

# Assignme nt -2

## Pharma Sales Dashboard

Assignment Date	27 September 2022
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Maximum Marks	2 Marks

**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.

**DATA SET:** Pharma\_Monthly\_Sales.csv - Google Drive

### About the Pharma Dataset:

Let's understand the features of the dataset:

- Month- January -December Months Data.
- Customer- Hospitals & Organizations.
- Period- Q1-Q4 are the four quarters which show the sales record quarterly.
- Product- Different Tablets for diseases
- Location-Sales in different regions,
- Sales Rep- Sales Representative who sells pharma products.
- Supplier-Pharmaceuticals companies are those who supply their products.
- Warehouse Location- A warehouse location is a region where companies storing goods.
- Actual-Actual sales for the product.
- C.sales-Customer Sales for the product.
- Inventory Stock: Inventory stock refers to the goods and materials that a business holds for the ultimate goal of resale.
- L.sales-Location Wise Sales for the product.
- M.sales-Monthly Sales for the product.
- 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.
- Rep. sales- Representative Sales for the product.
- Target- Target sales for the product.

## CHALLENGE:

Upload the dataset to Cognos Analytics, prepare the data, explore and Create InteractiveDashboard.

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

LocationsTask 6: Sales Trend

Task 7: Monthly Sales

Task 8: Actual and Received Inventory by Month

## SOLUTION:

### UPLOADING AND PREPARING THE DATA:

The screenshot displays the IBM Cognos Analytics interface. The top navigation bar shows 'IBM Cognos Analytics with Watson' and the current data module 'Pharma\_Monthly\_Sales.csv'. The left sidebar contains a tree view of the data module's structure, including 'Row Id', 'Month', 'Customer', 'Period', 'Product', 'Location', 'Sales Rep', 'Supplier', 'Warehouse Locations', 'Actual', 'C.Sales', 'Inventory Stock', 'L.Sales', and 'M.Sales'. The main area shows a grid view of the data with the following columns: Row Id, Month, Customer, Period, Product, Location, and Sales Rep. The data is organized into 13 rows, showing sales for March and January across various products and locations.

Row Id	Month	Customer	Period	Product	Location	Sales Rep
1	March	Mobil	Q1	Afritor Tab	Port Harcourt	A. Chukwu
2	March	Mobil	Q1	Binendine SCT	Port Harcourt	A. Chukwu
3	March	Mobil	Q1	Coartem Tab	Port Harcourt	A. Chukwu
4	March	Mobil	Q1	Codolan FCT	Port Harcourt	A. Chukwu
5	March	Mobil	Q1	Femela FCT	Port Harcourt	A. Chukwu
6	March	Mobil	Q1	Gabumet FCT	Port Harcourt	A. Chukwu
7	March	Mobil	Q1	Leacol HGC	Port Harcourt	A. Chukwu
8	March	Mobil	Q1	Ritalin Tab	Port Harcourt	A. Chukwu
9	March	Mobil	Q1	Tagretol Tab	Port Harcourt	A. Chukwu
10	March	Mobil	Q1	Zaditen SRG FCT	Port Harcourt	A. Chukwu
11	January	Mobil	Q1	Afritor Tab	Abeokuta	A. Chukwu
12	January	Mobil	Q1	Binendine SCT	Abeokuta	A. Chukwu
13	January	Mobil	Q1	Coartem Tab	Abeokuta	A. Chukwu

Pharma\_Monthly\_Sales data module

us3.ca.analytics.ibm.com/bi/perspective-ca-modeler&id=EE3ACED8C6C485381A1F8C8A77C70A6&objRef=EE3ACED8C6C485381A1F8C8A77C70A6&end=38790575\_64c51a0966854342a26...

IBM Cognos Analytics with Watson

Pharma\_Monthly\_Sales data module

Search content

Properties

Data module

Search

Pharma\_Monthly\_Sales data module

Navigation paths

Pharma\_Monthly\_Sales.csv

Flow list

Month

Customer

Period

Product

Location

Sales Rep

Supplier

Warehouse Locations

Actual

C.Sales

Inventory Stock

L.Sales

M.Sales

Grid

Relationships

Custom tables

Inventory Stock	L.Sales	M.Sales	Number of Records	Received Inventory	Rep.Sales	Target
1200	1.89	4.224	1	5000	4.62	30
480	1.89	4.224	1	2000	4.62	27
1320	3.51	7.744	1	6000	8.58	18
960	4.14	9.196	1	2000	10.12	29
600	0.9	1.96	1	4000	2.2	17
240	2.16	4.884	1	2000	5.28	28
240	2.07	4.8464	1	2000	5.06	49
480	2.25	4.96	1	1000	5.5	27
840	1.89	4.18	1	3000	4.62	17
600	2.7	6.0368	1	2000	6.6	7
3500	1.89	2.112	1	6000	4.62	12
1400	1.89	2.112	1	3000	4.62	8
3850	3.51	3.872	1	8000	8.58	16

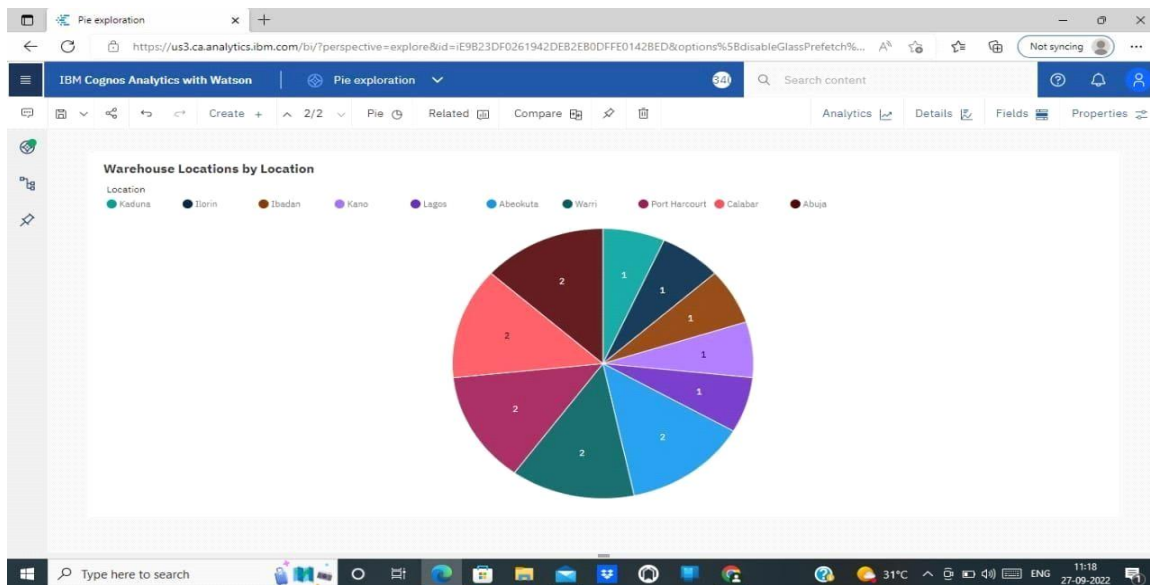
Saturday, October 1, 2022

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## EXPLORATION OF DATA SET ;

### PIE CHART EXPLORATION



### MAP EXPOLRATION



1:53

Vo9 4G LTE1 47 Vo9 LTE2 63%

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IBM Cognos Analytics with Watson | pharma sales

Maintenance: The upgrade is now complete. Click on More...necessary and to subscribe to future events

Dismiss More info

Tab 1 Tab 2



English

Tamil



1:54

VoLTE 4G LTE1 VoLTE LTE2 63%



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English

Tamil

