Ranking de Clientes - Testing

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Set up

Input data tables are:

```
## Loading objects:
##   OPER
##   PERSONAS
##   DIVRA
##   DIVRA4
##   CUENTACORRIENTE
##   COMPMOV
##   OPERICO
```

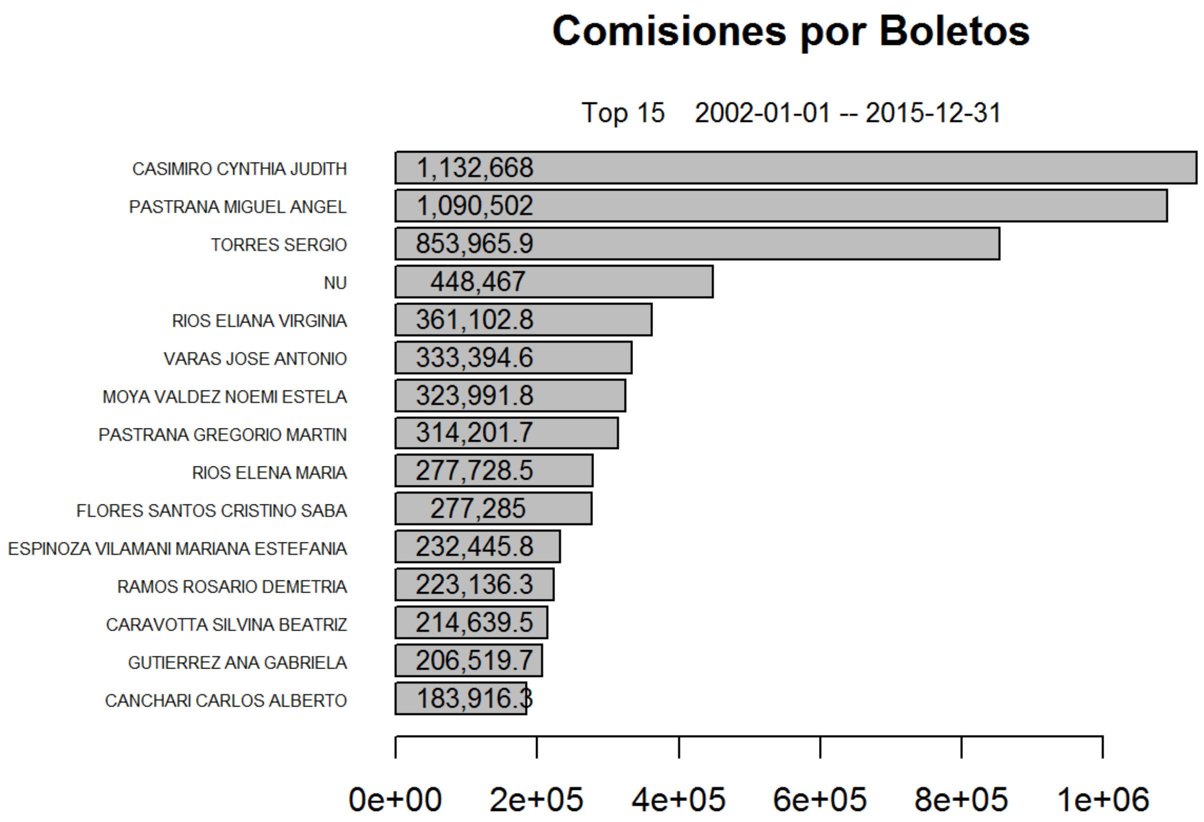
Parameters: Period and number of customers

Note that these parameters applies to all tests except for AuM Ranking.

```
## [1] "01-01-2002"
## [1] "31-12-2015"
## [1] 15
```

