ASSIGNMENT – 2

Assignment Date	24 September 2022
Student Name	Aiswarya A
Student Roll Number	95071915003
Maximum Marks	2 Marks

QUESTION:

Pharma Sales Dashboard

Description :- Sales of Pharmaceutical products, which may include medicines, surgical devices, consumables of any form, machines, and equipment used in surgeries are called Pharma Sales. The target audience is doctors of any kind, chemists, and/or purchase in charge in hospitals or pharmacies.

Pharmaceutical sale is very different from regular sales of any kind right from the product to the customer to the process of selling. Of all the sales, Pharmaceutical sales are considered to be one of the most lucrative and most challenging jobs requiring a lot of learning on the salesperson’s part.

Like every sale, there is a buyer and a seller. In this case, the buyer depends on the product of the manufacturer. We will consider all of the buyer kinds.

1. A buyer for medicines of any kind – Chemist, Distributor, Hospital Pharmacies
2. A buyer for medical devices, instruments, implants – Doctor, purchase officer

About the Pharma Dataset:

Let's understand the features of the dataset:

1. Month- January -December Months Data.

2. Customer- Hospitals & Organizations.

3. Period- Q1-Q4 are the four quarters which show the sales record quarterly.

4. Product- Different Tablets for diseases

5. Location-Sales in different regions,

6. Sales Rep- Sales Representative who sells pharma products.

7. Supplier-Pharmaceuticals companies are those who supply their products.

8. Warehouse Location- A warehouse location is a region where companies storing goods.

9. Actual-Actual sales for the product.

10. C.sales -Customer Sales for the product.

11. Inventory Stock: Inventory stock refers to the goods and materials that a business holds for the ultimate goal of resale.

12. L.sales -Location Wise Sales for the product.

13. M.sales -Monthly Sales for the product.

14. Received Inventory- Creating a safe, fast, and organized process for handling received inventory. Accurately track your goods from when they arrive in your warehouse to when they are shipped to your customer.

15. Rep. sales- Representative Sales for the product.

16. Target- Target sales for the product.

Download Dataset:- **Pharma-Sales-Dataset**

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

Task 1: Sales By Customer.

Task 2: Sales By Location.

Task 3: Sales By Sales Representative.

