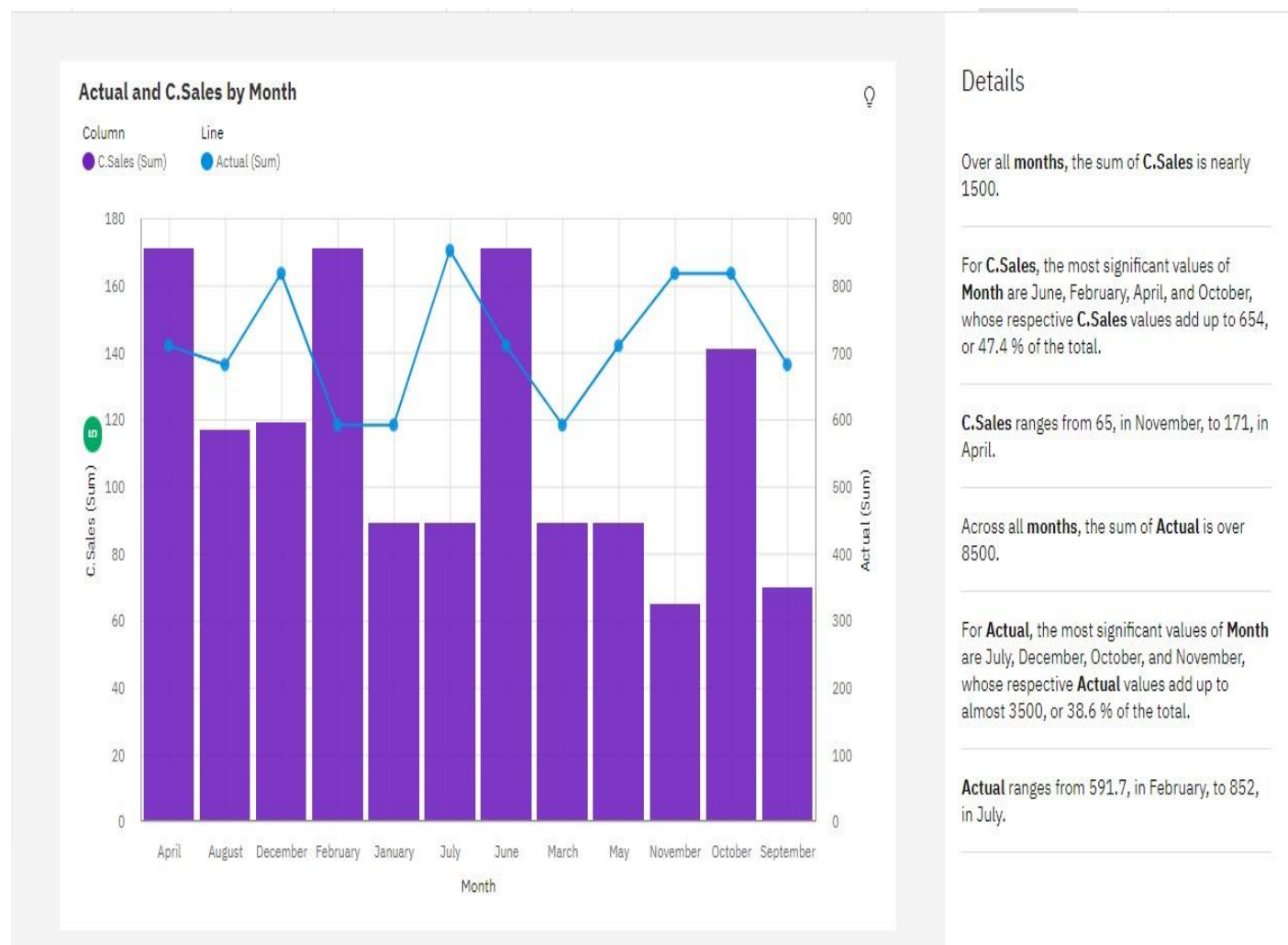


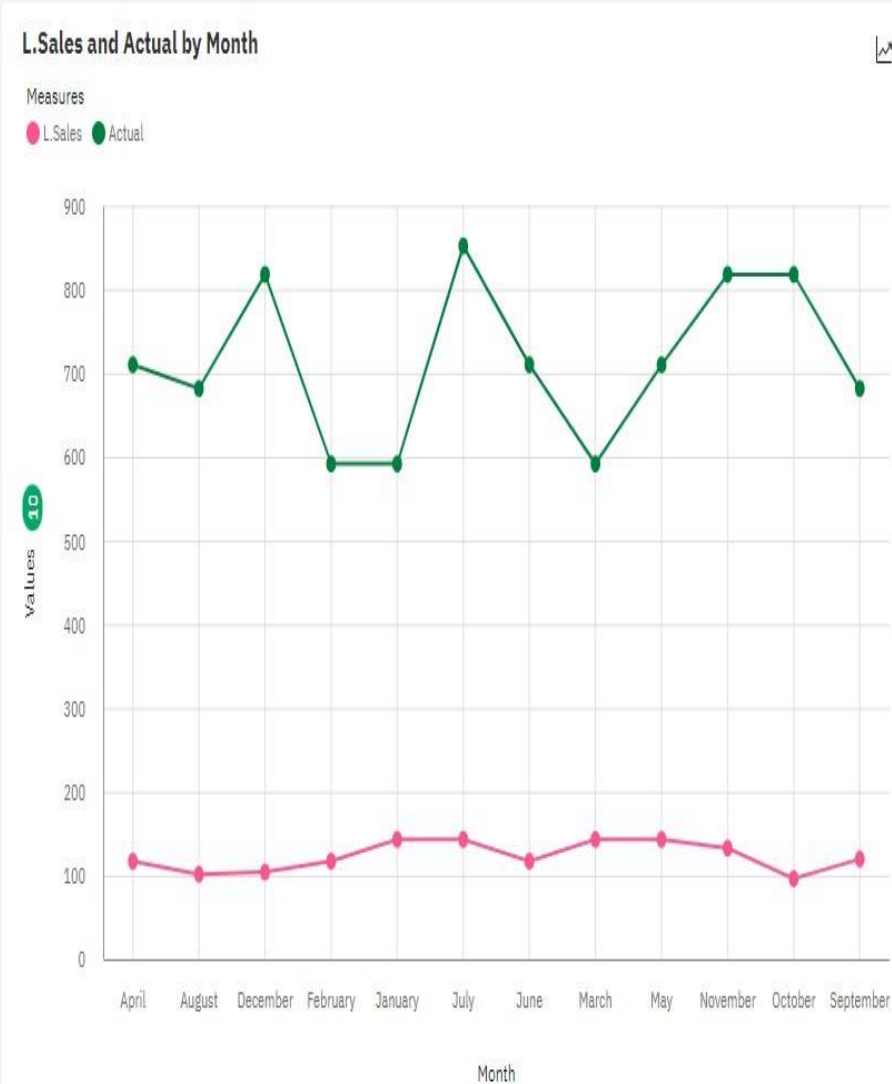
## Assignment 2: Pharma Sales Dashboard

Upload the dataset to Cognos Analytics, prepare the data, explore and Create Interactive Dashboard.

### 1:Sales By Customer.



2:Sales By Location



Details

The total number of results for **L.Sales**, across all **months**, is 550.

Over all **months**, the average of **L.Sales** is 2,685.

The most common values of **Month** are June (9.1 %), May (9.1 %), March (9.1 %), July (9.1 %), and February (9.1 %), together occurring 250 times, which is 45.5 % of the total.