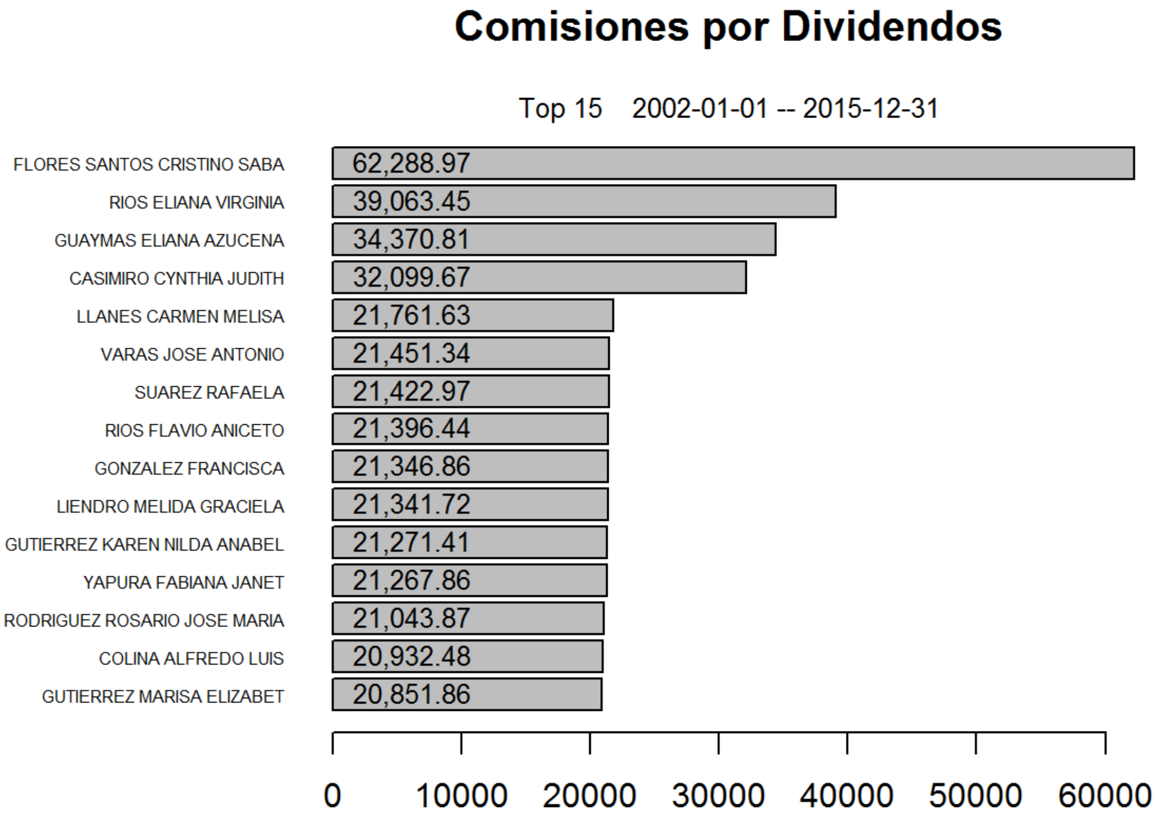
Test Comisiones x Boletos

```
# Filters
Oper <- OPER[OPER$OperFecAnul == '1753-01-01', ]
Oper <- Oper[Oper$OperComiCMonto != 0, ]

# Join tables OPER and PERSONAS
Oper <- Oper[Oper$OperFecCon >= FromDate & Oper$OperFecCon <= ToDate, ]
Comi <- merge(Oper, PERSONAS, by = 'ComiCodigo')
Comi <- Comi[, c('ComiCodigo', 'OperFecCon', 'OperComiCMonto',
                 'PersTitular', 'PersApellido', 'PersNumeroDoc', 'PersPorPar')]

# Compute each person's total comission
Comi$Monto <- Comi$OperComiCMonto * (Comi$PersPorPar / 100)
ComiPers <- aggregate(x = Comi$Monto,
                      by = list(PersApellido = Comi$PersApellido,
                                PersNumeroDoc = Comi$PersNumeroDoc),
                      sum)
names(ComiPers)[3] <- 'Monto'

# Create accumulator to compute Total comissions
TotPers <- ComiPers

# plot Ranking
plot_TopN(ComiPers, N, 'Comisiones por Boletos')
```



