

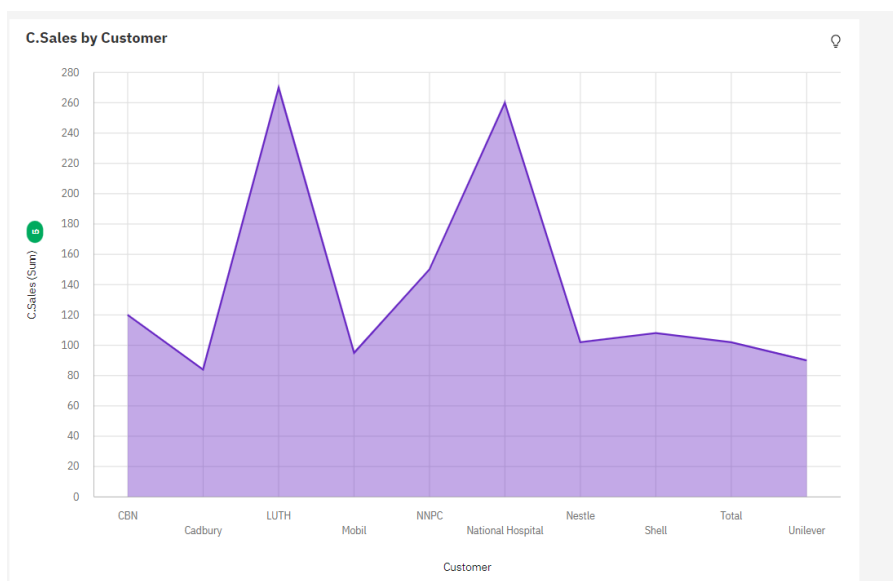
Retail store stock inventory Analytics

Assignment 2 : Pharma-sales-dataset

Roll no : 718019L216 – Haritha K

Batch : B6-6M2E

Task 1: Sales By Customer.



Details

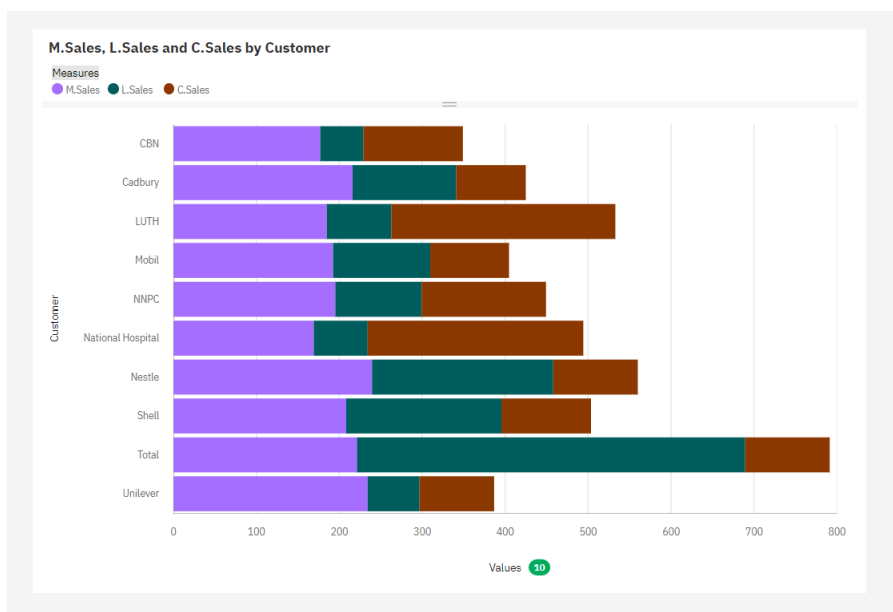
Over all **customers**, the sum of **C.Sales** is almost 1500.

For **C.Sales**, the most significant values of **Customer** are LUTH and National Hospital, whose respective **C.Sales** values add up to 530, or 38.4 % 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

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.

