

ETL PIPELINE

DWHM PROJECT

Course Code: CT-463

Submitted to: Dr. Umer

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Business Process:

The business process depicted in the dataset revolves around the end-to-end cycle of sales operations. This process encompasses various stages, starting from the customer placing an order to the shipment of products, and includes aspects such as order processing, inventory management, and financial transactions. The dataset captures crucial details like order dates, shipping information, product categories, sales quantities, discounts, and profits, providing a comprehensive view of the sales lifecycle.

Analyzing this dataset through the lens of E-commerce Sales Management can yield valuable insights for businesses aiming to enhance customer satisfaction, streamline operations, and improve overall financial performance.

Overview of Datasets:

• Dataset 1 (Product Sales):

Overview of the Dataset:

Explanation of the dataset's content and purpose, highlighting its focus on sales transactions involving various products.

Data Fields:

Breakdown of the key information included in each row, such as product ID, category, sub-category, sales amount, quantity, discount, and profit.

Product Classification:

Description of the classification system used for products, covering categories and subcategories. Examples may include office supplies, furniture items, and other relevant classifications.

Sales Channels:

Insight into the different sales channels represented in the dataset, including third-party channels, direct sales, and pre-booked orders.

Product Range:

Overview of the types of products present in the dataset, ranging from office supplies like paper, binders, and labels to furniture items such as chairs, bookcases, and tables.

Transaction Details:

Explanation of how each row represents a specific transaction, with details on the quantities sold, discounts applied, and profits or losses incurred.

Analytical Potential:

Emphasis on the dataset's value for analyzing sales performance, identifying trends, and making informed business decisions related to product offerings and pricing strategies.

Business Insights:

Highlighting the potential applications of the dataset for gaining insights into overall business performance and making strategic decisions.

• Dataset 2 (Customer):

Overview of the Customer Orders Dataset:

Introduction to the dataset and its focus on customer orders, highlighting key details such as Row ID, Customer ID, Customer Name, Segment, Country/Region, City, State/Province, Postal Code, and Region.

Transaction Representation:

Explanation of how each row in the dataset represents a specific transaction or interaction with a customer, providing a snapshot of customer-related activities.

Customer Segmentation:

Description of the various customer segments present in the dataset, such as Replacement, Other, and Servicing, indicating different types of interactions or transactions.

Geographical Coverage:

Overview of the dataset's geographical coverage, specifying that transactions involve customers from different regions within the United States, including Central, East, South, and West.

City and State Diversity:

Emphasis on the diverse cities and states included in the dataset, illustrating a broad geographical representation of customer interactions.

Postal Code Information:

Mention of the inclusion of postal codes in the dataset, providing granular details about the location of customer transactions.

Customer Repetitions:

Explanation of the presence of repetitions in customer entries, suggesting multiple interactions or orders from the same customers and highlighting the potential for analyzing customer behavior over time.

Analytical Value:

Recognition of the dataset's value as a resource for analyzing customer behavior, preferences, and geographical trends, offering insights into customer interactions within specified regions.

• Dataset 3 (Order):

Overview of the Sales Orders Dataset:

Introduction to the dataset and its focus on sales orders, highlighting key information such as order details, dates, shipping methods, quantities, discounts, and profits.

Transaction Representation:

Explanation of how each row in the dataset represents a distinct sales transaction, with specific columns like "Order ID," "Order Date," "Ship Date," and "Ship Mode" providing details about the order and its delivery.

Quantities Ordered:

Description of the "Quantity" column, indicating the number of items ordered in each sales transaction, providing insights into the scale of individual orders.

Discounts Applied:

Explanation of the "Discount" column, highlighting its role in reflecting any price reductions applied to the purchase, influencing the overall transaction value.

Profit Analysis:

Overview of the "Profit" column, emphasizing its significance in quantifying the financial outcome of each sales transaction, indicating whether a profit or loss was incurred.

Product Category Diversity:

Recognition of the dataset's coverage of a range of product categories, illustrating the diversity of products involved in the sales transactions.

Regional Coverage:

Mention of the dataset encompassing various regions, capturing diverse scenarios in which sales occurred and providing a geographical context to the sales data.

Analytical Potential:

Emphasis on the potential for analyzing the dataset to derive valuable insights into sales performance, patterns, and factors influencing profitability, aiding in strategic decision-making.