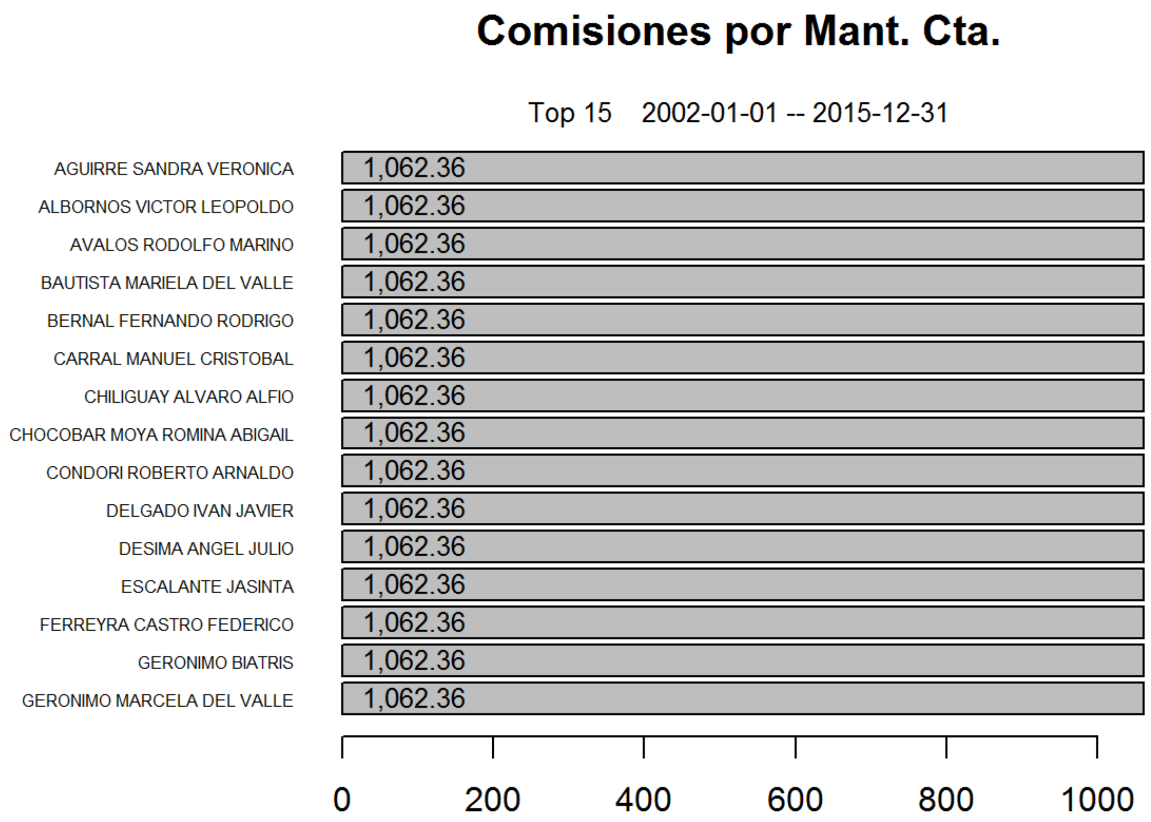
Test Comisiones x Dividendos

```
# Filters

Divra4 <- DIVRA4[DIVRA4$TiCdId == 4, ]
Divra4 <- Divra4[Divra4$DivComMonto > 0, ]

# Join tables DIVRA and DIVRA4 to get date
Divra44 <- merge(Divra4, DIVRA, by = 'DRAID')
Divra44 <- Divra44[, c(names(Divra4), 'DRAFecPos')]
Divra44 <- Divra44[Divra44$DRAFecPos >= FromDate & Divra44$DRAFecPos <= ToDate, ]

# Join tables DIVRA44 and PERSONAS to get Personal data
Comi <- merge(Divra44, PERSONAS, by = 'ComiCodigo')
Comi <- Comi[, c(names(Divra44), 'PersTitular', 'PersApellido',
                 'PersNumeroDoc', 'PersPorPar')]

# Compute each person's total comission
Comi$Monto <- Comi$DivComMonto * (Comi$PersPorPar / 100)
ComiPers <- aggregate(x = Comi$Monto,
                      by = list(PersApellido = Comi$PersApellido,
                                PersNumeroDoc = Comi$PersNumeroDoc),
                      sum)
names(ComiPers)[3] <- 'Monto'

# add to accumulator
TotPers <- rbind(TotPers, ComiPers)
TotPers <- aggregate(x = TotPers$Monto,
                     by = list(PersApellido  = TotPers$PersApellido,
                               PersNumeroDoc = TotPers$PersNumeroDoc),
                     sum)
names(TotPers)[3] <- c('Monto')

# plot Ranking
plot_TopN(ComiPers, N, 'Comisiones por Dividendos')
```



