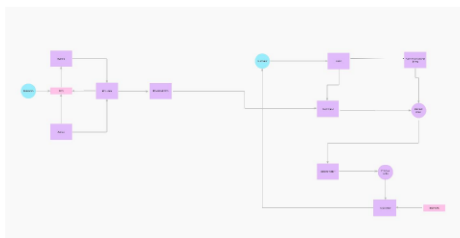
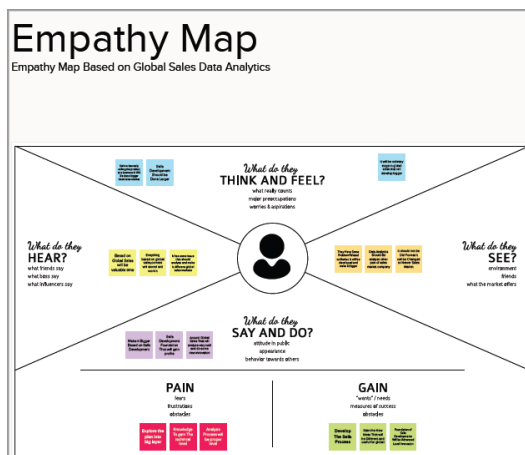


Team ID: PNT2022TMID22535

Tasks and Activities was done that is start from :-

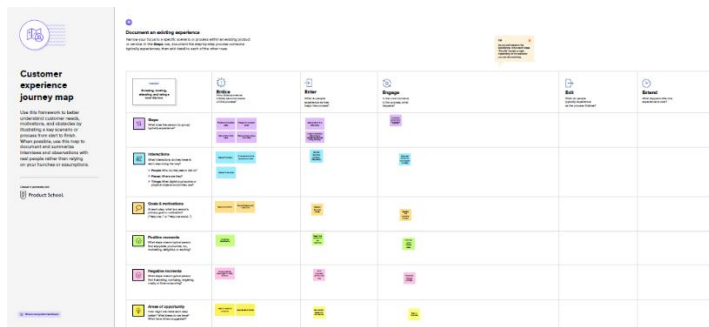
->Final Deliverables



User Stories

Use the below template to list all the user stories for the product.

User Type	Functional Requirement (Epic)	User Story Number	User Story / Task	Acceptance criteria	Priority	Release
Customer (Mobile user)	Registration	USN-1	As a user, I can register for the application by entering my email, password, and confirming my password.	I can access my account / dashboard	High	Sprint-1
		USN-2	As a user, I will receive confirmation email once I have registered for the application	I can receive confirmation email & click confirm	High	Sprint-1
	Login	USN-3	As a user, I can log into the application by entering email & password.		High	Sprint-1
	Dashboard	USN-4	As a user I can enter the data to manage the conduct business and market business to make global business sales.		High	Sprint 1
Customer Care Executive			As a customer care executive I can clear all the user queries		High	Sprint 1
	Administrator		As a administrator I can make a decision for all the interface while it is needed		High	Sprint 1



Functional Requirements:

Following are the functional requirements of the proposed solution.

FR No.	Functional Requirement (Epic)	Sub Requirement (Story / Sub-Task)
FR-1	User Registration	Registration through Form Registration through Email
FR-2	User Confirmation	Confirmation via Email
FR-3	User Data	User data will be uploaded in the given databases
FR-4	User Data Confirmation	Data will be confirm after given all the user data
FR-5	Data Analytics	It will be visualization the data from the database
FR-6	Final Reports	Final reports will send to the user email

Non-functional Requirements:

Following are the non-functional requirements of the proposed solution.

FR No.	Non-Functional Requirement	Description
NFR-1	Usability	It will user friendly dashboard for user can process the dataset based on sales
NFR-2	Security	Dashboard will be provided many login security confirmation
NFR-3	Reliability	Dashboard will be used anytime service without issue
NFR-4	Performance	Performance of dashboard must be high for all user
NFR-5	Availability	User can access it any of the devices and web browser for their easy available process
NFR-6	Scalability	It will help user to visualize the sales data efficient analysis the data in the easy process



Title	Authors	Year	Abstract
A critical review of the literature for sales educators	Shannon Cummins, James W. Peltier, Robert Effmeyer, and Joel Whalen	2013	Experiential learning, assessment, and career development. First challenge is to develop for categorizing the identified sales articles.
On the nature of international sales and sales management research: a social network-analytic perspective	Wyatt A. Schrock, Yanhui Zhao, Keith A. Richards, Douglas E. Hughes and Muhammad Sekif Ami	2018	International sales and sales management topics, including strategies, activities and potential pitfalls
The Predictors of sales performance: a	Paulo Henrique Donascelli,	2014	Factors influence sales performance

study with wholesale sellers	Osio Augusto de Matos		and how these factors vary in different contexts is essential both in the field of sales
Survey on customer centric sales analysis and prediction	B. Iida Seraphim, Lani Samuel Rao, Shiwani Joshi	2018	Business management is a field for highly dependent on sales prediction. It will be order to predict these sales many data mining techniques but to predict these sales

