

Retail store stock inventory Analytics

Assignment 2 : Pharma-sales-dataset

Roll no : 718019L213 – Gayathri G

Task 1 : Sales by customer



Details

The total number of results for **C.Sales**, across all **customers**, is 550.

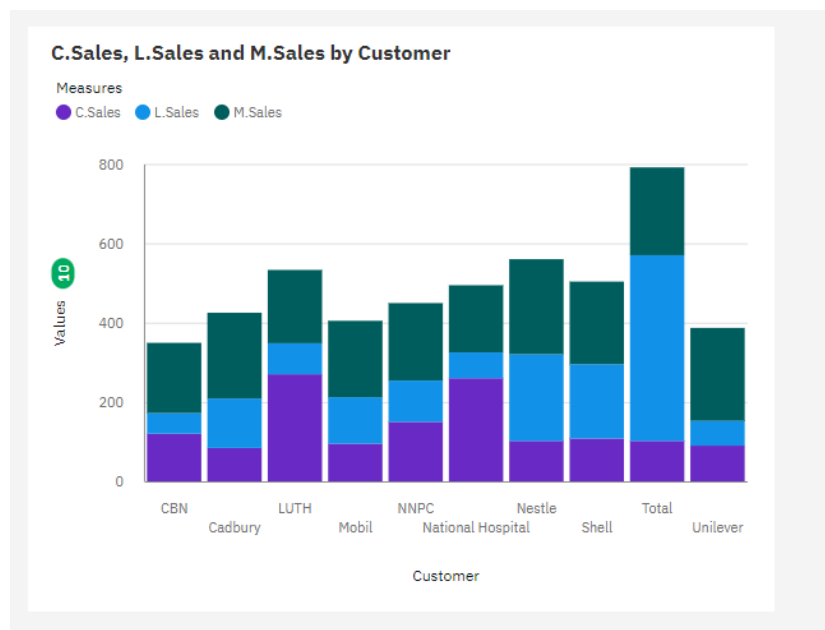
Over all **customers**, the average of **C.Sales** is 2.511.

The most common values of **Customer** are Shell (10.9 %), Unilever (10.9 %), Cadbury (10.9 %), Total (10.9 %), and Nestle (10.9 %), together occurring 300 times, which is 54.5 % of the total.

C.Sales ranges from 84, when **Customer** is Cadbury, to 270, when **Customer** is LUTH.

C.Sales is unusually high when **Customer** is LUTH and National Hospital.

Comparison :



Details

C.Sales ranges from 84, when **Customer** is Cadbury, to 270, when **Customer** is LUTH.

L.Sales ranges from 52, when **Customer** is CBN, to 468, when **Customer** is Total.

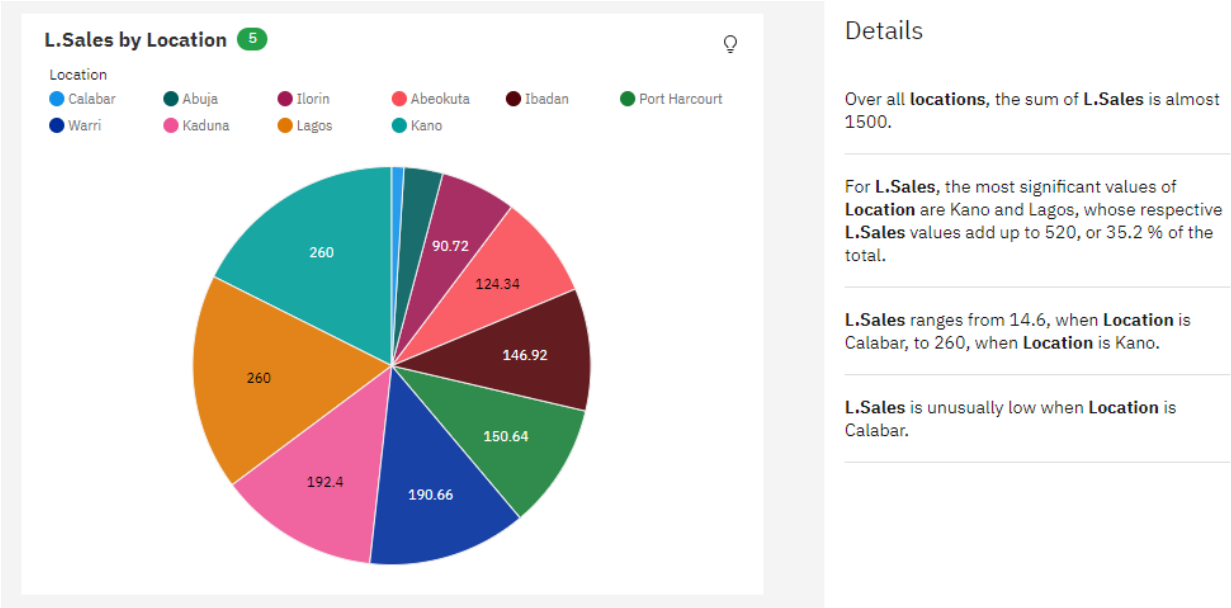
M.Sales ranges from 169.2, when **Customer** is National Hospital, to 239.5, when **Customer** is Nestle.