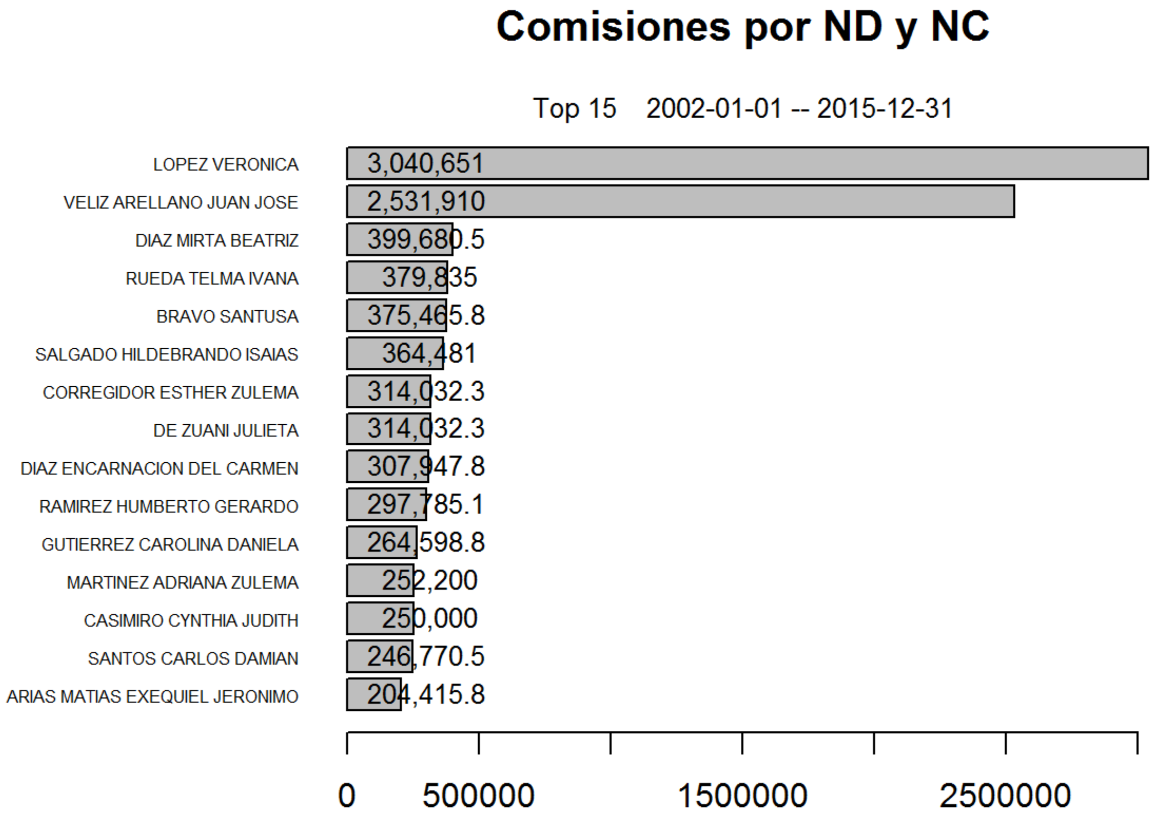
Test Comisiones x Mant de Cta

```r
# Filters
CtaCte <- CUENTACORRIENTE[CUENTACORRIENTE$CompId == 5, ]

# Join tables CtaCte and PERSONAS to get Personal data
CtaCte <- CtaCte[CtaCte$CuCoFecConcertacion >= FromDate &
                     CtaCte$CuCoFecConcertacion <= ToDate, ]
Comi <- merge(CtaCte, PERSONAS, by = 'ComiCodigo')
Comi <- Comi[, c(names(CtaCte), 'PersTitular', 'PersApellido',
                 'PersNumeroDoc', 'PersPorPar')]

# Compute each person's total comission
Comi$Monto <- Comi$CuCoImporte * (Comi$PersPorPar / 100)
ComiPers <- aggregate(x = Comi$Monto,
                      by = list(PersApellido = Comi$PersApellido,
                                PersNumeroDoc = Comi$PersNumeroDoc),
                      sum)
names(ComiPers)[3] <- 'Monto'

# add to accumulator
TotPers <- rbind(TotPers, ComiPers)
TotPers <- aggregate(x = TotPers$Monto,
                     by = list(PersApellido  = TotPers$PersApellido,
                               PersNumeroDoc = TotPers$PersNumeroDoc),
                     sum)
names(TotPers)[3] <- c('Monto')

# plot Ranking
plot_TopN(ComiPers, N, 'Comisiones por Mant. Cta.')
```