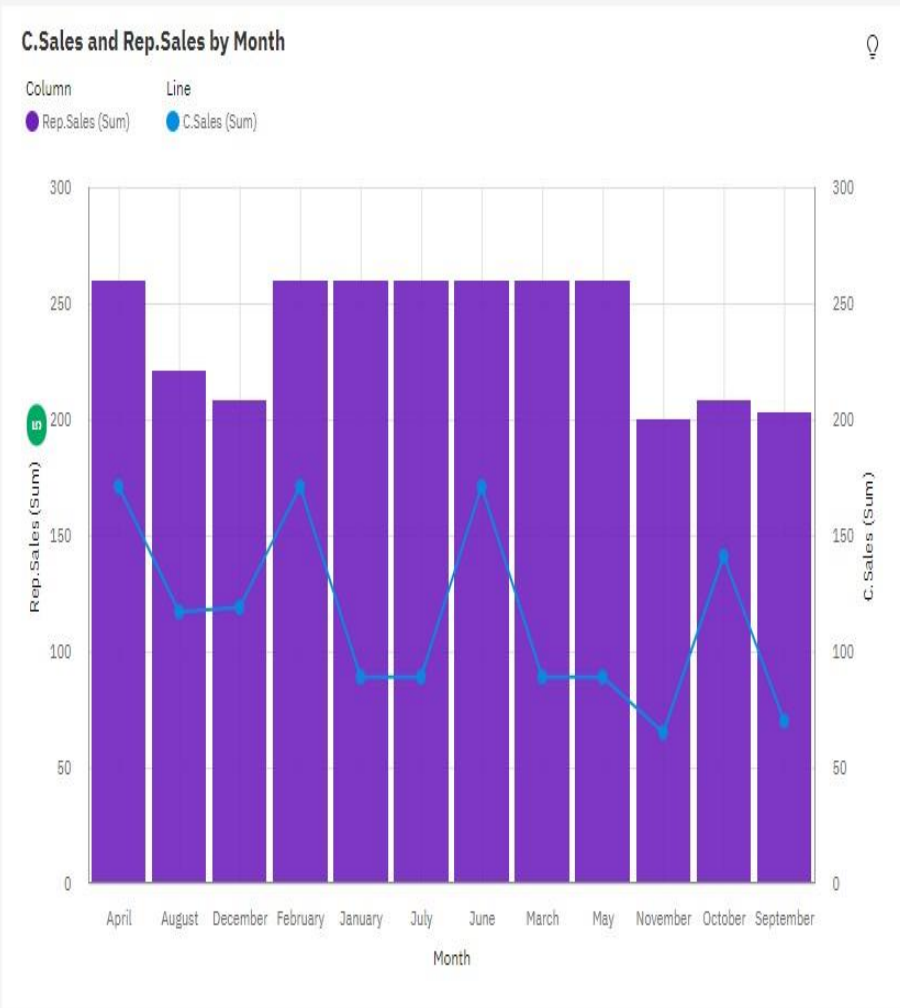
The total number of results for **Actual**, across all **months**, is 550.

Over all **months**, the average of **Actual** is 15.59.

**L.Sales** ranges from 96.2, in October, to 143, in January.

**Actual** ranges from 591.7, in February, to 852, in July.

### 3:Sales By Sales Representative



#### Details

Over all months, the sum of **Rep.Sales** is nearly three thousand.

For **Rep.Sales**, the most significant values of **Month** are June, February, April, May, and March, whose respective **Rep.Sales** values add up to nearly 1500, or 45.5 % of the total.