Row ID	Order ID	Order Date	Ship Date	Ship Mode	Customer Segment	City	State	Country	Postal Code	Market	Region	Product ID	Category	Sub-Category	Product Name	Sales	Quantity	Discount	
1	32296	CA-2012-1			Same Day	RR-19495	Rick Hansi Consumer	New York	New York	United States	10024	US	East	TEC-AC-3C	Technology	Accessories	Plantronics	2305.65	7
2	26341	IN-2013-7			Second Class	JR-16230	Justin Ritt Corporate	Wollongong	New South Wales	Australia	APAC	Oceania	FUR-CH-3I	Furniture	Chairs	Novimex I	8709.395	9	
3	25330	IN-2013-7			First Class	CR-12730	Craig Reith Consumer	Brisbane	Queensland	Australia	APAC	Oceania	TEC-PH-3C	Technology	Phones	Nokia 580	5175.171	5	
4	13520	ES-2013-1			First Class	MA-16375	Katharina Homa Off	Berlin	Berlin	Germany	EU	Central	TEC-PH-3C	Technology	Phones	Motorola	2893.51	5	
5	47221	SG-2013-4			Same Day	RM-9405	Rick Hansi Consumer	Dakar	Dakar	Senegal	Africa	Africa	TEC-SHA-3I	Technology	Copiers	Sharp Wtr	2832.96	8	
6	22732	IN-2013-4			Second Class	JM-15655	Jim Mitche Corporate	Sydney	New South Wales	Australia	APAC	Oceania	TEC-PH-3C	Technology	Phones	Samsung I	2862.675	5	
7	30270	IN-2011-8			First Class	TS-21340	Toby Savir Consumer	Portluis	Wellington	New Zealand	APAC	Oceania	FUR-CH-3I	Furniture	Chairs	Novimex I	1822.08	4	
8	31192	IN-2012-8			Standard	IMB-18035	Mark Brosi Consumer	Hamilton	Waikato	New Zealand	APAC	Oceania	FUR-TA-3I	Furniture	Tables	Chromcon	3244.94	6	
9	40155	CA-2016-1			Standard	JWA-15320	Jane Wies Corporate	Sacramento	California	United States	95825	US	West	OFF-BB-3D	Office Sup	Binders	Fellowes I	5083.96	5
10	46594	CA-2012-1			Second Class	JM-15965	Joseph HC Consumer	Concord	North Carolina	United States	28027	US	South	FUR-TA-3I	Furniture	Tables	Chromcon	4297.644	12
11	34577	CA-2011-1			Second Class	GM-14655	Greg Maxi Corporate	Alexandria	Virginia	United States	22304	US	South	OFF-SU-3I	Office Sup	Supplies	Martin Val	4184.05	5
12	28879	ID-2012-2			First Class	AJ-10780	Anthony J Corporate	Kabul	Kabul	Afghanistan	APAC	Central Asia	FUR-TA-3I	Furniture	Tables	Bovex Con	4626.15	3	
13	45794	SA-2011-1			Second Class	MM-7246	Magdelene Consumer	Iznan	Iznan	Saudi Arabia	EMEA	EMEA	TEC-CIS-3I	Technology	Phones	Cisco Sma	2616.96	4	
14	4132	MK-2012-1			Same Day	VF-21215	Vicky Frey Homa Off	Toluca	Panama	Brazil	LATAM	South	FUR-CH-3I	Furniture	Chairs	Harbour C	2321.8	7	
15	27794	IN-2012-7			Second Class	PF-19120	Peter Full Consumer	Mudanjiang	Heilongjiang	China	APAC	North Asia	OFF-AP-3I	Office Sup	Appliance	KitchenA	2701.52	12	
16	13779	ES-2014-5			Second Class	BP-11185	Ben Peter Corporate	Paris	Ile-de-Fra	France	EU	Central	OFF-AP-3I	Office Sup	Appliance	Breville R	1869.588	4	
17	36178	CA-2014-1			Second Class	TR-21175	Thomas B Corporate	Henderson	Kentucky	United States	42420	US	South	TEC-AC-3C	Technology	Accessories	Logitech G	2249.91	9
18	12209	ES-2014-1			Standard	IP-11835	Patrick Jm Corporate	Prato	Tuscany	Italy	EU	South	OFF-AP-3I	Office Sup	Appliance	Hoeover S	7555.58	14	
19	22096	IN-2014-1			First Class	JS-15685	Jim Sink Corporate	Townsville	Queensland	Australia	APAC	Oceania	TEC-CO-3I	Technology	Copiers	Brother Fz	2565.594	9	
20	49483	TZ-2014-8			Second Class	RM-9555	Rizza High Consumer	Uvinza	Kigoma	Tanzania	Africa	Africa	OFF-KIT-3I	Office Sup	Appliance	KitchenA	2409.71	6	
21	46630	PL-2012-7			First Class	AB-600	Ann Blum Corporate	Bytom	Silesia	Poland	EMEA	EMEA	FUR-HON-3I	Furniture	Tables	Hon Comp	1977.72	4	
22	21790	CA-2011-1			First Class	SA-20920	Sue Ann B Consumer	Chicago	Illinois	United States	60640	US	Central	TEC-PH-3C	Technology	Phones	Apple IPH	2750.592	0

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[More info](#)

Hello, Welcome to Cognos Analytics with Watson.

You can get started right away by taking a look at our Introduction video, product tour and Getting Started tab.

[Watch video](#)
[Take a product tour](#)

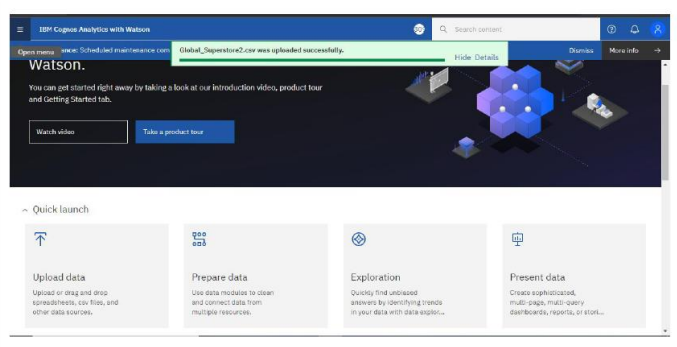
Quick launch

Upload data

Prepare data

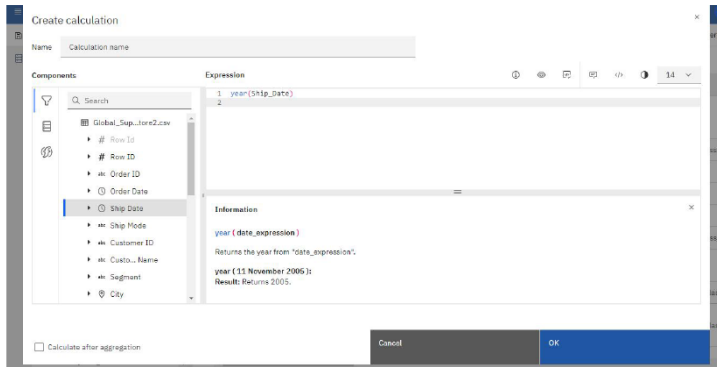
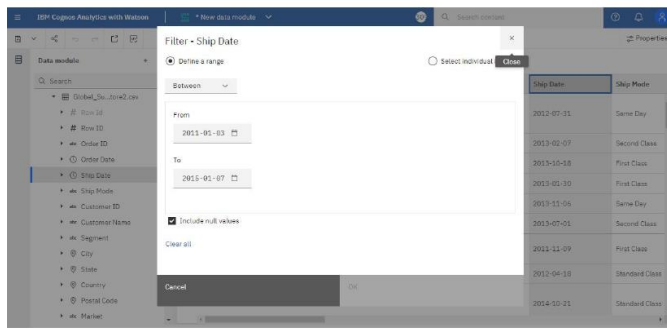
Exploration