Performing ETL:

STEP 1

• Data Extraction:

Getting started with our ETL (Extract, Transform, Load) journey, the first step is data extraction. With Python, we're gathering valuable pieces of data from three different sources.

Importing Dataset 1:

The first dataset, <code>Customer_Book.csv</code>, is loaded into a DataFrame named <code>customer_df</code>. The file is read using the <code>pd.read_csv</code> function with the specified file path and encoding. The resulting DataFrame, <code>customer_df</code>, contains the customer-related information from the imported dataset.

impo	rt pandas		'/content/Custo	men Rook csy'	, encoding="lat:	in-1")			
	omer_df	pa.r.cau_csv(y content y custo	mer_book.resv	, cheoding- idea	1 /			
	Row ID	Customer ID	Customer Name	Segment	Country/Region	City	State/Province	Postal Code	Regio
0	1	DP-13000	Darren Powers	Replacement	United States	Houston	Texas	77095	Centra
1	2	PO-19195	Phillina Ober	Other	United States	Naperville	Illinois	60540	Centra
2	3	PO-19195	Phillina Ober	Other	United States	Naperville	Illinois	60540	Centra
3	4	PO-19195	Phillina Ober	Other	United States	Naperville	Illinois	60540	Centra
4	5	MB-18085	Mick Brown	Replacement	United States	Philadelphia	Pennsylvania	19143	Eas
									-
292	293	AH-10690	Anna Häberlin	Servicing	United States	Virginia Beach	Virginia	23464	Sout
293	294	RD-19585	Rob Dowd	Replacement	United States	Athens	Georgia	30605	Sout
294	295	SC-20020	Sam Craven	Replacement	United States	Houston	Texas	77095	Centra
295	296	SC-20020	Sam Craven	Replacement	United States	Houston	Texas	77095	Centra
296	297	RD-19585	Rob Dowd	Replacement	United States	Athens	Georgia	30605	Sout

Importing Dataset 2:

Similarly, the second dataset is loaded from the file named **Product_Sales_Book.csv** and stored in a DataFrame called **product_df**. This dataset likely contains information related to product sales, and the Pandas **read_csv** function is employed to read the CSV file with the specified encoding.

```
# Importing dataset 2
import pandas as pd
product_df = pd.read_csv('/content/Product_Sales_Book.csv', encoding='latin-1')
product_df
```

	Row ID	Product ID	Category	Sub-Category	Sales	Quantity	Discount	Profit
0	1	OFF-PA-10000174	Third Party	Paper	16.448	2	0.2	5.5512
1	2	OFF-BI-10004094	Third Party	Binders	3.540	2	8.0	-5.4870
2	3	OFF-LA-10003223	Third Party	Labels	11.784	3	0.2	4.2717
3	4	OFF-ST-10002743	Third Party	Storage	272.736	3	0.2	-64.7748
4	5	OFF-AR-10003478	Third Party	Art	19.536	3	0.2	4.8840
292	293	FUR-FU-10003192	Direct Sale	Furnishings	177.680	2	0.0	46.1968
293	294	OFF-AP-10003842	Third Party	Appliances	154.900	5	0.0	40.2740
294	295	OFF-PA-10001593	Third Party	Paper	33.488	7	0.2	10.4650
295	296	OFF-PA-10002986	Third Party	Paper	26.720	5	0.2	9.3520
296	297	OFF-PA-10004248	Third Party	Paper	15.840	3	0.0	7.1280

297 rows × 8 columns

Importing Dataset 3:

The third dataset, represented by the file <code>Order_Book.csv</code>, is imported into a DataFrame named <code>order_df</code>. This dataset likely includes details about sales orders. The <code>pd. read_csv</code> function is once again utilized with the appropriate file path and encoding to read the CSV file and store its contents in the <code>order_df</code> DataFrame.

0	# Importing dataset 2						
	impor	<pre># Importing dataset 3 import pandas as pd prder_df= pd.read_csv('/content/Order_Book.csv', encoding='latin- prder_df</pre>					
②		Row ID	Order ID	Order Date	Ship Date	Ship Mode	
	0	1	US-2019-103800	03/01/2019	07/01/2019	Standard Class	
	1	2	US-2019-112326	04/01/2019	08/01/2019	Standard Class	
	2	3	US-2019-112326	04/01/2019	08/01/2019	Standard Class	
	3	4	US-2019-112326	04/01/2019	08/01/2019	Standard Class	
	4	5	US-2019-141817	05/01/2019	12/01/2019	Standard Class	
	292	293	US-2019-160276	02/04/2019	08/04/2019	Standard Class	
	293	294	US-2019-164315	02/04/2019	08/04/2019	Standard Class	
	294	295	US-2019-157847	02/04/2019	06/04/2019	Second Class	
	295	296	US-2019-157847	02/04/2019	06/04/2019	Second Class	
	296	297	US-2019-164315	02/04/2019	08/04/2019	Standard Class	
	297 rows × 5 columns						