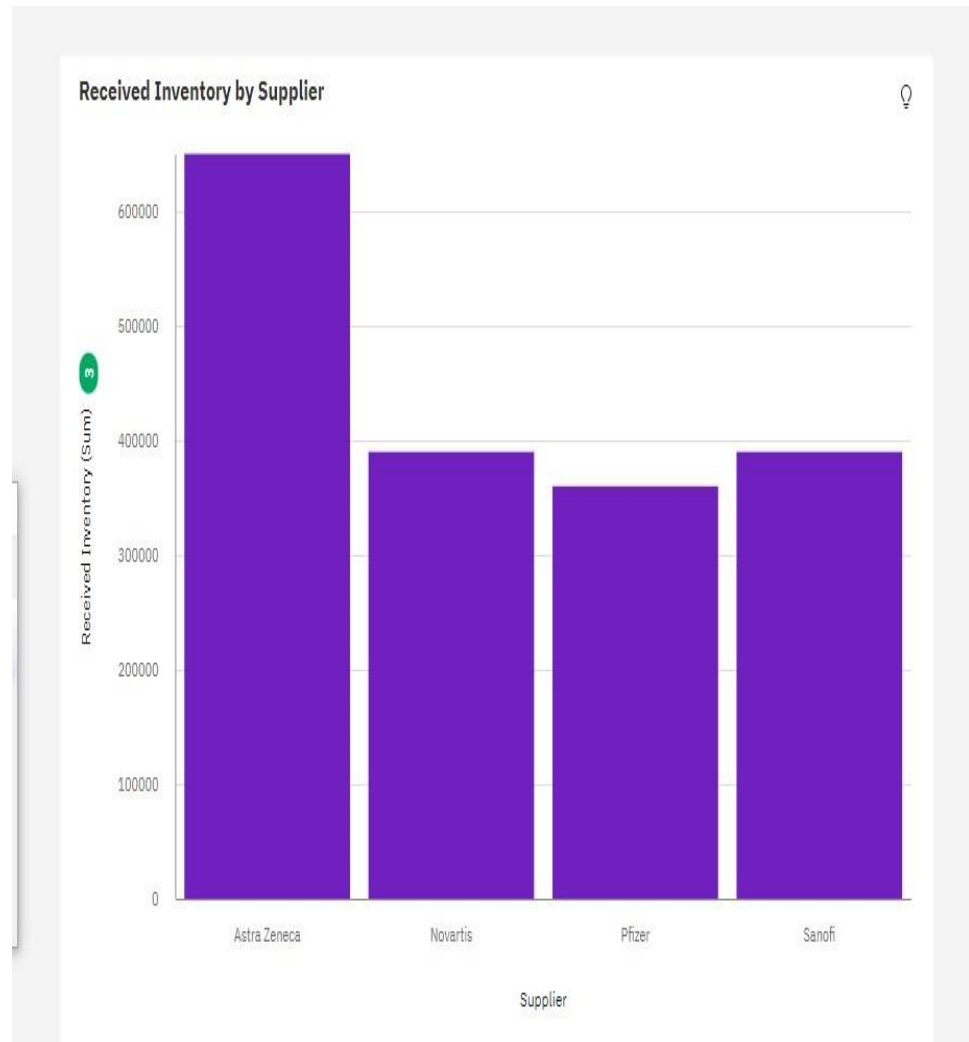
**Rep.Sales** ranges from 200.2, in November, to 260, in April.

Over all months, the sum of **C.Sales** is almost 1500.

For **C.Sales**, the most significant values of **Month** are June, February, April, and October, whose respective **C.Sales** values add up to 654, or 47.4 % of the total.