Task 4: Received Inventory From Supplier

Task 5: Inventory Stock for Warehouse Locations

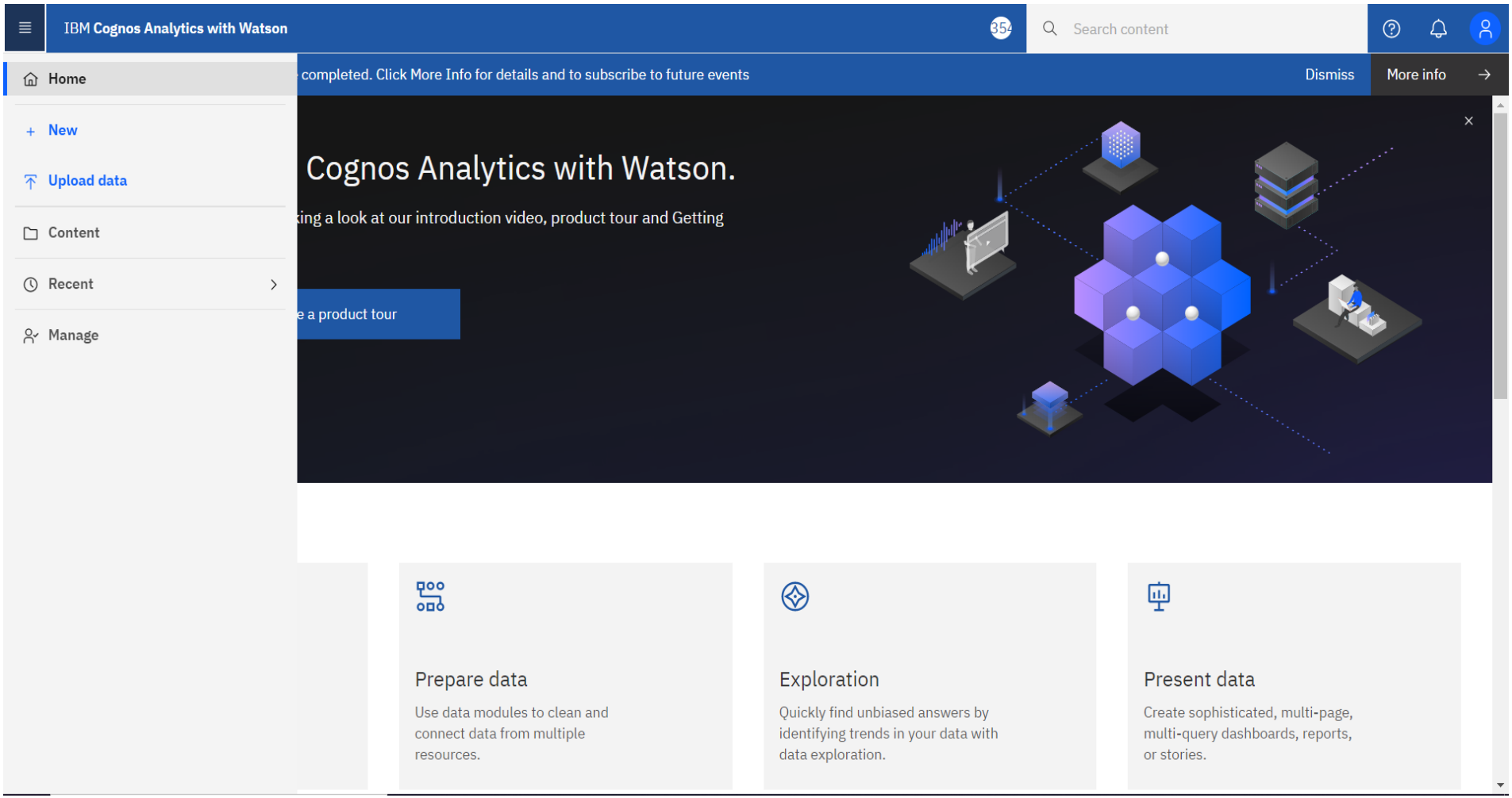
Task 6: Sales Trend

Task 7: Monthly Sales

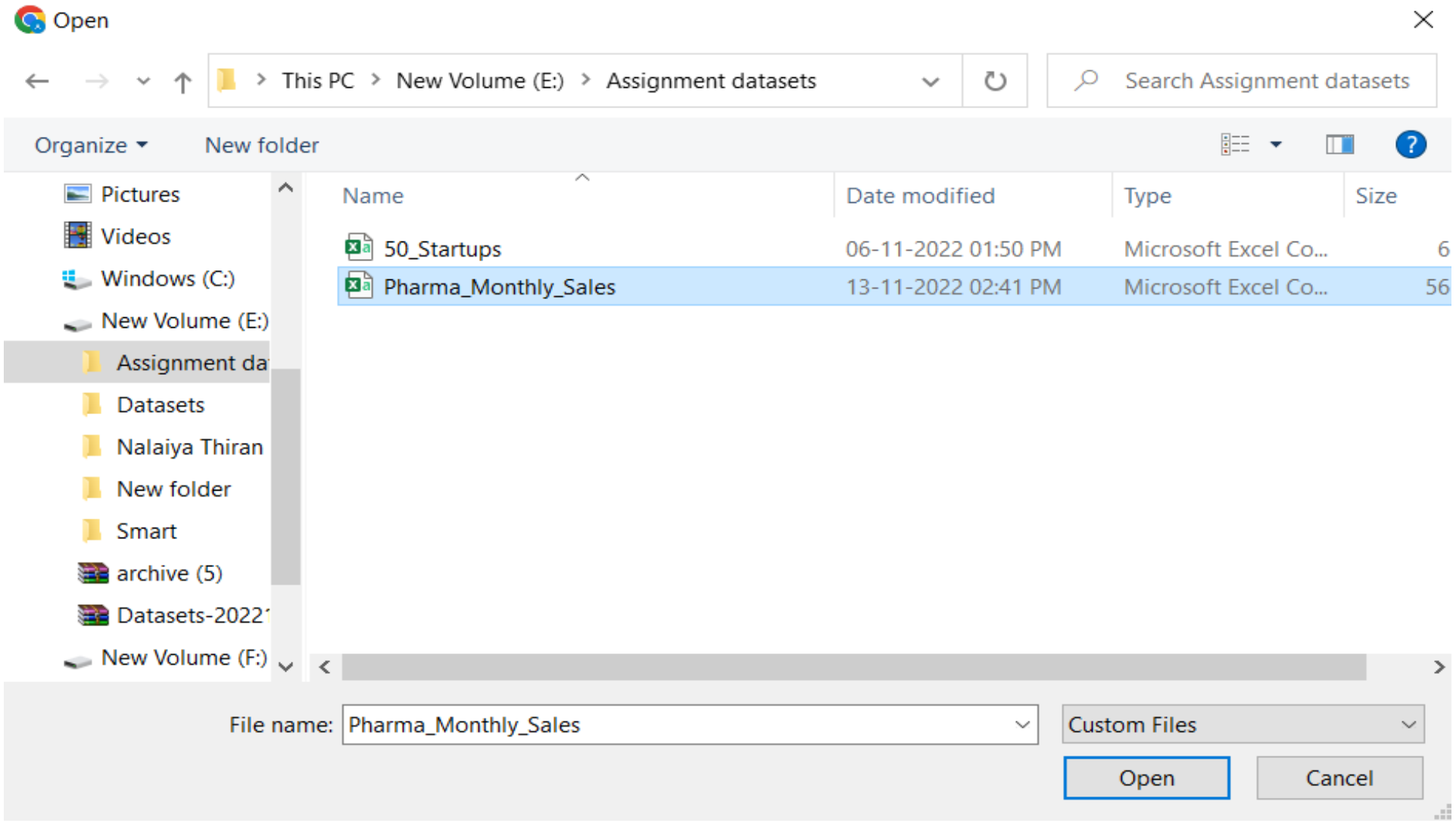
Task 8: Actual and Received Inventory by Month

Uploading the dataset to IBM Cognos Analytics:

Step : 1



Step : 2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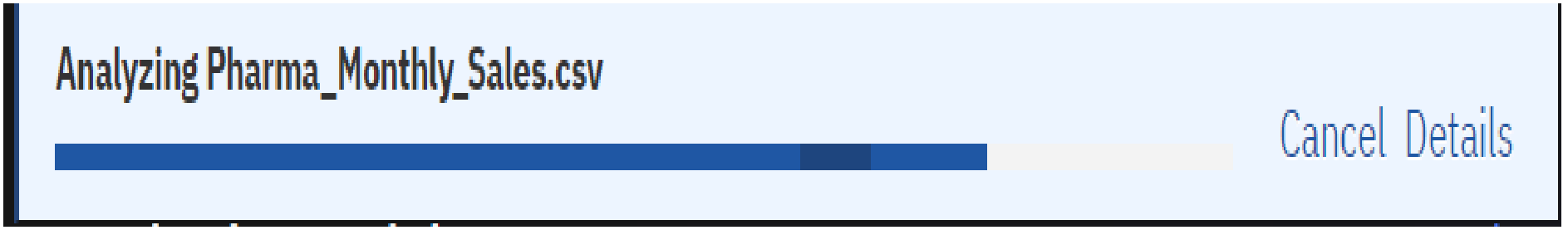
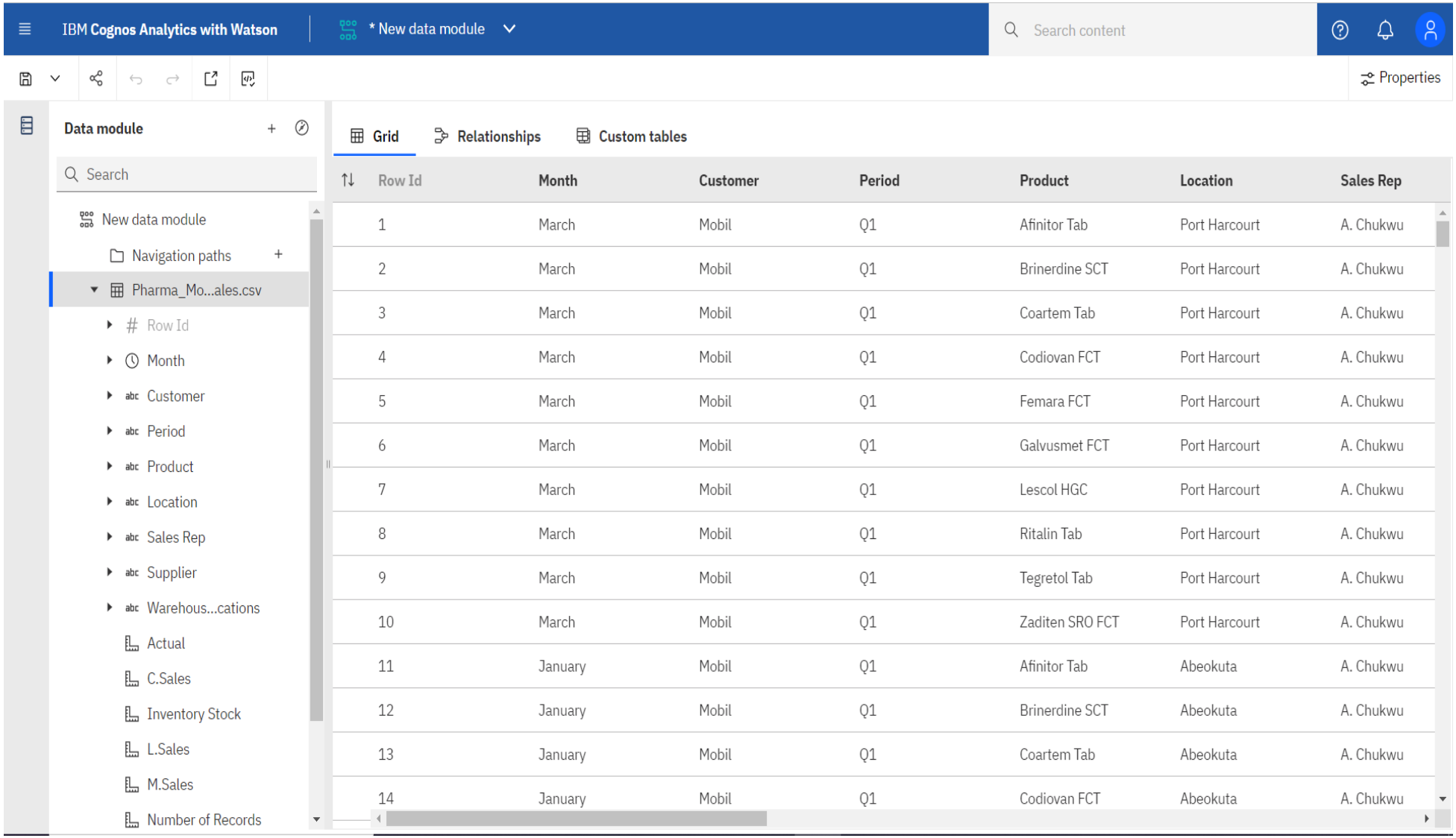
Step : 3

