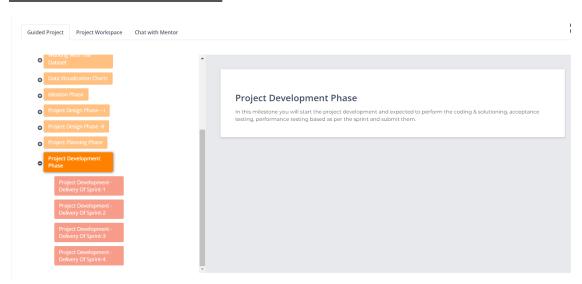
Project Development Phase Delivery Of Sprint 1

Date	29th October 2022
Team ID	PNT2022TMID53156
Project Name	Project - Global Sales Data Analytics
Team Leader	Aman Jain

PROJECT DEVELOPMENT PHASE:



DOWNLOADING DATASET FROM KAGGLE:



▲ 56 New Notebook





Consumer and product Analytics on Global Super Store Data.



Data Code (9) Discussion (2)

About Dataset

Context

Shopping online is currently the need of the hour. Because of this COVID, it's not easy to walk in a store randomly and buy anything you want. I this I am trying to understand a few things like

- Customers Analysis
- 1. Profile the customers based on their frequency of purchase calculate frequency of purchase for each customer
- 2. Do the high frequent customers are contributing more revenue
- 3. Are they also profitable what is the profit margin across the buckets $% \left(1\right) =\left(1\right) \left(1\right)$
- 4. Which customer segment is most profitable in each year.

Usability ①

8.24

License

Database: Open Database, Cont...

Expected update frequency

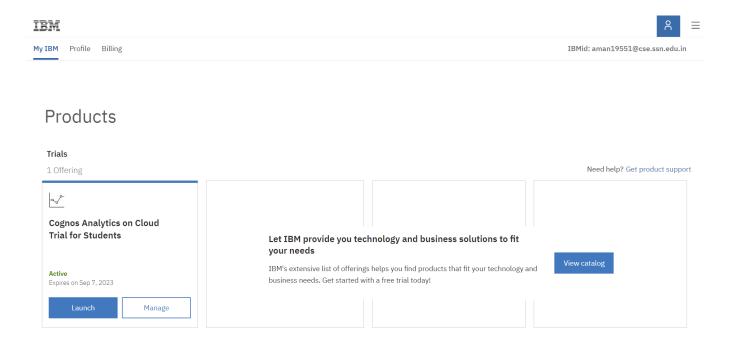
Monthly

VIEWING THE DATASET:

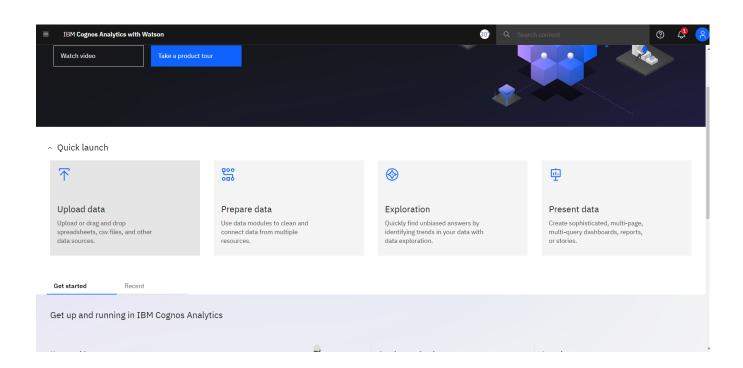
Α	В	С	D	Е	F	G	Н	1	J	K	L	M	N	0	P	
Row ID	Order ID	Order Date	Ship Date	Ship Mode	Customer	Customer	Segment	City	State	Country	Postal Cod	Market	Region	Product ID	Category	Su
32298	CA-2012-124891	31-07-2012	31-07-2012	Same Day	RH-19495	Rick Hanse	Consumer	New York	New York	United States	10024	US	East	TEC-AC-10003033	Technology	Ac
26341	IN-2013-77878	05-02-2013	07-02-2013	Second Class	JR-16210	Justin Ritte	Corporate	Wollongor	New South	Australia		APAC	Oceania	FUR-CH-10003950	Furniture	Cŀ
25330	IN-2013-71249	17-10-2013	18-10-2013	First Class	CR-12730	Craig Reite	Consumer	Brisbane	Queenslan	Australia		APAC	Oceania	TEC-PH-10004664	Technology	Ph
13524	ES-2013-1579342	28-01-2013	30-01-2013	First Class	KM-16375	Katherine	Home Offi	Berlin	Berlin	Germany		EU	Central	TEC-PH-10004583	Technology	Ph
47221	SG-2013-4320	05-11-2013	06-11-2013	Same Day	RH-9495	Rick Hanse	Consumer	Dakar	Dakar	Senegal		Africa	Africa	TEC-SHA-10000501	Technology	Cc
22732	IN-2013-42360	28-06-2013	01-07-2013	Second Class	JM-15655	Jim Mitchu	Corporate	Sydney	New South	Australia		APAC	Oceania	TEC-PH-10000030	Technology	Ph
30570	IN-2011-81826	07-11-2011	09-11-2011	First Class	TS-21340	Toby Swin	Consumer	Porirua	Wellingtor	New Zealand		APAC	Oceania	FUR-CH-10004050	Furniture	Ch
31192	IN-2012-86369	14-04-2012	18-04-2012	Standard Class	MB-18085	Mick Brow	Consumer	Hamilton	Waikato	New Zealand		APAC	Oceania	FUR-TA-10002958	Furniture	Ta
40155	CA-2014-135909	14-10-2014	21-10-2014	Standard Class	JW-15220	Jane Wacc	Corporate	Sacrament	California	United States	95823	US	West	OFF-BI-10003527	Office Supplies	Bir
40936	CA-2012-116638	28-01-2012	31-01-2012	Second Class	JH-15985	Joseph Ho	Consumer	Concord	North Card	United States	28027	US	South	FUR-TA-10000198	Furniture	Ta
34577	CA-2011-102988	05-04-2011	09-04-2011	Second Class	GM-14695	Greg Maxv	Corporate	Alexandria	Virginia	United States	22304	US	South	OFF-SU-10002881	Office Supplies	Su
28879	ID-2012-28402	19-04-2012	22-04-2012	First Class	AJ-10780	Anthony Ja	Corporate	Kabul	Kabul	Afghanistan		APAC	Central Asi	FUR-TA-10001889	Furniture	Ta
45794	SA-2011-1830	27-12-2011	29-12-2011	Second Class	MM-7260	Magdelene	Consumer	Jizan	Jizan	Saudi Arabia		EMEA	EMEA	TEC-CIS-10001717	Technology	Ph
4132	MX-2012-130015	13-11-2012	13-11-2012	Same Day	VF-21715	Vicky Frey	Home Offi	Toledo	Parana	Brazil		LATAM	South	FUR-CH-10002033	Furniture	Ch
27704	IN-2013-73951	06-06-2013	08-06-2013	Second Class	PF-19120	Peter Fulle	Consumer	Mudanjian	Heilongjiar	China		APAC	North Asia	OFF-AP-10003500	Office Supplies	Αŗ
13779	ES-2014-5099955	31-07-2014	03-08-2014	Second Class	BP-11185	Ben Peterr	Corporate	Paris	Ile-de-Frar	France		EU	Central	OFF-AP-10000423	Office Supplies	Αŗ
36178	CA-2014-143567	03-11-2014	06-11-2014	Second Class	TB-21175	Thomas Bo	Corporate	Hendersor	Kentucky	United States	42420	US	South	TEC-AC-10004145	Technology	Ac
12069	ES-2014-1651774	08-09-2014	14-09-2014	Standard Class	PJ-18835	Patrick Jor	Corporate	Prato	Tuscany	Italy		EU	South	OFF-AP-10004512	Office Supplies	Αŗ
22096	IN-2014-11763	31-01-2014	01-02-2014	First Class	JS-15685	Jim Sink	Corporate	Townsville	Queenslan	Australia		APAC	Oceania	TEC-CO-10000865	Technology	Cc
49463	TZ-2014-8190	05-12-2014	07-12-2014	Second Class	RH-9555	Ritsa Hight	Consumer	Uvinza	Kigoma	Tanzania		Africa	Africa	OFF-KIT-10004058	Office Supplies	Αŗ
46630	PL-2012-7820	08-08-2012	10-08-2012	First Class	AB-600	Ann Blume	Corporate	Bytom	Silesia	Poland		EMEA	EMEA	FUR-HON-10000224	Furniture	Ta
31784	CA-2011-154627	29-10-2011	31-10-2011	First Class	SA-20830	Sue Ann Re	Consumer	Chicago	Illinois	United States	60610	US	Central	TEC-PH-10001363	Technology	Ph
21586	IN-2011-44803	02-05-2011	03-05-2011	First Class	JK-15325	Jason Klan	Corporate	Suzhou	Anhui	China		APAC	North Asia	FUR-CH-10000027	Furniture	Ch
13528	ES-2013-2860574	27-02-2013	01-03-2013	Second Class	LB-16795	Laurel Belt	Home Offi	Edinburgh	Scotland	United Kingdom		EU	North	OFF-AP-10003590	Office Supplies	Αŗ
1570	US-2014-133193	31-07-2014	01-08-2014	First Class	NP-18325	Naresj Pat	Consumer	Juárez	Chihuahua	Mexico		LATAM	North	TEC-PH-10004182	Technology	Ph
3484	MX-2014-165309	05-09-2014	08-09-2014	First Class	VD-21670	Valerie Do	Consumer	Soyapango	San Salvad	El Salvador		LATAM	Central	FUR-TA-10002827	Furniture	Ta
30191	IN-2011-10286	17-12-2011	20-12-2011	First Class	PB-19210	Phillip Brey	Corporate	Taipei	Taipei City	Taiwan		APAC	North Asia	FUR-TA-10004744	Furniture	Ta