**C.Sales** ranges from 65, in November, to 171, in April.

## 4: Received Inventory From Supplier



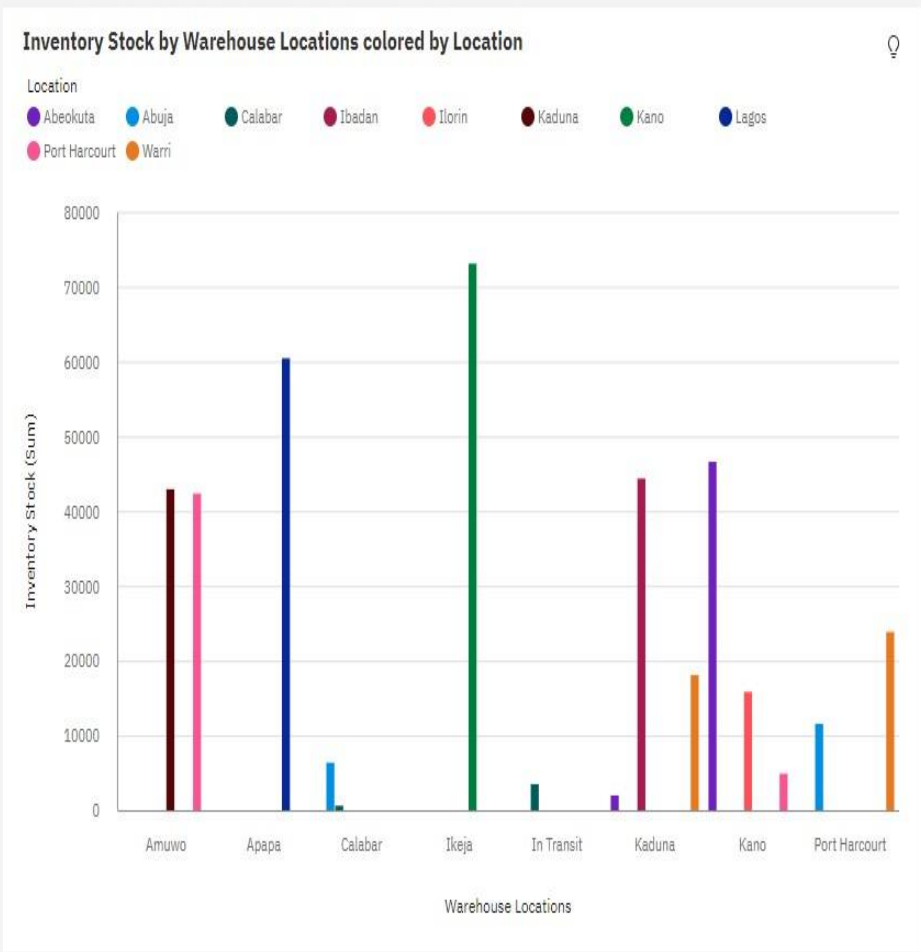
### Details

Over all **suppliers**, the sum of **Received Inventory** is nearly 1.8 million.

**Received Inventory** ranges from 360 thousand, when **Supplier** is Pfizer, to 650 thousand, when **Supplier** is Astra Zeneca.

**Received Inventory** is unusually high when **Supplier** is Astra Zeneca.

## 5: Inventory Stock for Warehouse Locations



### Details

For **Inventory Stock**, the most significant values of **Warehouse Locations** are Amuwo, Ikeja, Kano, Kaduna, and Apapa, whose respective **Inventory Stock** values add up to over 350 thousand, or 88.4 % of the total.

**Inventory Stock** is most unusual when **Warehouse Locations** is In Transit, Calabar and Amuwo.

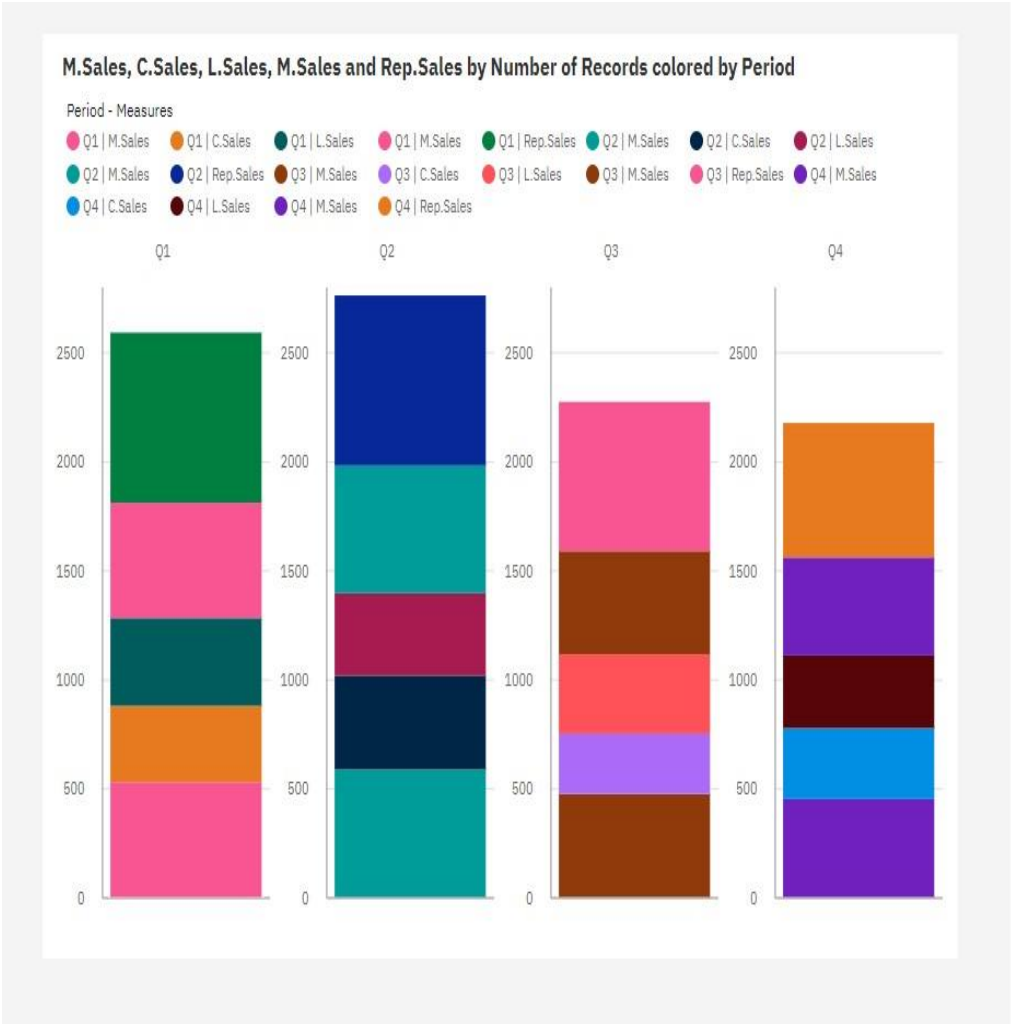
For **Inventory Stock**, the most significant value of **Location** is Kano, whose respective **Inventory Stock** values add up to over 73 thousand, or 18.4 % of the total.

