

## Project Design Phase-1

### Solution Kit

DATE	1 October 2022
TEAM ID	PNT2022TMID23968
PROJECT NAME	Global Sale Data Analytics

#### 1.CUSTOMER SEGMENT

People and corporations who are interested in knowing the details and a complete global sales analysis of a product and related products for effective customer making organizations which wants to know their products sales details.

#### 6.CUSTOMER LIMITATIONS

Lack of understanding over the business and the customer engagement over it

#### 5.AVAILABLE SOLUTIONS

Sales metrics, revenues, gross number of sales. Simply measuring revenue or the gross number of sales isn't enough. The right metrics will depend on your company, but are valuable to learn more about your company, customers, and sales process.

#### 2.PROBLEMS/PAINS

Sales Analysis provides insights into the past, present, and future performance of a business and can be used to help you forecast trends, identify opportunities for growth, and develop a strategic action plan for your company.

#### 9.PROBLEM ROOT/CAUSE

Being lethargic that the business is doing fine, absence of customer involvement monitoring, presence and progress of competitors in global market.

#### 7.BEHAVIOUR

Actions against losing customers, changes in budget, advertising and collaborations for betterment.

#### 3.TRIGGERS TO ACT

Better performance of their business competitors, fall down of their performance.

#### 10.YOUR SOLUTION

- Creating an interactive dashboard.
- Providing specific details about sales
- Responsive design for every screen size
- Manual insight for each interaction.
- One time payment

#### 8.CHANNEL OF BEHAVIOUR

##### 8.1 ONLINE

Using third party services with automated insights and subscription based service to analyse data.

##### 8.2 OFFLINE

Using office software to analyse complex data in un-intuitive way.

#### 4.EMOTIONS

Satisfaction and may lead to new achievement and betterment of self and business growth.