Present data



Milestones	Activities
Milestone-1	Collect The Information of a data Understand the Information of a data Use this Information for the dashboard
Milestone-2	Explore the Data Visualize the data
Milestone-3	Interactive dashboard from the data will be created Use this data based on Global Sales market from the dashboard
Milestone-4	Construct the data visualization that will be analyze the customer trend of a global sales market Manage the visualization in the dataset based on customer trend and product profit
Milestone-5	Monitoring and access the visualization that will be analysis the dataset of a global market
Milestone-6	Maintain the final results of a global market from a dataset that will be customer trend, product profit or loss, Real time issue analysis will be done

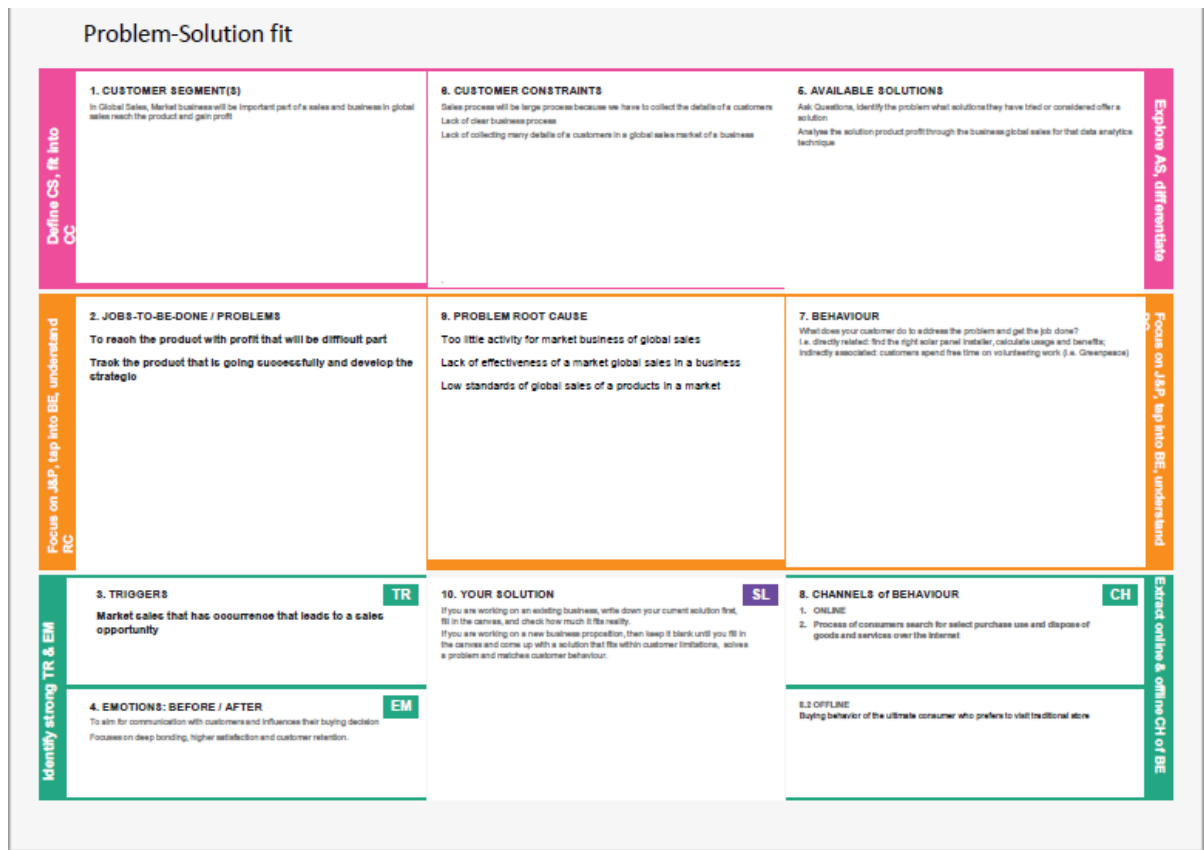
Row ID	Row ID	Order ID	Order Date	Ship Date	Ship Mode
1	33298	CA-2012-134095	2012-07-11	2012-07-11	Same Day
2	24942	IN-2012-77878	2012-02-09	2012-02-07	Second Class
3	25300	IN-2013-71249	2013-10-17	2013-10-18	First Class
4	13104	ES-2013-1579342	2013-01-28	2013-01-30	First Class
5	47221	SO-2013-4330	2013-11-05	2013-11-06	Same Day
6	22732	IN-2011-42568	2011-06-01	2011-07-01	Second Class
7	30570	IN-2011-05526	2011-11-07	2011-11-09	First Class
8	31192	IN-2012-96369	2012-06-14	2012-06-18	Standard Class
9	40185	CA-2014-139609	2014-10-14	2014-10-21	Standard Class



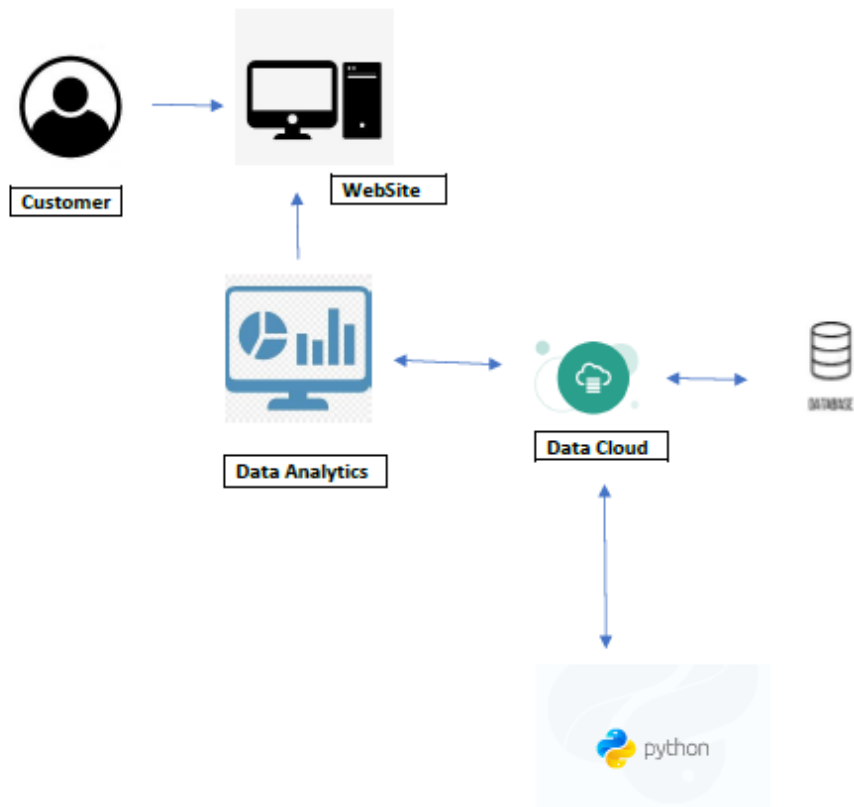
The screenshot shows the main view of IBM Cognos Analytics, displaying a table of calculation results. The table has columns for 'Calculation name', 'Row ID', 'Order ID', 'Order Date', and 'Ship Date'. The data is organized into a grid view. The table contains 9 rows of data, each representing a calculation result for a specific order and ship date.