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

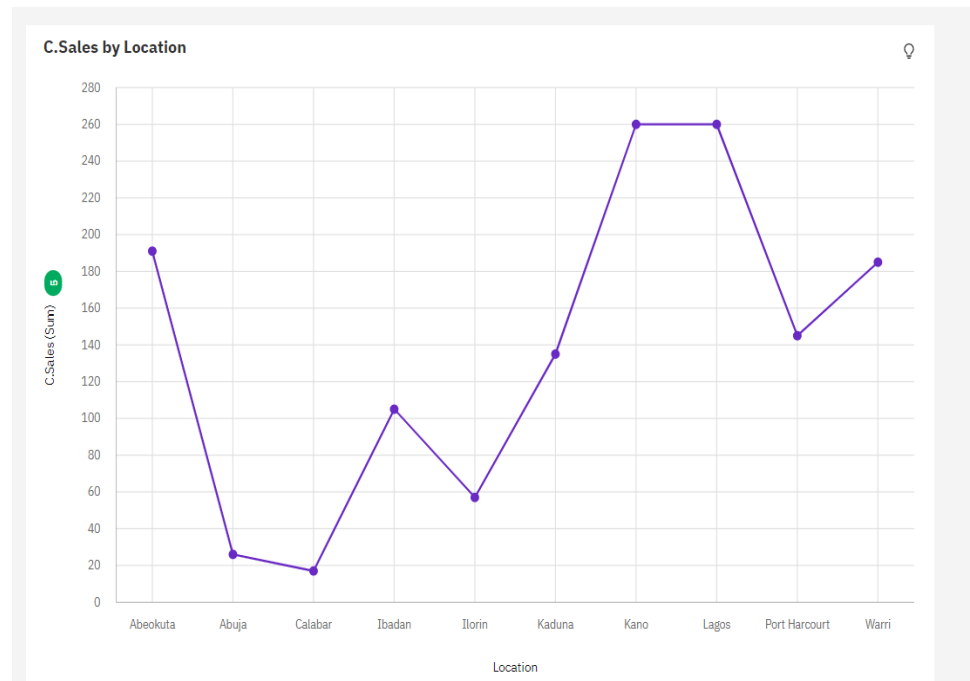
Over all **customers**, the average of **M.Sales** is 3.706.

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

Over all **customers**, the average of **L.Sales** is 2.685.

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

Task 2:Sales By Location.



Details

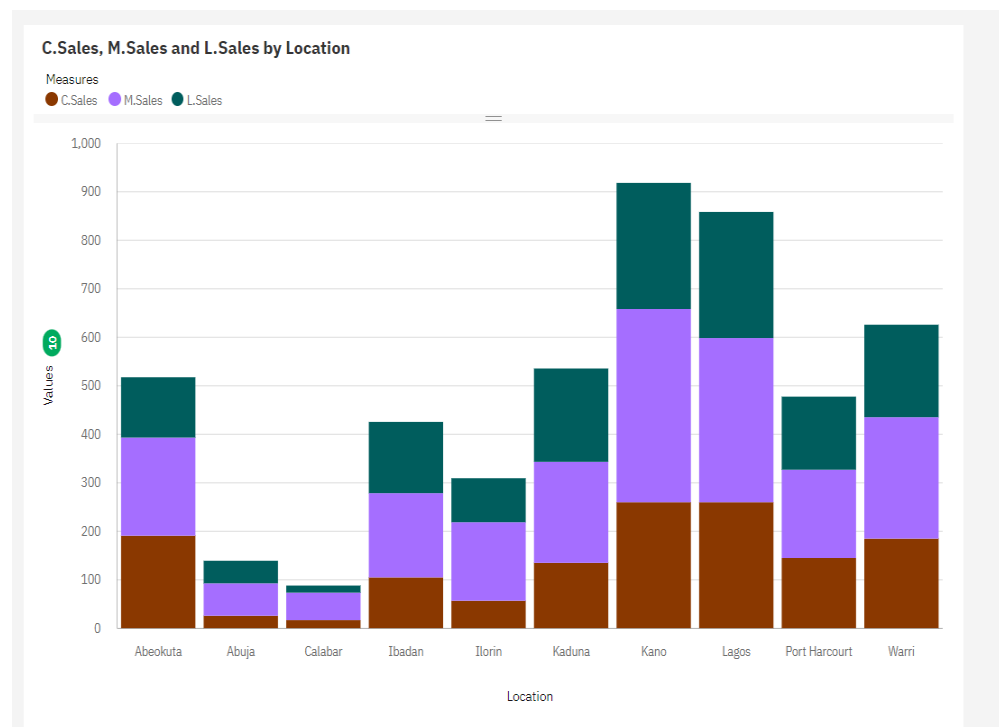
Over all **locations**, the sum of **C.Sales** is nearly 1500.

