01','S\_022','2020-12-22 00:00:00','2021-01-20 00:00:00','2021-01-21 00:00:00','A055','Dealership'),('NISS01','S\_023','2020-12-29 00:00:00','2021-01-18 00:00:00','2021-01-18 00:00:00','A056','Dealership'),('NISS01','S\_023','2020-12-29 00:00:00','2021-01-18 00:00:00','2021-01-18 00:00:00','A057','Dealership'),('ALFA01','S\_024','2021-01-05 00:00:00','2021-02-09 00:00:00','2021-02-09 00:00:00','A058','Warehouse'),('MASS01','S\_025','2021-01-15 00:00:00','2021-02-19 00:00:00','2021-02-19 00:00:00','A059','Warehouse'),('MASS01','S\_025','2021-01-15 00:00:00','2021-02-19 00:00:00','2021-02-19 00:00:00','A060','Warehouse'); |

**Cars Inventory** Data

|  |
| --- |
| INSERT INTO `Dealership`.`cars\_inventory`  (`Auto\_Id`, `VIN`, `Type`, `Make`, `Model`, `Color`, `Year`, `Supplier\_Id`, `Cost`)  VALUES ('A001','1GNDX13E74D218663','SUV','Honda','CRV','White',2020,'HOND01',29699.25),('A002','1G3WH55M9RD492318','SUV','Honda','CRV','Black',2020,'HOND01',30149.25),('A003','4S2DF58X934624699','SEDAN','Honda','Fit','Red',2019,'HOND01',17699.25),('A004','2GCGC24T9B1165171','SEDAN','Honda','Civic EX','Silver',2021,'HOND01',20669.25),('A005','JNKDA31A13T133648','SUV','Honda','HRV','Navy Blue',2020,'HOND01',21749.25),('A006','1GCHK29143E113087','VAN','Honda','Odyssey','Silver',2021,'HOND01',27674.25),('A007','1N4AL21E98N428834','SEDAN','Honda','Civic SI','Orange',2020,'HOND01',20699.25),('A008','JM3TB3CV3B0368487','SEDAN','Honda','Civic SI','Blue',2017,'HOND01',14699.25),('A009','2G2FS32KX22158078','PCK','Ford','F-150','Blue',2019,'FORD01',25875),('A010','WDDKJ7CB3AF014815','PCK','Ford','F-350','Black',2018,'FORD01',24375),('A011','1ZVHT80N985139009','PCK','Ford','F-250','White',2016,'FORD01',19949.25),('A012','5LMFU28R34LJ41588','SUV','Ford','Escape','Black',2020,'FORD01',22949.25),('A013','1GCCS19X1V8200455','SUV','Ford','Escape','Silver',2018,'FORD01',20625),('A014','2GCEC19W521340147','SUV','Ford','Escape','Grey',2017,'FORD01',18224.25),('A015','KM8JT3AF8FU010403','COUPE','Ford','Mustang','Orange',2019,'FORD01',22875),('A016','JTHBF1D27F5047447','COUPE','Ford',' Mustang GT','Yellow',2018,'FORD01',23699.25),('A017','1C4RJFBG0EC218074','SUV','Ford','Explorer','Navy Blue',2013,'FORD01',9449.25),('A018','1HD1BJL41RY010102','SUV','Ford','Explorer','Blue',2017,'FORD01',14691.75),('A019','5LMEU88H34ZJ37382','SUV','Ford','Explorer','Black',2020,'FORD01',26174.25),('A020','SAJWA05B89HR44114','SEDAN','BMW','Series 3','White',2018,'BMW01',32399.25),('A021','1GCHK29143E113087','VAN','BMW','335i','Silver',2021,'BMW01',39749.25),('A022','JT6HF10U9X0004124','SEDAN','Toyota','Corolla','Red',2020,'TOYO01',18599.25),('A023','2P4FP25B4XR415524','SEDAN','Toyota','Corolla','White',2016,'TOYO01',11849.25),('A024','JN1AZ0CPXBT050766','SEDAN','Toyota','Corolla','Silver',2020,'TOYO01',18599.25),('A025','KMHGH4JH4EU080773','SEDAN','Toyota','Camry','Red',2011,'TOYO01',10424.25),('A026','JTKDE177860006657','SEDAN','Toyota','Camry',' Beige',2014,'TOYO01',11624.25),('A027','5NPEC4AC1CH401299','SEDAN','Toyota','Camry','White',2021,'TOYO01',24224.25),('A028','1FAFP5323YA133976','SEDAN','Toyota','Camry','Grey',2019,'TOYO01',19875),('A029','1FAHP35N78W145023','SUV','Volkswagen','Atlas','Blue',2018,'VW01',20625),('A030','1FAHP35N78W145023','SUV','Volkswagen','Atlas','Grey',2020,'VW01',26699.25),('A031','1FMZU73K14UA28059','SEDAN','Volkswagen','Jetta GLI','Silver',2019,'VW01',20025),('A032','JNRBS08W03X089043','SEDAN','Volkswagen','Jetta R','Silver',2020,'VW01',17249.25),('A033','1N4AL3AP9FC105996','SEDAN','Volkswagen','Golf R','Blue',2019,'VW01',32549.25),('A034','1FMFU18556LA41845','SEDAN','Volkswagen','Golf R','Black',2019,'VW01',32549.25),('A035','WA1LFAFPXCA074024','SEDAN','Volkswagen','Golf GTI','Red',2018,'VW01',18434.25),('A036','3N1AB61E78L658153','SEDAN','Volkswagen','Golf GTI','Blue',2021,'VW01',21974.25),('A037','1HGEM21144L025048','SUV','Volkswagen','Tiguan','White',2020,'VW01',23962.5),('A038','1FDUF5GT4EEA05267','SUV','Volkswagen','Tiguan R','Red',2019,'VW01',27599.25),('A039','1XP5D68X6SN325464','SUV','Volkswagen','Tiguan R','Silver',2020,'VW01',28424.25),('A040','2HNYD28268H529530','SUV','Volkswagen','Tiguan','Black',2020,'VW01',23962.5),('A041','1GDJC34N0RE507110','SEDAN','Subaru','STI','White',2017,'SUBR01',24919.3),('A042','5PVNJ8JT282S51922','SEDAN','Subaru ','WRX','Black',2021,'SUBR01',25200),('A043','WDBNG76J25A423849','SUV','Subaru','Forester','Silver',2020,'SUBR01',24219.3),('A044','1GTR2VE70DZ260873','SUV','Subaru','Outback ','Blue',2019,'SUBR01',20317.5),('A045','1G4NJ52T6VC453550','SEDAN','Subaru','BRX','Blue',2021,'SUBR01',20194.3),('A046','3N1CB51D55L565749','SUV','Subaru','Ascent','White',2021,'SUBR01',22606.5),('A047','KNAGM4A76F5599503','SEDAN','Audi ','A3','Grey',2020,'AUDI01',23310),('A048','SCFLDCFP6EGJ69172','SEDAN','Audi ','A4','Black',2020,'AUDI01',27370),('A049','5FNRL5H46BB083294','SEDAN','Audi ','A6','White',2021,'AUDI01',38430),('A050','1HGCM66513A024895','SUV','Audi ','Q5','White',2021,'AUDI01',30310),('A051','JTDKDTB3XC1085059','SEDAN','Audi ','TT','Red',2021,'AUDI01',34860),('A052','3FAHP0HA3CR168849','SEDAN','Audi ','R8','Blue',2021,'AUDI01',99890),('A053','SAJNX5747RC184261','SEDAN','Audi ','RS6','Red',2021,'AUDI01',76300),('A054','1J4GK48K03W760656','SEDAN','Audi ','RS7','White',2021,'AUDI01',79800),('A055','1GCHK23647F585410','SEDAN','Audi ','RS3','Black',2020,'AUDI01',39410),('A056','WDDHF8HB1AA206578','SEDAN','NISSAN','GTR','White',2021,'NISS01',79478),('A057','1GKKVPKD2FJ130128','SEDAN','NISSAN','GTR Skyline','Blue',1994,'NISS01',50750),('A058','1FDWE35S96DA39092','SEDAN','Alfa Romeo','Guilia','Red',2017,'ALFA01',20013),('A059','1GNES16S236101709','SEDAN','Maserati','Levante','White',2021,'MASS01',52143),('A060','1D7HU18D04J277404','SEDAN','Maserati','Ghibli','Silver',2021,'MASS01',48643); |