Calculation name	Row ID	Order ID	Order Date	Ship Date
2012	1	32248	CA-2012-134841	2012-07-31
2013	2	26343	IN-2013-71878	2013-02-06
2013	3	28830	IN-2013-71249	2013-10-17
2013	4	13624	ES-2013-1879142	2013-03-28
2013	5	47321	ES-2013-4323	2013-11-06
2013	6	22732	IN-2013-42860	2013-08-28
2013	7	30670	IN-2013-45026	2013-11-09
2012	8	21192	IN-2012-86349	2012-04-14
2014	9	40555	CA-2014-135909	2014-10-14

Question	Description
Who does the problem affect?	Customer such as our team website user
What are the boundaries of the problem?	Real time issue, Overloaded Products Due to Lack of sales when it is not moving to customers
What is the issue?	International Client are not willing to go whole purchasing decision in a foreign language salespeople need to localize at least communication to the country
When does this issue occur?	This will happen when customer support and service, currency and payment preferences
Where is the issue occurring?	While purchasing the product in online
Why is it important that we fix this problem?	It is important to fix the problem because it is important reason for global sales when sales trend changes the product into profit in online shopping suddenly it will reduce product sells down we should analyze the number of products sells happen whether it is profit or loss from the market to the customer by the global sales



Solution Architecture:



Proposed Solution Template:

Project team shall fill the following information in proposed solution template.

S.No.	Parameter	Description
1.	Problem Statement (Problem to be solved)	Some products reaches a good reach among the people but some good products don't reach them. Which brings a loss to the particular product organization , this problem to be solved in order to make profit to the organization through global sales.
2.	Idea / Solution description	The solution to this is to make the product more trend among people which makes it more familiar to them.
3.	Novelty / Uniqueness	We are going to advertise the product frequently , free demo review to customers ,create a hype among the people by providing discounts to the product to increase the sales and a free door delivery to customers.
4.	Social Impact / Customer Satisfaction	The product must get reach to the customers so that they would know about its features which makes them feel satisfied that they have bought a valuable product .
5.	Business Model (Revenue Model)	This method focuses on the sales of the unaware products to the customers and increasing the profit to the product organization so that there products been sold to customers.
6.	Scalability of the Solution	Expanding the product sales Reduce loss to the organization

Product Backlog, Sprint Schedule, and Estimation (4 Marks)

Use the below template to create product backlog and sprint schedule

Sprint	Functional Requirement (Epic)	User Story Number	User Story / Task	Story Points	Priority	Team Members
Sprint-1	Registration	USN-1	As a user, I can register for the application by entering my email, password, and confirming my password.	1	High	Godwin G, Subanesh M
Sprint-1	Registration Confirmation	USN-2	As a user, I will receive confirmation email once I have registered for the application	2	High	Godwin G, Mohan D
Sprint-1	Registration	USN-3	As a user, I can register for the application Through Any Web browser	2	Low	Mohan D, Subanesh M
Sprint-2	Registration Using Gmail	USN-4	As a user, I can register for the application through Gmail	1	Medium	Gokulakrishna I, Godwin G
Sprint-2	Login	USN-5	As a user, I can log into the application by entering email & password	1	High	Mohan D, Subanesh M
Sprint-2	Dashboard	USN-6	I can built and access the dashboard for analysis the data	2	High	Gokulakrishna I, Godwin G
Sprint-3	Dashboard	USN-7	I can do some research about customer trend in this market for that analysis will be done	1	Medium	Gokulakrishna I, Godwin G
Sprint-3	Feedback	USN-8	User has some queries that will be clear by admin	1	Low	Mohan D, Subanesh M
Sprint-4	Maintenance	USN-9	Admin has a responsibility for handling and maintain the resources	2	High	Godwin G, I Gokulakrishna

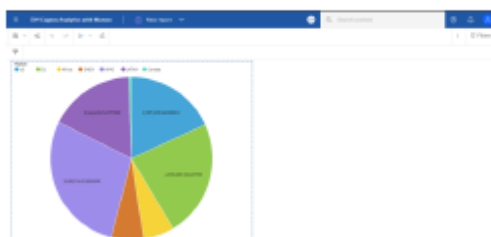
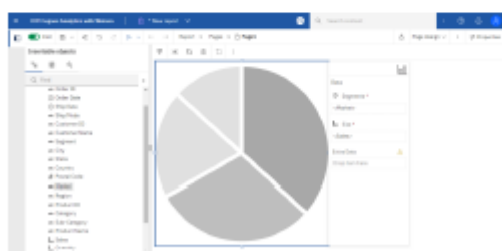
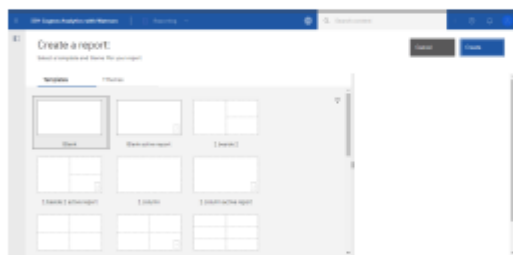
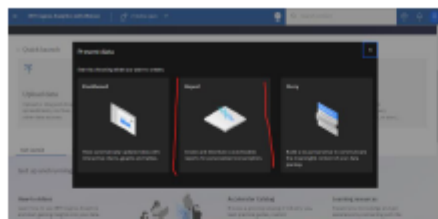
Project Tracker, Velocity & Burndown Chart: (4 Marks)

Sprint	Total Story Points	Duration	Sprint Start Date	Sprint End Date (Planned)	Story Points Completed (as on Planned End Date)	Sprint Release Date (Actual)
Sprint-1	5	6 Days	24 Oct 2022	29 Oct 2022	5	29 Oct 2022
Sprint-2	10	6 Days	31 Oct 2022	05 Nov 2022	10	05 Nov 2022
Sprint-3	15	6 Days	07 Nov 2022	12 Nov 2022	15	12 Nov 2022
Sprint-4	18	6 Days	14 Nov 2022	19 Nov 2022	18	19 Nov 2022