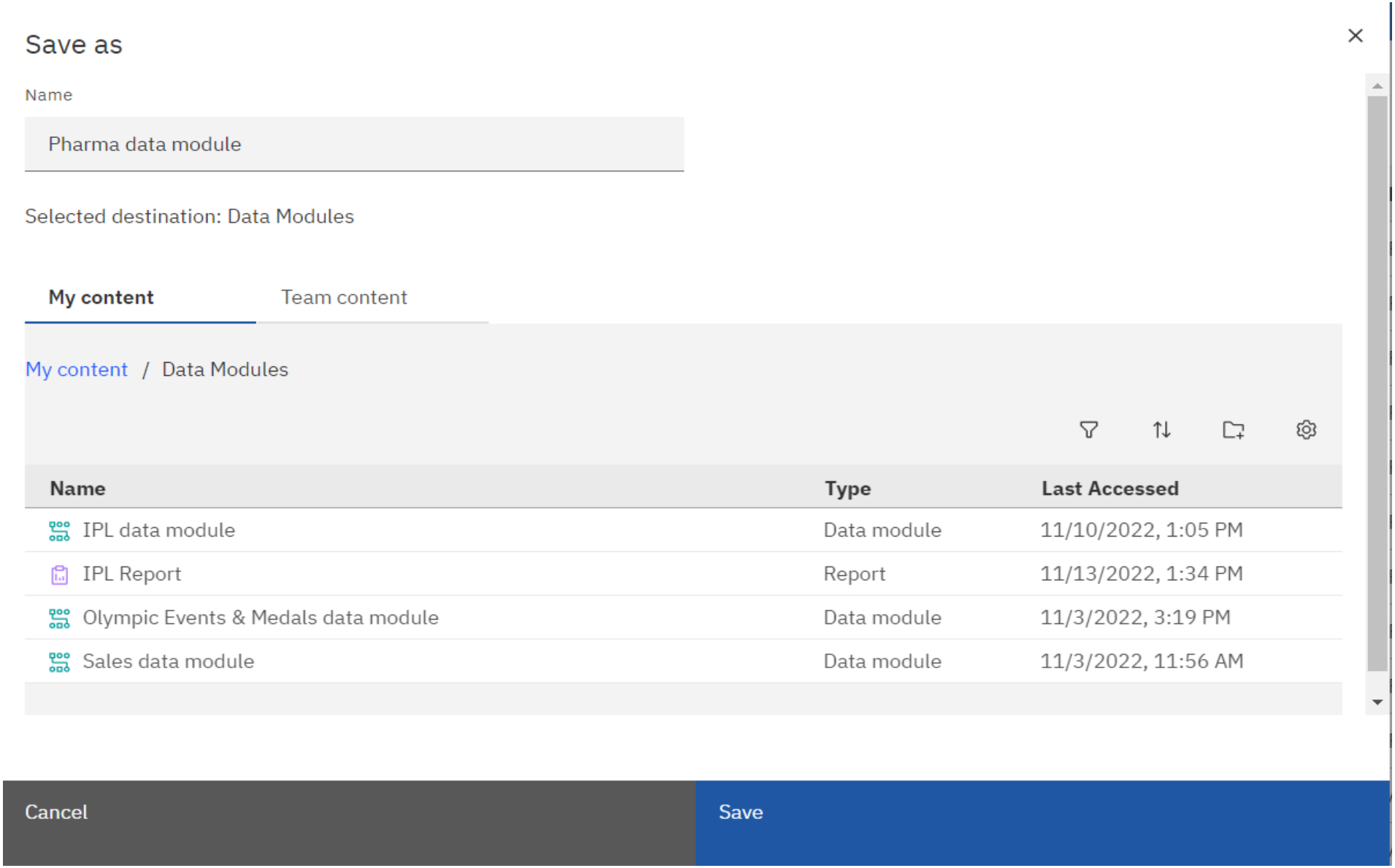


Prepare the Data :

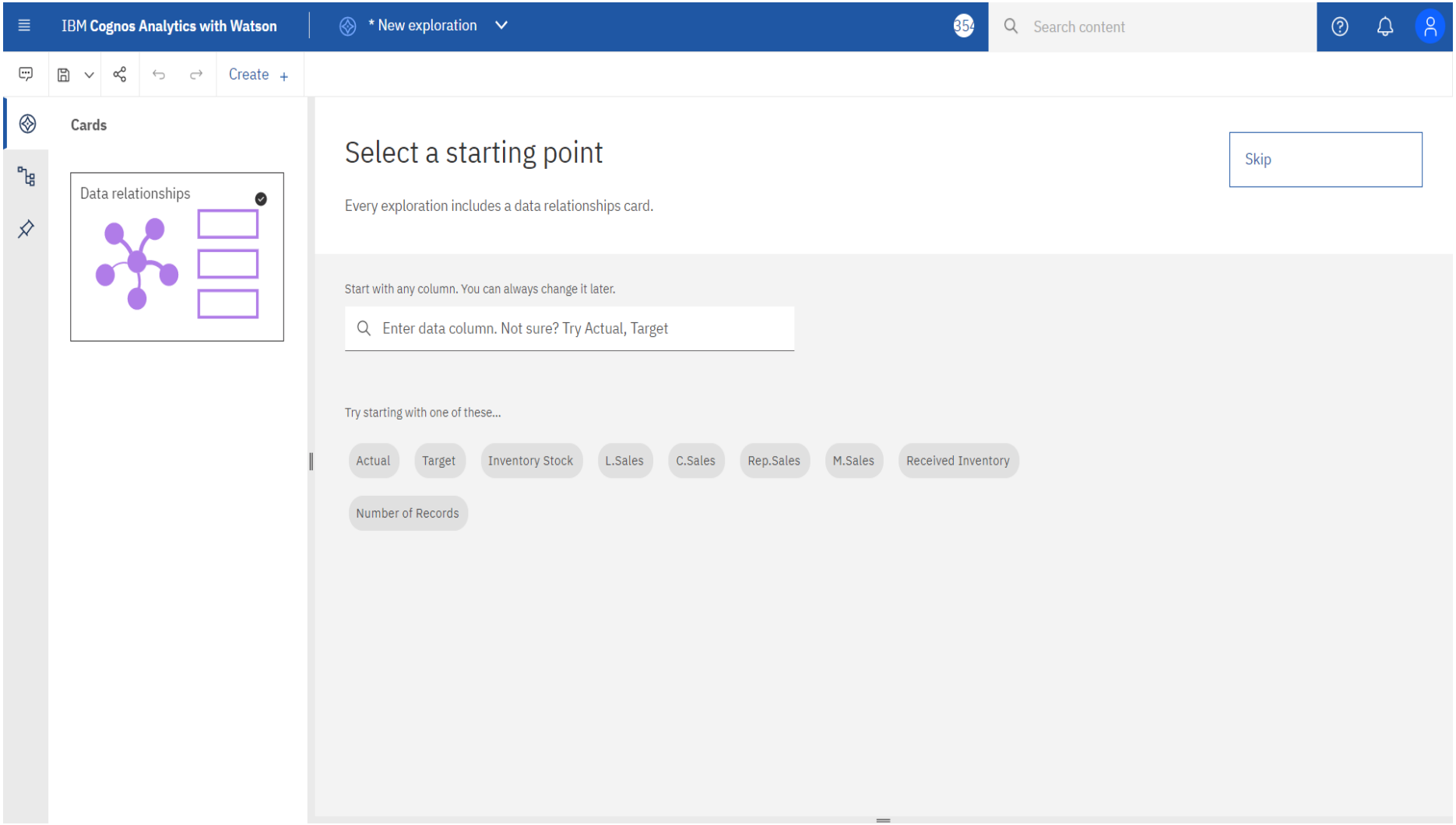


Row Id	Month	Customer	Period	Product	Location	Sales Rep
1	March	Mobil	Q1	Afinitor Tab	Port Harcourt	A. Chukwu
2	March	Mobil	Q1	Brinerdine SCT	Port Harcourt	A. Chukwu
3	March	Mobil	Q1	Coartem Tab	Port Harcourt	A. Chukwu
4	March	Mobil	Q1	Codiovan FCT	Port Harcourt	A. Chukwu
5	March	Mobil	Q1	Femara FCT	Port Harcourt	A. Chukwu
6	March	Mobil	Q1	Galvusmet FCT	Port Harcourt	A. Chukwu
7	March	Mobil	Q1	Lescol HGC	Port Harcourt	A. Chukwu
8	March	Mobil	Q1	Ritalin Tab	Port Harcourt	A. Chukwu
9	March	Mobil	Q1	Tegretol Tab	Port Harcourt	A. Chukwu
10	March	Mobil	Q1	Zaditen SRO FCT	Port Harcourt	A. Chukwu
11	January	Mobil	Q1	Afinitor Tab	Abeokuta	A. Chukwu
12	January	Mobil	Q1	Brinerdine SCT	Abeokuta	A. Chukwu
13	January	Mobil	Q1	Coartem Tab	Abeokuta	A. Chukwu
14	January	Mobil	Q1	Codiovan FCT	Abeokuta	A. Chukwu