C.Sales is unusually high when **Customer** is LUTH and National Hospital.

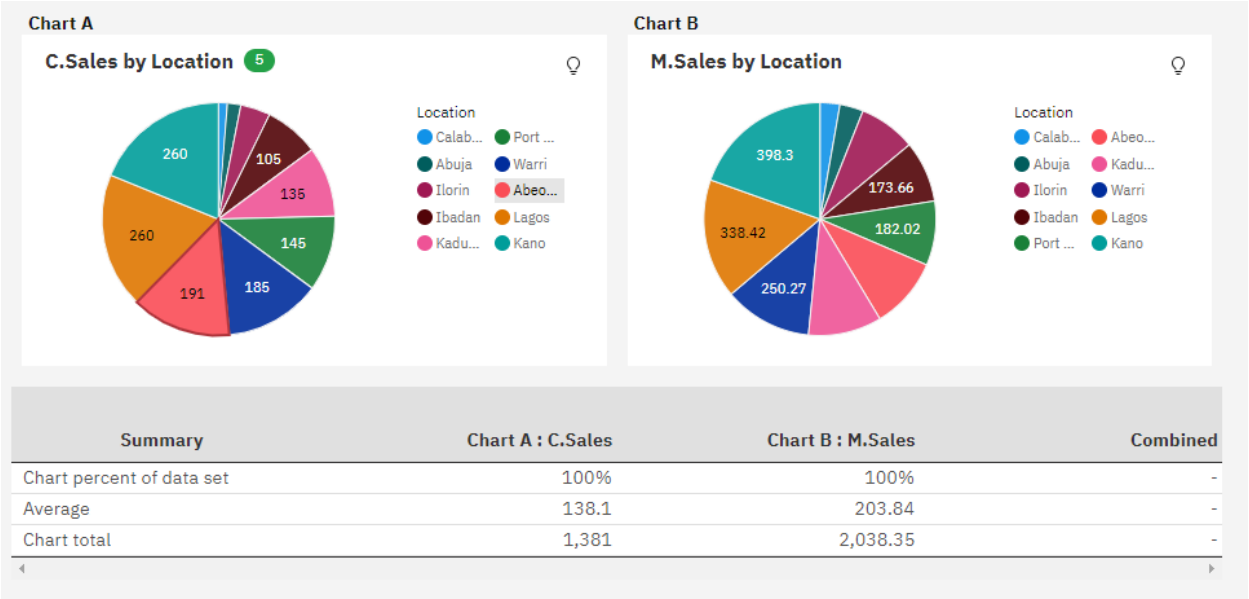
The total number of results for **M.Sales**, across all **customers**, is 550.

Over all **customers**, the average of **M.Sales** is 3.706.