**Customers** Data

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| INSERT INTO `customers`  (`Customer\_Id`, `Lead\_Date`, `Channel`, `Employee\_Id`, `First\_Name`, `Last\_Name`, `Gender`, `Address`, `City`, `Zip\_code`, `Phone`, `Email`, `Cust\_Type`, `Company\_Name`)  VALUES  ('C\_001','2019-12-21 00:00:00','Website','EMP\_001','Lea','Dilallo','F','123 St','Cambridge','02141',7813079044,'leadilallo@bmc.com','Company','Boston Medical Center'),('C\_002','2019-12-28 00:00:00','Email','EMP\_002','Audrey','Lim','F','1 Education St','Somerville','02143',7812145142,'audreyl@hult.com','Company','Hult International Business School'),('C\_003','2020-01-18 00:00:00','Walk-in','EMP\_002','Alex','Park','M','89 Weston St','Watertown','02471',5085578730,'apark@yahoo.com','Individual',''),('C\_004','2020-01-19 00:00:00','Walk-in','EMP\_001','Allegra','Aoki','F','56 Main','Quincy','02171',9782137308,'aaoki@bcg.com','Individual',''),('C\_005','2020-02-01 00:00:00','Walk-in','EMP\_001','Morgan','Reznick','F','963 Fall Ave','Boston','02199',5085331650,'mreznick@bmc.com','Company','Boston Consulting Group'),('C\_006','2020-02-11 00:00:00','Walk-in','EMP\_001','Meredith','Grey','F','541 10th Dr.','Revere','02151',6177319235,'mgrey@gmail.com','Individual',''),('C\_007','2020-02-19 00:00:00','Website','EMP\_003','Miranda','Bailey','F','741 Manor St.','Quincy','02169',9785892799,'mbailey@hotmail.com','Individual',''),('C\_008','2020-03-04 00:00:00','Email','EMP\_003','Alex','Karev','M','8650 Lilac St.','Cambridge','02140',5083949350,'Akarev@harvard.edu','Company','Harvard Business School'),('C\_009','2020-04-03 00:00:00','Email','EMP\_002','Derek','Shepherd','M','474 Leatherwood Drive','Cambridge','02142',4135966087,'derekmcdreamy@gmail.com','Individual',''),('C\_010','2020-04-20 00:00:00','Email','EMP\_002','Richard','Weber','M','97 Glen Eagles Road','Somerville','02145',6174794619,'richardweber@gmail.com','Individual',''),('C\_011','2020-05-03 00:00:00','Email','EMP\_001','Cristina','Yang','F','19 Heather Drive','Malden','02148',4132156171,'crisyang@hotmail.com','Individual',''),('C\_012','2020-05-23 00:00:00','Website','EMP\_003','Jackson','Avery','M','902 Hanover Court','Everett','02149',9785869623,'jack@aos.com','Individual',''),('C\_013','2020-06-16 00:00:00','Website','EMP\_001','Jo','Wilson','F','8859 East High Point St.','Chelsea','02150',9784997608,'jo@gmail.com','Individual',''),('C\_014','2020-07-10 00:00:00','Website','EMP\_001','Owen','Hunt','M','34 Wood St.','Revere','02151',6176478885,'ohunt@phillips.com','Company','Phillips'),('C\_015','2020-07-20 00:00:00','Walk-in','EMP\_002','Izzie','Stevens','F','7332 West Cobblestone St.','Jamaica Plain','02130',6175739942,'izziestevens@salesforce.com','Individual',''),('C\_016','2020-07-31 00:00:00','Website','EMP\_003','Arizona','Robbins','F','87 Birchpond Rd.','Boston','02133',4135470691,'arirobbins@gmail.com','Individual',''),('C\_017','2020-09-12 00:00:00','Email','EMP\_001','Callie','Torres','F','84 Smith Store Ave.','Boston','02128',6178002997,'ctorres@nbc@gmail.com','Company','NBC'),('C\_018','2020-09-24 00:00:00','Website','EMP\_001','George','O\'Malie','M','7 Forest Street','Medford','02155',5082730087,'gomalie@gmail.com','Individual',''),('C\_019','2020-09-27 00:00:00','Walk-in','EMP\_002','Maggie','Pierce','F','840 Lake View St.','Malden','02148',5088392680,'maggiepierce@gmail.com','Individual',''),('C\_020','2020-10-27 00:00:00','Website','EMP\_003','Teddy','Altman','F','71 Hall Street','Allston','02134',7744192125,'teddyalt@yahoo.com','Individual',''),('C\_021','2020-11-21 00:00:00','Email','EMP\_002','Mark','Sloan','M','1 S. Pennsylvania Avenue','Brighton','02135',8578881178,'marksloan@bmc.com','Individual',''),('C\_022','2020-11-26 00:00:00','Email','EMP\_003','Andrew','Deluca','M','336 Madison St.','Hyde Park','02136',7815998686,'andrewdeluca@hubspot.com','Individual',''),('C\_023','2020-12-03 00:00:00','Website','EMP\_002','Ben','Warren','M','399 Rockland St.','Medford','02155',6177170438,'benwarren@cambridgeside.com','Individual',''),('C\_024','2020-12-18 00:00:00','Walk-in','EMP\_002','Stephanie','Edwards','F','9946 Courtland St.','Everett','02149',9785609591,'stephed@mbta.com','Individual',''),('C\_025','2020-12-23 00:00:00','Website','EMP\_001','Atticus','Lincoln','M','312 Wagon Ave.','Brigton','02135',8979283628,'atticus@gmail.com','Individual',''); |

