Pharma Sales Dashboard

ASSIGNMENT 2

LINK OF EXPLORATION:

https://us3.ca.analytics.ibm.com/bi/?perspective=explore&pathRef=.my_folders%2FPharmacyExploration&subView=model00000183700fe6ba_00000004

LINK OF CLEANED DATA AND DATA MODULE:

https://us3.ca.analytics.ibm.com/bi/?perspective=ca-modeller&pathRef=.my_folders%2FPharmacyCleanedData

I. Cleaning the Pharma Sales Data

Replacing the 0s in C_Sales column with median of C_Sales

Before Cleaning:

↑↓	Warehouse Locations	Actual	C.Sales	Inventory Stock	L.Sales	M.Sa...
	Amuwo	9.6	2	1200	1.89	4.224
	Amuwo	9.6	0	480	1.89	4.224
	Amuwo	17.6	3	1320	3.51	7.744
	Amuwo	20.9	3	960	4.14	9.19...
	Amuwo	4.5	0	600	0.9	1.98
	Amuwo	11.1	2	240	2.16	4.884
	Amuwo	10.56	3	240	2.07	4.64...
	Amuwo	11.25	1	480	2.25	4.95
	Amuwo	9.5	2	840	1.89	4.18
	Amuwo	13.72	3	600	2.7	6.036

After Cleaning:

↑↓	Warehouse Locations	Actual	C.Sales	Inventory Stock	L.Sales
...eca	Amuwo	9.6	2	1200	1.89
...eca	Amuwo	9.6	2	480	1.89
...eca	Amuwo	17.6	3	1320	3.51
...eca	Amuwo	20.9	3	960	4.14
...eca	Amuwo	4.5	2	600	0.9
...eca	Amuwo	11.1	2	240	2.16
...eca	Amuwo	10.56	3	240	2.07
...eca	Amuwo	11.25	1	480	2.25
...eca	Amuwo	9.5	2	840	1.89
...eca	Amuwo	13.72	3	600	2.7

II. Exploring the Data

Box-Plot

Period, Received Inventory, Month

Month
○ April   ● August   ○ December   ○ February   ○ January   ○ July   ○ June
○ May   ○ November   ○ October   ○ September