Velocity:

$$AV = \frac{sprint\ duration}{velocity} = \frac{20}{10} = 2$$

Create A Report



1) Download The Dataset



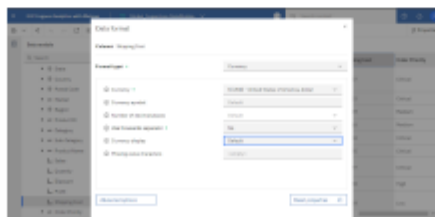
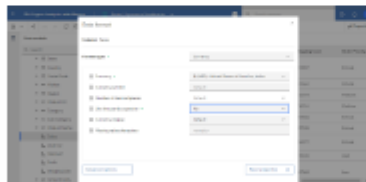
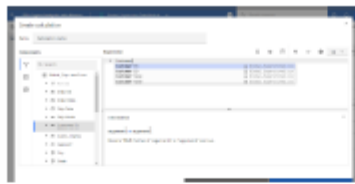
The screenshot shows a web browser displaying a dataset download page. The page has a green header bar with navigation links. Below the header, there is a table with multiple columns and rows of data. The table appears to be a list of items with various attributes, possibly related to a dataset being downloaded.

2) Upload and load the dataset



The screenshot shows a web browser displaying a dataset upload page. The page has a blue header bar with navigation links. Below the header, there is a table with multiple columns and rows of data. The table appears to be a list of items with various attributes, possibly related to a dataset being uploaded.

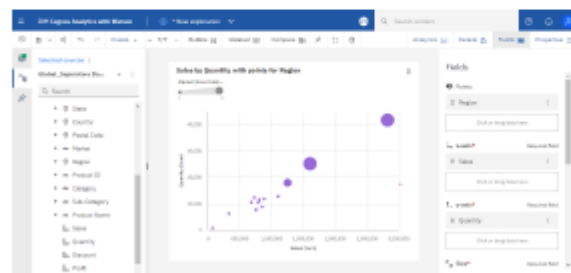
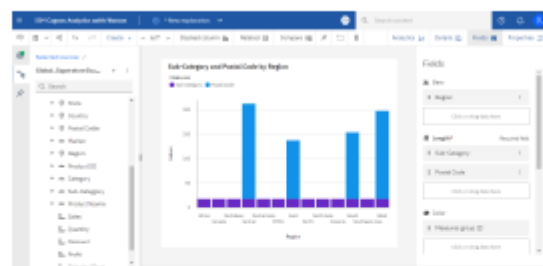
3) Prepare the dataset



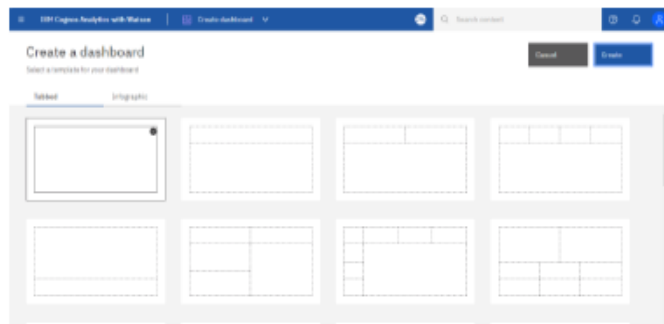
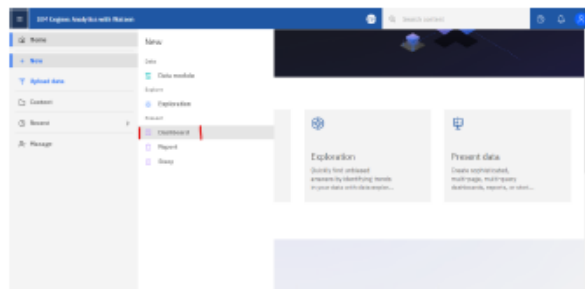
Data Exploration

Uploaded and loaded dataset will be visualized using different types of exploration





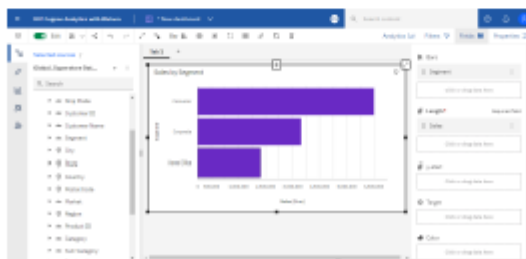
Creating a Dashboard

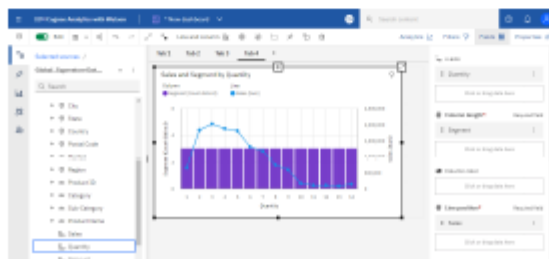
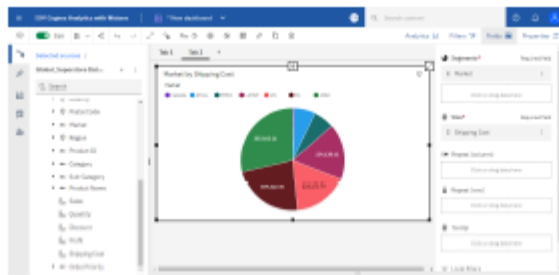


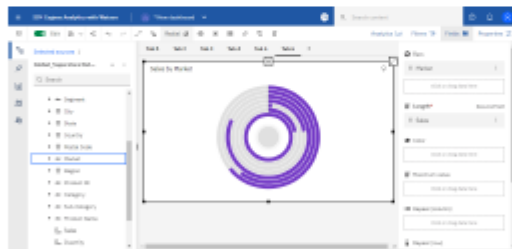
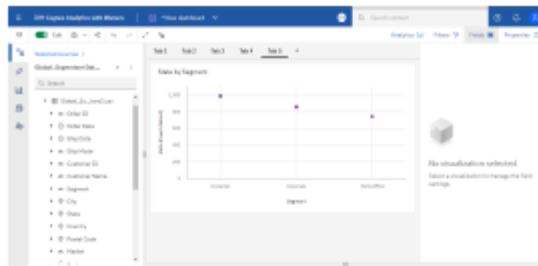
Selecting a Dataset

