Global Sales Data Analytics

A PROJECT REPORT

Submitted by

HARIKA PURAM

HARRIAT LINDA .L

MONICA .M

JENI PRICILLA .M

JAYAPRIYA .M

TEAM ID:PNT2022TMID01297

1. INTRODUCTION

This project is a Global sales using Data analytics. The project objective is to deliver the online shopping application into android platform.

International marketing is the application of marketing principles in more than one country, by companies overseas or across national borders. It is done through the export of a company's product into another location or entry through a joint venture with another firm within the country, or foreign direct investment into the country. International marketing is required for the development of the marketing mix for the country. International marketing includes the use of existing marketing strategies, mix and tools for export, relationship strategies such as localization, local product offerings, pricing, production and distribution with customized promotions, offers, website, social media and leadership.

Online shopping is the process whereby consumers directly buy goods or services from a seller in real-time, without an intermediary service, over the Internet. It is a form of electronic commerce. This project is an attempt to provide the advantages of online shopping to customers of a real shop. It helps buying the products in the shop anywhere through internet by using an android device. Thus the customer will get the service of online shopping and home delivery from his favorite shop.

1.1 Project Overview:

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. This project is a web based shopping system for an existing shop. The project objective is to deliver the online shopping application into android platform. This project is an attempt to provide the advantages of online shopping to customers of a real shop. It helps buying the products in the shop anywhere through internet by using an android device. Thus the customer will get the service of online shopping and home delivery from his favorite shop. This system can be implemented to any shop in the locality or to multinational branded shops having retail outlet chains. If shops are providing an online portal where their customers can enjoy easy shopping from anywhere, the shops won't be losing any more customers to the trending online shops such as flipcart or ebay. Since the application is available in the Smartphone it

is easily accessible and always available.

1.2PURPOSE:

This system can be implemented to any shop in the locality or to multinational branded shops having retail outlet chains. The system recommends a facility to accept the orders 24*7 and a home delivery system which can make customers happy.

If shops are providing an online portal where their customers can enjoy easy shopping from anywhere, the shops won't be losing any more customers to the trending online shops such as flipcart or ebay. Since the application is available in the Smartphone it is easily accessible and always available

2.LITERATURE SURVEY

2.1 Existing Problem:

The current system for shopping is to visit the shop manually and from the available product choose the item customer want and buying the item by payment of the price of the item.

- It is less-user friendly.
- User must go to shop and select products.
- It is difficult to identify the required product.
- Description of the product limited.
- It is a time consuming process
  Not in reach of distant users

2.2 REFERANCES:

1.Han Jiawei, Micheline Kamber and Jian Pei, "Data Mining Concepts and

Techniques" in , MK Publications, 2009.

https://scholar.google.com/scholar?as_q=Data+Mining+Concepts+and+Techniques

2.M. Tennekes and E. de Jonge, "Top-down Data Analysis with Tree maps",

Proceedings of the International Conference on Information Visualization

Theory and Applications (IVAPP' 11), pp. 236-241, March 2011.

https://scholar.google.com/scholar?as_q=Top-down+Data+Analysis+with+TreemapsHYPERLINK "https://scholar.google.com/scholar?as_q=Top-down+Data+Analysis+with+Treemaps&as_occt=title&hl=en&as_sdt=0%2C3 1" HYPERLINK

3.P. Hoek, "Parallel Arc Diagrams: Visualizing Temporal Interactions", Journal of Social Structure, vol. 12, 2011.

https://scholar.google.com/scholar?as_q=Parallel+Arc+Diagrams%3A+Visualizing+Temporal+InteractionsHYPERLINK"https://scholar.google.com/scholar?as_q=Parallel+Arc+Diagrams%3A+Vializing+Temporal+Interactions&as_occt=title&hl=en&as_sdt=0%2C31"HYPERLINK

2.3 Problem Statement definition:

Problem statements are important to businesses, individuals and other entitiesto develop projects that states the challenges faced by your client.

You need to analyze the right kind of sales data for generating meaningfulinsights that positively affect your bottom line.

Sales analysis is vital for finding weak spots and bottlenecks in salesprocesses to collect and use sales data to achieve more sales goals.

Many global industrial leading brands are now using their sales data in ingenious way to make better business decisions, but any company that takes advantages of insights and reporting tools to achieve data driven sales success. In this article, we reveal how you can use data driven sales to archive to company specific goals and needs