For **C.Sales**, the most significant values of **Location** are Kano and Lagos, whose respective **C.Sales** values add up to 520, or 37.7 % of the total.

C.Sales ranges from 17, when **Location** is Calabar, to 260, when **Location** is Kano.

C.Sales is most unusual when **Location** is Kano, Lagos and Calabar.

Comparison:



Details

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

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

The most common values of **Location** are Kano (18.2 %) and Lagos (18.2 %), together occurring 200 times, which is 36.4 % of the total.

The total number of results for **L.Sales**, across all **locations**, is 550.

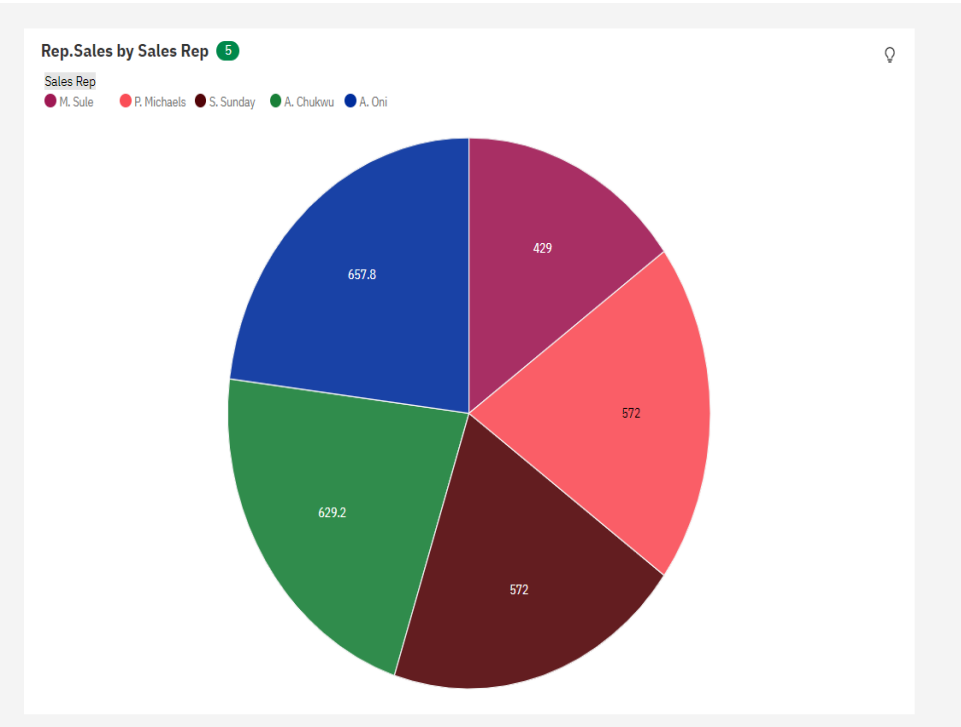
Over all **locations**, the average of **L.Sales** is 2.685.

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

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

C.Sales ranges from 17, when **Location** is Calabar, to 260, when **Location** is Kano.

Task 3:Sales By Sales Representative.