**Car Details** Data

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| INSERT INTO `Dealership`.`car\_details`  (`Auto\_Id`, `Current\_Location`, `Condition`, `Unit\_Sale\_Price`, `Status`)  VALUES ('A001','Cambridge','New',39599,'Sold'),('A002','Chelsea','New',40199,'Sold'),('A003','Cambridge','New',23599,'Sold'),('A004','Chelsea','New',27559,'Sold'),('A005','Cambridge','New',28999,'Sold'),('A006','Chelsea','New',36899,'Sold'),('A007','Chelsea','New',27599,'Sold'),('A008','Cambridge','New',19599,'Sold'),('A009','Cambridge','New',34500,'Sold'),('A010','Chelsea','New',32500,'Sold'),('A011','Cambridge','New',26599,'Sold'),('A012','Chelsea','New',30599,'Sold'),('A013','Chelsea','New',27500,'Sold'),('A014','Chelsea','New',24299,'Sold'),('A015','Cambridge','New',30500,'Sold'),('A016','Cambridge','New',31599,'Sold'),('A017','Cambridge','New',12599,'Sold'),('A018','Cambridge','New',19589,'Sold'),('A019','Cambridge','New',34899,'Sold'),('A020','Chelsea','Used',43199,'Sold'),('A021','Cambridge','Used',52999,'Sold'),('A022','Chelsea','Used',24799,'Reserved'),('A023','Chelsea','Used',15799,'Reserved'),('A024','Cambridge','Used',24799,'Reserved'),('A025','Chelsea','Used',13899,'Reserved'),('A026','Cambridge','Used',15499,'Reserved'),('A027','Chelsea','Used',32299,'Reserved'),('A028','Chelsea','Used',26500,'Reserved'),('A029','Cambridge','New',27500,'Available'),('A030','Chelsea','New',35599,'Available'),('A031','Cambridge','New',26700,'Reserved'),('A032','Cambridge','New',22999,'Reserved'),('A033','Chelsea','New',43399,'Available'),('A034','Cambridge','New',43399,'Available'),('A035','Chelsea','New',24579,'Reserved'),('A036','Cambridge','New',29299,'Reserved'),('A037','Cambridge','New',31950,'Sold'),('A038','Chelsea','New',36799,'Sold'),('A039','Chelsea','New',37899,'Available'),('A040','Chelsea','New',31950,'Available'),('A041','Chelsea','Used',35599,'Available'),('A042','Cambridge','Used',36000,'Available'),('A043','Chelsea','Used',34599,'Available'),('A044','Chelsea','Used',29025,'Available'),('A045','Cambridge','Used',28849,'Available'),('A046','Chelsea','Used',32295,'Available'),('A047','Cambridge','Used',33300,'Available'),('A048','Cambridge','New',39100,'Available'),('A049','Chelsea','New',54900,'Available'),('A050','Cambridge','New',43300,'Available'),('A051','Chelsea','New',49800,'Available'),('A052','Cambridge','New',142700,'Available'),('A053','Cambridge','New',109000,'Available'),('A054','Chelsea','New',114000,'Available'),('A055','Chelsea','New',56300,'Available'),('A056','Chelsea','Used',113540,'Available'),('A057','Chelsea','Used',72500,'Available'),('A058','Cambridge','New',28590,'Available'),('A059','Chelsea','New',74490,'Available'),('A060','Chelsea','New',69490,'Available'); |