3.IDEATION & PROPOSED SOLUTION

3.1 Empathy Map Canvas
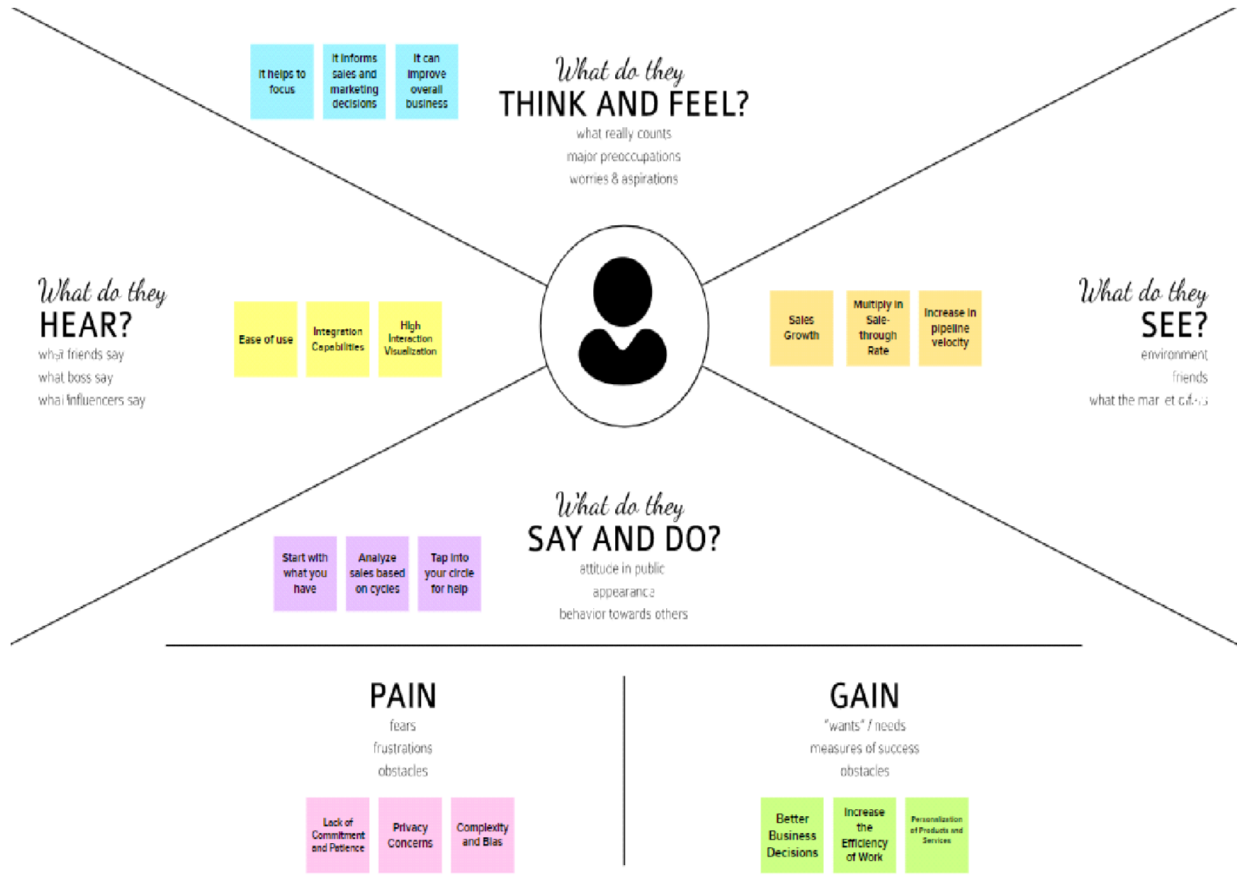
3.2 Ideation & Brainstorming

Brainstorm

Write down any ideas that come to mind that address your problem statement.

⏱ 10 minutes

Harika

Jeni

Monica

Narrow and Refine Product Offerings

Jaya Priya

Harriet Linda

Group ideas

Take turns sharing your ideas while clustering similar or related notes as you go. Once all sticky notes have been grouped, give each cluster a sentence-like label. If a cluster is bigger than six sticky notes, try and see if you and break it up into smaller sub-groups.

⏱ 20 minutes

Relying on guesswork leaves you open to being disrupted by more data-savvy competitors and startup companies, regardless of what industry you're in.

While most companies opt for a one-size-fits-all approach, data-driven companies are able to test many different value propositions on different segments of customers to identify which are the most effective.

By using market data and dynamic-pricing engines and knowing how to analyze sales data, companies can test many different price points to determine what the optimal price is for each solution, and even for each segment of customers.

a dynamic, fast-moving business environment, a well-designed data analytics program could easily become your competitive advantage.

Sales data analysis allows you to quickly identify customer needs and deliver personalized solutions faster, more efficiently, and at a lower cost than your competitors.

When leaders can accurately forecast what revenue will be, they can then use that knowledge to allocate resources and manage the workforce more efficiently.

Cutting waste allows them to be more agile, and more quickly respond to changing market conditions.

When sales managers have reliable data, they can create a sales forecast for each individual sales rep, and compare their current performance to their performance in the past.

by looking at data from your CRM, you can see how reps spend their time, and identify which activities make the most impact when it comes to closing deals and generating revenue.

Sales data analysis gives you the ability to identify the top factors that cause customers to churn, so you can spot at-risk accounts, and proactively reach out to them to address their concerns and make sure they are thoroughly satisfied.

3.3 Proposed Solution:

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

S.No.	Parameter	Description
1.	Problem Statement (Problem to be solved)	The problem of any product that is to be identified and should be solved, those problems includes quantity,quality,cost,durability,brand,etc., of the product.
2.	Idea / Solution description	• Press release • Attractive Advertisements on: Shopping malls, apartments and online sights
3.	Novelty / Uniqueness	Maintaining the uniqueness of the product and stand-out from other products in terms of innovation,cost,feature of a product.
4.	Social Impact / Customer Satisfaction	To satisfy the customer by the quantity,price,quality,durability,maintaining loyality,life time for a product.
5.	Business Model (Revenue Model)	• Business-To-Business Model (B2B) • Business-To-Customer Model (B2C) • Subscription Based Model • On-Demand Business Model
6.	Scalability of the Solution	• Team communication • Marketing efforts • Client relation • Product development • Expense spent on the development

3.4 Problem solution fit:

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

Who is your customer?
i.e. working parents of 0-5 y.o. kids

Customers includes :
- Business-to-Business
- Business-to-Customers

6. CUSTOMER CONSTRAINTS `CC`

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

- By not maintaining the requirements of the customer.
- Not giving importance to the customer reviews.
- Not having uniqueness in their product.

5. AVAILABLE SOLUTIONS `AS`

Which solutions are available to the customers when they face the problem
or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking.

- Product to be developed according to the market trend.
- Must meet the customer requirements.
- Analyzing the feedback of the customer.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one, explore different sides.

- Problem with the development or deployment of the product.
- Product doesn't meet the expectation of the customer.
- Problems not being rectified or revised.

9. PROBLEM ROOT CAUSE `RC`

What is the real reason that this problem exists?
What is the back story behind the need to do this job?
i.e. customers have to do it because of the change in regulations.

- Products not reaching the customers.
- Taking customers loyalty for granted.
- Product not meeting the customers satisfaction.
- Not taking steps in upgrading their product.