Details

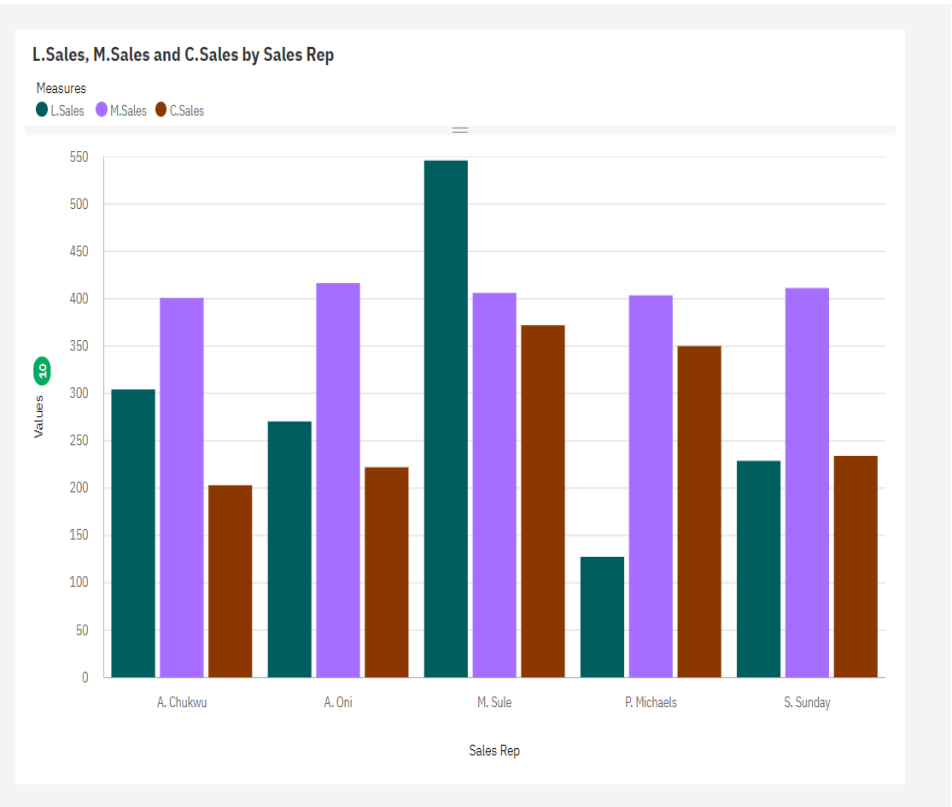
Over all values of **Sales Rep**, the sum of **Rep.Sales** is nearly three thousand.

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 nearly 2500, or 85 % of the total.

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

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

COMPARISON:



Details

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

Over all values of **Sales Rep**, the average of **L.Sales** is 2,685.

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.

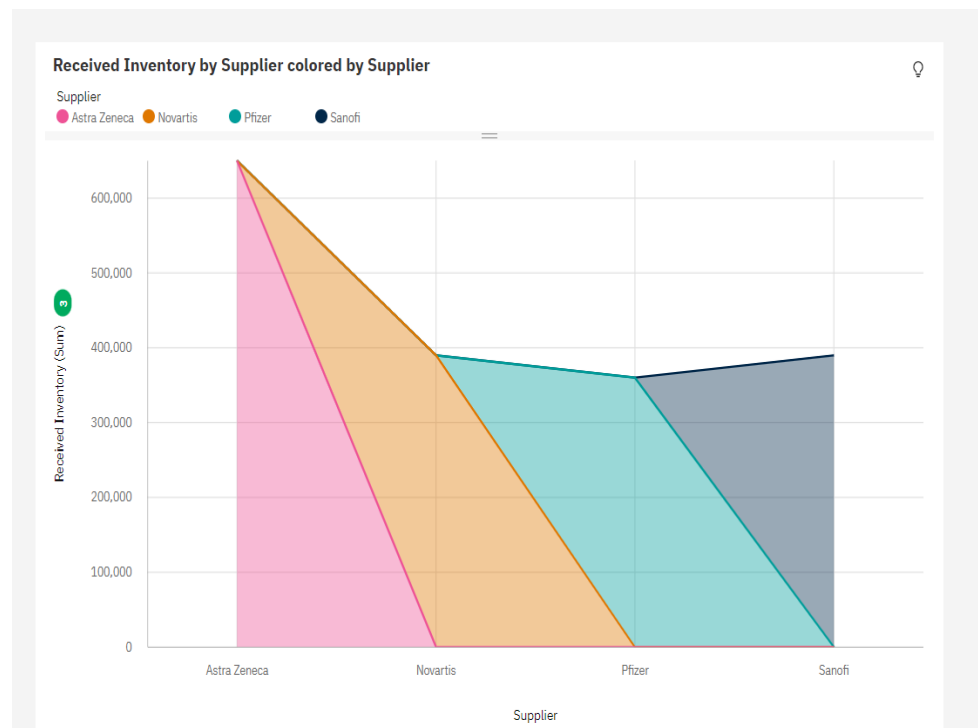
C.Sales ranges from 203, when **Sales Rep** is A. Chukwu, to 372, when **Sales Rep** is M. Sule.