**Employees** Data

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| INSERT INTO `Dealership`.`employees`  (`Employee\_Id`, `First\_Name`, `Last\_Name`, `Hire\_Date`, `Salary`, `Title`)  VALUES  ('EMP\_001','Shaun','Murphy','2020-01-05 00:00:00',28000,'Salesperson'),('EMP\_002','Claire','Browne','2020-01-05 00:00:00',28000,'Salesperson'),('EMP\_003','Rafael ','Varane','2020-02-19 00:00:00',28000,'Salesperson'),('EMP\_004','Aaron','Glassman','2020-01-05 00:00:00',36000,'Cartech'),('EMP\_005','Neil','Melendez','2020-01-05 00:00:00',36000,'Cartech'),('EMP\_006','Marcus','Andrews','2019-12-01 00:00:00',60000,'Manager'),('EMP\_007','Jerry ','Lewis','2020-01-05 00:00:00',40000,'Maintenance '); |

**Sales Track** Data

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| INSERT INTO `Dealership`.`sales\_track`  (`Sale\_Ref`, `Employee\_Id`, `Sale\_Date`, `Total\_Price`, `Comission\_Value`)  VALUES  ('SREF\_001','EMP\_001','2020-01-10 00:00:00',103397,1033.97),('SREF\_002','EMP\_002','2020-01-12 00:00:00',56558,565.58),('SREF\_003','EMP\_002','2020-02-02 00:00:00',36899,368.99),('SREF\_004','EMP\_001','2020-02-03 00:00:00',27599,275.99),('SREF\_005','EMP\_003','2020-03-19 00:00:00',19599,195.99),('SREF\_006','EMP\_003','2020-04-18 00:00:00',151698,1516.98),('SREF\_007','EMP\_002','2020-05-05 00:00:00',24299,242.99),('SREF\_008','EMP\_001','2020-05-18 00:00:00',62099,620.99),('SREF\_009','EMP\_003','2020-06-07 00:00:00',32188,321.88),('SREF\_010','EMP\_001','2020-07-01 00:00:00',34899,348.99),('SREF\_011','EMP\_002','2020-08-15 00:00:00',43199,431.99),('SREF\_012','EMP\_003','2020-09-27 00:00:00',52999,529.99),('SREF\_013','EMP\_001','2020-10-12 00:00:00',203293,2032.93),('SREF\_014','EMP\_001','2020-11-11 00:00:00',85828,858.28),('SREF\_015','EMP\_003','2020-12-06 00:00:00',36799,367.99); |