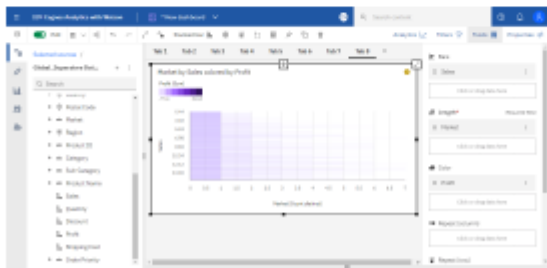
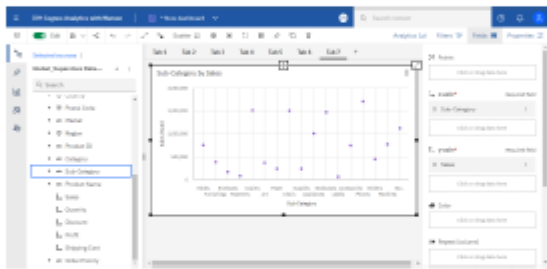
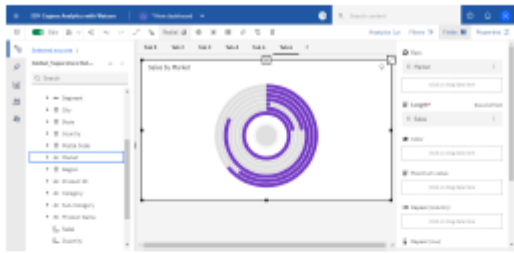


Preparing the dashboard

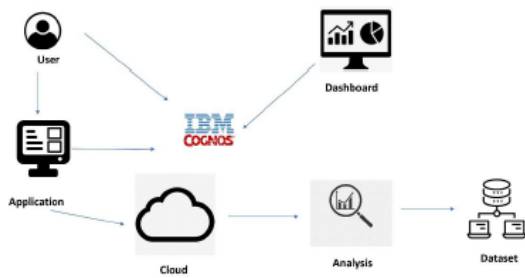








Technical Architecture:



Components & Technologies:

S.No	Component	Description	Technology
1.	User Interface	How user interacts with application e.g. Web UI, Mobile App, Chatbot etc.	HTML, JavaScript, CSS
2.	Application login Process	Logic for a process in the application	Java / Python
3.	Application Data Upload & Processed	Data will be processed when it is uploaded	IBM Cloud, Python, My SQL
4.	Application Data Exploration	Logic for a process in the application	MySQL
5.	Data Visualization	The data will be visualized	IBM Cognos, Python
6.	Cloud Database	Database Service on Cloud	IBM DB2, IBM Cloud etc.
7.	File Storage	File storage requirements	IBM Block Storage
8.	Viewing the data	Purpose of External API used in the application	IBM Cognos, Python

Application Characteristics:

S.No	Characteristics	Description	Technology
1.	Open-Source Frameworks	Open-source frameworks used	Python
2.	Security Implementations	List all the security / access controls implemented, use of firewalls etc.	e.g. SHA-256, Encryptions, IAM Controls, OWASP etc.
3.	Scalable Architecture	Architecture (3 – tier, Micro-services)	Database storage, application
4.	Availability	This software accessible for all the user without any problem at the same time	IBM Cloud, IBM server
5.	Performance	performance of the data will be high without any issue will be occur.	IBM Cloud

Content:

Global Super Store based on online shopping process. As we need product instantly we will done this without going outside based on this criteria, we have to do some customer analysis and product analysis based on Global Super Store.

Customers Analysis:

As we observes and analyse the customers which they purchase something continuous. If they are satisfied and purchase for next time that will be analysed whether it is moving or not and it will give a profit to the global market in each year. It will separated countrywise around the customers

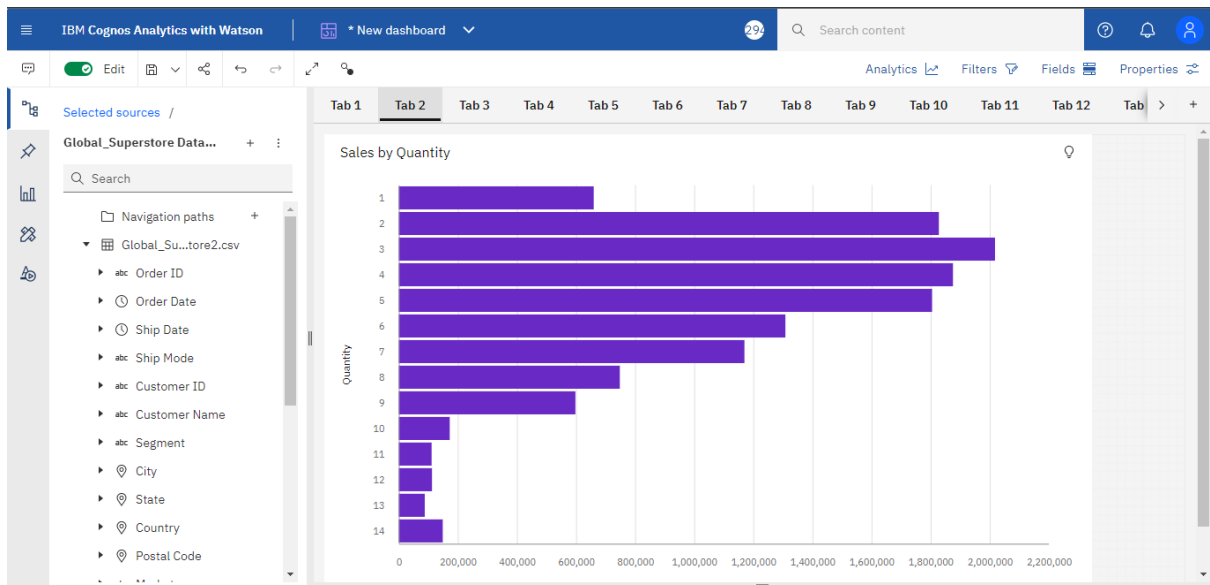
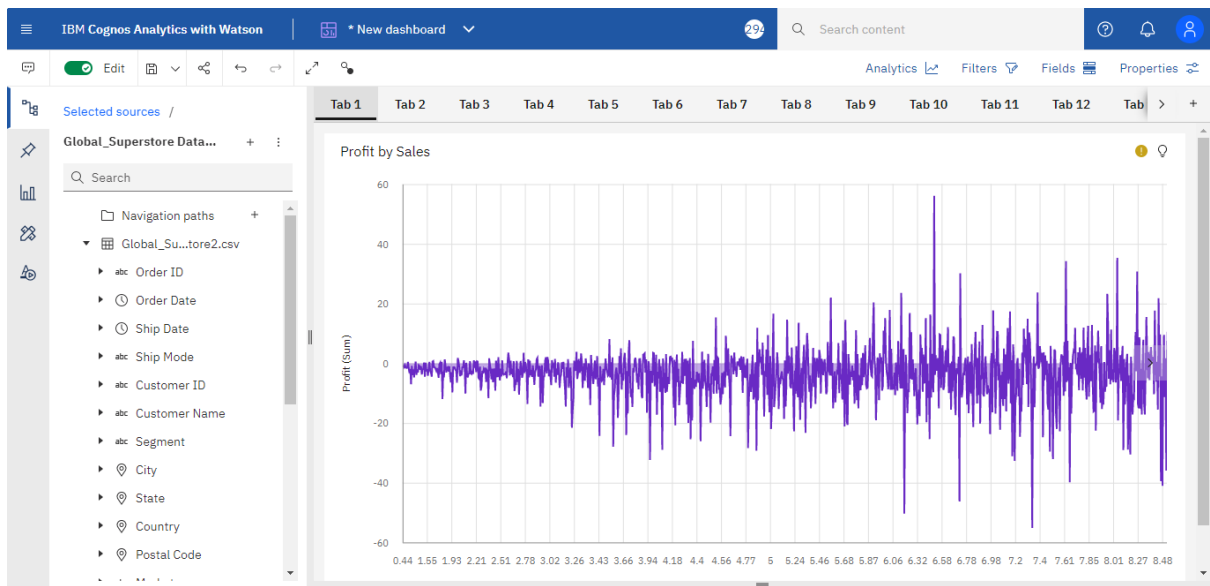
Product Analysis:

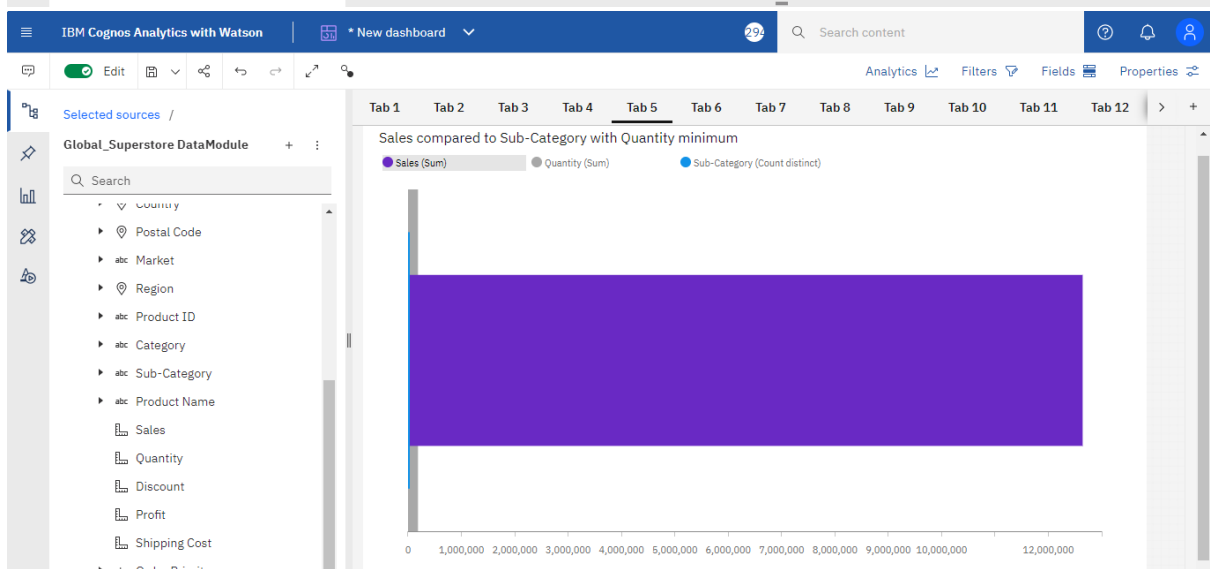
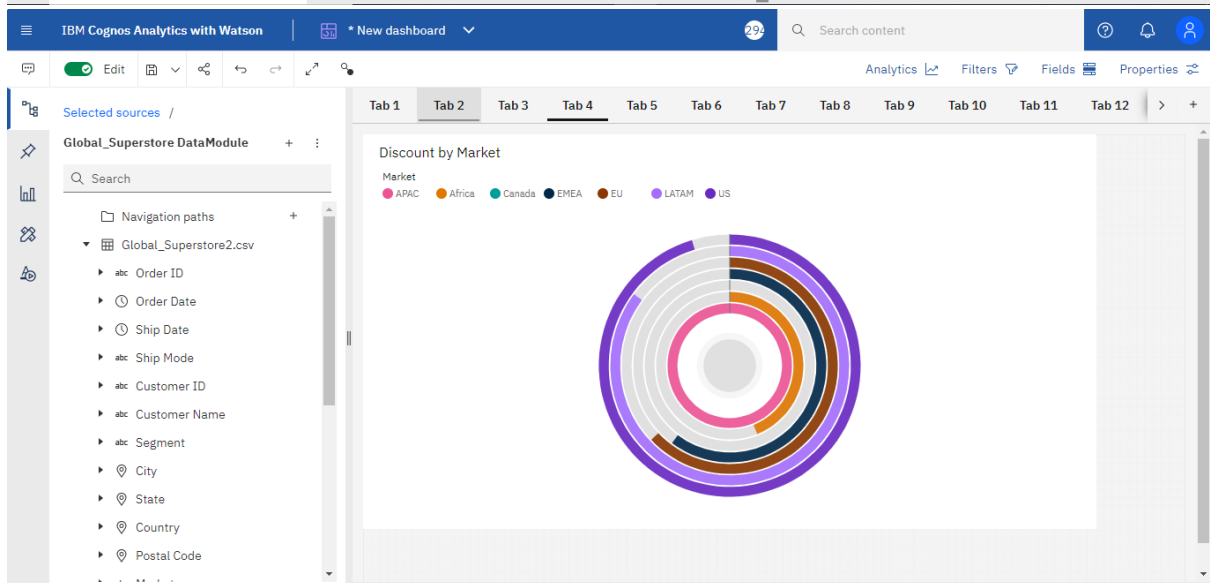
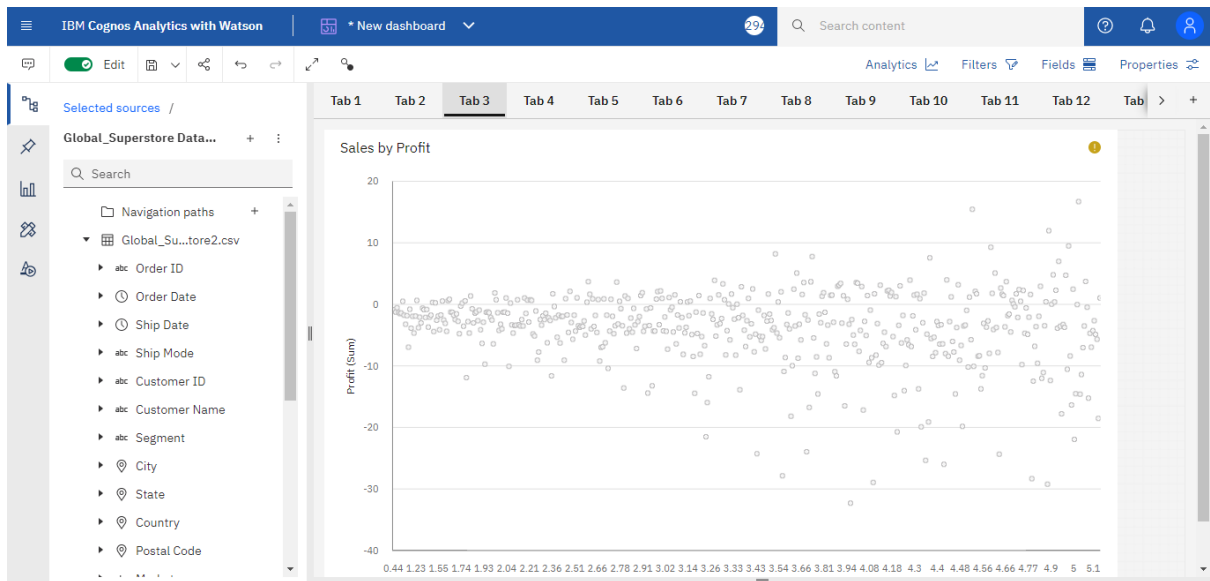
How It will reach the customers?