**Inventory Stock** is most unusual when **Location** is Calabar and Kano.

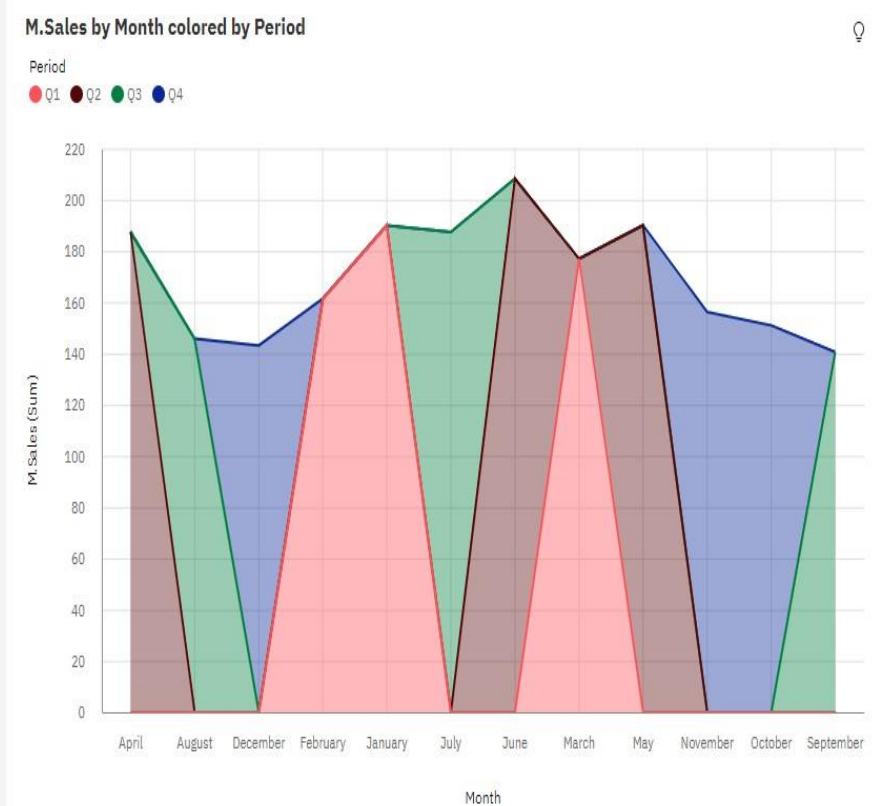
Across all **warehouse locations** and **locations**, the sum of **Inventory Stock** is over 396 thousand.

The summed values of **Inventory Stock** range from 600 to over 73 thousand.