0	Р	Q	R	S	T	U	V	W	X	Y
Product ID	Category	Sub-Category	Product Name	Sales	Quantity	Discount	Profit	Shipping Cost	Order Priority	
TEC-AC-10003033	Technology	Accessories	Plantronics CS510 - Over-the-Head mo	2309.65		7 0	762.1845	933.57	Critical	
a FUR-CH-10003950	Furniture	Chairs	Novimex Executive Leather Armchair, I	3709.395		0.1	-288.765	923.63	Critical	
a TEC-PH-10004664	Technology	Phones	Nokia Smart Phone, with Caller ID	5175.171		0.1	919.971	915.49	Medium	
TEC-PH-10004583	Technology	Phones	Motorola Smart Phone, Cordless	2892.51		0.1	-96.54	910.16	Medium	
TEC-SHA-10000501	Technology	Copiers	Sharp Wireless Fax, High-Speed	2832.96		3 0	311.52	903.04	Critical	
TEC-PH-10000030	Technology	Phones	Samsung Smart Phone, with Caller ID	2862.675		0.1	763.275	897.35	Critical	
FUR-CH-10004050	Furniture	Chairs	Novimex Executive Leather Armchair,	1822.08		1 0	564.84	894.77	Critical	
FUR-TA-10002958	Furniture	Tables	Chromcraft Conference Table, Fully As	5244.84		5 0	996.48	878.38	High	
OFF-BI-10003527	Office Supplies	Binders	Fellowes PB500 Electric Punch Plastic 0	5083.96		0.2	1906.485	867.69	Low	
FUR-TA-10000198	Furniture	Tables	Chromcraft Bull-Nose Wood Oval Con-	4297.644	1	0.4	-1862.3124	865.74	Critical	
OFF-SU-10002881	Office Supplies	Supplies	Martin Yale Chadless Opener Electric L	4164.05		5 0	83.281	846.54	High	
Asi FUR-TA-10001889	Furniture	Tables	Bevis Conference Table, Fully Assemble	4626.15		5 0	647.55	835.57	High	
TEC-CIS-10001717	Technology	Phones	Cisco Smart Phone, with Caller ID	2616.96		1 0	1151.4	832.41	Critical	
FUR-CH-10002033	Furniture	Chairs	Harbour Creations Executive Leather A	2221.8		7 0	622.02	810.25	Critical	
sia OFF-AP-10003500	Office Supplies	Appliances	KitchenAid Microwave, White	3701.52	1	2 0	1036.08	804.54	Critical	
OFF-AP-10000423	Office Supplies	Appliances	Breville Refrigerator, Red	1869.588		0.1	186.948	801.66	Critical	
TEC-AC-10004145	Technology	Accessories	Logitech diNovo Edge Keyboard	2249.91	9	9 0	517.4793	780.7	Critical	
OFF-AP-10004512	Office Supplies	Appliances	Hoover Stove, Red	7958.58	14	1 0	3979.08	778.32	Low	
TEC-CO-10000865	Technology	Copiers	Brother Fax Machine, High-Speed	2565.594		0.1	28.404	766.93	Critical	
OFF-KIT-10004058	Office Supplies	Appliances	KitchenAid Stove, White	3409.74		5 0	818.28	763.38	High	
FUR-HON-10000224	Furniture	Tables	Hon Computer Table, with Bottom Sto	1977.72		1 0	276.84	759.47	Critical	
TEC-PH-10001363	Technology	Phones	Apple iPhone 5S	2735.952		0.2	341.994	752.51	High	
sia FUR-CH-10000027	Furniture	Chairs	SAFCO Executive Leather Armchair, Bla	2754		5 0	358.02	752.47	Critical	
OFF-AP-10003590	Office Supplies	Appliances	KitchenAid Refrigerator, Black	5273.7	10	0	1898.4	730.91	High	
TEC-PH-10004182	Technology	Phones	Motorola Smart Phone, Full Size	1713.84		1 0	445.52	728.97	Critical	
FUR-TA-10002827	Furniture	Tables	Hon Computer Table, Fully Assembled	2106.496		3 0.2	526.496	728.39	Critical	
Asia FUR-TA-10004744	Furniture	Tables	Lesro Conference Table, with Bottom 5	1715.16		2 0	720.36	725.57	Critical	

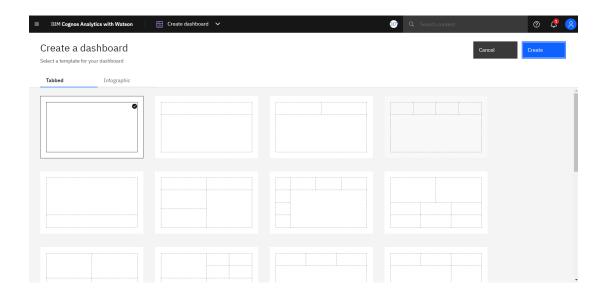
LOGIN INTO IBM COGNOS ANALYTICS ACCOUNT:



UPLOADING DATASET INTO COGNOS ANALYTICS:



CREATING A NEW DASHBOARD:



UNDERSTANDING THE DATASET:

