PROJECT DEVELOPMENT PHASE

SPRINT 4 – SOLUTION AND INFERENCES

| TEAM ID	PNT2022TMID12898
PROJECT TITLE	RETAIL STORE STOCK INVENTIORY ANALYSIS
DATE	13 November 2022

From the analysis we infer that :
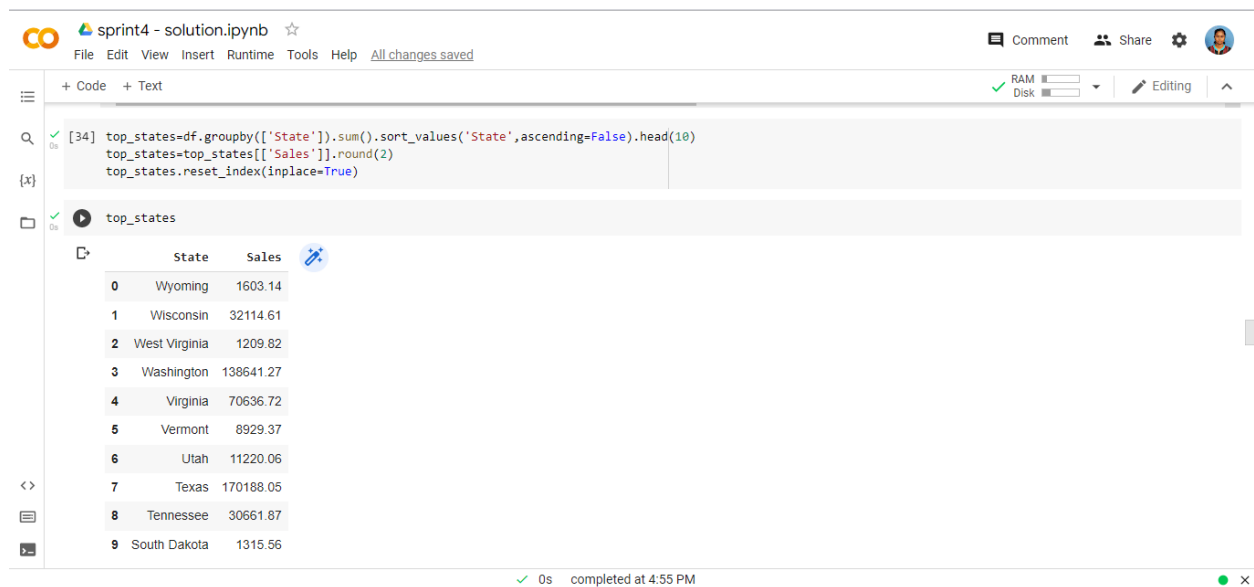
 Sales does not seem higher in California, which makes investing of more inventory in San Francisco to be reconsidered. It can also be noted that states with highest or top 10 revenue to the retailer does not involve California.

States with highest revenu
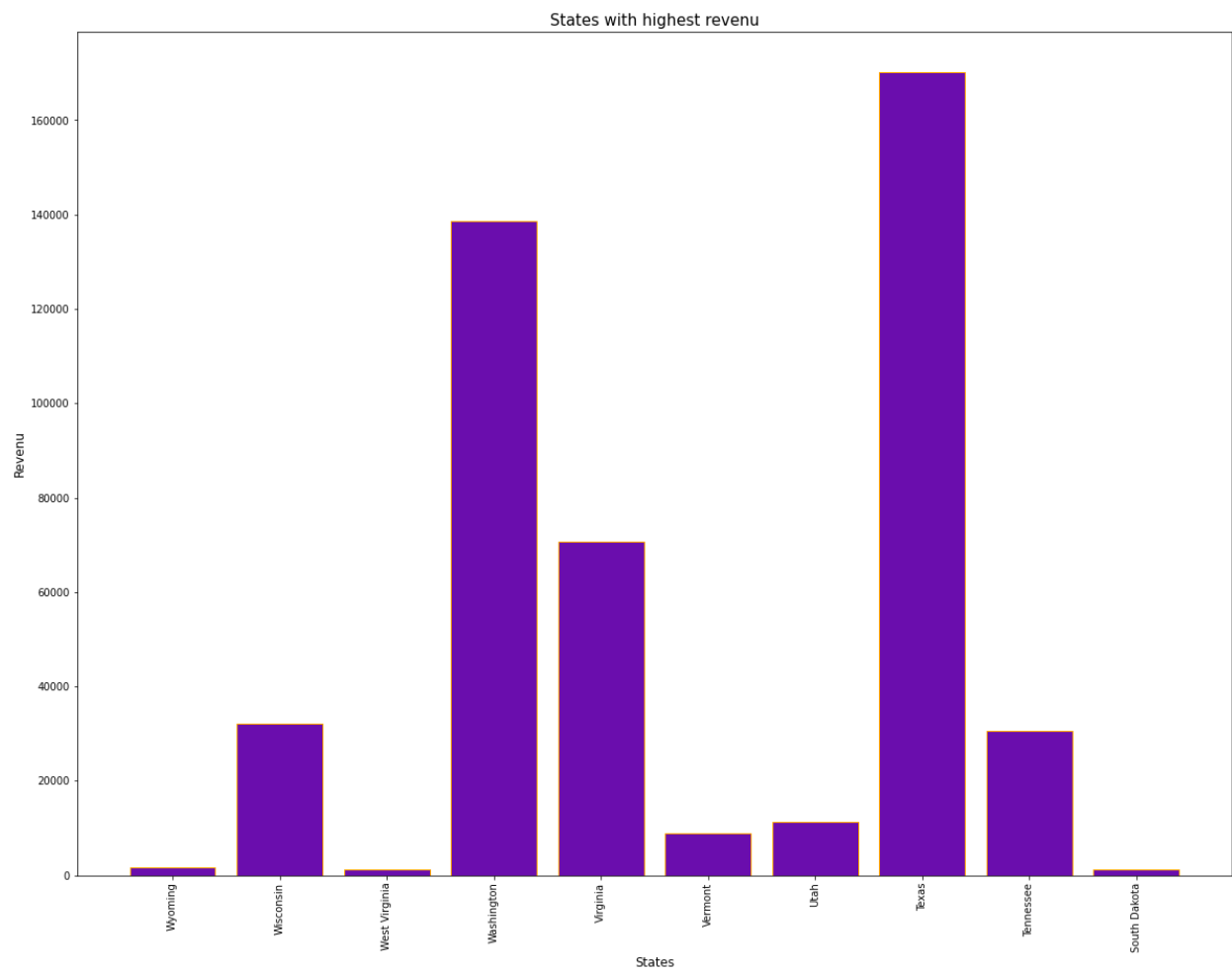
But in contrast , the City San Francisco stands among the top cities in sales and revenue .

```
top_cities=df.groupby(['City']).sum().sort_values('Sales',ascending=False).head(10)
top_cities=top_cities[['Sales']].round(2)
top_cities.reset_index(inplace=True)
top_cities
```