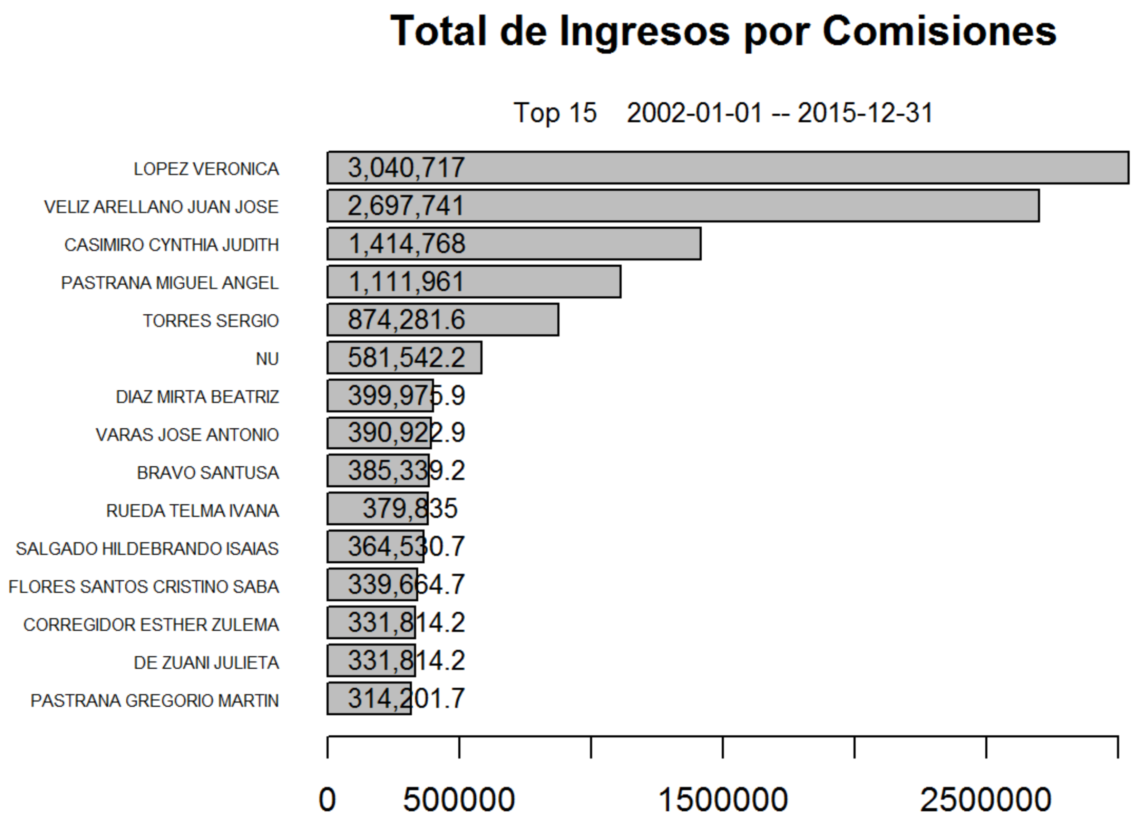
Test Comisiones x ND y NC

```
# Filters
CompMov <- COMPMOV[COMPMOV$CompId == 18 | COMPMOV$CompId == 19, ]
CompMov <- CompMov[CompMov$CompFecAnul == '1753-01-01', ]

# Join tables CompMov and PERSONAS to get Personal data
CompMov <- CompMov[CompMov$CompFecha >= FromDate & CompMov$CompFecha <= ToDate,]
Comi <- merge(CompMov, PERSONAS, by = 'ComiCodigo')
Comi <- Comi[, c('ComiCodigo', 'CompId','CompFecha','CompImporte', 'PersTitular', 'PersAp
ellido',
                 'PersNumeroDoc', 'PersPorPar')]

# Reverse sign of NCs
Comi[Comi$CompId == 19, 'CompImporte'] <- Comi[Comi$CompId == 19, 'CompImporte'] * (-1)

# Compute each person's total comission
Comi$Monto <- Comi$CompImporte * (Comi$PersPorPar / 100)
CompPers <- aggregate(x = Comi$Monto,
                      by = list(PersApellido = Comi$PersApellido,
                                PersNumeroDoc = Comi$PersNumeroDoc),
                      sum)
names(ComiPers)[3] <- 'Monto'

# add to accumulator
TotPers <- rbind(TotPers, ComiPers)
TotPers <- aggregate(x = TotPers$Monto,
                     by = list(PersApellido  = TotPers$PersApellido,
                               PersNumeroDoc = TotPers$PersNumeroDoc),
                     sum)
names(TotPers)[3] <- c('Monto')

# plot Ranking
plot_TopN(ComiPers, N, 'Comisiones por ND y NC')
```