## 6: Sales Trend



## 7:Monthly Sales



### Details

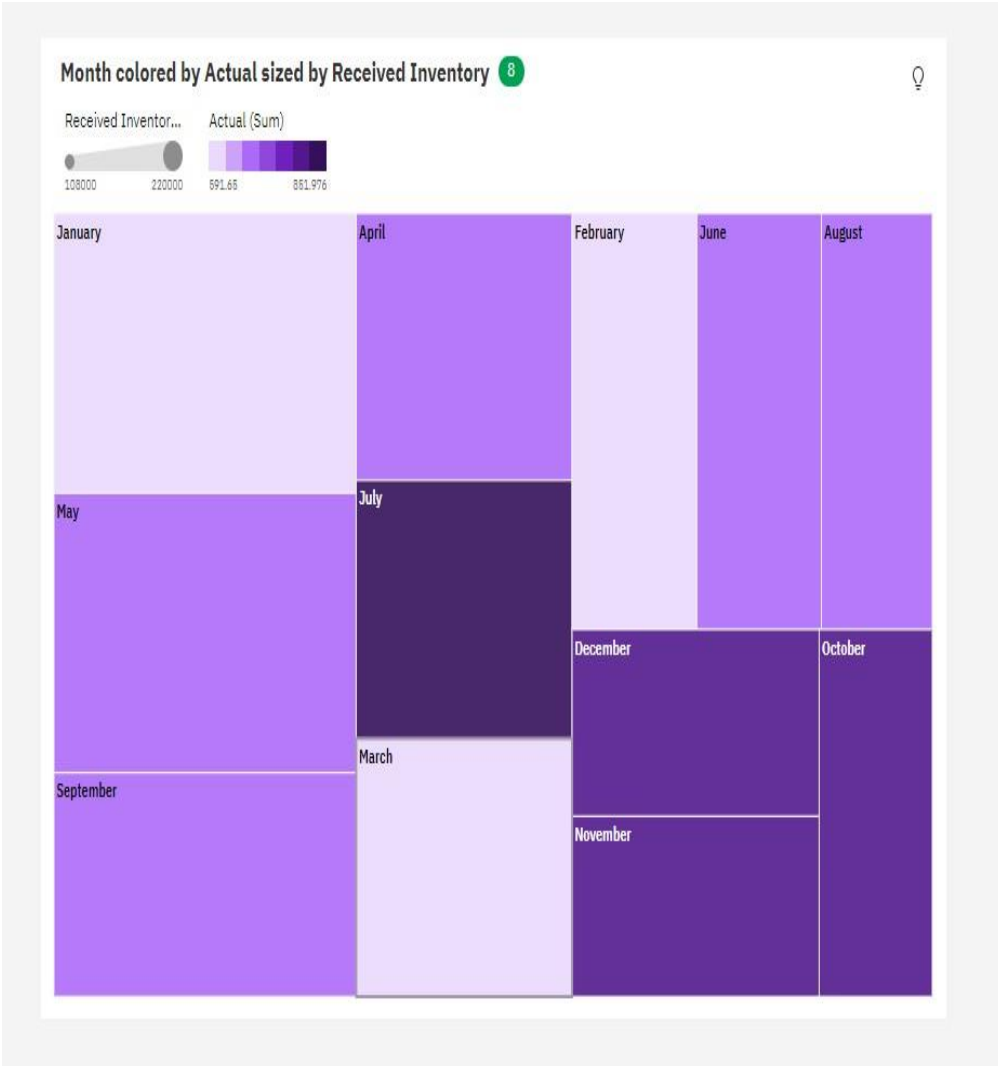
For **M.Sales**, the most significant value of **Period** is Q2, whose respective **M.Sales** values add up to 585.7, or 28.7 % of the total.

Across all **months** and **periods**, the sum of **M.Sales** is over two thousand.

For **M.Sales**, the most significant value of **Month** is June, whose respective **M.Sales** values add up to 208.3, or 10.2 % of the total.

The summed values of **M.Sales** range from 140.6 to 208.3.

## 8: Actual and Received Inventory by Month



### Details

Over all months, the sum of **Received Inventory** is nearly 1.8 million.

For **Received Inventory**, the most significant values of **Month** are May and January, whose respective **Received Inventory** values add up to 440 thousand, or 24.6 % of the total.

**Received Inventory** ranges from 108 thousand, in October, to 220 thousand, in January.