7. BEHAVIOUR `BE`

What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

- By posting a query related to the product .
- By giving ratings to the product.
- By contacting the customer care.
- By returning or cancelling the product.

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

Using attractive Advertisement , Ad On Monitors in shopping malls, apartments, ad on online websites, creating pamplets etc.

4. EMOTIONS: BEFORE / AFTER `EM`

How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

Contact the customer services or post reviews regarding the defect present in the product and asking for exchange of the product or payback, Giving up the product.

If you are working on an online/mobile proposition, draw the solution over this canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

- Meet the customer requirements.
- Strategy to implement the product.
- Doing the analysis from the data collected from the sales.
- Should do proper marketing for the product.
- Taking effective steps for their next product release.
- By upgrading their product.

OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

Online:
- Posting a query related to the product .
- Giving ratings to the product.
- Cancelling the product.

Offline:
- Contacting the customer care.
- Returning the product.
- Requesting for physical services.

Identify strong TR & EM

4. Requirement analysis:

4.1 Functional requirement :

Functional Requirements:

Following are the functional requirements of the proposed solution.

FR No.	Functional Requirement (Epic)	Sub Requirement (Story / Sub-Task)
FR-1	User Registration	Registration through Form Registration through Gmail Registration through LinkedIN
FR-2	User Confirmation	Confirmation via Email Confirmation via OTP
FR-3	USer Input	Getting input from the user
FR-4	User Data	Process data

4.2 Non Functional requirement:

Non-functional Requirements:

Following are the non-functional requirements of the proposed solution.

FR No.	Non-Functional Requirement	Description
NFR-1	Usability	To showcase the trend in the various product sells
FR-2	Security	To find way to manage the fluctuation price over goods
NFR-3	Reliability	App could be run offline while server maintenance take place. Server traffic wouldn't be an issue
NFR-4	Performance	To manage financial status to increase the overall sales
NFR-5	Availability	To provide an optimum amount of stock goods
NFR-6	Scalability	To compare sales over different region and provide virtualization

5.Project Design:

5.1.Data Flow Diagram:
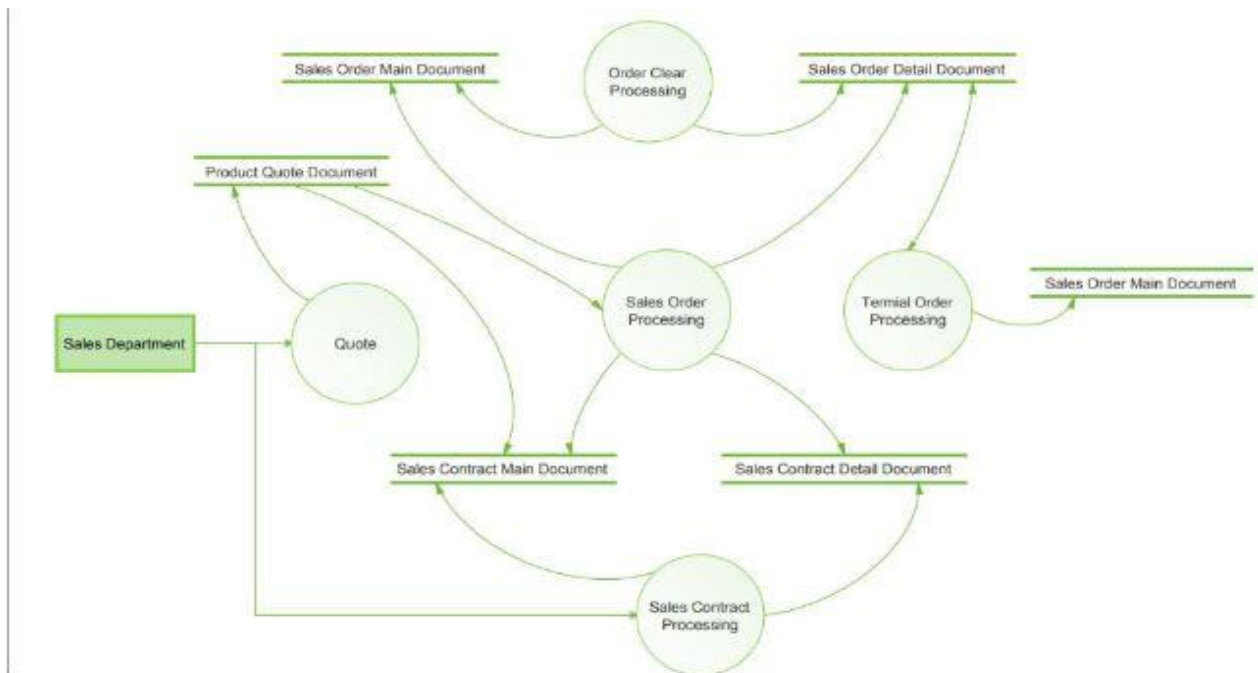
5.2 Solution and Technical Architecture:

TECHNICAL ARCHITECTURE
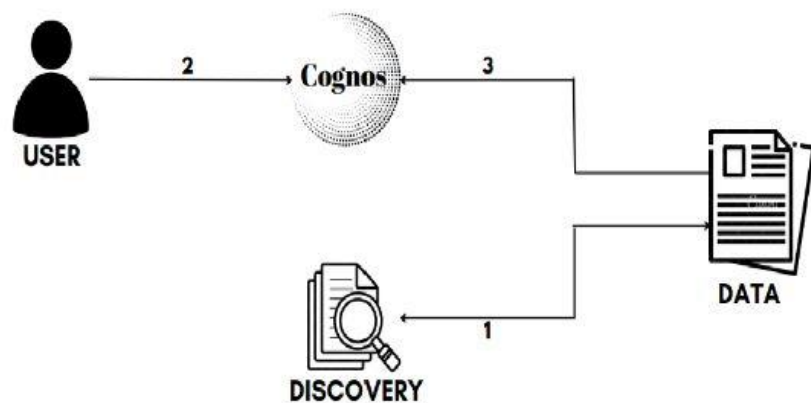
6. Project Planning & Scheduling:

6.1 Sprint Planning & Estimation

Sprint	Functional Requirement (Epic)	User Story Number	User Story / Task	Story Points	Priority	Team Members
Sprint-1	Downloading data	USN-1	As a user, I can download data to be analyzed	2	Medium	Harika,Harriat,Monica,Jeni, Jayapriya
Sprint-1	Data cleaning and preparation	USN-2	As a user, I can enter my sales data to clean and prepare it for analysis	3	High	Harika,Harriat, Monica,Jeni, Jayapriya
Sprint-2	Exploratory Data Analysis	USN-3	As a user, I can identify trends and visualize them	2	Medium	Harika,Harriat,Monica,Jeni, Jayapriya
Sprint-3	Dashboard	USN-4	As a user, I can prepare an interactive dashboard	3	High	Harika,Harriat, Monica,Jeni, Jayapriya
Sprint-3	Dashboard	USN-5	As a user, I can conduct business analysis to make business decisions	2	Medium	Harika,Harriat, Monica,Jeni, Jayapriya
Sprint-4	Story	USN-6	As a user, I can make a story using cognos	2	Medium	Harika,Harriat, Monica,Jeni, Jayapriya
Sprint-4	Web page	USN-7	As a user, I can make a web page and embed the dashboard in it	3	High	Harika,Harriat,Monica,Jeni, Jayapriya

6.2 Sprint Delivery Schedule :

Sprint	Total Story Points	Duration	Sprint Start Date	Sprint End Date (Planned)	Story Points Completed (as on Planned End Date)	Sprint Release Date (Actual)
Sprint-1	5	6 Days	24 Oct 2022	29 Oct 2022	5	29 Oct 2022
Sprint-2	2	6 Days	31 Oct 2022	05 Nov 2022	4	05 Nov 2022
Sprint-3	5	6 Days	07 Nov 2022	12 Nov 2022	4	12 Nov 2022
Sprint-4	5	6 Days	14 Nov 2022	19 Nov 2022	3	19 Nov 2022

Velocity:

The team's average velocity (AV) per iteration unit (story points per day) :

Sprint 1: AV= *Sprint duration/ velocity = 5/6 = 0.87*

Sprint 2: AV= *Sprint duration/ velocity = 4/6 = 0.67*

Sprint 3: AV= *Sprint duration/ velocity = 4/6 = 0.67*

Sprint 4: AV= *Sprint duration/ velocity = 3/6 = 0.50*

Burndown Chart :

A burn down chart is a graphical representation of work left to do versus time. It is often used in agile software development methodologies such as Scrum. However, burn down charts can be applied to any project containing measurable progress over time.

BURNDOWN CHART
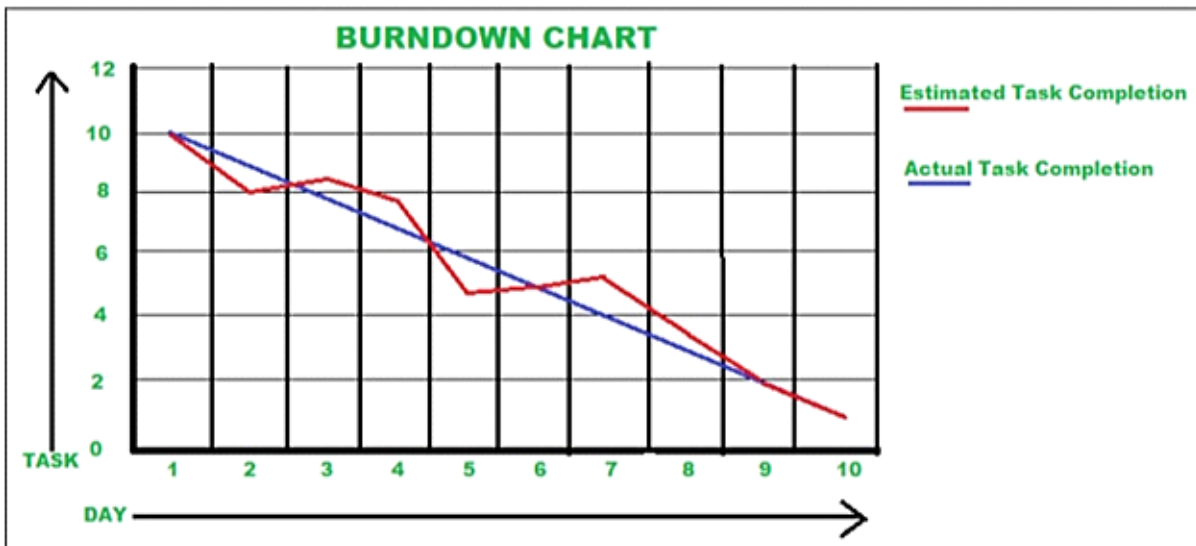
6.3 Reports from JIRA :

Projects / Global Sales Data Analytics

Backlog   ...

[Q]   **HP** 👤⁺   Epic ⌄   📈 Insights

⌄ **GSDA Sprint 1** 10 Nov – 12 Nov (1 issue)   0 ⓪ ⓪   **Start sprint** ...

🔲 GSDA-6 uploading the dataset   TO DO ⌄ 👤

\+ Create issue

⌄ **GSDA Sprint 2** 12 Nov – 15 Nov (2 issues)   0 ⓪ ⓪   **Start sprint** ...

🔲 GSDA-7 preparing the dataset   TO DO ⌄ 👤

🔲 GSDA-12 data preprocessing   TO DO ⌄ 👤

\+ Create issue

Projects / Global Sales Data Analytics

Backlog   ...