**Invoice** Data

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| INSERT INTO `Dealership`.`invoice`  (`Invoice\_Id`, `Sale\_Ref`, `Customer\_Id`, `Sale\_Date`, `Quanity`, `Total\_Price`, `Invoice\_Status`)  VALUES ('INV\_00001','SREF\_001','C\_001','2020-01-10 00:00:00',3,103397,'Completed'),('INV\_00002','SREF\_002','C\_002','2020-01-12 00:00:00',2,56558,'Completed'),('INV\_00003','SREF\_003','C\_003','2020-02-02 00:00:00',1,36899,'Completed'),('INV\_00004','SREF\_004','C\_004','2020-02-03 00:00:00',1,27599,'Completed'),('INV\_00005','SREF\_005','C\_007','2020-03-19 00:00:00',1,19599,'Completed'),('INV\_00006','SREF\_006','C\_008','2020-04-18 00:00:00',5,151698,'Completed'),('INV\_00007','SREF\_007','C\_010','2020-05-05 00:00:00',1,24299,'Completed'),('INV\_00008','SREF\_008','C\_005','2020-05-18 00:00:00',2,62099,'Completed'),('INV\_00009','SREF\_009','C\_012','2020-06-07 00:00:00',2,32188,'Completed'),('INV\_00010','SREF\_010','C\_013','2020-07-01 00:00:00',1,34899,'Completed'),('INV\_00011','SREF\_011','C\_015','2020-08-15 00:00:00',1,43199,'Completed'),('INV\_00012','SREF\_012','C\_016','2020-09-27 00:00:00',1,52999,'Completed'),('INV\_00013','SREF\_013','C\_017','2020-10-12 00:00:00',9,203293,'Processing'),('INV\_00014','SREF\_014','C\_014','2020-11-11 00:00:00',3,85828,'Processing'),('INV\_00015','SREF\_015','C\_022','2020-12-06 00:00:00',1,36799,'Completed'); |

**Invoice Details** Data

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| INSERT INTO `Dealership`.`invoice\_details`  (`Invoice\_Id`, `Auto\_Id`, `Type`, `Sale\_Date`, `Unit\_Sale\_Price`)  VALUES ('INV\_00001','A001','SUV','2020-01-10 00:00:00',39599),('INV\_00001','A002','SUV','2020-01-10 00:00:00',40199),('INV\_00001','A003','SEDAN','2020-01-10 00:00:00',23599),('INV\_00002','A004','SEDAN','2020-01-12 00:00:00',27559),('INV\_00002','A005','SUV','2020-01-12 00:00:00',28999),('INV\_00003','A006','VAN','2020-02-02 00:00:00',36899),('INV\_00004','A007','SEDAN','2020-02-03 00:00:00',27599),('INV\_00005','A008','SEDAN','2020-03-19 00:00:00',19599),('INV\_00006','A009','PCK','2020-04-18 00:00:00',34500),('INV\_00006','A010','PCK','2020-04-18 00:00:00',32500),('INV\_00006','A011','PCK','2020-04-18 00:00:00',26599),('INV\_00006','A012','SUV','2020-04-18 00:00:00',30599),('INV\_00006','A013','SUV','2020-04-18 00:00:00',27500),('INV\_00007','A014','SUV','2020-05-05 00:00:00',24299),('INV\_00008','A015','COUPE','2020-05-18 00:00:00',30500),('INV\_00008','A016','COUPE','2020-05-18 00:00:00',31599),('INV\_00009','A017','SUV','2020-06-07 00:00:00',12599),('INV\_00009','A018','SUV','2020-06-07 00:00:00',19589),('INV\_00010','A019','SUV','2020-07-01 00:00:00',34899),('INV\_00011','A020','SEDAN','2020-08-15 00:00:00',43199),('INV\_00012','A021','VAN','2020-09-27 00:00:00',52999),('INV\_00013','A022','SEDAN','2020-10-12 00:00:00',24799),('INV\_00013','A023','SEDAN','2020-10-12 00:00:00',15799),('INV\_00013','A024','SEDAN','2020-10-12 00:00:00',24799),('INV\_00013','A025','SEDAN','2020-10-12 00:00:00',13899),('INV\_00013','A026','SEDAN','2020-10-12 00:00:00',15499),('INV\_00013','A027','SEDAN','2020-10-12 00:00:00',32299),('INV\_00013','A028','SEDAN','2020-10-12 00:00:00',26500),('INV\_00013','A031','SEDAN','2020-10-12 00:00:00',26700),('INV\_00013','A032','SEDAN','2020-10-12 00:00:00',22999),('INV\_00014','A035','SEDAN','2020-11-11 00:00:00',24579),('INV\_00014','A036','SEDAN','2020-11-11 00:00:00',29299),('INV\_00014','A037','SUV','2020-11-11 00:00:00',31950),('INV\_00015','A038','SUV','2020-12-06 00:00:00',36799); |