L.Sales is most unusual when **Sales Rep** is M. Sule and P. Michaels.

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

Over all values of **Sales Rep**, the average of **C.Sales** is 2,511.

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.

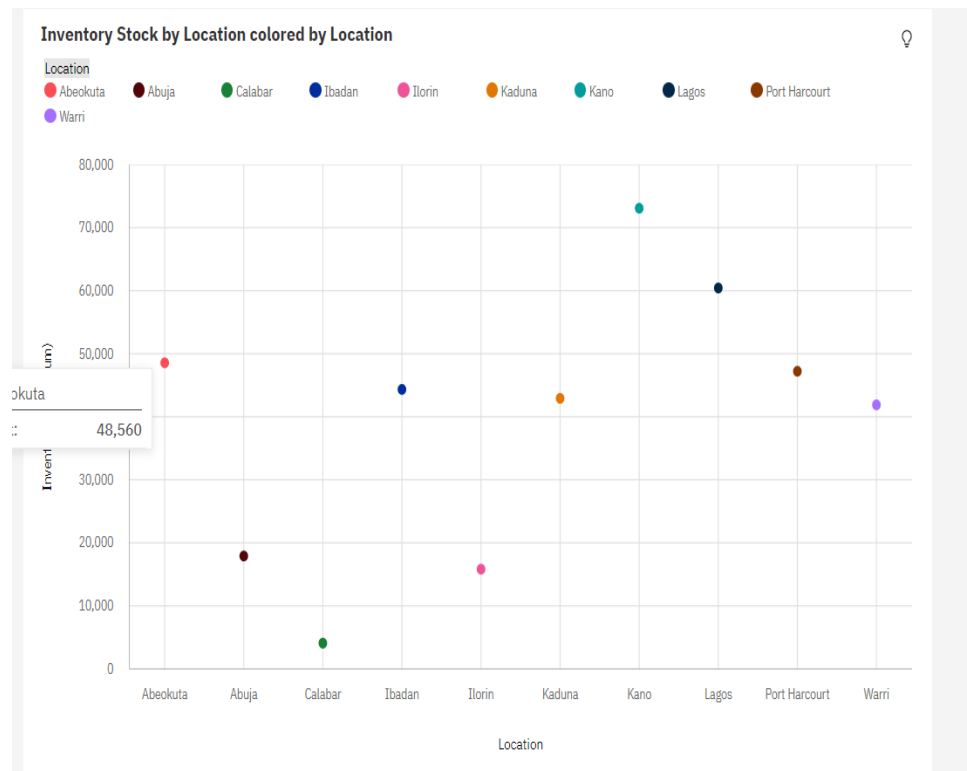
Received Inventory is unusually high when **Supplier** is Astra Zeneca.

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.

Task 5: Inventory Stock for Warehouse Locations



Details

For **Inventory Stock**, the most significant value of **Location** is Kano, whose respective **Inventory Stock** values add up to over 73 thousand, or 18.4 % of the total.

Inventory Stock is most unusual when **Location** is Calabar and Kano.