August
Received Inventory: 120,000

Received Inventory (Sum) — 200,000 / 150,000 / 100,000 / 50,000 / 0
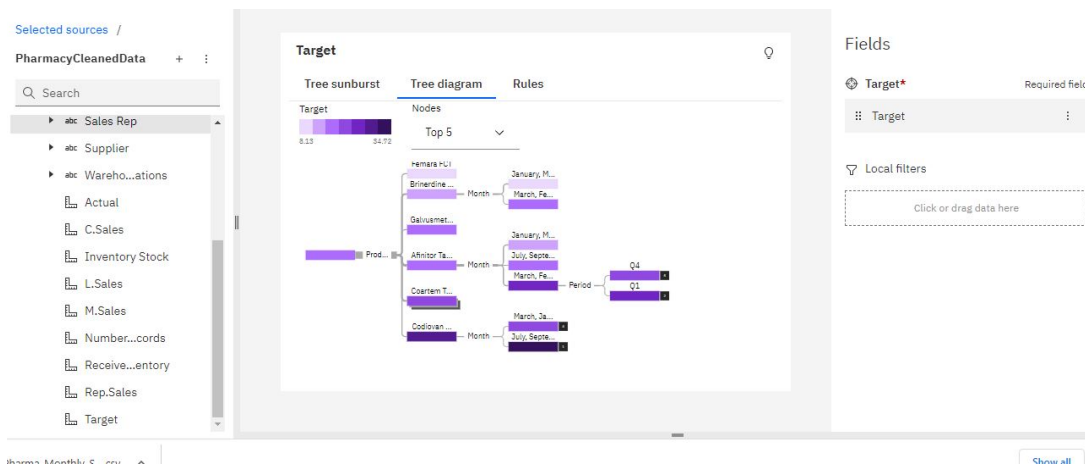Period — Q1 Q2 Q3 Q4
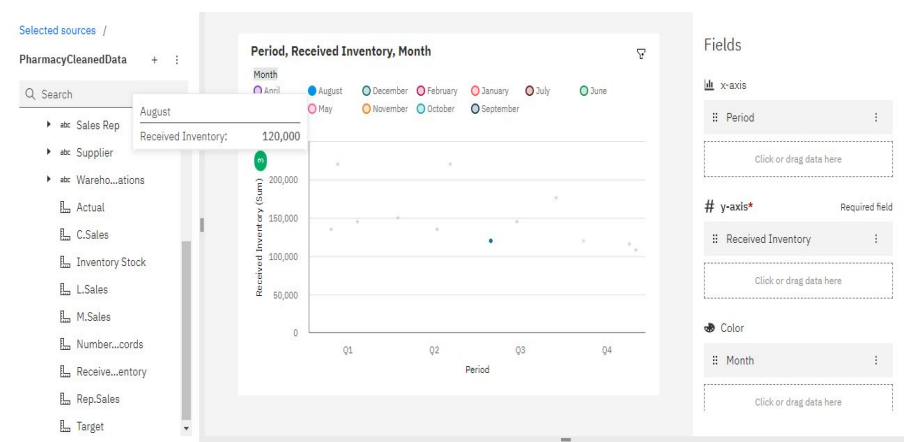