[Q]   **HP** 👤⁺   Epic ⌄   📈 Insights

⌄ **GSDA Sprint 3** 12 Nov – 16 Nov (1 issue)   0 ⓪ ⓪   **Start sprint** ...

🔲 GSDA-11 dashboard exploration and creation   TO DO ⌄ 👤

\+ Create issue

⌄ **GSDA Sprint 4** 16 Nov – 18 Nov (1 issue)   0 ⓪ ⓪   **Start sprint** ...

🔲 GSDA-9 story creation   TO DO ⌄ 👤

\+ Create issue

Burndown chart :

Road Map:

Roadmap

Give feedback   Share   Export   ···

Status category ∨   Epic ∨   View settings

	NOV				NOV							NOV							DEC	
	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	1	2

Sprints

- GSDA-1 uploading the dataset
- GSDA-2 preparing the dataset
- GSDA-3 data preprocessing
- GSDA-4 dashboard exploration and creation
- GSDA-5 Story creation

+ Create Epic
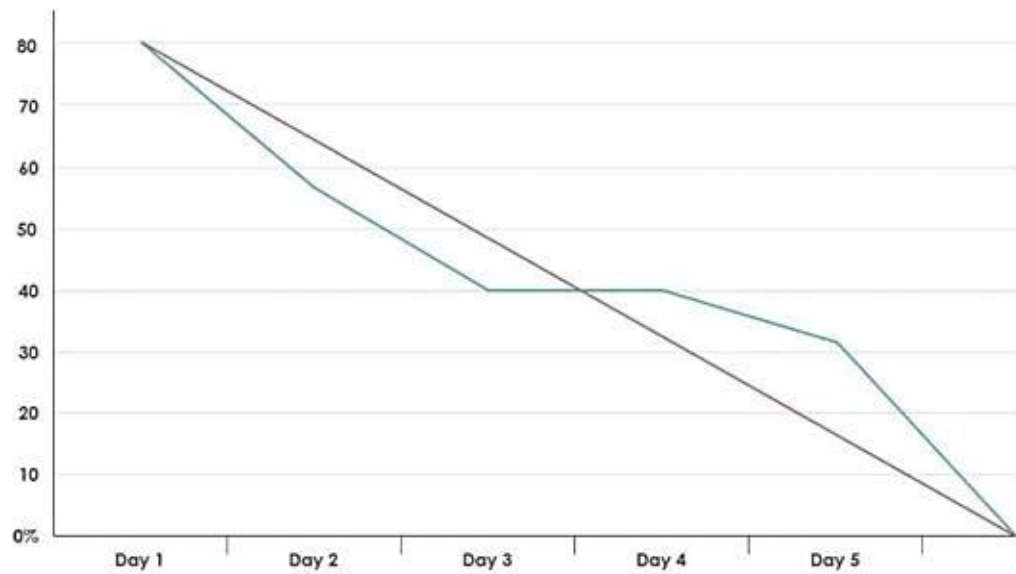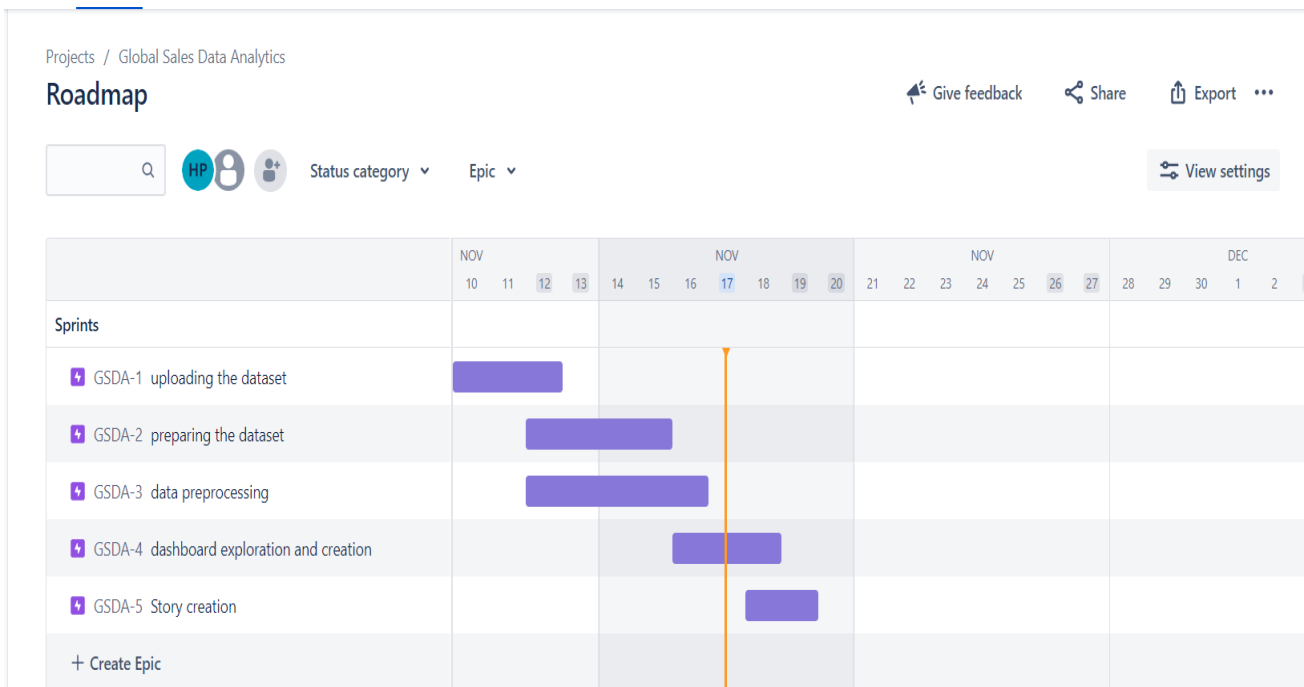
7. Coding & Solution:
7.1 Feature 1

Sales – Analysis:

This is an analysis of the sales data with particular focus given to how promotions and advertising translate into sales, in terms of both units sold and sales dollars.

Different types of Sales Analysis

- Furniture company sales analysis HTML file

- Cereal Company Sales Analysis HTML file

- Financial Statement Analysis PDF file

Analysis using R Shiny Dashboard

- Furniture company sales Dashboard R Shiny app

Steps for Cereal Company Sales Analysis

1. Download the Raw Data

2. Analysis code R file

3. Final Analysis R file

Steps for Furniture company sales analysis

1. Download the Raw Data

2. Analysis code R file

3. Dashboard Code HTML file

4. Final Dashboard PDF file

5. Final Analysis HTML file

fearture-1:

Step 1: Understand the Business

Step 2: Get Your Data

Step 3: Explore and Clean Your Data

Step 4: Enrich Your Datasets

8. Testing :
8.1 Test cases:

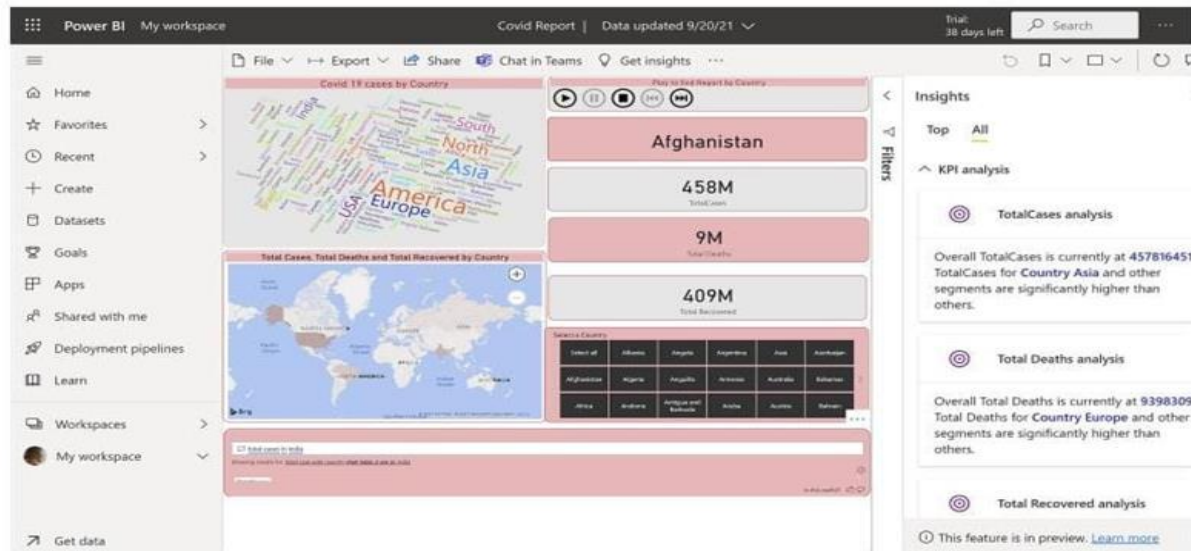| | | | | Date | 03/Nov/22 | |
				Team ID	PNT2022TMID01297	
				Project Name	Global Sales Data Analytics	
				Maximum Marks	4 marks	
Test case ID	Feature Type	Componen t	Test Scenario	Pre-Requisite	Steps To Execute	Test Data
LoginPage_TC_OO 1	Functional	Home Page	Verify user is able to see the Login/Signup popup when user clicked on My account button	Nil	1.Enter URL and click go 2.Click on My Account dropdown button 3.Verify login/Singup popup displayed or not	https://shopenzer.com/
LoginPage_TC_OO 2	UI	Home Page	Verify the UI elements in Login/Signup popup	Nil	1.Enter URL and click go 2.Click on My Account dropdown button 3.Verify login/Singup popup with below UI elements: a.email text box b.password text box c.Login button d.New customer? Create account link e.Last password? Recovery password link	https://shopenzer.com/
LoginPage_TC_OO 3	Functional	Home page	Verify user is able to log into application with Valid credentials	Nil	1.Enter URL(https://shopenzer.com/) and click go 2.Click on My Account dropdown button 3.Enter Valid username/email in Email text box 4.Enter valid password in password text box 5.Click on login button	Username: chalam@gmail.com password: Testing123
LoginPage_TC_OO 4	Functional	Login page	Verify user is able to log into application with InValid credentials	Nil	1.Enter URL(https://shopenzer.com/) and click go 2.Click on My Account dropdown button 3.Enter InValid username/email in Email text box 4.Enter valid password in password text box 5.Click on login button	Username: chalam@gmail password: Testing123

8.2 USER ACCEPTANCE TESTING

1. Purpose of Document

The purpose of this document is to briefly explain the test coverage and open issues of the [Global sales data analytics] project at the time of the release to User Acceptance Testing (UAT).

2. Defect Analysis

This report shows the number of resolved or closed bugs at each severity level, and how they were resolved

Resolution	Severity 1	Severity 2	Severity 3	Severity 4	Subtotal
By Design	9	3	2	3	18
Duplicate	1	0	2	0	4
External	2	3	1	1	6
Fixed	10	2	3	18	38
Not Reproduced	0	2	1	0	1
Skipped	0	0	1	0	2
Won't Fix	1	4	2	1	7
Totals	23	14	12	22	76

3.Test Case Analysis

This report shows the number of test cases that have passed, failed, and untested

Section	Total Cases	Not Tested	Fail	Pass
Print Engine	7	1	0	6
Client Application	49	2	1	46
Security	2	0	0	2

Outsource Shipping	2	0	0	2
Exception Reporting	7	0	0	7
Final Report Output	6	0	0	6
Version Control	2	0	0	2

9. RESULTS

9.1 PERFORMANCE Metrics:

The analysis covered the period from 2012 to 2015, with conversion to the Brazilian currency Real BRL (R$). Some results:

• The US was the country with the highest profit.