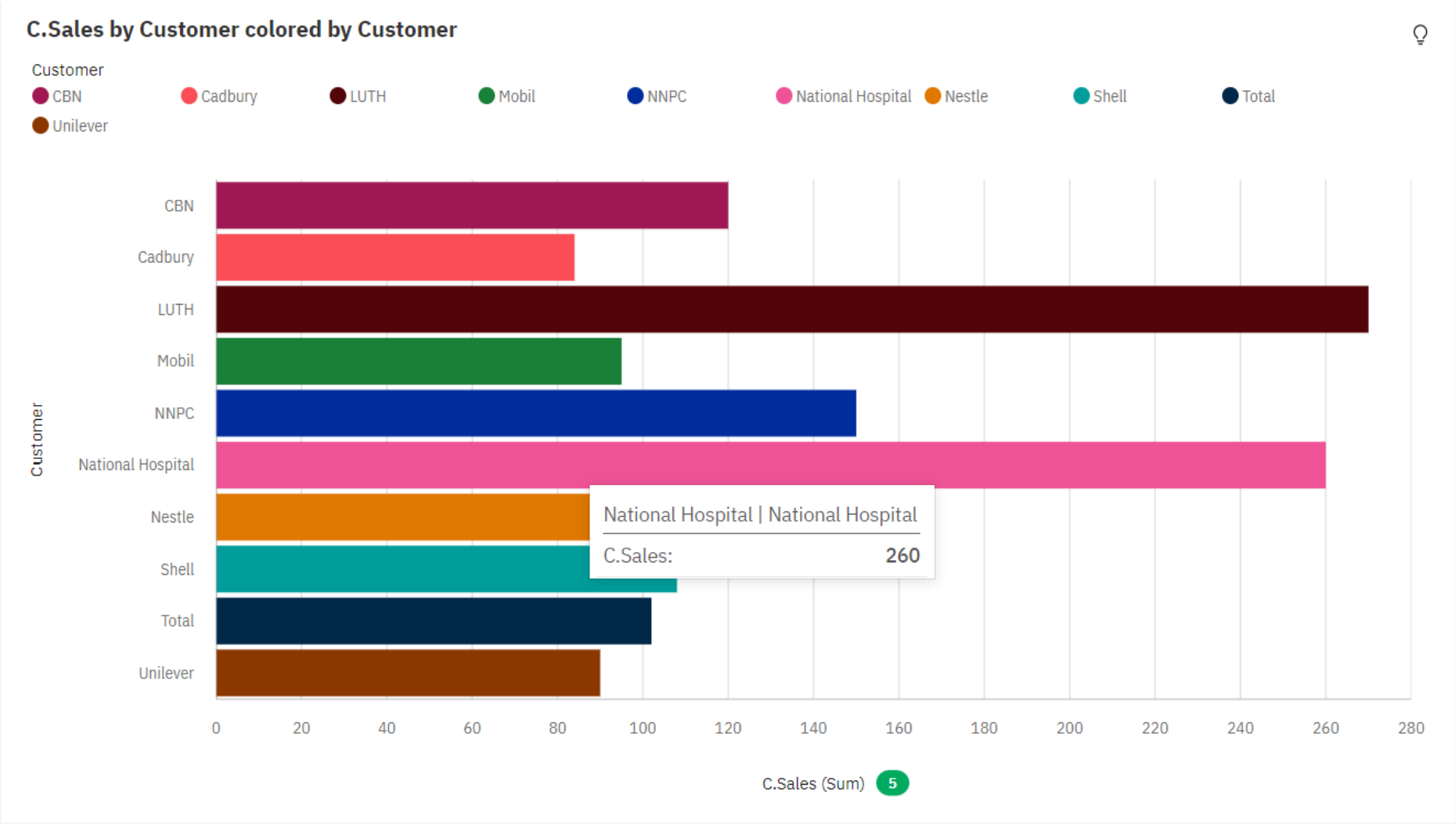
Saving The Data Module :



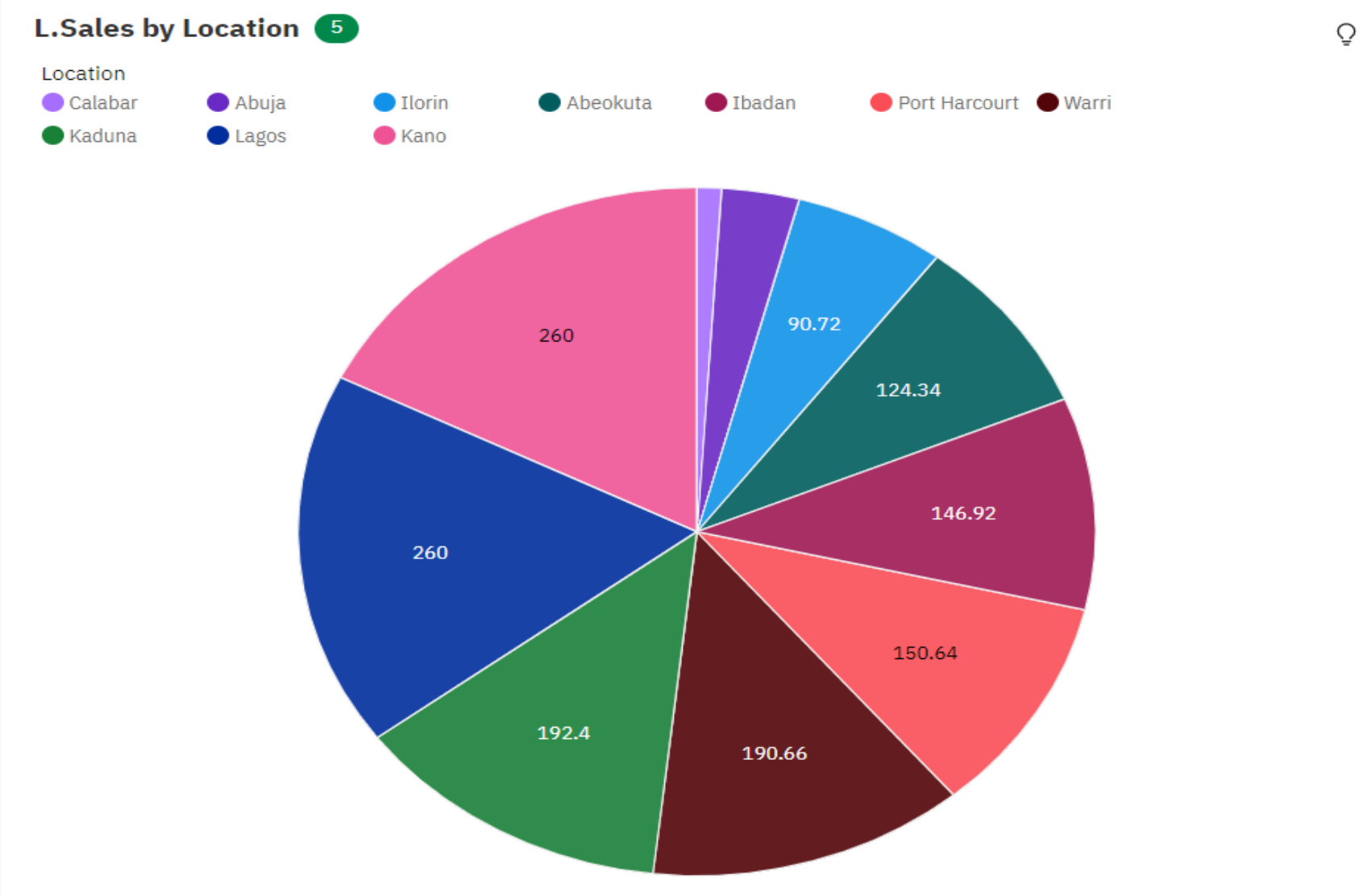
Data Exploration :