Total Ingresos por Comisiones

```
plot_TopN(TotPers, 15, 'Total de Ingresos por Comisiones')
```



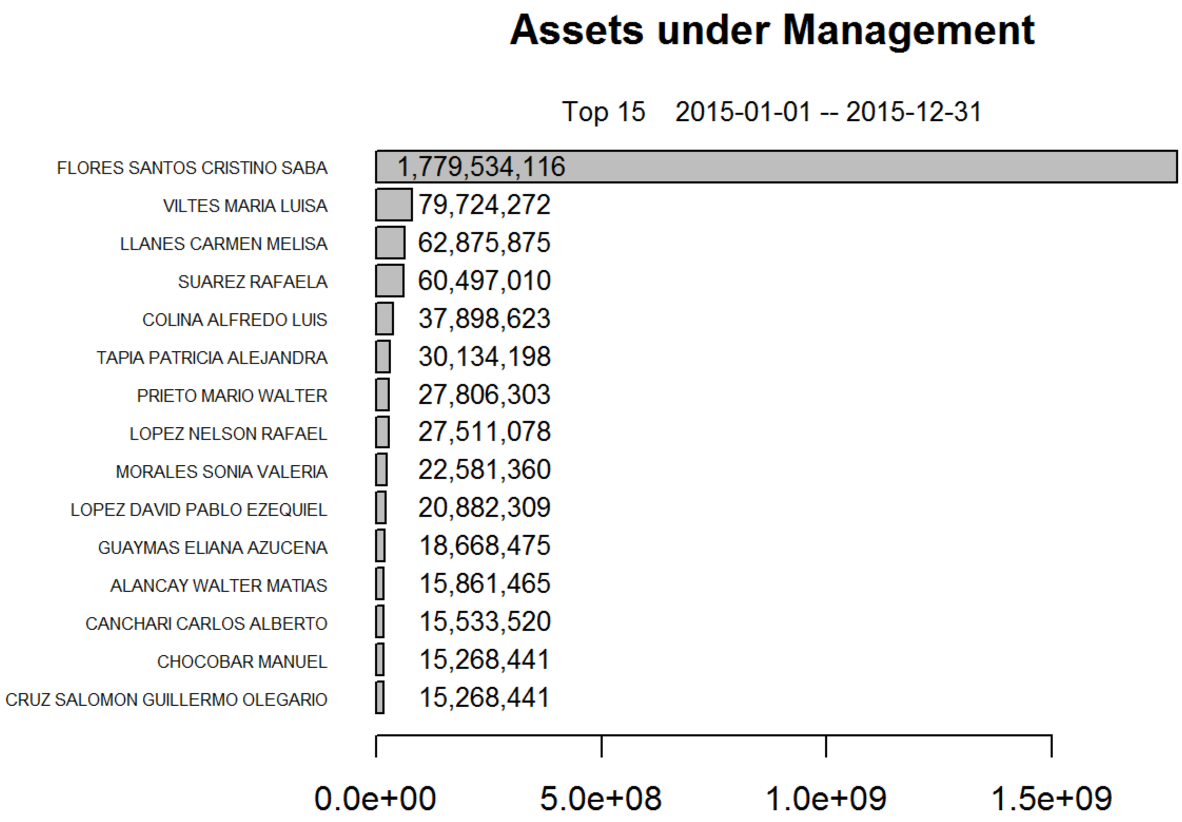
Test Ranking de AuM

AuM Parameters: Period and number of customers

```
## [1] "01-01-2015"
## [1] "31-12-2015"
## [1] 15
```

AuM Ranking Computation

```
# Filters
Operico <- OPERICO[OPERICO$ICoFecha >= FromDate & OPERICO$ICoFecha <= ToDate,]

# Join tables Operico and PERSONAS to get Personal data
Posi <- merge(Operico, PERSONAS, by = 'ComiCodigo')
Posi <- Posi[, c(names(Operico)[1:3], 'PersTitular', 'PersApellido',
                 'PersNumeroDoc', 'PersPorPar')]

# Compute each person's net posicion
Posi$Monto <- Posi$ICoPosGlb * (Posi$PersPorPar / 100)
PosiPers <- aggregate(x = Posi$Monto,
                      by = list(PersApellido = Posi$PersApellido,
                                PersNumeroDoc = Posi$PersNumeroDoc),
                      sum)
names(PosiPers)[3] <- 'Monto'

# plot Ranking
plot_TopN(PosiPers, N, 'Assets under Management')
```


Assets under Management
Top 15   2015-01-01 -- 2015-12-31
FLORES SANTOS CRISTINO SABA
VILTES MARIA LUISA
LLANES CARMEN MELISA
SUAREZ RAFAELA
COLINA ALFREDO LUIS
TAPIA PATRICIA ALEJANDRA
PRIETO MARIO WALTER
LOPEZ NELSON RAFAEL
MORALES SONIA VALERIA
LOPEZ DAVID PABLO EZEQUIEL
GUAYMAS ELIANA AZUCENA
ALANCAY WALTER MATIAS
CANCHARI CARLOS ALBERTO
CHOCOBAR MANUEL
CRUZ SALOMON GUILLERMO OLEGARIO
0.0e+00
5.0e+08
1.0e+09
1.5e+09