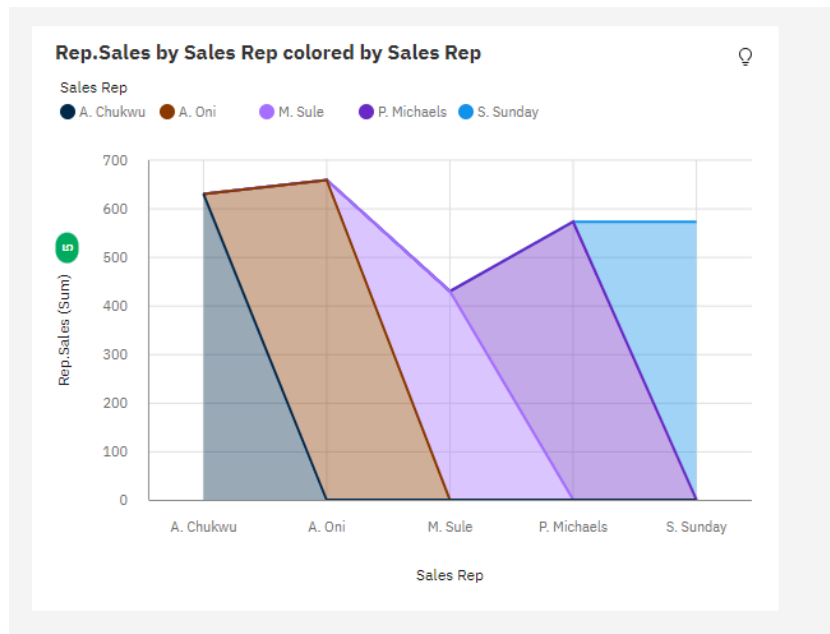
Task 2 : Sales by location



Comparison :



Task 3 : Sales by sales representatives



Details

For **Rep.Sales**, the most significant values of **Sales Rep** are A. Oni, A. Chukwu, S. Sunday, and P. Michaels, whose respective **Rep.Sales** values add up to almost 2500, or 85 % of the total.

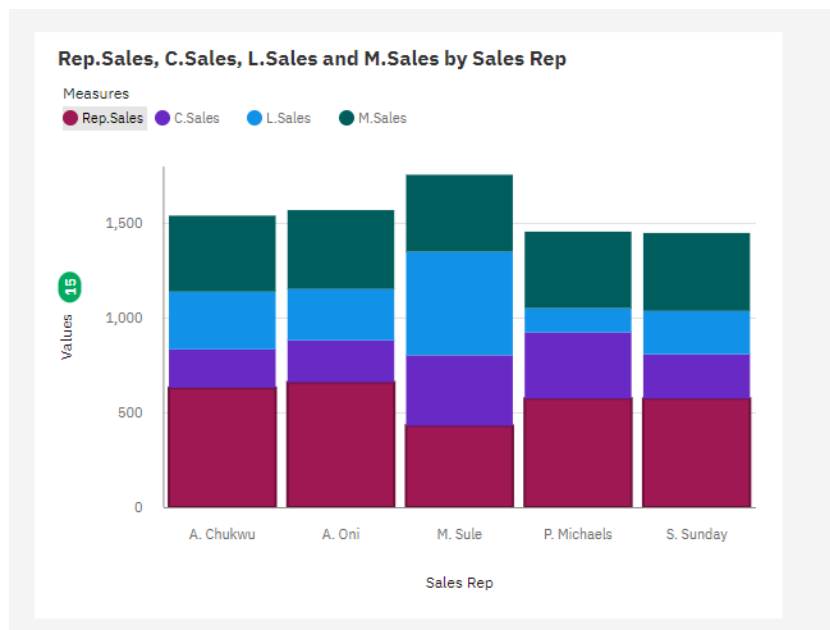
Rep.Sales is unusually low when **Sales Rep** is M. Sule.

Over all values of **Sales Rep** and **Sales Rep**, the sum of **Rep.Sales** is nearly three thousand.