In summary, these code snippets illustrate the initial steps in the ETL process, focusing on the extraction phase by importing three distinct datasets related to customers, product

sales, and sales orders into Pandas DataFrames for further analysis and manipulation in a Python environment.

STEP 2

• Data Transformation:

1. Data deduplication:

Checking if theres any duplicates in the datasets.

```
# Check duplicate values in Customer Analysis
    duplicate_customers = customer_df[customer_df.duplicated()]
    print("Duplicate Customers:")
    print(duplicate_customers)
    # Check duplicate values in Product Analysis
    duplicate_products = product_df[product_df.duplicated()]
    print("\nDuplicate Products:")
    print(duplicate_products)
    # Check duplicate values in Order Analysis
    duplicate_orders = order_df[order_df.duplicated()]
    print("\nDuplicate Orders:")
    print(duplicate_orders)
Duplicate Customers:
    Empty DataFrame
    Columns: [Row ID, Customer ID, Customer Name, Segment, Country/Region, City, State/Province, Postal Code, Region]
    Index: []
    Duplicate Products:
    Empty DataFrame
    Columns: [Row ID, Product ID, Category, Sub-Category, Sales, Quantity, Discount, Profit]
    Index: []
    Duplicate Orders:
    Empty DataFrame
    Columns: [Row ID, Order ID, Order Date, Ship Date, Ship Mode]
```

This output indicates that there are no duplicate values in each of the datasets. The empty DataFrames for Duplicate Customers, Duplicate Products, and Duplicate Orders suggest that there are no rows with identical values in the specified columns for each respective dataset.

2. INNER JOINING / MERGING:

Performing Inner Join/Merging on all three datasets

```
# Perform inner joins on common columns
merged_df = pd.merge(order_df, customer_df, how='inner')
merged_df = pd.merge(merged_df, product_df, how='inner')

# Display the merged DataFrame
merged_df.head()
```



Datasets are merged together. The merge function automatically identifying common columns between the first two DataFrames (customer_df and product_df) and then merge the result with the third DataFrame (order_df).

3. DATA ENCRICHMENT:

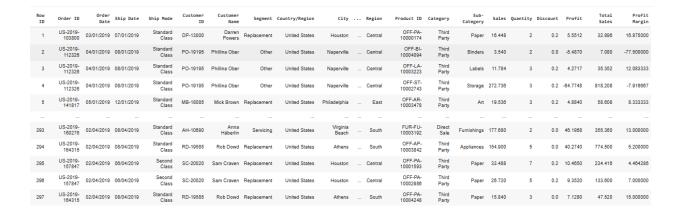
Data Enrichment refers to adding additional information or deriving new features from existing data.

Assuming we want to calculate the ratio of 'Total Sales' from 'Sales' and 'Profit Margin' from 'Profit'.

```
# Add a Total Sales column
merged_df['Total Sales'] = merged_df['Sales'] * merged_df['Quantity']

# Add a Profit Margin column
merged_df['Profit Margin'] = (merged_df['Profit'] / merged_df['Total Sales']) * 100

# Display the updated DataFrame with the new columns
merged_df
```



In summary, the code appends 'Total Sales' (calculated as the product of 'Sales' and 'Quantity') and 'Profit Margin' (expressed as a percentage of profit to total sales) columns to the DataFrame merged_df. These additions provide a quick overview of total sales and profit margins for each entry in the dataset.