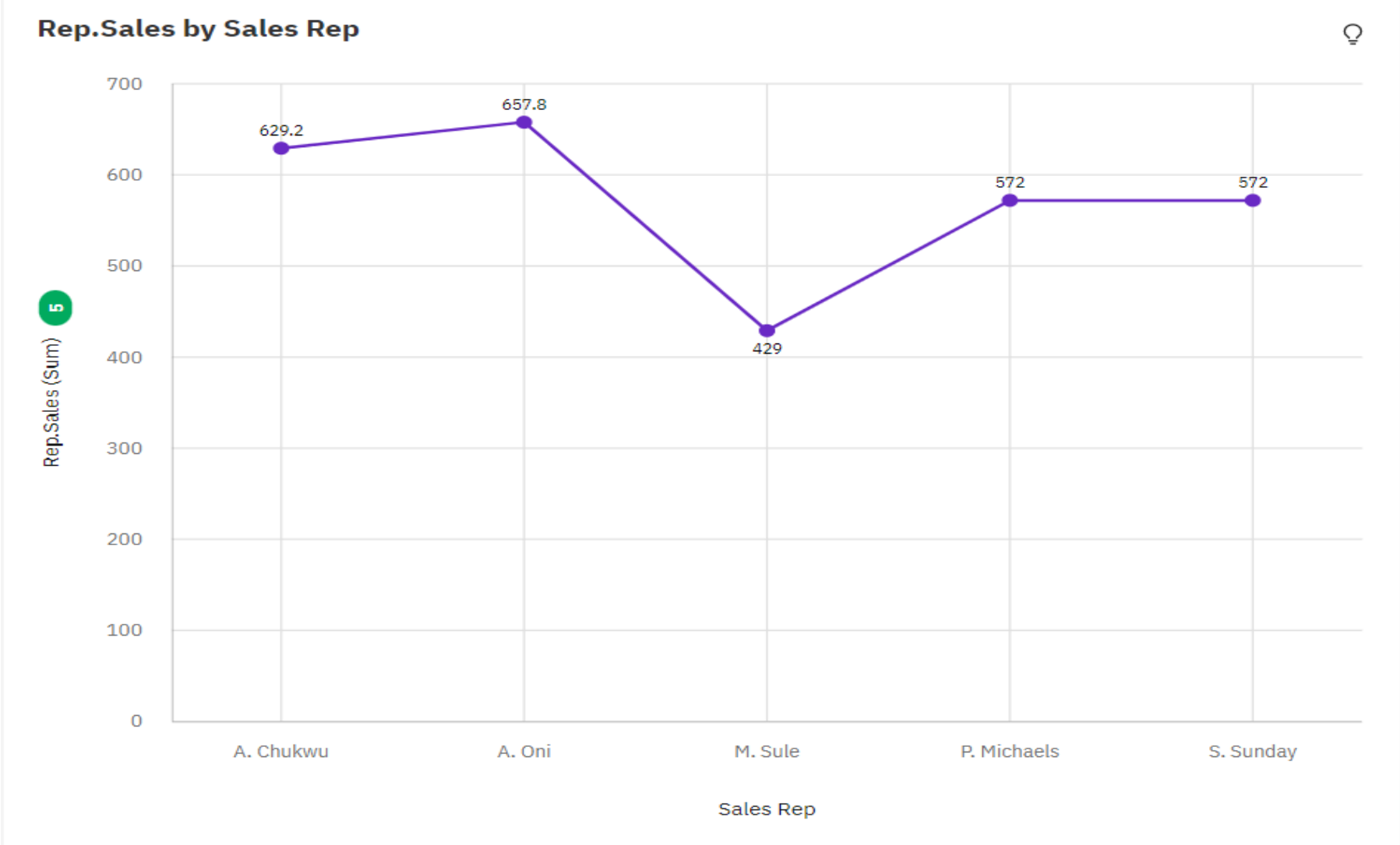
Task 1: Sales by customer



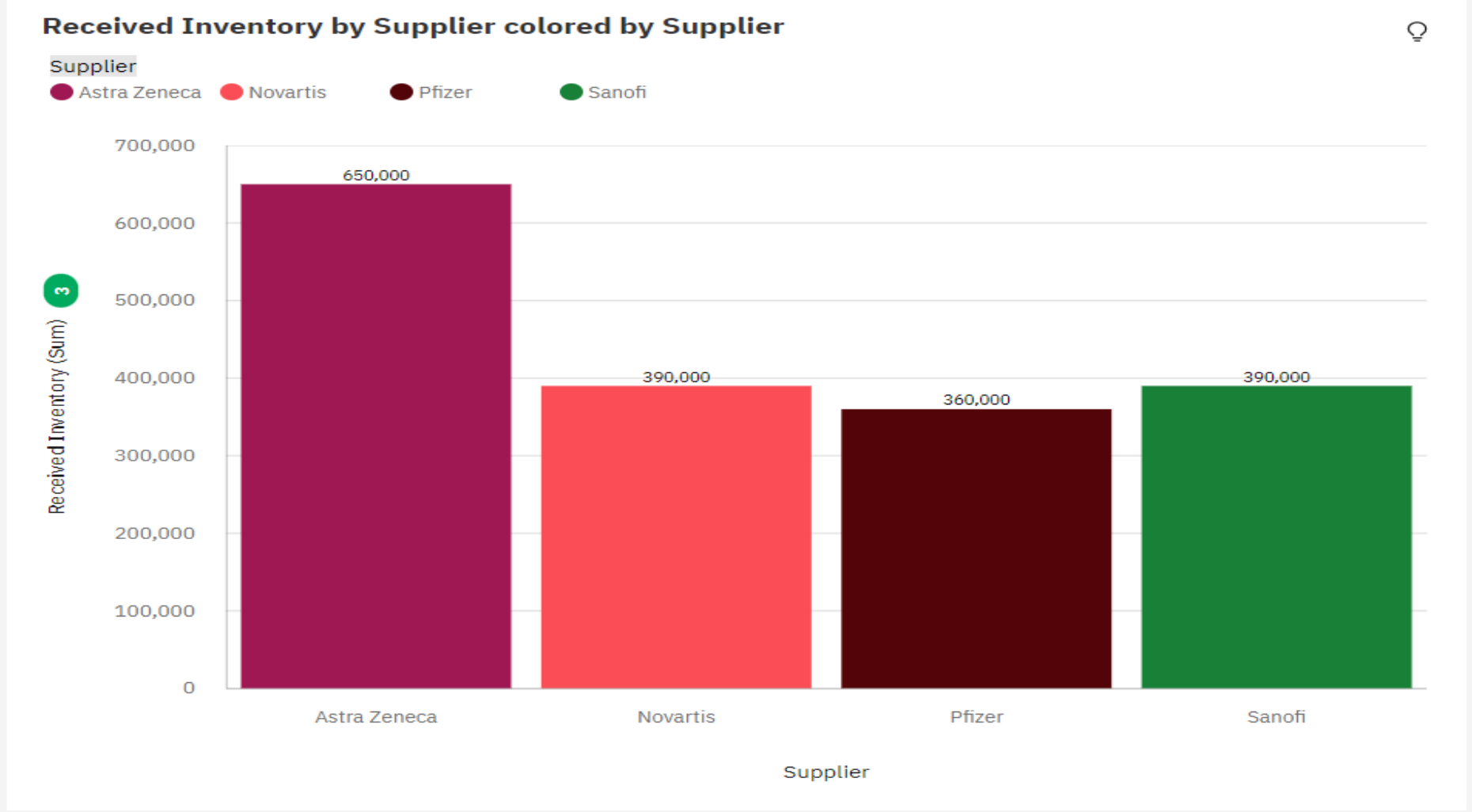
Task 2: Sales by location



Task 3: Sales by Sales Representative



Task 4: Received Inventory From Supplier

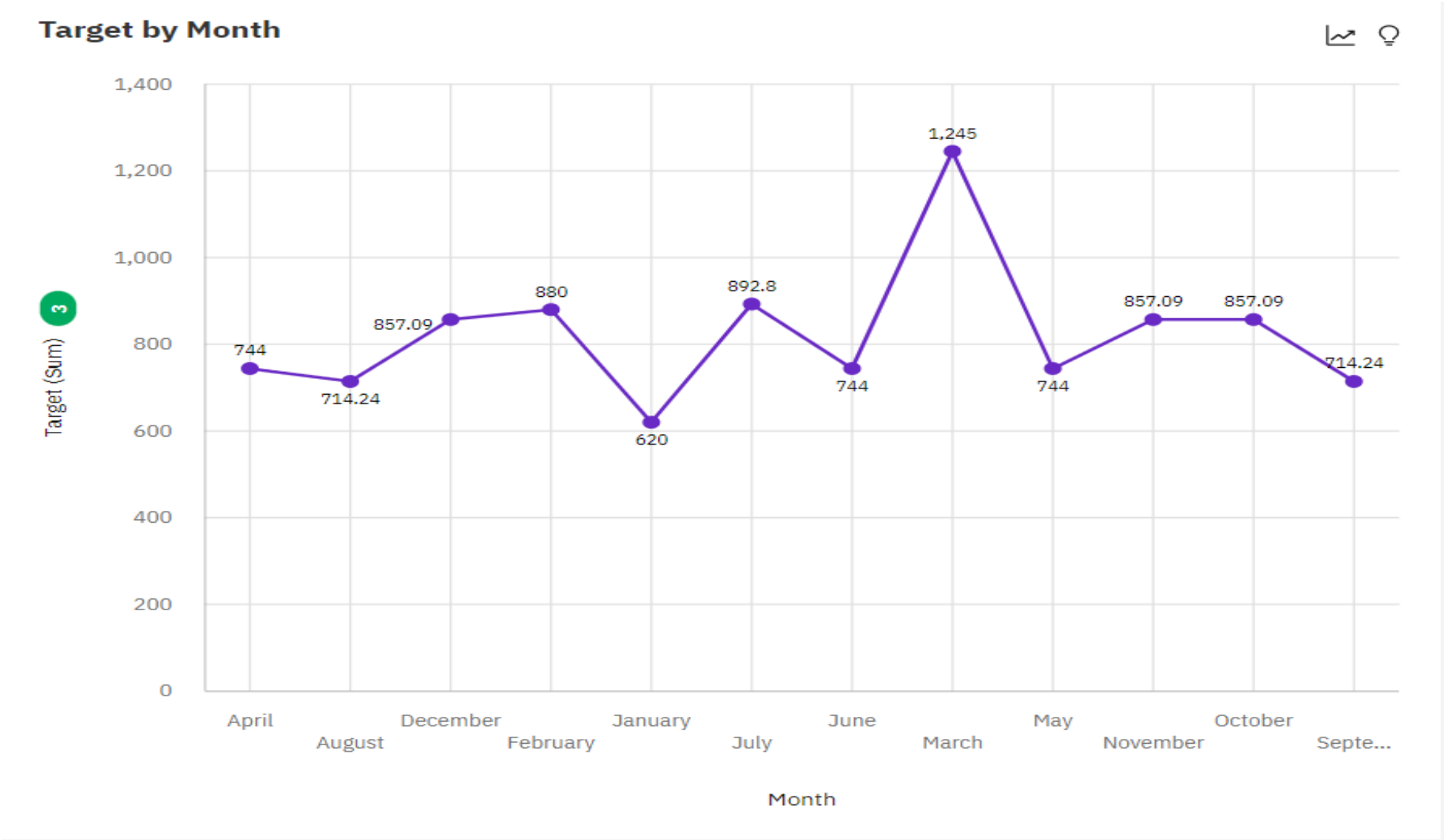


