Project Design Phase-I
Proposed Solution Template

Date	19 September 2022
Team ID	PNT2022TMID27582
Project Name	Project - Global Sales Data Analytics
Maximum Marks	2 Marks

Proposed Solution Template:

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

S.No.	Parameter	Description
1.	Problem Statement (Problem to be solved)	Shopping online is currently the need of the hour. Because of this COVID, it's not easy to walk in a store randomly and buy anything you want. So, try to understand a few things like, Customer Analysis and Product Analysis of this Global Super Store. Projects Aims T o Build an Analytical Dashboard For Global Sales Data Using IBM Cognos
2.	Idea / Solution description	Determine the crucial sales Key performance metrics you require, such as the win rate and average contract size. As leads move through your pipeline, use a solution (like Pipedrive's CRM) to track this information. Integrate this information in visual dashboards. Regularly compare the data to historical averages to track growth and problematic areas.
3.	Novelty / Uniqueness	Accurate Sales Forecasting Narrow and Refine Product Offerings Insights for improvement
4.	Social Impact / Customer Satisfaction	This idea is targeted towards the business people. The degree of interactive behaviour present in the dashboard can attract the customer into even reading tedious data. Plus, appealing visualizations can help them with better focus.
5.	Business Model (Revenue Model)	
6.	Scalability of the Solution	Can be useful in creating more visualizations thereby helping in gaining more insights in order to improve sales. (ex. Sales against the particular order priority)