**Spare Parts** Data

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| INSERT INTO `Dealership`.`spare\_parts`  (`Part\_Id`, `Serial\_number`, `item\_name`, `Type`, `Stock\_Amt`, `Sold\_Amt`, `Supplier\_Id`, `Cost`)  VALUES ('SP\_001','coC35itD','Oil Change','Engine',20,3,'AZ\_01',34.2),('SP\_002','oXaSJDzU','Oil Filter','Engine',25,2,'AP\_01',12),('SP\_003','quzfD7aD','Fuel Filter','Engine',15,4,'HD\_01',22.2),('SP\_004','hutw3t7i','Cabin Filter replacementĘ','A/C',80,20,'VW\_01',13.2),('SP\_005','8hkrZnAu','injectors replacementĘ','Fuel',15,2,'BSH\_01',213.6),('SP\_006','89asfdaD','Valve cover gasket','Engine',80,35,'HD\_01',69),('SP\_007','3455faM1','Water pum kit','Engine',65,23,'VW\_01',159),('SP\_008','235vc23D4','Air intake filter','Engine',38,4,'BSH\_01',15),('SP\_009','ad5960H3e','Coolant flush kit','Engine ',20,3,'AZ\_01',51),('SP\_010','74cM00ad2','Brake caliper ','Brakes',10,4,'AP\_01',69),('SP\_011','0rf9v284G','Front brake pads','Brake',40,12,'AP\_01',39),('SP\_012','p328fvj18','Rear brake pads','Brake',35,2,'AP\_01',27),('SP\_013','dpru8y048','Front brake hose','Brake',6,1,'AZ\_01',21),('SP\_014','2d32fhapft','Rear brake hose','Brake',7,1,'AP\_01',16.8),('SP\_015','wduihg842','Hand brake cable','Brake',12,1,'AP\_01',9),('SP\_016','pqwoe948r','Oxigen sensor 1','Exhaust ',20,8,'AP\_01',69),('SP\_017','nvpi1248fv','Oxigen sensor 2','Exhaust ',20,6,'AZ\_01',72),('SP\_018','2193484r7f','Catalic converter','Exhaust ',50,18,'AZ\_01',399),('SP\_019','fprefo384R','Front shocks','Suspension ',30,13,'AZ\_01',207),('SP\_020','qplfMa14AA','Rear shocks','Suspension ',24,13,'AZ\_01',153),('SP\_021','nvmad167DF','Engine mounts','Suspension ',40,2,'VW\_01',273),('SP\_022','2543FT894','Transmission mount','Engine',25,3,'BSH\_01',129),('SP\_023','Plmd18393','Transmission fluid kit','Engine',18,2,'HD\_01',270),('SP\_024','da1834djda','Spark plugs','Ignition ',70,30,'VW\_01',51),('SP\_025','tyfi13942nc','Coil packs','Ignition ',45,23,'BSH\_01',210),('SP\_026','109374vfha','Fuel filter cap','Emission',20,7,'AZ\_01',45),('SP\_027','1jfngvm191','Engine decarbonization kit','Emission',8,1,'VW\_01',270),('SP\_028','vw1093480','Radiador Cap ','Fuel',10,1,'BSH\_01',15),('SP\_029','vhquef0134','Fuel pump','Fuel',28,5,'AZ\_01',141); |

