

ASSIGNMENT -2 [29-9-2022]

RETAIL STORE STOCK INVENTORY ANALYTICS

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Pharma Sales Dashboard

Description:- Sales of Pharmaceutical products, which may include medicines, surgical devices, consumables of any form, machines, and equipment used in surgeries are called Pharma Sales. The target audience is doctors of any kind, chemists, and/or purchase in charge in hospitals or pharmacies. Pharmaceutical sale is very different from regular sales of any kind right from the product to the customer to the process of selling. Of all the sales, Pharmaceutical sales are considered to be one of the most lucrative and most challenging jobs requiring a lot of learning on the salesperson's part. Like every sale, there is a buyer and a seller. In this case, the buyer depends on the product of the manufacturer. We will consider all of the buyer kinds.

1. A buyer for medicines of any kind – Chemist, Distributor, Hospital Pharmacies
2. A buyer for medical devices, instruments, implants – Doctor, purchase officer

About the Pharma Dataset:

Let's understand the features of the dataset:

1. Month- January -December Months Data.
2. Customer- Hospitals & Organizations.
3. Period- Q1-Q4 are the four quarters which show the sales record quarterly.
4. Product- Different Tablets for diseases
5. Location-Sales in different regions,
6. Sales Rep- Sales Representative who sells pharma products.
7. Supplier-Pharmaceuticals companies are those who supply their products.
8. Warehouse Location- A warehouse location is a region where companies storing goods.
9. Actual-Actual sales for the product.

10. C.sales-Customer Sales for the product.
11. Inventory Stock: Inventory stock refers to the goods and materials that a business holds for the ultimate goal of resale.
12. L.sales-Location Wise Sales for the product.
13. M.sales-Monthly Sales for the product.
14. Received Inventory- Creating a safe, fast, and organized process for handling received inventory. Accurately track your goods from when they arrive in your warehouse to when they are shipped to your customer.
15. Rep. sales- Representative Sales for the product.
16. Target- Target sales for the product.

Download Dataset:-

https://drive.google.com/file/d/1t2PVp4xOzr94GFXRWz5WBOBv_nE4OGKu/view

Challenge:- Upload the dataset to Cognos Analytics, prepare the data, explore and Create Interactive Dashboard.

Task 1:Sales By Customer.

Task 2:Sales By Location.

Task 3:Sales By Sales Representative.