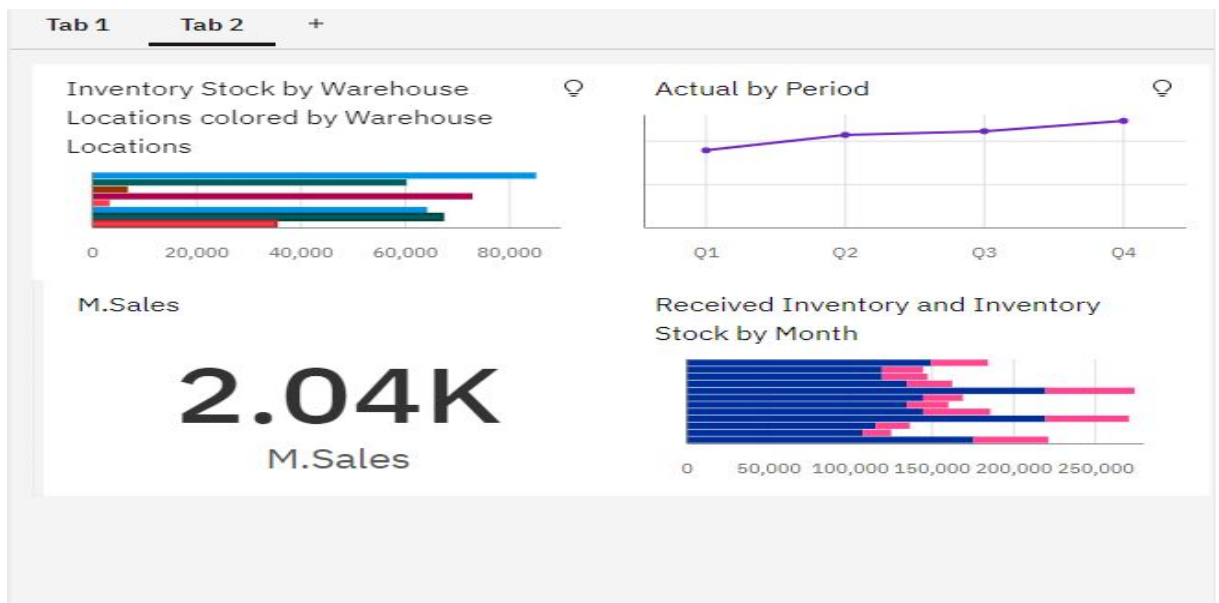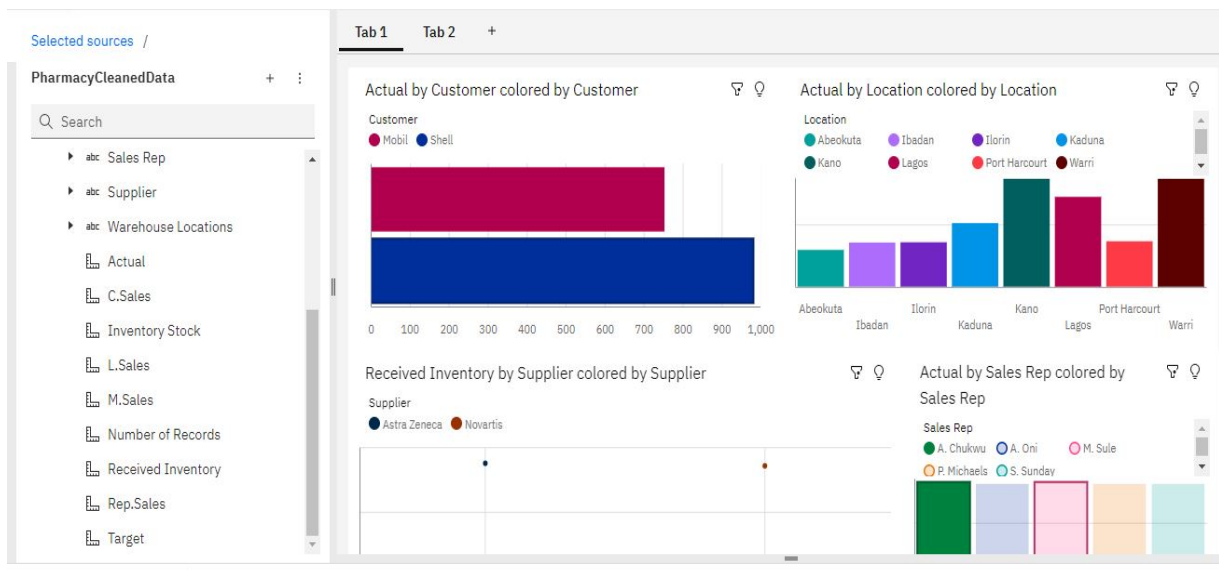
Scatter Diagram
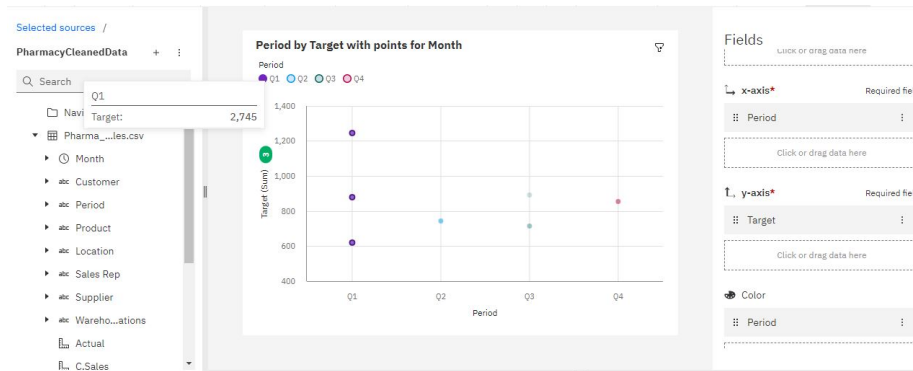
Decision Tree
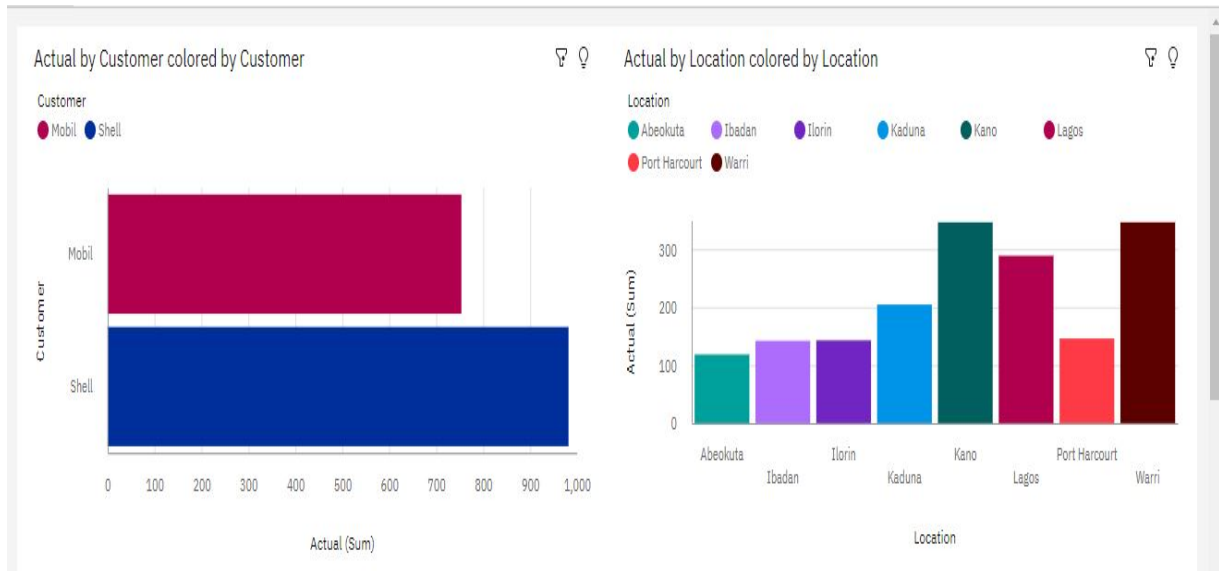
Interactive Dashboard