The summed values of **Rep.Sales** range from 429 to 657.8.

Rep.Sales is unusually low when the combination of **Sales Rep** and **Sales Rep** is M. Sule and M. Sule.

Comparison :



Details

Rep.Sales ranges from 429, when **Sales Rep** is M. Sule, to 657.8, when **Sales Rep** is A. Oni.

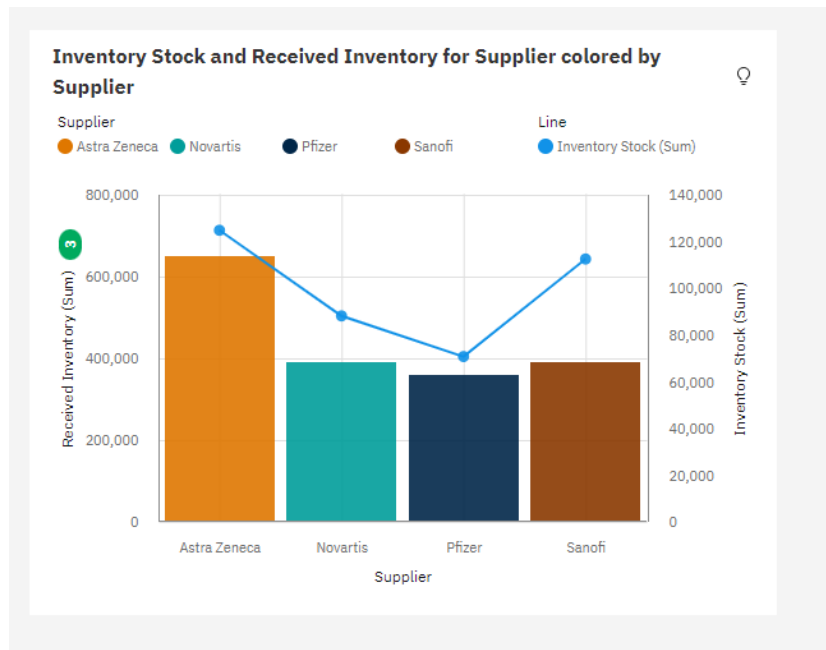
C.Sales ranges from 203, when **Sales Rep** is A. Chukwu, to 372, when **Sales Rep** is M. Sule.

L.Sales ranges from 127.4, when **Sales Rep** is P. Michaels, to 546, when **Sales Rep** is M. Sule.

M.Sales ranges from 400.9, when **Sales Rep** is A. Chukwu, to 416.5, when **Sales Rep** is A. Oni.

Rep.Sales is unusually low when **Sales Rep** is M. Sule.

Task 4 : Received inventory from Supplier



Details

For **Received Inventory**, the most significant value of **Supplier** is Astra Zeneca, whose respective **Received Inventory** values add up to 650 thousand, or 36.3 % of the total.

Received Inventory is unusually high when **Supplier** is Astra Zeneca.

Over all **suppliers** and **suppliers**, the sum of **Received Inventory** is nearly 1.8 million.

The summed values of **Received Inventory** range from 360 thousand to 650 thousand.

Received Inventory is unusually high when the combination of **Supplier** and **Supplier** is Astra Zeneca and Astra Zeneca.

Across all **suppliers**, the sum of **Inventory**

Task 5 : Inventory Stock for Warehouse Locations



Details

For **Inventory Stock**, the most significant values of **Warehouse Locations** are Amuwo, Ikeja, Kano, Kaduna, and Apapa, whose respective **Inventory Stock** values add up to over 350 thousand, or 88.4 % of the total.

Inventory Stock is most unusual when **Warehouse Locations** is In Transit, Calabar and Amuwo.