Task 4: Received Inventory From Supplier

Task 5: Inventory Stock for Warehouse Locations

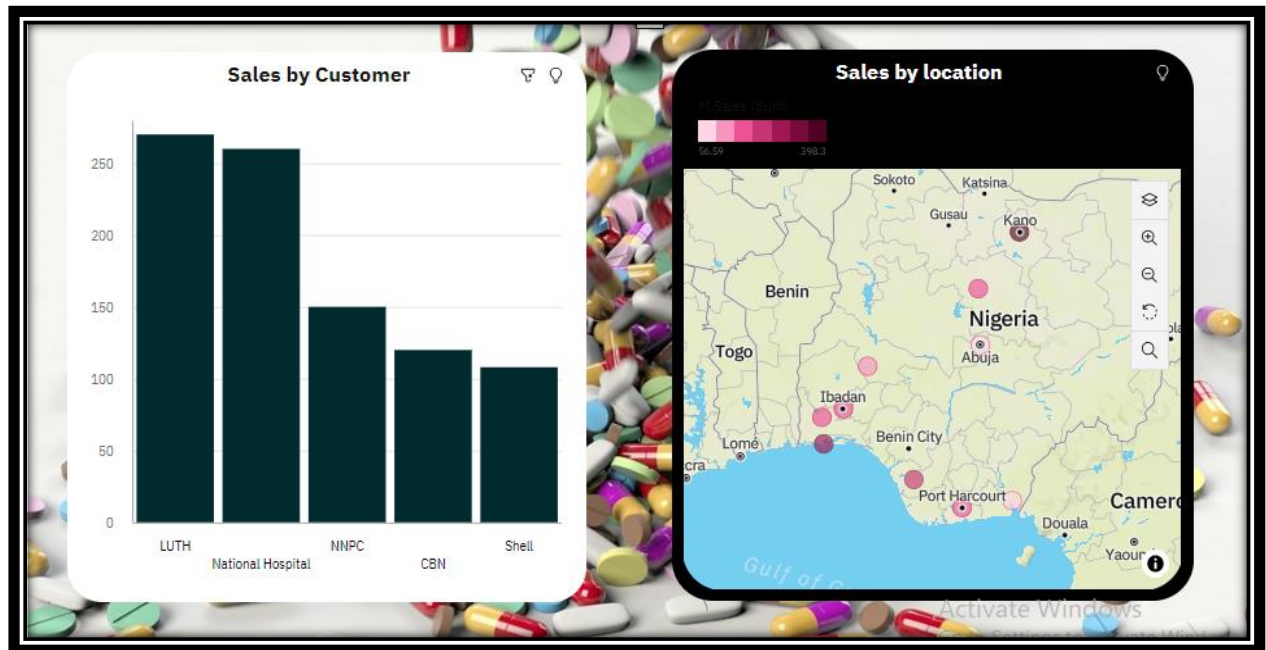
Task 6: Sales Trend

Task 7:Monthly Sales

Task 8: Actual and Received Inventory by Month

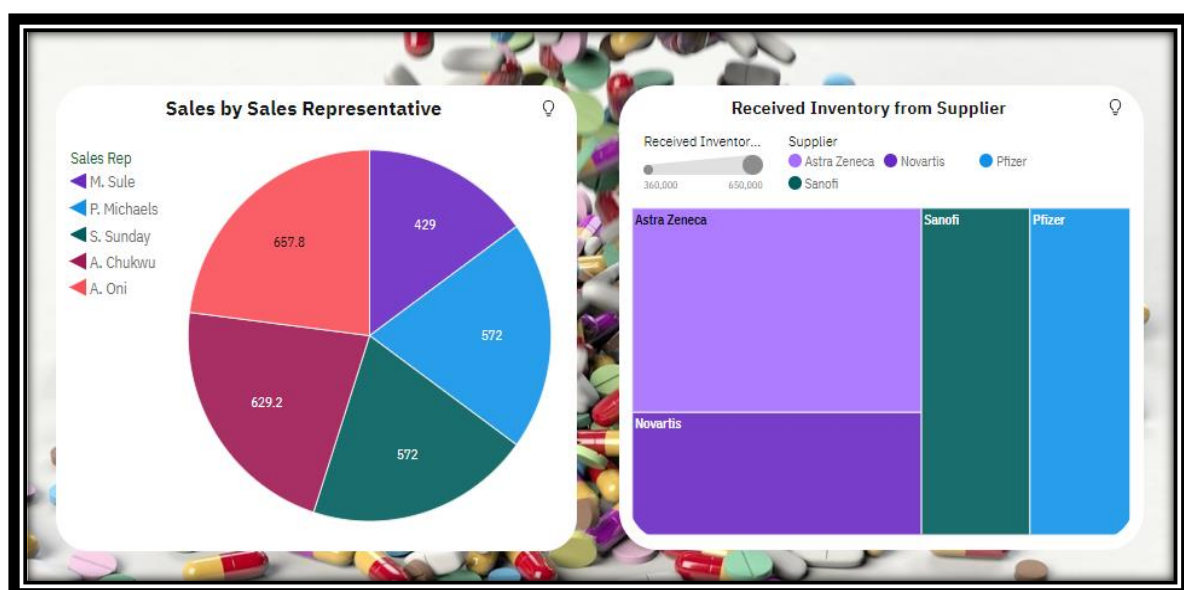
Task 1:Sales By Customer.

Task 2:Sales By Location.