• The country that presented the biggest loss in sales was Turkey.

• There was greater demand for Superstore products to be shipped via the standard mode.

• The Technology Category presented better results in Profit and Sales.

• The Retail segment performed better for all the years evaluated.

S.No.	Parameter	Screenshot / Values
1.	Dashboard design	No of Visulizations / Graphs - 7-8 visualization/6-7 graphs
2.	Data Responsiveness	Users and Analyst or Developers
3.	Amount Data to Rendered (DB2 Metrics)	5 counrties
4.	Utilization of Data Filters	Sales ,profit, products, market rate and order id filtration
5.	Effective User Story	No of Scene Added - 30 user stories
6.	Descriptive Reports	No of Visulizations / Graphs - 4 visualizations/6 graph

10. ADVANTAGES

- Convenience in time – people can shop from home, while travelling, and whenever they want. No worrying about store closing, holidays, commuting, traffic jams etc.

- They can easily compare products and prices at different online stores

- With multiple payment options, it offers more convenience and safety as the gateways are secure and encrypted

- Elderly people, differently abled people, those who are confined to their homes due to illness or injury, mothers with little children – for such people, online shopping is especially helpful, as they can shop comfortably and without fear of falling, kids running amok, getting pushed and shoved, and so on.

- Online stores clearly mention return and exchange policies on the site, making it easy for shoppers to decide

DISADVANTAGES
- Data security concerns.

- Technical concerns.

- Capabilities are limited.

- Wearable technology is expensive.

11. CONCLUSION

By implementing this analytics solution, the company brought their competitive and sales data reporting in-house, cut costs and increased the accuracy of their reporting and analysis. As the company moves forward with this new solution, their sales reporting costs will most likely be reduced by 50 to 70%. They are now able to analyze raw data themselves, respond more quickly to changes in market trends and perform root cause analysis to determine those shifts in the market. By securing quicker access to their data with the new solution, the company was also able to reduce the risk associated with delayed responses to changes in their markets.With the new solution, the company can now process sales reports faster than the outsourced solution, reducing turnaround time between 50% to 60%. The reporting needs of the company have been streamlined, consolidating over 10reports into the centralized dashboard solution. The company's competitive analysis group is also able to more quickly respond to internal data requests given they have the ability to pull the information themselves. With this quicker response, the company is better able to react to changes in the market and predict opportunities for its sales force.The business also experienced an increase in the overall understanding of their sales data throughout the organization. The company now has great flexibility in the presentation of their sales and competitive data, while also being able to integrate sales data with other key data points for the organization.

12. FUTURE SCOPE

Sellers make websites where they display images of their products with price and description. Shoppers who buy the products have multiple payment options like COD, e-wallet, net banking, credit card, and so on.
Online sellers have the responsibility of shipping the product to the buyer and ensuring safe and timely delivery.

13.APPENDIX SOURCE CODE :

REGISTRATION PAGE HTML

```html
<!DOCTYPE html>

<html>

<head>

<title></title>

<meta name="viewport" content="width=device-width, initial-scale=1.0">

<link rel="stylesheet" type="text/css"

href="{{url_for('static',filename='style.css')}}">

<link rel="stylesheet" href="https://cdnjs.cloudflare.com/ajax/libs/font-
awesome/4.7.0/css/font awesome.min.css">

<!-- jQuery library -->

<script

src="https://ajax.googleapis.com/ajax/libs/jquery/3.2.1/jquery.min.js"></scr

ipt> <!-- Latest compiled JavaScript -->

<script

src="https://maxcdn.bootstrapcdn.com/bootstrap/3.3.7/js/bootstrap.min.js"></sc

ript> <script src="https://www.google.com/recaptcha/api.js" async

defer></script> <style type="text/css">

body{

margin: 10px 10px 10px 100px;

background-color:lavender;
```

```css
    }
    .error {
    color: red;
    }
    .fm1 {
    text-align: center;
    }
    .lb1 {
    text-align: center;
    padding: 25px;
    }
    .lb2 {
    margin-left: 20px;
    }
    .lb3 {
    margin-right: 35px;
    }
    .container {
    display: block;
    }
    .k{
    border-radius: 15px;
    }
    </style>
    </head>
    <body>
```

```php
<?php
include 'header.php';
?>
```
```html
<div class="heading fix">
<label
class="lb1"><h1><b>REGISTRATION</b></h1></label
> </div>

<div class="outerbox">
<div class="fixedbox">
<span class="content">
<h4>Hello, Friend!</h4>
<p>Enter your personal details and start journey with us</p>
</span>
</div>
<div class="scrollbox">
<div class="registerdonor">
<form action="process.php" method="POST" id="myform">
<div class="login">
<h3>Login Details</h3>
<table class="fm1">
<tr>
<td colspan="2">
<label class="lb1" class="username">User Name:-</label>
```

```
<input type="text" name="user_name" required pattern="^[A-Za-z0-9._%+-@]{5,10}$" title="Enter a username between 5 to 10 letter" autocomplete="off"> </td>

</tr>

<tr>

<td>

<label class="lb1">Email Id:-</label>

<input type="email" name="user_email" required

pattern="[A-Za-z0-9._%+-]+@[A-z0-9.-]+\.[a-z]{2,}$"

title="Email id is not Valid" autocomplete="off">

</td>

</tr>

<tr>
<td>

<label class="lb1">Password:-</label>

<input type="password" name="password" required

pattern="(?=.\d)(?=.[a-z])(?=.*[A-Z]).{6,}"

title="Must contain at least one number and one uppercase and lowercase letter, and
at least 6 or  more characters"

id="password" autocomplete="off">

</td>

</tr>

<tr>

<td>

<label>Confirm Password:-</label>

<input type="text" name="confirm_password" required
```

pattern="(?=.\d)(?=.[a-z])(?=.*[A-Z]).{6,}"

title="Must contain at least one number and one uppercase and lowercase letter, and at least 6 or more characters"

id="confirm_password" autocomplete="off">

</td>

</tr>

</table>

</div>

<div class="container">

<h3>Contact Details</h3>

<table class="fm1">

<tr>

<td>

<label>Mobile Number:-</label>

<input type="text" name="user_number" required pattern="^[1-9]{1}[0-9]{9}$" title="Number is not valid" autocomplete="off">