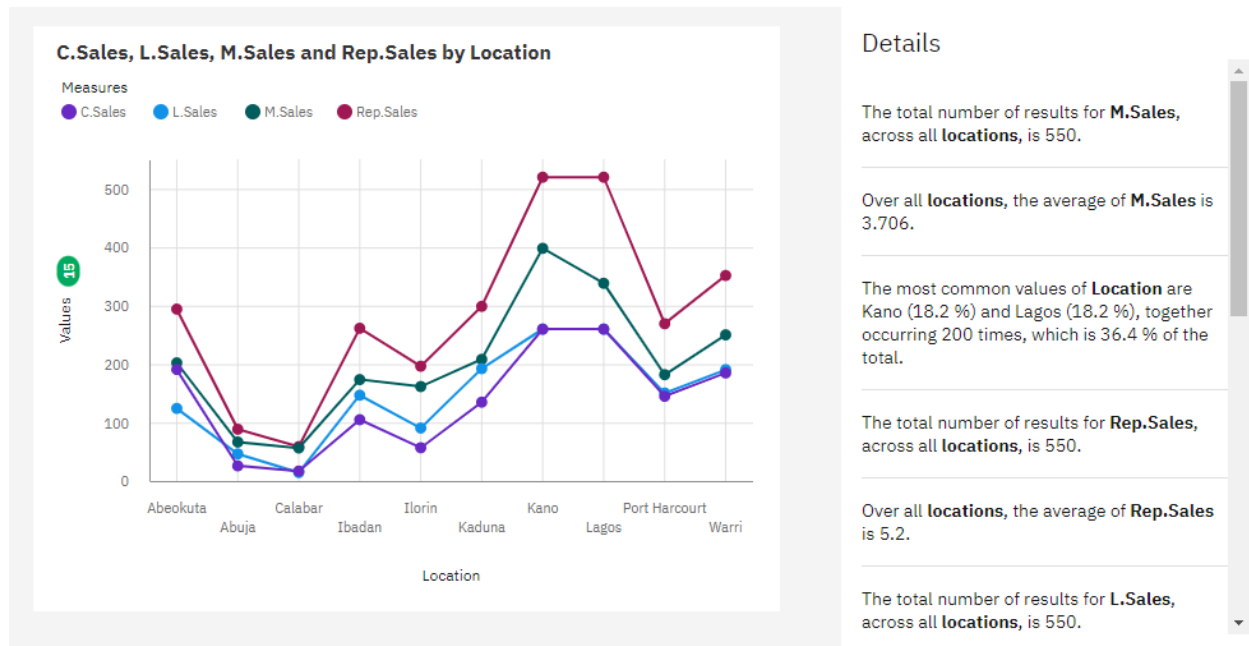
Across all **warehouse locations** and **warehouse locations**, the sum of **Inventory Stock** is over 396 thousand.

The summed values of **Inventory Stock** range from almost 3500 to over 85 thousand.