Task 5: Inventory Stock for Warehouse Locations

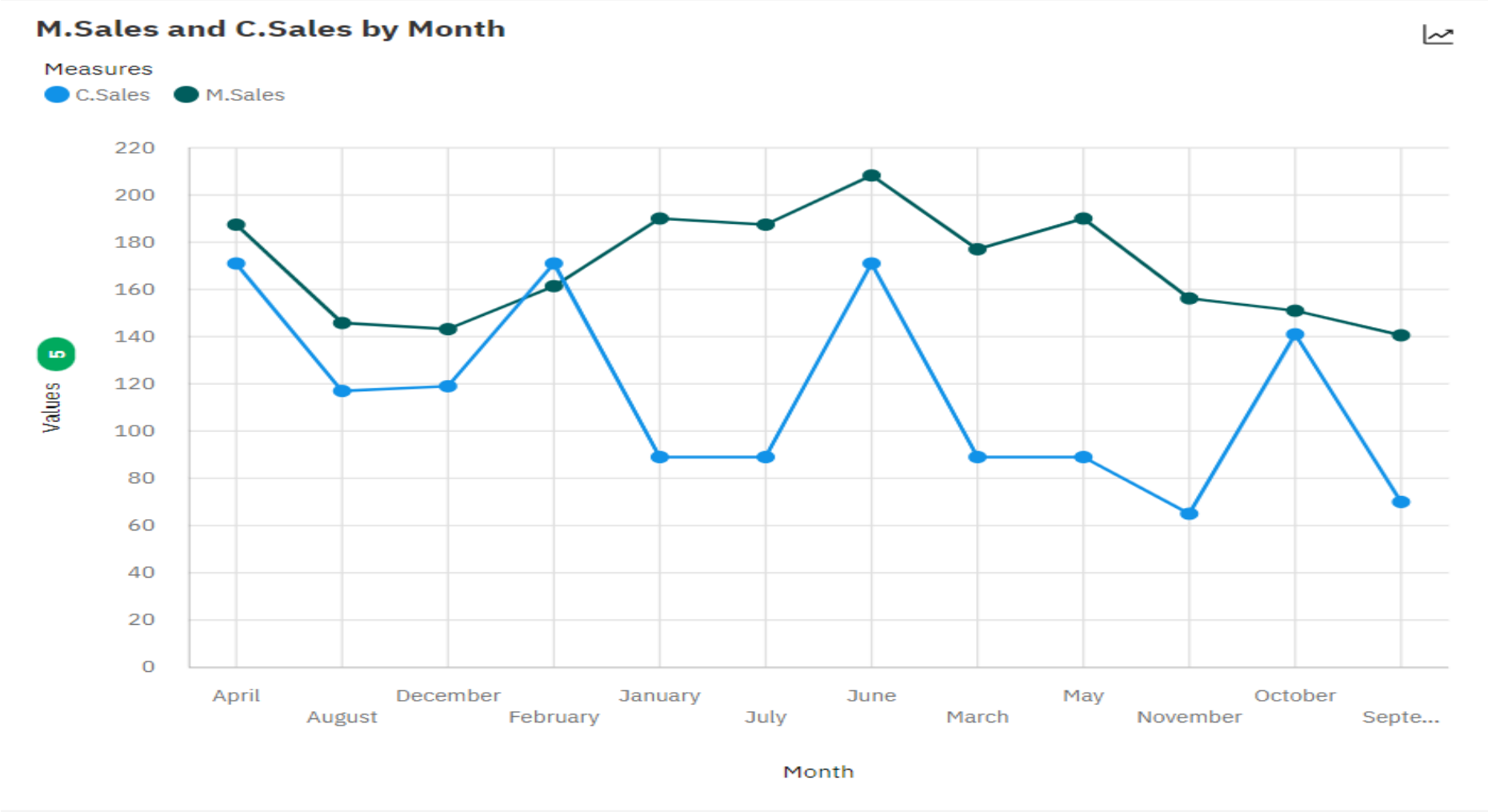
Warehouse Locations and Inventory Stock

Warehouse Locations	Inventory Stock
Amuwo	85,260
Apapa	60,424.17
Calabar	6,960
Ikeja	73,080
In Transit	3,480
Kaduna	64,380
Kano	67,280
Port Harcourt	35,380
Summary	396,244.17