</td>

</tr>

<tr>

<td>

<label class="lb1">Pincode</label>

<input type="text" name="pincode" required pattern="^[0-

9]{6}$" title="Pincode is not valid" autocomplete="off">

</td>

</tr>

<tr>

```html
<td rowspan="1">
<label class="lb1">Address:-</label>
<textarea name="Address" placeholder="follow with pincode"
required></textarea> </td>
</tr>
<!-- <tr>
<td>
<label class="lb1">City:-</label >
<input type="text" name="city">
</td>
</tr> -->
<tr>
<td>
<label class="lb1">State:-</label>
<input type="text" name="state">
</td>
</tr>
</table>
</div>
<div class="personal">
<h3>Personal Details</h3>
<table class="fm1">
<tr>
<td>
<label>Date Of Birth:-</label>
```

```html
<input type="date" name="date_of_birth" required

autocomplete="off"> </td>

</tr>

<tr>

<td>

<div class="radio">

<label class="lb3">Gender:-</label>

<input type="radio" name="gender" class="radio1"

value="Male"><span class="radioname" required

autocomplete="off">Male</span> <input type="radio"

class="radio2" name="gender" value="Female"><span

class="radioname" required autocomplete="off">Female</span>

</div>

</td>

</tr>

</table>

</div>

<p class="lb2"><input type="checkbox" name="terms"
id="checkbox" required  autocomplete="off">
<!-- I agree to have my contact details broadcasted to the registered donors of

PGHS.net --> I agree that the above details are true </p>

<input type="reset" class="lb2 k" name="submit" value="Reset">

<a href="login.html">
```

```
<input type="button" class="lb2 k" onclick="href='login.html';"

value="Submit"></a> </div>

</form>

</div>

</div>

</div>

<!-- Responsive table -->

<div class="rregisterdonor">

<form action="process.php" method="POST" id="myform">

</html>
```

LOGIN PAGE HTML CODE

```
<!DOCTYPE html>
<html>
<head>
<meta name="viewport" content="width=device-width, initial-
scale=1"> <title> Login Page </title>
<style>
Body {
  font-family: Calibri, Helvetica, sans-serif;
  background-color:white;
  background-image:
url('https://wallpaperaccess.com/full/417644.jpg');" }
button {
    background-color:#c3e3dc;
    width: 100%;
     color: purple;
     padding: 15px;
     margin: 10px 0px;
     border: none;
     cursor: pointer;
     }
form {
```

```css
        border: 3px solid #f156189;
    }
input[type=text], input[type=password] {
        width: 100%;
        margin: 8px 0;
        padding: 12px 20px;
        display: inline-block;
        border: 2px white;
        box-sizing: border-box;
    }
button:hover {
        opacity: 0.7;
    }
  .cancelbtn {
        width: auto;
        padding: 10px 18px;
        margin: 20px;
        background-color: skyblue;
        border-radius: 5px;
        font-weight: bold;
        color: black;
    }

.content {
    margin: 0px 20%;
    color: white;
}
.container {
        padding: 25px;
    }
.loginbtn {
        background-color: black;
        text-decoration: none;
        color: white;
        margin-left: 30%;
        padding: 10px 20px;
        font-weight: bold;
        border-radius: 5px;
        margin-right: 20px;
    }
.forgotbtn {
        background-color: black;
        text-decoration: none;
        color: white;
```

```css
        padding: 10px 20px;
        font-weight: bold;
        border-radius: 5px;
    }
.aboutbtn {
        background-color: black;
        text-decoration: none;
        color: white;
        padding: 10px 20px;
        font-weight: bold;
        border-radius: 5px;
        margin-right: 20px;
    }
.dashboardbtn {
        background-color: black;
        text-decoration: none;
        color: white;
        padding: 10px 20px;
        font-weight: bold;
        border-radius: 5px;
    }
.Datasetbtn{
 background-color:black;
 color:white;
 padding:10px 20px;
 font-weight:bold;
 border-radius:5px;
 }
</style>
</head>
<body>
    <center> <b><h1 style="color:white;">LOGIN FORM</b></h1> </center>
    <form>
        <div class="container content">
            <label style="color: white; font-weight: bold;">Username : </label>
            <input type="text" placeholder="Enter Username"
            name="username"> <label style="color: white; font-weight: bold;
            ">Password : </label>
            <input type="password" placeholder="Enter Password"
            name="password"><br><br> <a href="https://www.ibm.com/in-
            en/products/cognos-analytics"
class="loginbtn">Login</a>
            <a href="about.html" class="aboutbtn">About</a>
            <a
```

href="https://us3.ca.analytics.ibm.com/bi/?perspective=dashboard&pathRef=.public
_folders
%2FDatavisulaization%2FData%2Bvisulaization&action=view&mode=dashboard
&subView =model000001846c063c4b_00000000"
class="dashboardbtn">Dashboard
<a href="https://www.kaggle.com/datasets/apoorvaappz/global-super-store-dataset"
class="Datasetbtn">Dataset

    <input type="checkbox" checked="checked" style="margin-left:
25%;">Remember me
   Cancel
   Forgot password?

  </div>
 </form>
</body>
   </html>

GITHUB : https://github.com/IBM-EPBL/IBM-Project-4773-1658739942

PROJECT DEMO LINK: https://youtu.be/d9_7ZyDDkI8