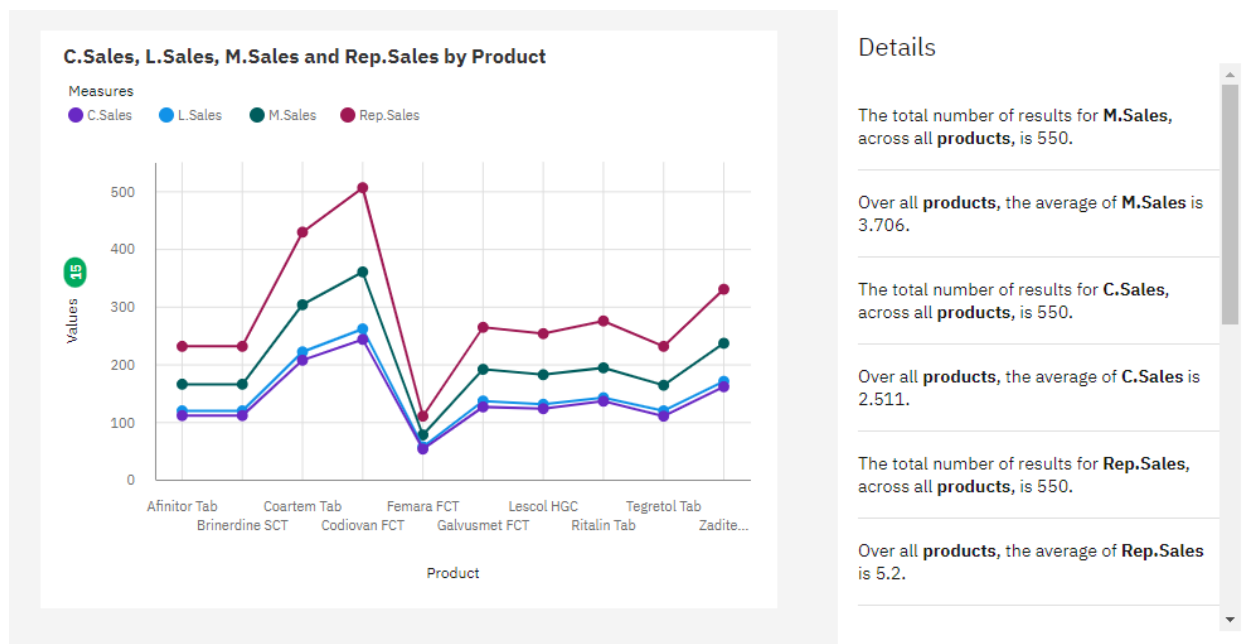
Inventory Stock is most unusual when the combinations of **Warehouse Locations** and **Warehouse Locations** are In Transit and In

Task 6 : Sales trend

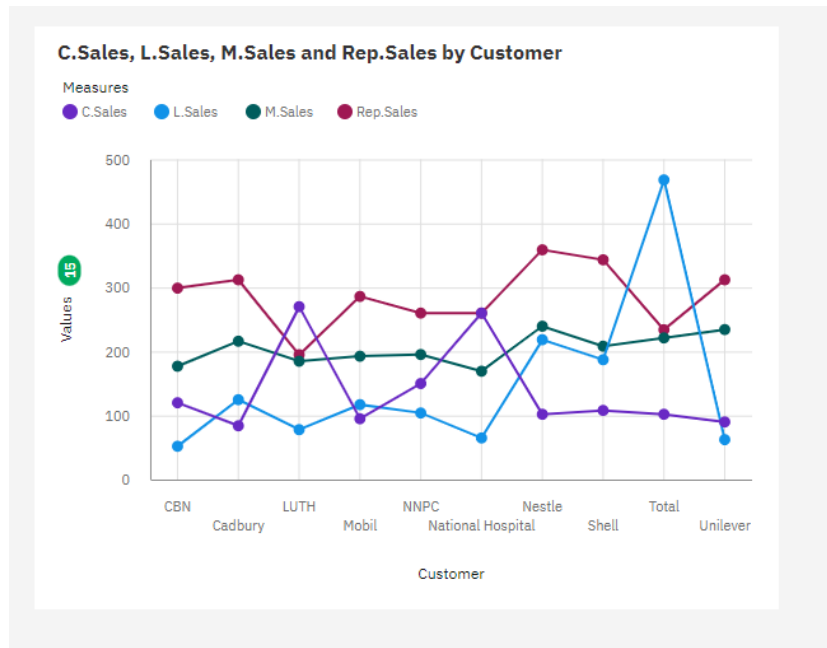
By Location :



By Product :



By Customer :



Details

The total number of results for **Rep.Sales**, across all **customers**, is 550.

Over all **customers**, the average of **Rep.Sales** is 5.2.