4. DATA SUMMARIZATION:

i. Descriptive Summarization:

```
# Calculate summary statistics
summary_stats = merged_df.describe()
# Transpose the summary statistics DataFrame to make it suitable for appending
summary_stats = summary_stats.transpose()
# Add the summary statistics row to the original DataFrame
merged_df = merged_df.append(summary_stats)
# Display the updated DataFrame with summary statistics
merged df
          Profit
                 count
                              mean
                                          std
                                                    min
                                                            25%
                                                                     50%
                                                                             75%
                                                                                           max
 Sales
          Margin
       16.875000
32.896
                   NaN
                              NaN
                                          NaN
                                                    NaN
                                                            NaN
                                                                    NaN
                                                                             NaN
                                                                                          NaN
 7.080 -77.500000
                   NaN
                              NaN
                                          NaN
                                                    NaN
                                                            NaN
                                                                    NaN
                                                                             NaN
                                                                                          NaN
35.352 12.083333
                   NaN
                              NaN
                                          NaN
                                                    NaN
                                                                    NaN
                                                                             NaN
                                                                                          NaN
                                                            NaN
818.208
        -7.916667
                   NaN
                              NaN
                                          NaN
                                                    NaN
                                                            NaN
                                                                    NaN
                                                                             NaN
                                                                                          NaN
58.608
         8.333333
                   NaN
                              NaN
                                          NaN
                                                    NaN
                                                                             NaN
                                                                                          NaN
                                                            NaN
                                                                    NaN
  NaN
            NaN
                  297.0
                           3.676768
                                      2.145840
                                                  1.0000
                                                          2.0000
                                                                  3.0000
                                                                           5.0000
                                                                                      14.000000
  NaN
            NaN
                  297.0
                           0.150842
                                      0.211113
                                                  0.0000
                                                          0.0000
                                                                  0.0000
                                                                           0.2000
                                                                                       0.800000
  NaN
            NaN
                  297.0
                          16.122229
                                    146.561443 -1811.0784
                                                          1.8792
                                                                  6.8724
                                                                          22.4316
                                                                                     909.981800
  NaN
            NaN
                  297.0 1319.851684 8219.660616
                                                  0.8520 44.8200
                                                                137 0880 655 1280
                                                                                  135830 880000
  NaN
            NaN
                  297.0
                           5.061956
                                                 -87.5000
                                                          2.0000
                                                                  8.0000
                                                                          13.1250
                                                                                      47.993827
                                     18.857204
```

We have alculated basic statistics such as mean, median, mode, standard deviation, etc., for numerical columns (e.g., Sales, Quantity, Profit).

ii. Segmented Summarization:

Here we have summarized the data based on different segments (e.g., Segment, Region, Category, Sub-Category).

STEP 3

• Data Loading:

For loading the data into any database getting the csv file of the merged dataframe i.e 'merged df'.

```
# Saving the merged DataFrame to a new JSON file merged_df.to_csv('merged_data.csv')
```

To connect to MongoDB from Google Colab and send a CSV file to a MongoDB database, we need to use the pymongo library for Python

```
import pymongo
 import json
 # Replace these values with your MongoDB Atlas connection string
 mongo_uri = "mongodb+srv://abdulrafay12364:HdWJXMIazvKvBjKJ@cluster0.818yghy.mongodb.net/?retryWrites=true&w=majority&ssl=true"
 database name = "etl"
 collection_name = "etl_updated"
 # Connect to MongoDB Atlas
client = pymongo.MongoClient(mongo_uri)
# Access the database and collection
 db = client[database_name]
 collection = db[collection_name]
# Path to your JSON file
 json_file_path = "merged_data.json"
 # Load JSON data from file
with open(json_file_path, 'r') as file:
    json_data = json.load(file)
 # Insert JSON data into MongoDB collection
 collection.insert_many(json_data)
 # Close the MongoDB connection
 client.close()
print("Data loaded Succesfully!!")
```

STEP 4

Data Warehousing Queries:

Assuming we have a fact table named 'Sales_Fact' and a dimension table named 'Time_Dimension'. The fact table has columns like 'Profit,' 'Sales,' and a foreign key 'Time_ID' referencing 'Time_Dimension'

• Derived Attributes:

In data warehousing, derived attributes are often calculated or derived from existing attributes in the data. To illustrate the concept, let's consider a scenario where you have a fact table containing sales data with columns like 'Profit' and 'Sales.' You want to create a derived attribute 'Profit Margin,' which is calculated based on the 'Profit' and 'Total Sales,' which is the sum of sales over a period.