**Service** Data

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| INSERT INTO `Dealership`.`service`  (`Service\_Id`, `Employee\_Id`, `Customer\_Id`, `Check\_In\_Date`, `Check\_Out\_Date`, `Description`, `Part\_Id`, `Price`)  VALUES ('SEV\_001','EMP\_007','C\_001','2020-01-10 00:00:00','2020-01-11 00:00:00','Oil Change','SP\_001',57),('SEV\_002','EMP\_007','C\_009','2020-02-02 00:00:00','2020-02-03 00:00:00','Fuel Filter','SP\_003',37),('SEV\_003','EMP\_007','C\_004','2020-02-03 00:00:00','2020-02-04 00:00:00','Cabin Filter replacementĘ','SP\_004',22),('SEV\_004','EMP\_004','C\_005','2020-03-19 00:00:00','2020-03-20 00:00:00','injectors replacementĘ','SP\_005',356),('SEV\_005','EMP\_007','C\_003','2020-04-18 00:00:00','2020-04-19 00:00:00','Valve cover gasket','SP\_006',115),('SEV\_006','EMP\_005','C\_007','2020-05-05 00:00:00','2020-05-06 00:00:00','Water pum kit','SP\_007',265),('SEV\_007','EMP\_004','C\_008','2020-05-18 00:00:00','2020-05-19 00:00:00','Air intake filter','SP\_008',25),('SEV\_008','EMP\_004','C\_016','2020-05-27 00:00:00','2020-05-28 00:00:00','Coolant flush kit','SP\_009',85),('SEV\_009','EMP\_005','C\_021','2020-06-07 00:00:00','2020-06-09 00:00:00','Brake caliper ','SP\_010',115),('SEV\_010','EMP\_004','C\_010','2020-06-13 00:00:00','2020-06-15 00:00:00','Front brake pads','SP\_011',65),('SEV\_011','EMP\_005','C\_014','2020-06-18 00:00:00','2020-06-20 00:00:00','Rear brake pads','SP\_012',45),('SEV\_012','EMP\_004','C\_006','2020-06-29 00:00:00','2020-07-01 00:00:00','Front brake hose','SP\_013',35),('SEV\_013','EMP\_005','C\_025','2020-07-01 00:00:00','2020-07-03 00:00:00','Rear brake hose','SP\_014',28),('SEV\_014','EMP\_005','C\_011','2020-07-05 00:00:00','2020-07-07 00:00:00','Hand brake cable','SP\_015',15),('SEV\_015','EMP\_007','C\_012','2020-07-22 00:00:00','2020-07-23 00:00:00','Oxigen sensor 1','SP\_016',115),('SEV\_016','EMP\_007','C\_013','2020-08-13 00:00:00','2020-08-14 00:00:00','Oxigen sensor 2','SP\_017',120),('SEV\_017','EMP\_007','C\_014','2020-08-17 00:00:00','2020-08-19 00:00:00','Catalic converter','SP\_018',665),('SEV\_018','EMP\_005','C\_015','2020-08-26 00:00:00','2020-08-28 00:00:00','Front shocks','SP\_019',345),('SEV\_019','EMP\_005','C\_023','2020-09-13 00:00:00','2020-09-15 00:00:00','Rear shocks','SP\_020',255),('SEV\_020','EMP\_007','C\_017','2020-09-24 00:00:00','2020-09-26 00:00:00','Engine mounts','SP\_021',455),('SEV\_021','EMP\_004','C\_018','2020-10-02 00:00:00','2020-10-04 00:00:00','Transmission mount','SP\_022',215),('SEV\_022','EMP\_005','C\_019','2020-10-12 00:00:00','2020-10-14 00:00:00','Transmission fluid kit','SP\_023',450),('SEV\_023','EMP\_007','C\_020','2020-10-17 00:00:00','2020-10-18 00:00:00','Spark plugs','SP\_024',85),('SEV\_024','EMP\_004','C\_002','2020-11-04 00:00:00','2020-11-05 00:00:00','Coil packs','SP\_025',350),('SEV\_025','EMP\_005','C\_022','2020-11-11 00:00:00','2020-11-12 00:00:00','Fuel filter cap','SP\_026',75),('SEV\_026','EMP\_007','C\_014','2020-11-24 00:00:00','2020-11-26 00:00:00','Engine decarbonization kit','SP\_027',450),('SEV\_027','EMP\_004','C\_024','2020-12-04 00:00:00','2020-12-06 00:00:00','Radiador Cap ','SP\_028',25),('SEV\_028','EMP\_005','C\_005','2020-12-06 00:00:00','2020-12-07 00:00:00','Fuel pump','SP\_029',235); |