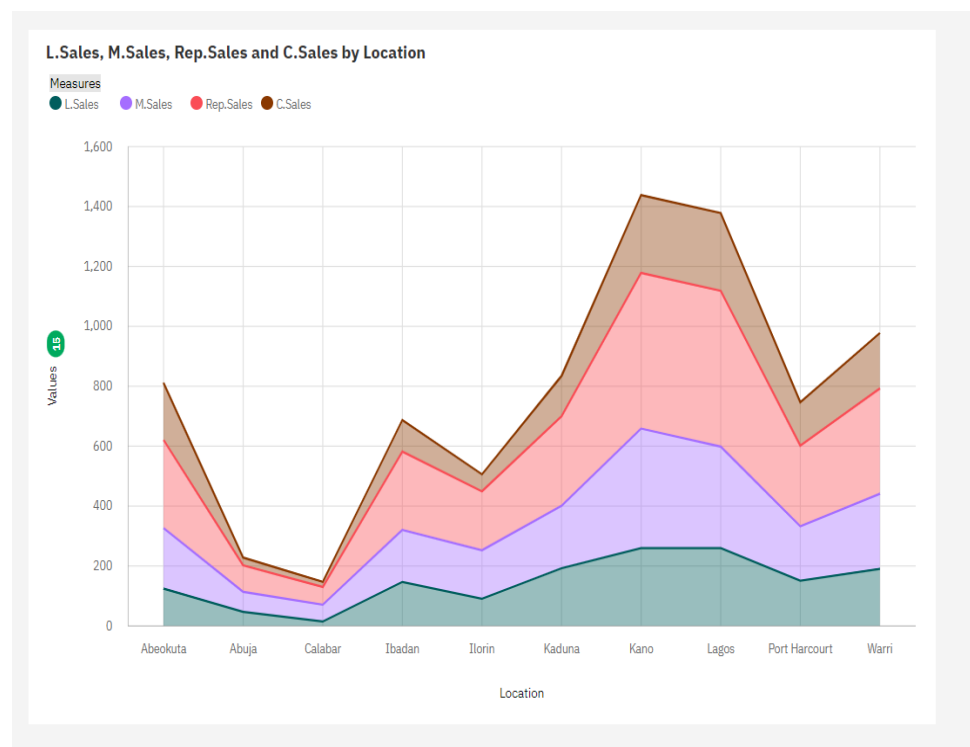
Across all **locations** and **locations**, the sum of **Inventory Stock** is over 396 thousand.

The summed values of **Inventory Stock** range from over four thousand to over 73 thousand.

Inventory Stock is most unusual when the combinations of **Location** and **Location** are Calabar and Calabar and Kano and Kano.

Task 6: Sales Trend

By Location



Details

Over all **locations**, the average of **L.Sales** is 2.685.

The most common values of **Location** are Kano (18.2 %) and Lagos (18.2 %), together occurring 200 times, which is 36.4 % of the total.