|	City	Sales
0	New York City	256368.16
1	Los Angeles	175851.34
2	Seattle	119540.74
3	San Francisco	112669.09
4	Philadelphia	109077.01
5	Houston	64504.76
6	Chicago	48539.54
7	San Diego	47521.03
8	Jacksonville	44713.18
9	Springfield	43054.34
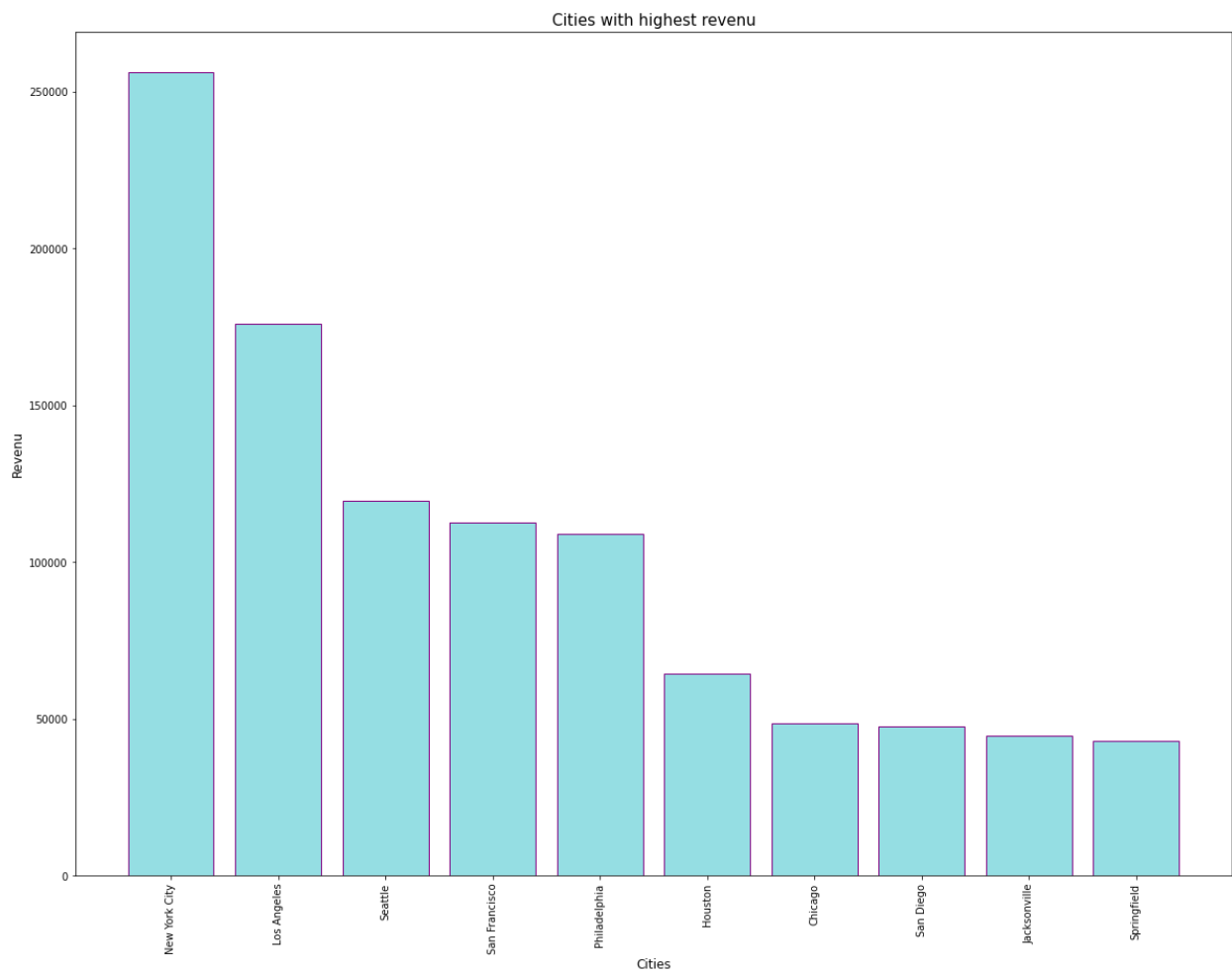
The query of the customer on sub-category :

It can be noted that as per the request of several customers, the dataset in analysed, But it becomes clear that people of the locality do not request more on accessories in sub categories. It is seen that other sub-categories are more preferred in purchase and yield a greater sales and revenue.

```python
top_cate=df.groupby(['Sub-Category']).sum().sort_values('Sales',ascending=False).head(5)
top_cate=top_cate[['Sales']].round(2)
top_cate.reset_index(inplace=True)
top_cate
```

	Sub-Category	Sales
0	Phones	330007.05
1	Chairs	328449.10
2	Storage	223843.61
3	Tables	206965.53
4	Binders	203412.73

Sub-Category with highest sales
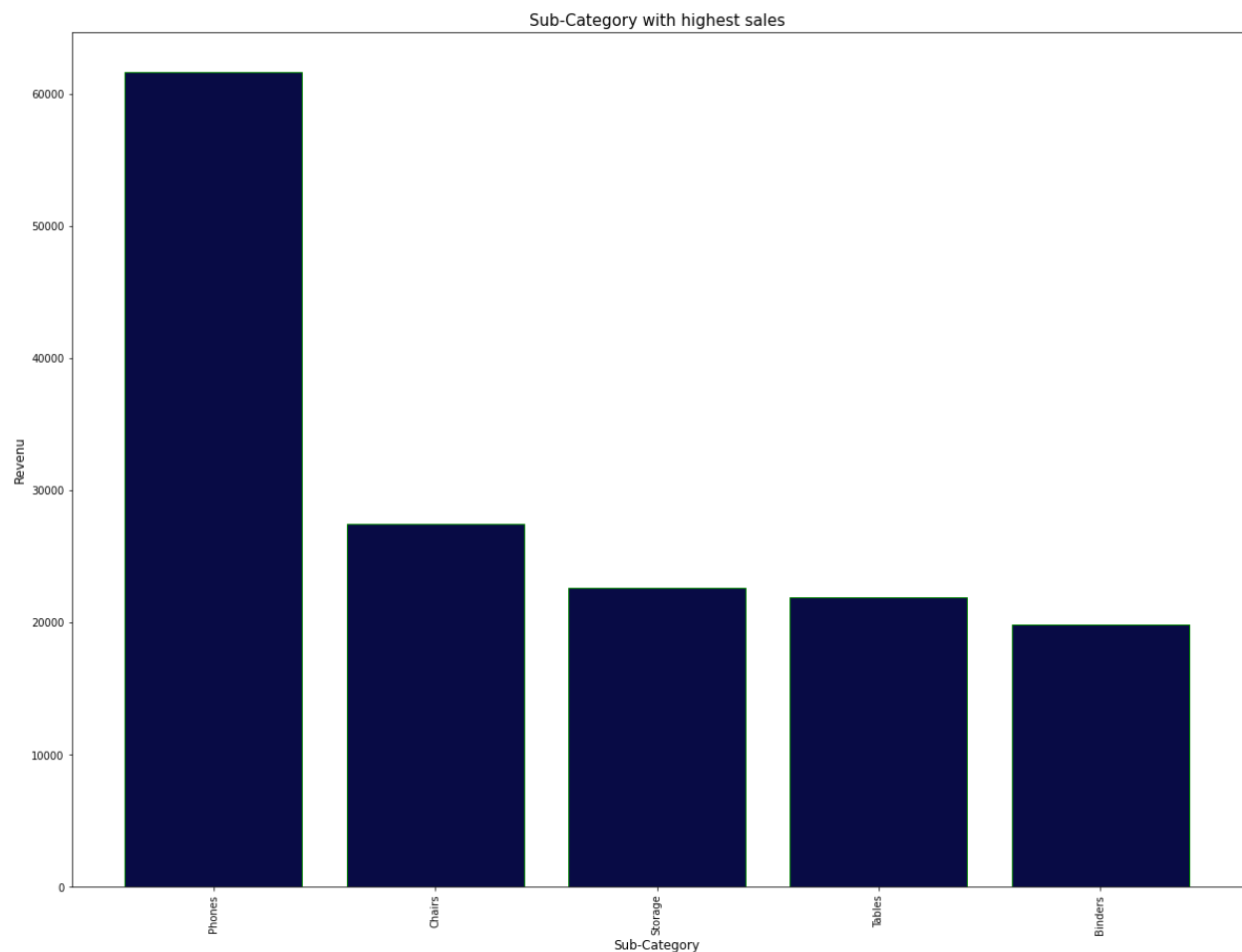
So we can convey the customer that , currently the sales and revenue for accessories in the areas of California, particularly in San Francisco is very low. Which makes it much harder to take decisions on investing more for the added inventory to that store. In case of increase in demand , future steps will be taken to increase sales as requested.

This will be the conclusion of the report regarding the stock inventory analysis of super store, taken in consideration againt the 'RETAIL STORE STOCK INVENTORY ANALYSIS'.

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