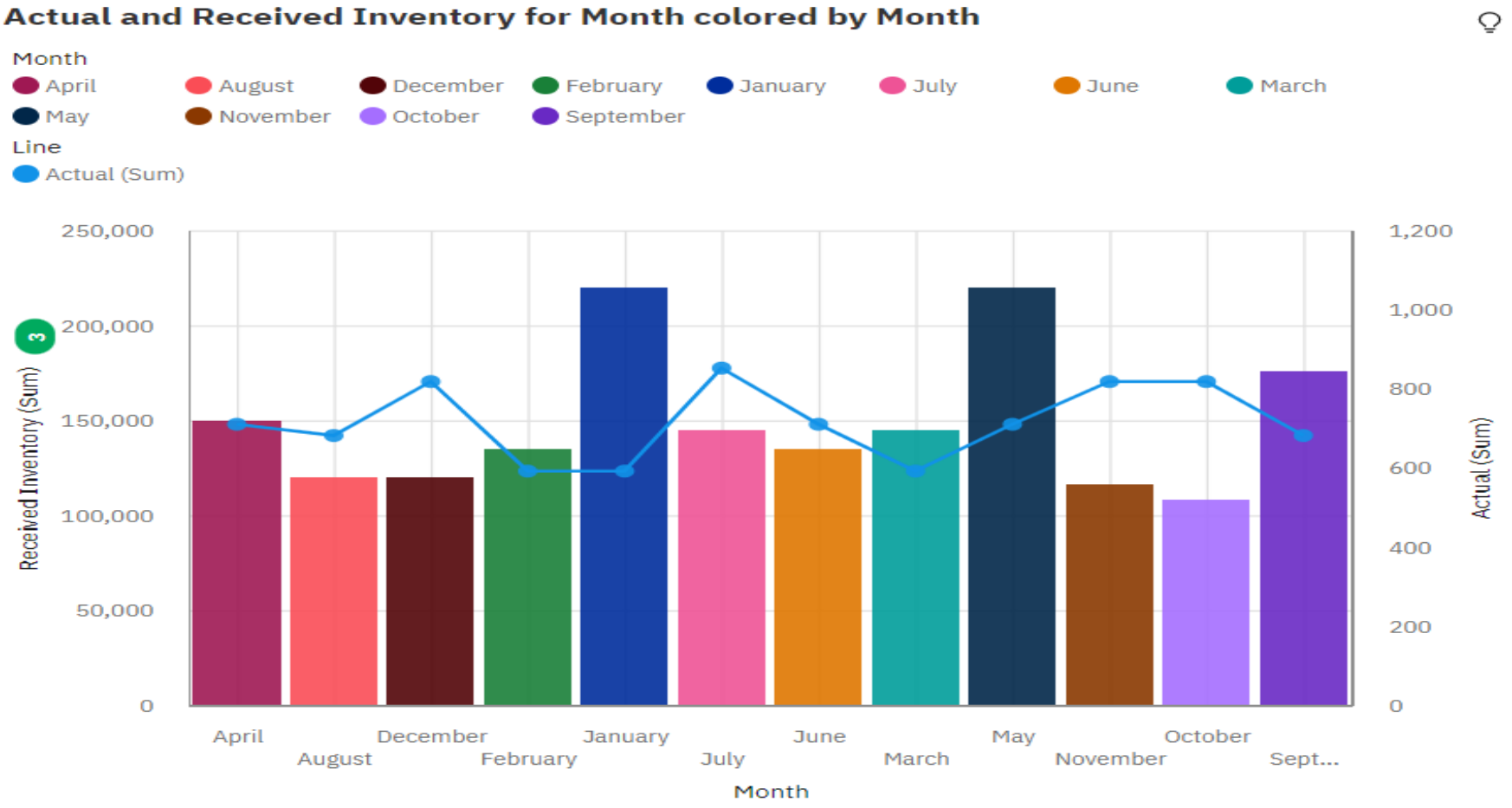
Task 6: Sales Trend



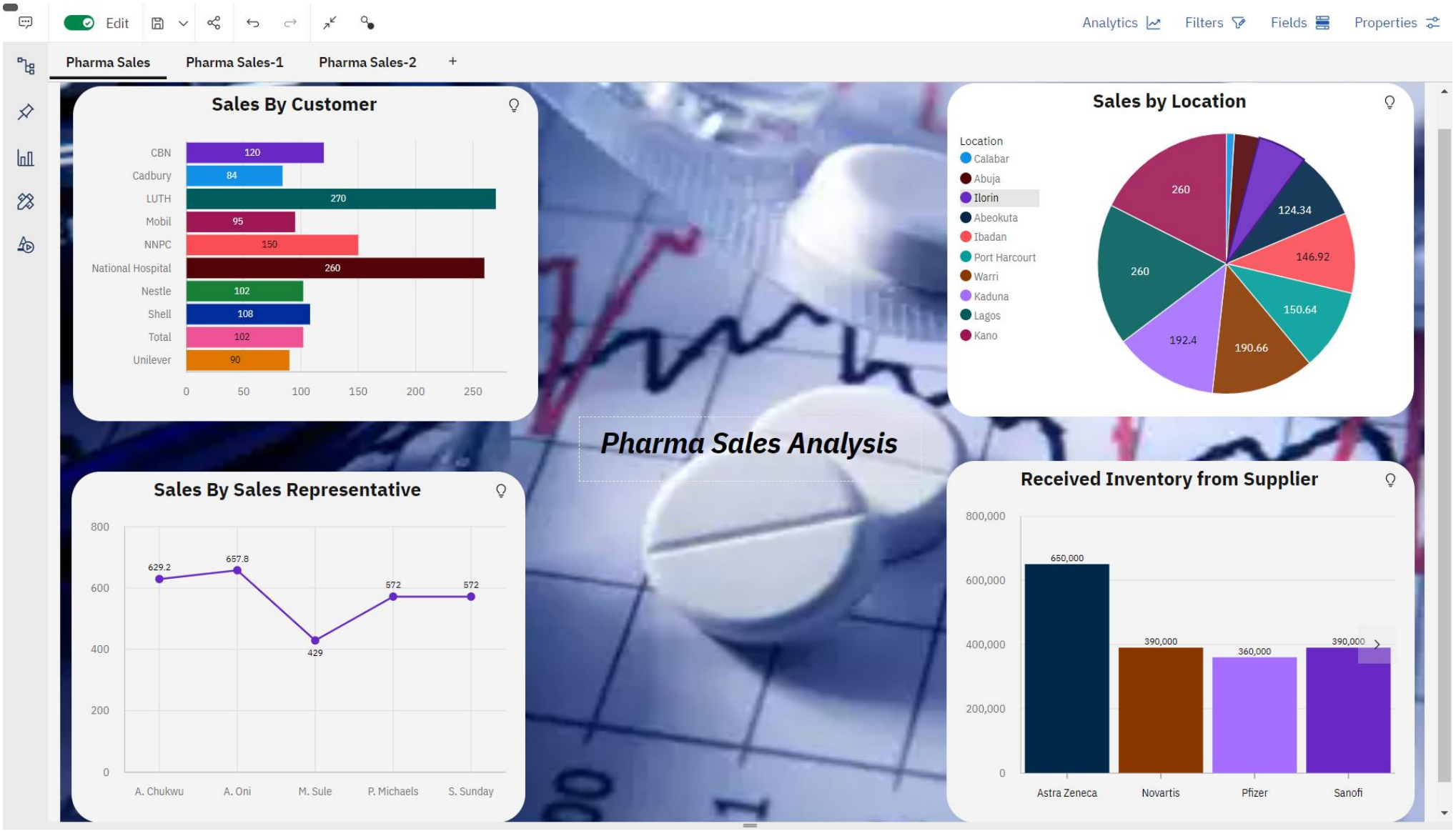
Task 7: Monthly Sales

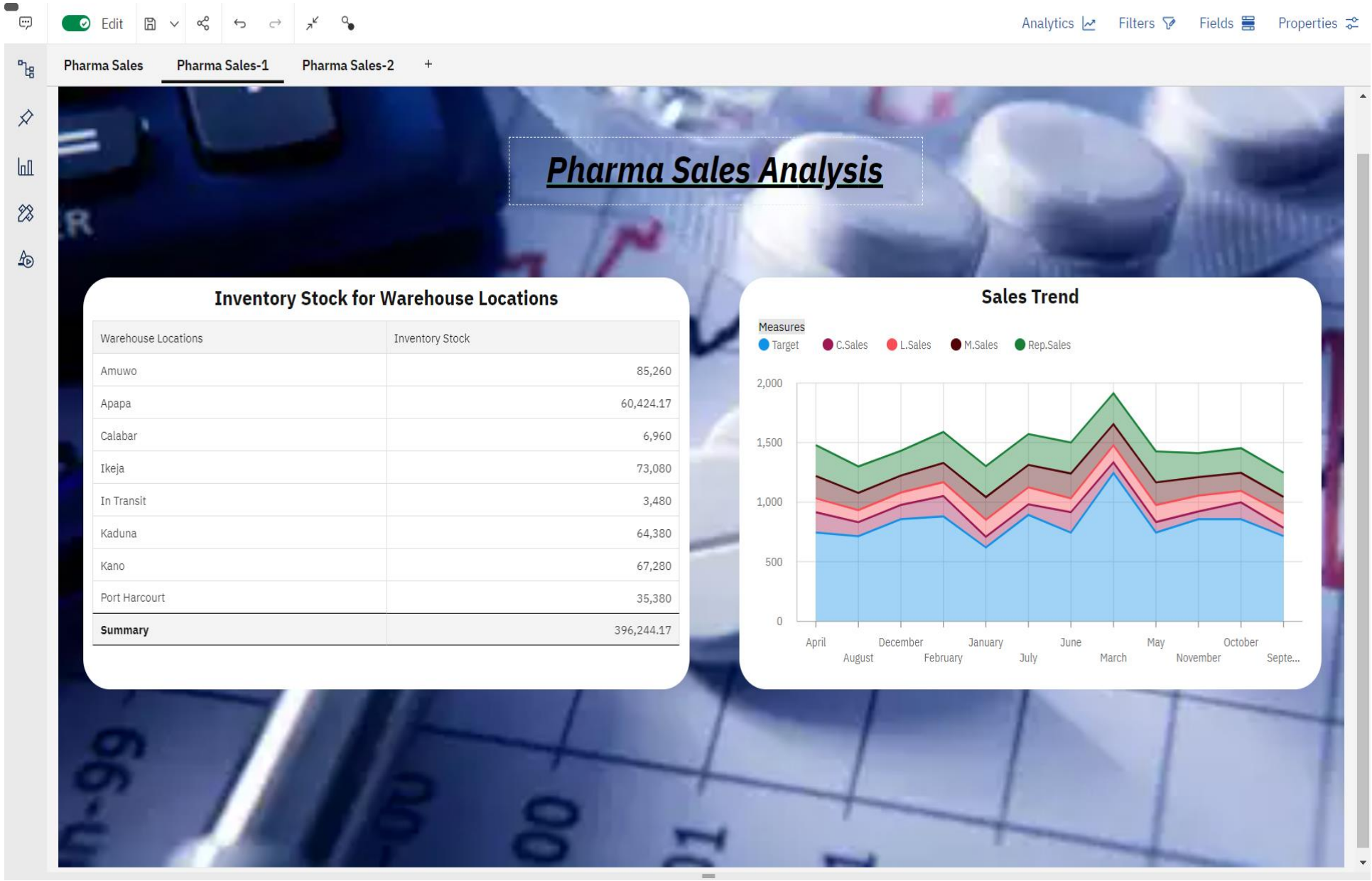


Task 8: Actual and Received Inventory by Month



Interactive Dashboard:

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Pharma Sales-1
Pharma Sales-2
Pharma Sales Analysis
Inventory Stock for Warehouse Locations
Warehouse Locations
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Amuwo 85,260
Apapa 60,424.17