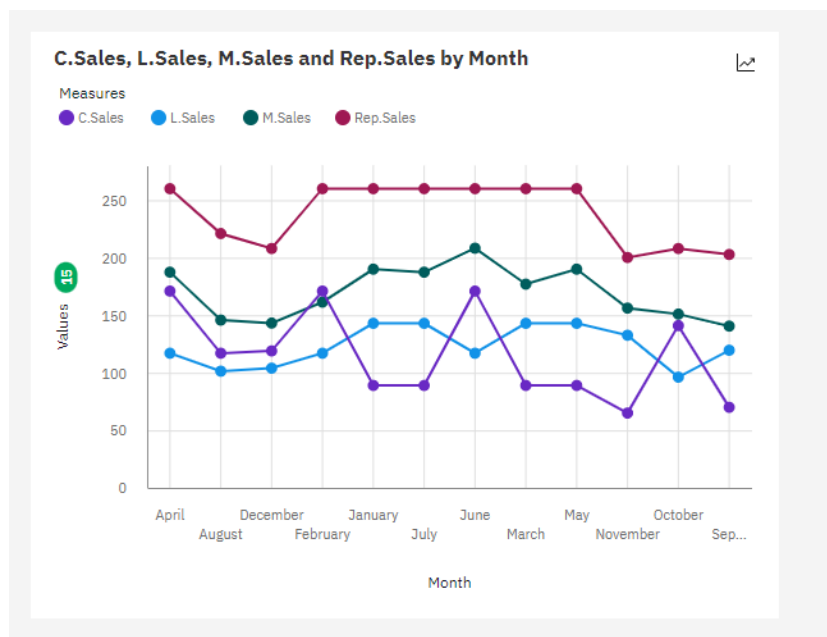
The most common values of **Customer** are Shell (10.9 %), Unilever (10.9 %), Cadbury (10.9 %), Total (10.9 %), and Nestle (10.9 %), together occurring 300 times, which is 54.5 % of the total.

C.Sales ranges from 84, when **Customer** is Cadbury, to 270, when **Customer** is LUTH.

L.Sales ranges from 52, when **Customer** is CBN, to 468, when **Customer** is Total.

M.Sales ranges from 169.2, when **Customer** is

Task 7 : Monthly Sales



Details

C.Sales ranges from 65, in November, to 171, in April.

L.Sales ranges from 96.2, in October, to 143, in January.