Link to Dashboard:

https://us3.ca.analytics.ibm.com/bi/?perspective=dashboard&pathRef=.my_folders%2FPharmaDashboard&action=view&mode=dashboard&subView=model00000183704a2f2f_00000000

Visualization 1: Sales by Customer (Bar graph)
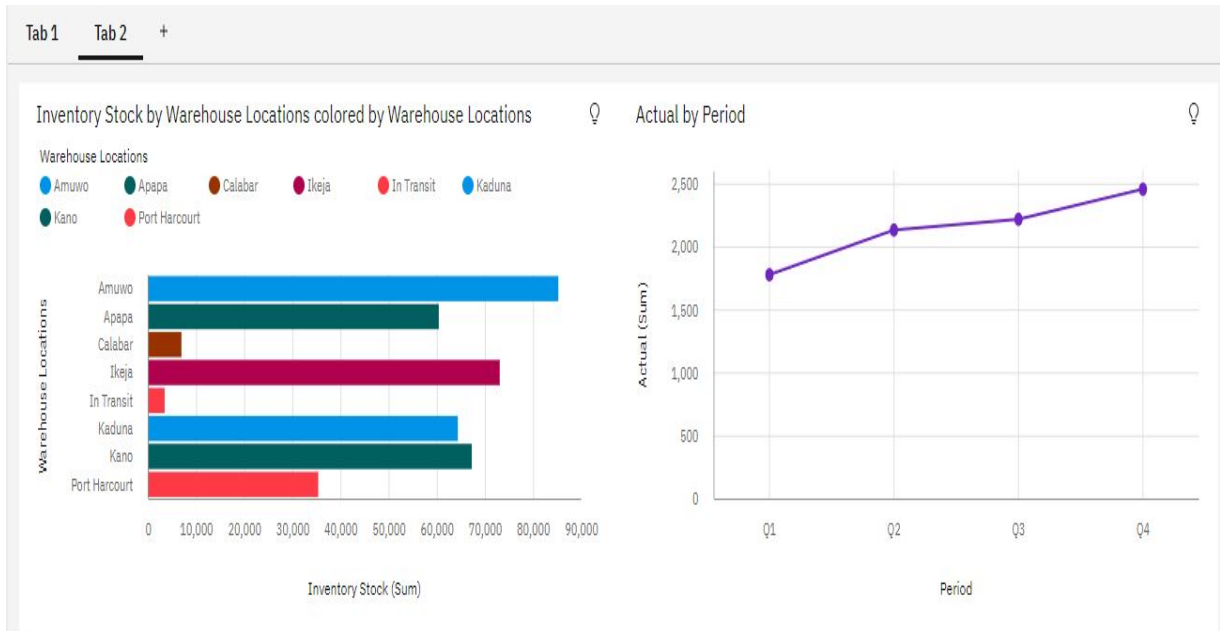
Visualization 2: Sales by Location (Column graph)

Visualization 3: Received Inventory from Supplier (Line graph)

Visualization 4: Sales by Sales Representative (Column graph)

Visualization 5: **Inventory Stock for Warehouse locations (Stacked Bar)**

Visualization 6: Sales Trend (Line graph)

Visualization 5: Monthly Sales (Summary)

Visualization 6: **Actual and Received Inventory by Month (Stacked Bar)**