I. First we create a derived attribute 'Total Sales' by summing sales over a period (e.g., a month)

```
CREATE TABLE Derived_Attributes AS
SELECT
Time_Dimension.Month,
SUM(Sales_Fact.Sales) AS Total_Sales
FROM
Sales_Fact
JOIN
Time_Dimension ON Sales_Fact.Time_ID = Time_Dimension.Time_ID
GROUP BY
Time_Dimension.Month;
```

II. Create a derived attribute 'Profit Margin' by calculating the profit margin percentage

```
CREATE TABLE Derived_Attributes AS

SELECT

Time_Dimension.Month,

Total_Sales,

SUM(Sales_Fact.Profit) AS Total_Profit,

(SUM(Sales_Fact.Profit) / Total_Sales) * 100 AS Profit_Margin

FROM

Sales_Fact

JOIN

Time_Dimension ON Sales_Fact.Time_ID = Time_Dimension.Time_ID

JOIN

Derived_Attributes ON Derived_Attributes.Month = Time_Dimension.Month

GROUP BY

Time_Dimension.Month, Total_Sales;
```

• Roll Up:

A roll-up query aggregates data at a higher level of hierarchy or dimension, summarizing values. For example, rolling up monthly sales data to quarterly or yearly totals.

I. By Month within a year

```
SELECT
YEAR(OrderDate) AS Year,
MONTH(OrderDate) AS Month,
SUM(Sales) AS TotalSales,
AVG(Profit) AS AvgProfit
FROM
SalesData
```

GROUP BY

YEAR(OrderDate), MONTH(OrderDate);

II. By Product Category

SELECT

ProductCategory, SUM(Sales) AS TotalSales, AVG(Profit) AS AvgProfit FROM SalesData

GROUP BY

ProductCategory;

• Drill Down:

A drill-down query provides detailed information by breaking down aggregated data into a lower level of granularity. For instance, drilling down yearly sales to monthly or daily details.

I. By Product Sub-category

SELECT

ProductCategory,

ProductSubcategory,

SUM(Sales) AS TotalSales,

AVG(Profit) AS AvgProfit

FROM

SalesData

GROUP BY

ProductCategory, ProductSubcategory;

II. By Day within a month

SELECT

YEAR(OrderDate) AS Year,

MONTH(OrderDate) AS Month,

DAY(OrderDate) AS Day,

SUM(Sales) AS TotalSales,

AVG(Profit) AS AvgProfit

FROM

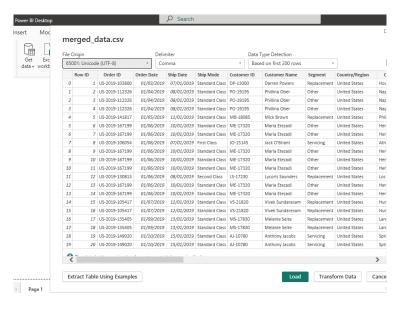
SalesData

GROUP BY

YEAR(OrderDate), MONTH(OrderDate), DAY(OrderDate);

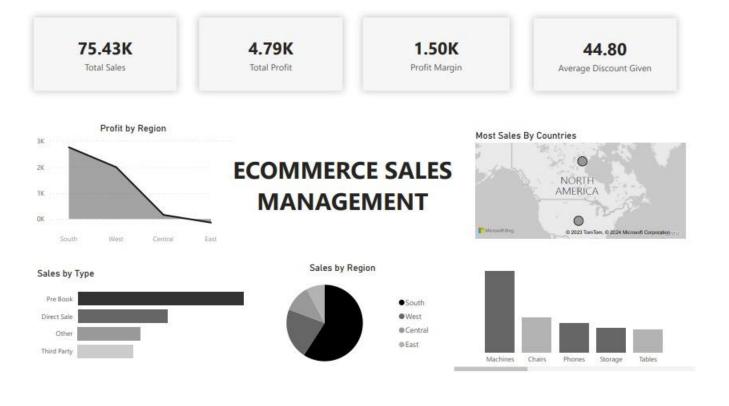
STEP 5

Import Results into Power BI:



STEP 6 and 7

Power BI Dashboard:



Conclusion:

In short, Implementation of ETL pipeline was all about handling different sets of data. First, we collected information from various places, like Product Sales, Customer Orders, and Sales Orders datasets. Then, we looked closely at each dataset to understand things like product types, customer groups, and transaction details.

After getting the data, we made some changes to make it better and more useful. For example, in the Product Sales dataset, we learned about sales and products. The Customer Orders dataset showed us how customers interact, and the Sales Orders dataset gave details about sales transactions.

The last step was bringing all this data together into MongoDB Atlas. This made a combined and improved dataset. To make it easier to understand, we also created a PowerBI dashboard. This simple and clear tool helps see important information easily. This project not only shows we know how to handle data well but also how to use it to make smart decisions in our work.