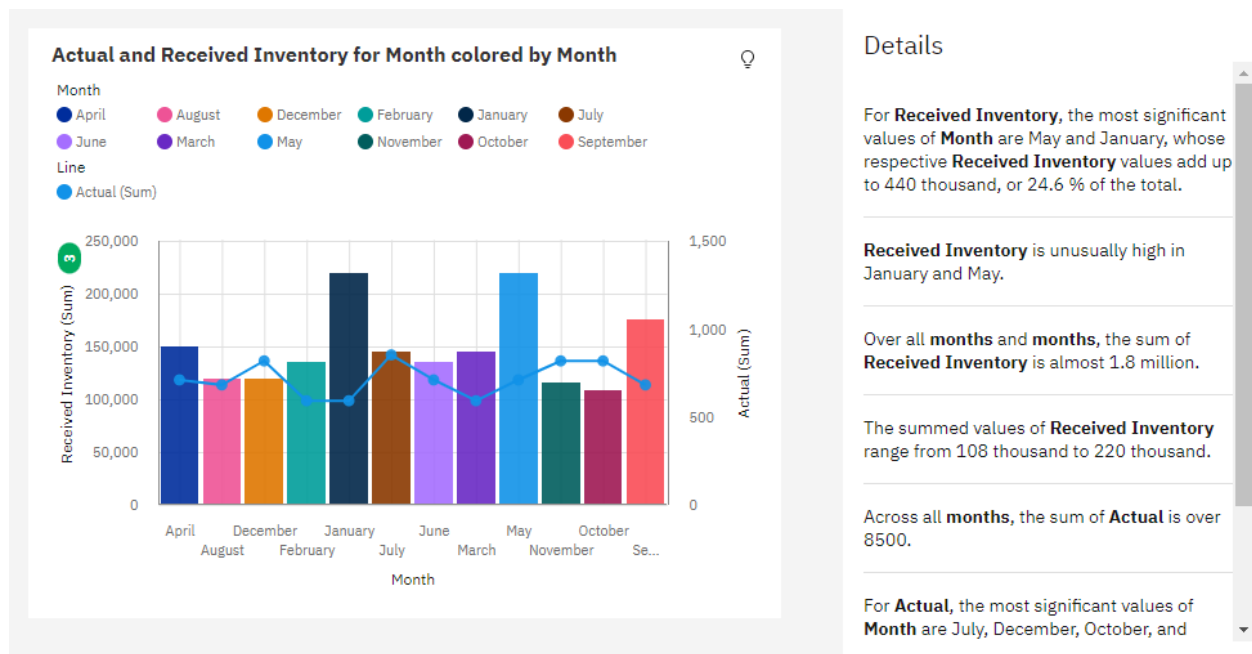
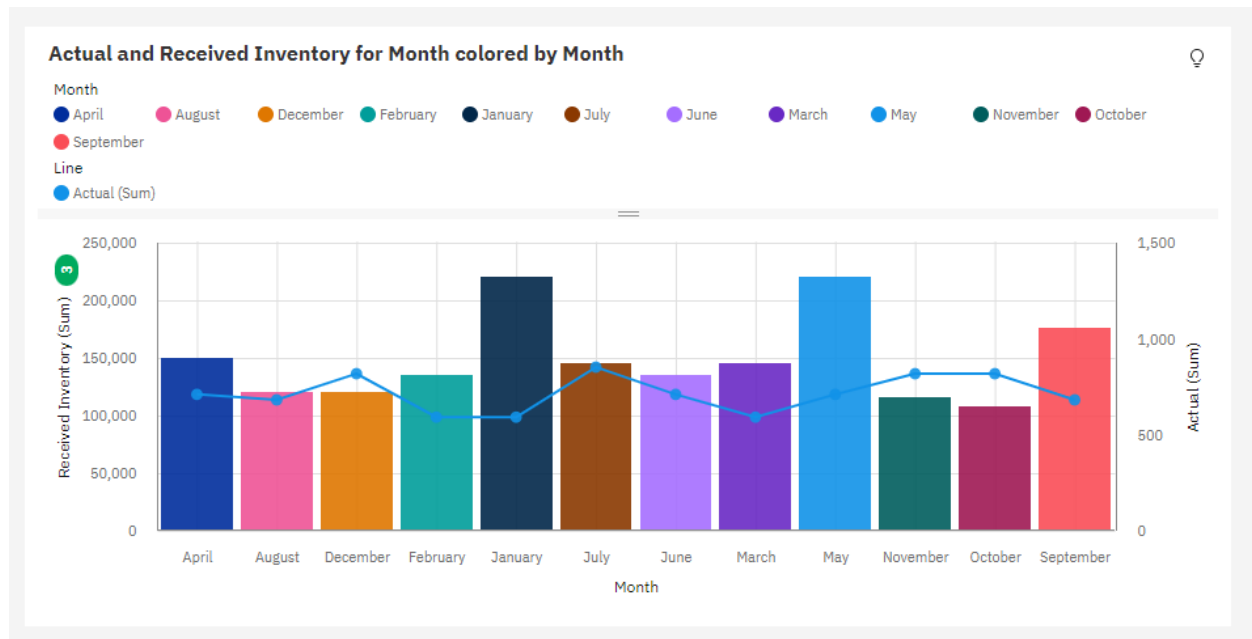
M.Sales ranges from 140.6, in September, to 208.3, in June.

Rep.Sales ranges from 200.2, in November, to 260, in April.

The total number of results for **Rep.Sales**, across all **months**, is 550.

Over all **months**, the average of **Rep.Sales** is 5.2.

Task 8 : Actual and Received inventory by Month



Link :

[https://us1.ca.analytics.ibm.com/bi/?perspective=explore&pathRef=.my folders%2FAssignment2&subView=model0000018378b68b26_00000004](https://us1.ca.analytics.ibm.com/bi/?perspective=explore&pathRef=.my%20folders%2FAssignment2&subView=model0000018378b68b26_00000004)