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

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

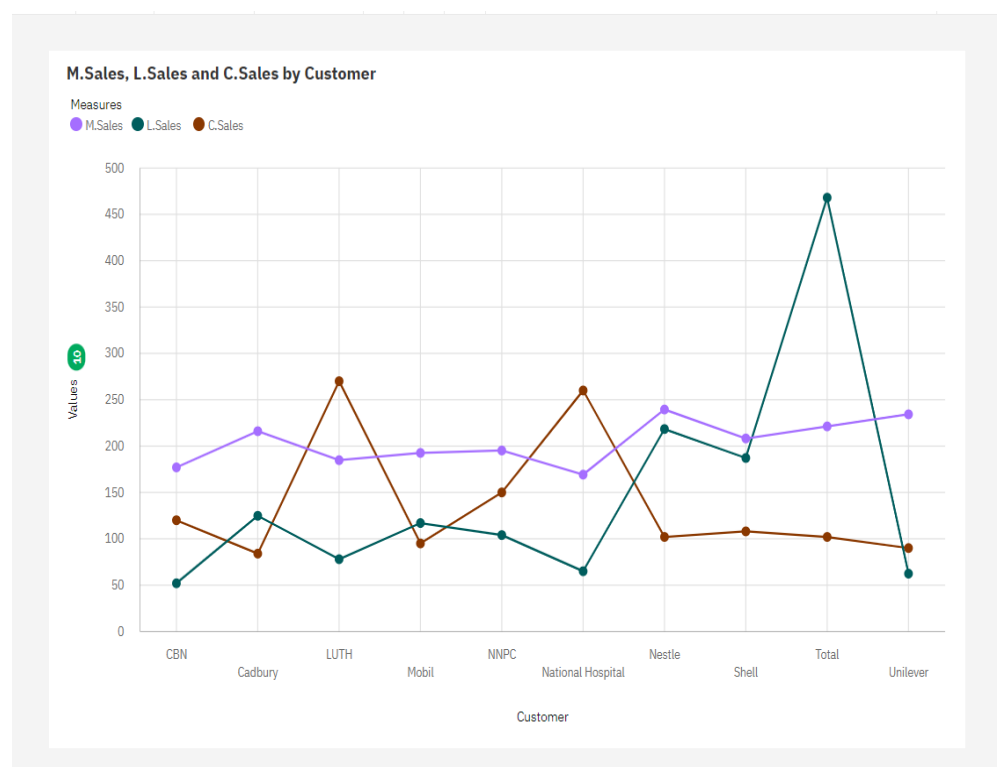
The total number of results for **Rep.Sales**, across all **locations**, is 550.

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

L.Sales ranges from 14.6, when **Location** is Calabar, to 260, when **Location** is Kano.

M.Sales ranges from 56.59, when **Location** is Calabar, to 398.3, when **Location** is Kano.

By Customer



Details

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

Over all **customers**, the average of **L.Sales** is 2.685.

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.

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

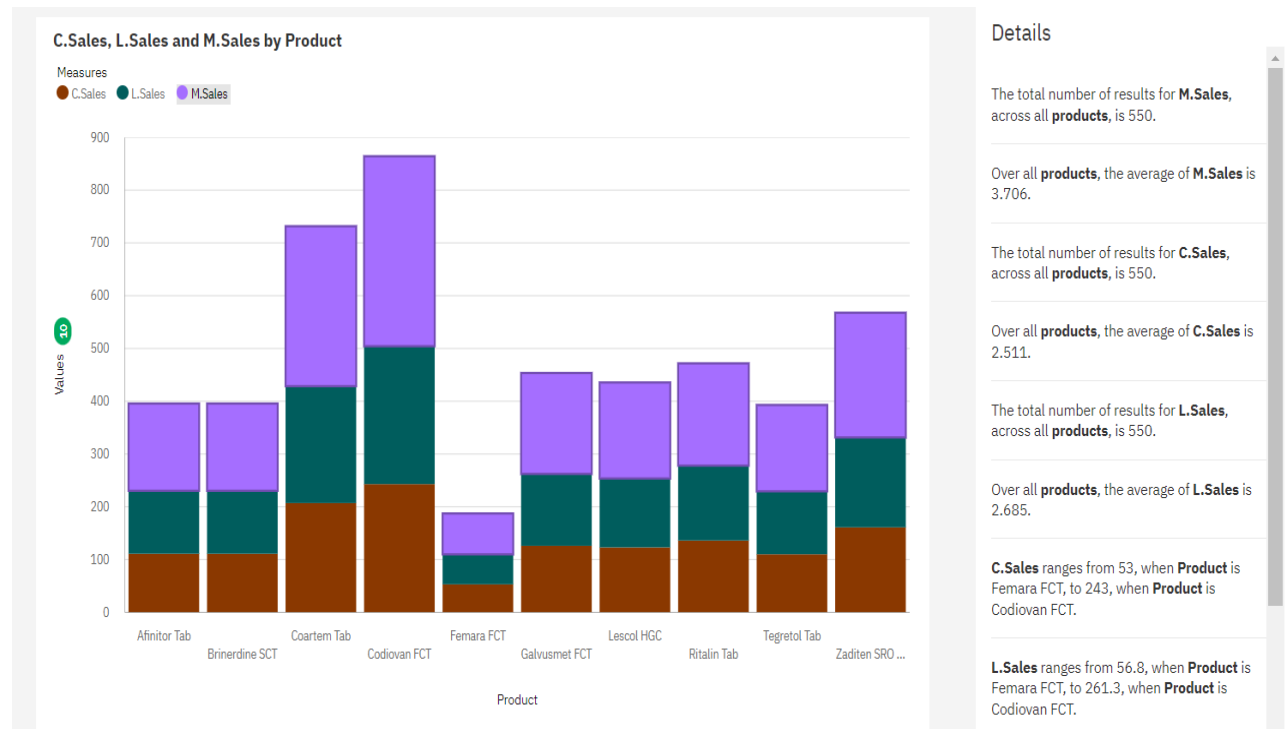
Over all **customers**, the average of **M.Sales** is 3.706.