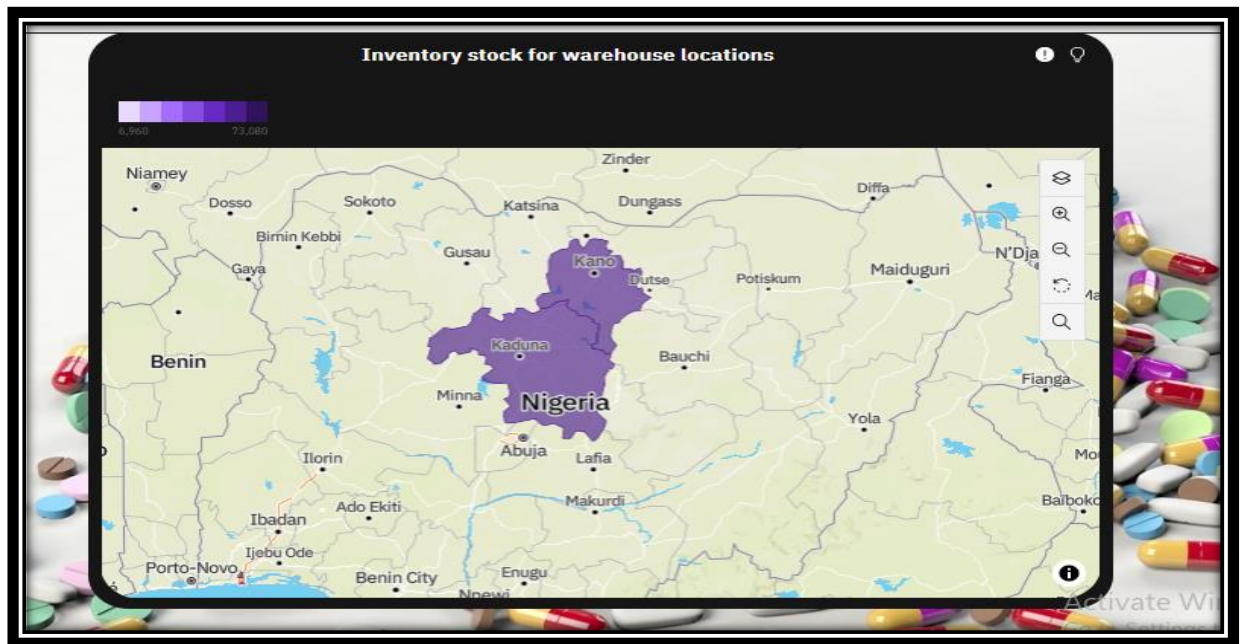


Task 3:Sales By Sales Representative.

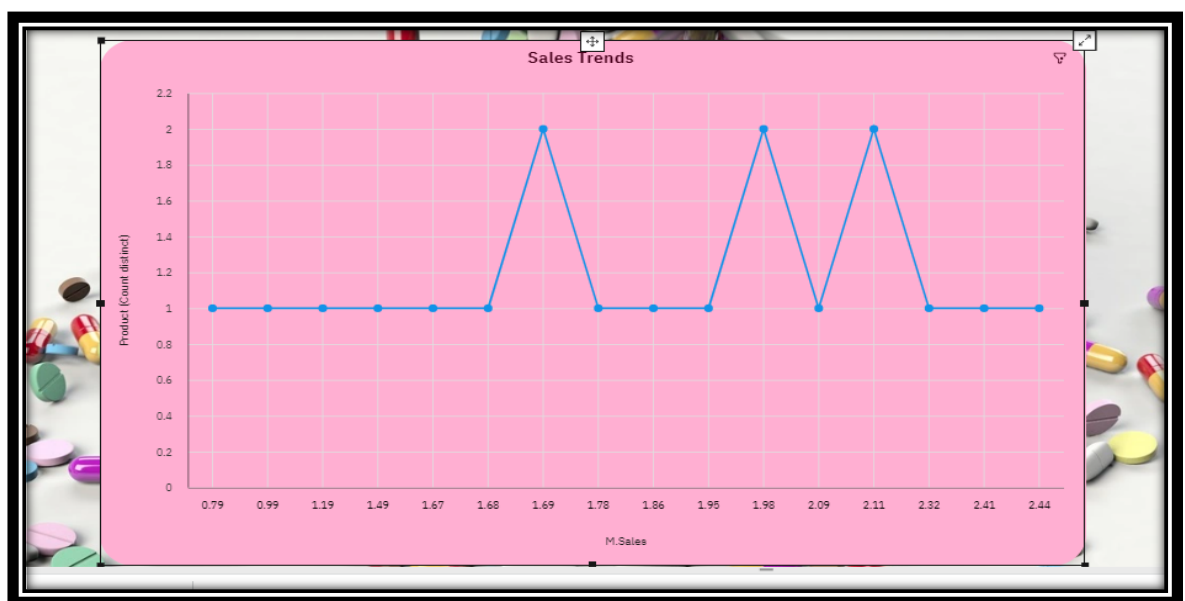
Task 4: Received Inventory From Supplier.



Task 5: Inventory Stock for Warehouse Locations



Task 6: Sales Trend



Task 7:Monthly Sales

Task 8: Actual and Received Inventory by Month

Monthly sales		Actual and received inventory by month		
Month ▲	M.Sales	Month ▲	Actual	Received Inventory
January	190.04	January	591.65	220,000
February	161.4	February	591.65	135,000
March	177.02	March	591.65	145,000
April	187.43	April	709.98	150,000
May	190.04	May	709.98	220,000
June	208.26	June	709.98	135,000
July	187.43	July	851.98	145,000
August	145.78	August	681.58	120,000
September	140.58	September	681.58	176,000
October	150.99	October	817.9	108,000
November	156.2	November	817.9	116,000
December	143.18	December	817.9	120,000
Summary	2,018.25	Summary	8,179.71	1,780,000

LINK:

https://us3.ca.analytics.ibm.com/bi/?perspective=dashboard&pathRef=.my_folders%2FASSIGNMENT%2B%2B2&action=view&mode=dashboard&subView=model00000183749d98db_00000004