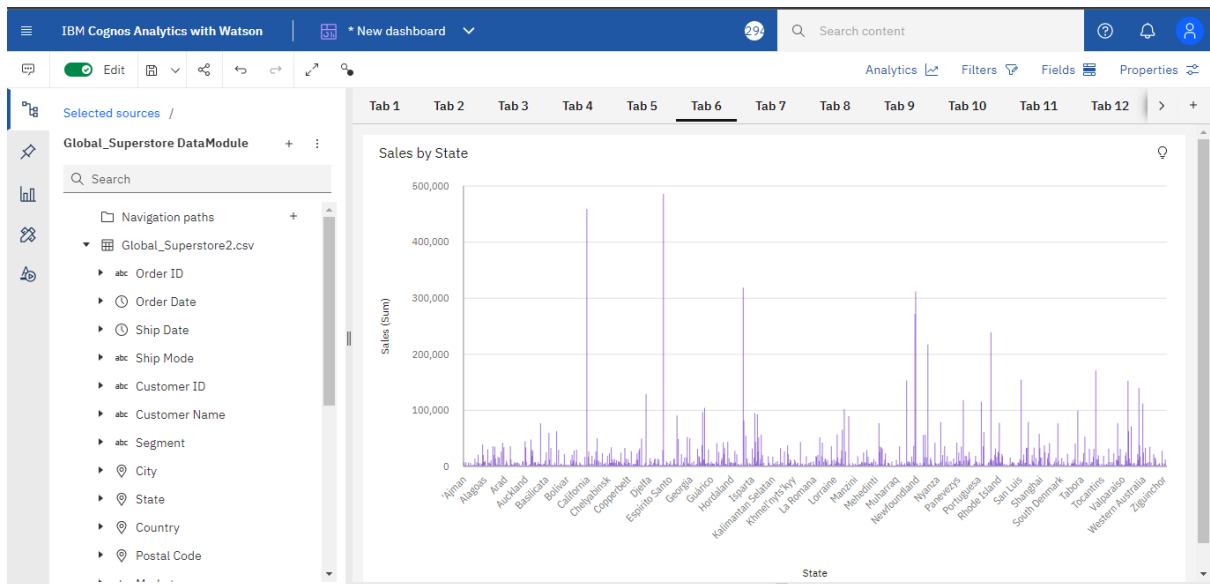
What will be trend in that countries?

When it will goes to the profit zone?

How it will be top most product in the sales?







IBM Cognos Analytics with Watson | * New dashboard | 29 | Search content

Analytics | Filters | Fields | Properties

Selected sources /

Global_Superstore DataModule +

Navigation paths

Global_Superstore2.csv

- abc Order ID
- abc Order Date
- abc Ship Date
- abc Ship Mode
- abc Customer ID
- abc Customer Name
- abc Segment
- abc City
- abc State
- abc Country
- abc Postal Code

< 6 **Tab 7** Tab 8 Tab 9 Tab 10 Tab 11 Tab 12 Tab 13 Tab 14 Tab 15 Tab 16 Tab 17 +

Sales for Ship Mode and Ship Date

Sales	First Class	Same Day	Second Class	Standard Class	Summary
1/3/2011	(no value)	311.98	(no value)	(no value)	311.98
1/5/2011	(no value)	(no value)	110.99	(no value)	110.99
1/6/2011	(no value)	(no value)	(no value)	722.52	722.52
1/7/2011	296.67	61.58	554.83	1,965.59	2,878.67
1/8/2011	917.57	(no value)	51.84	825.28	1,794.69
1/9/2011	(no value)	(no value)	2,141.29	5,151.56	7,292.85
1/10/2011	305.57	1,859.46	(no value)	121.47	1,986.5
1/11/2011	3,127.28	1,487.01	4.7	6,138.27	10,757.25
1/12/2011	2,158.7	(no value)	3,141.48	17.76	5,317.94
1/13/2011	(no value)	(no value)	446.6	3,172.56	3,619.16
1/14/2011	(no value)	(no value)	(no value)	1,721.1	1,721.1
1/15/2011	149.39	201.35	321.14	1,003.47	1,675.35
1/16/2011	61.96	(no value)	1,287.26	1,345.2	2,694.42