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

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

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

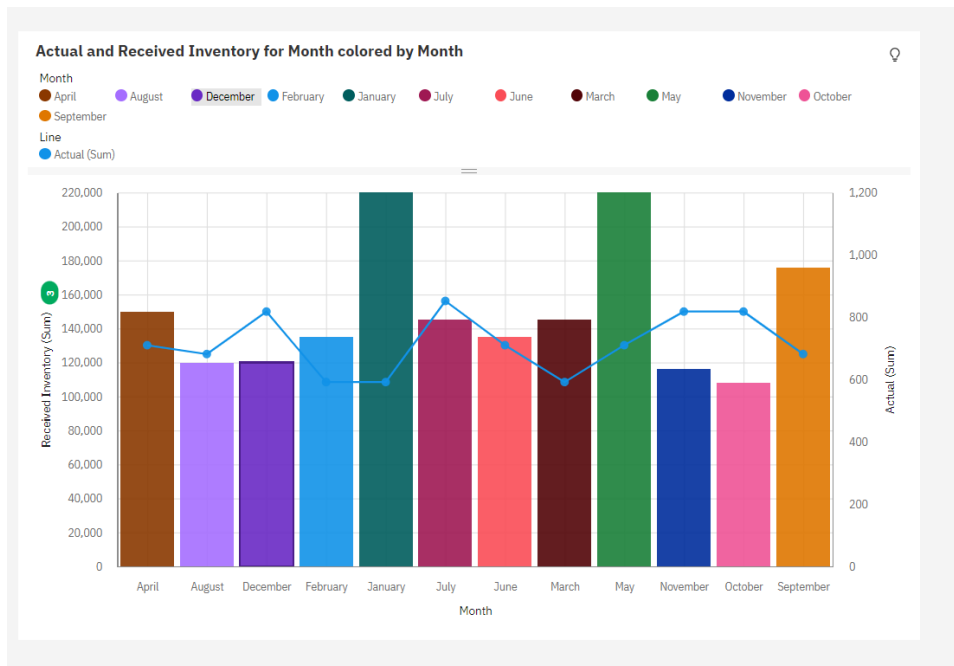
By Product



Task 7:Monthly Sales



Task 8: Actual and Received Inventory by Month



Details

For **Received Inventory**, the most significant values of **Month** are May and January, whose respective **Received Inventory** values add up to 440 thousand, or 24.6 % of the total.

Received Inventory is unusually high in January and May.

Over all **months** and **months**, the sum of **Received Inventory** is almost 1.8 million.

The summed values of **Received Inventory** range from 108 thousand to 220 thousand.

Across all **months**, the sum of **Actual** is over 8500.

For **Actual**, the most significant values of **Month** are July, December, October, and November, whose respective **Actual** values add up to almost 3500, or 38.6 % of the total.

Actual ranges from 591.7, in February, to 852, in July.

Link:

https://us3.ca.analytics.ibm.com/bi/?perspective=explore&pathRef=.my_folde rs%2FASS2_exploration&subView=model000001837a07dd7b_00000000