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Summary 396,244.17
Sales Trend
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Target
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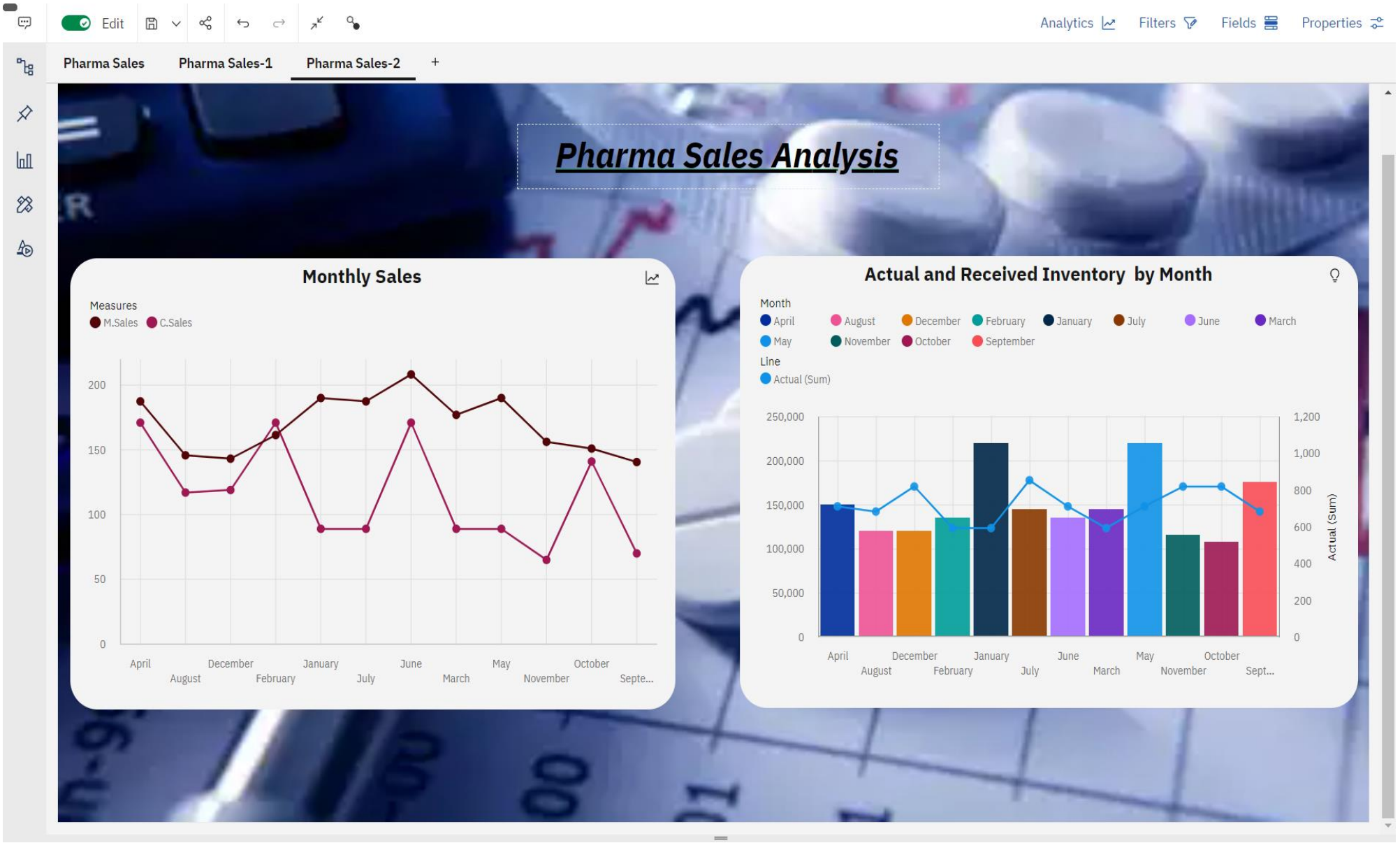
Edit
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Pharma Sales-2
Pharma Sales Analysis
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Actual and Received Inventory by Month
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