

## Project Design Phase-1

### Solution Kit

DATE	20 October 2022
TEAM ID	PNT2022TMID15651
PROJECT NAME	Global Sale Data Analytics

#### 1.CUSTOMER SEGMENT

People and businesses that are interested in learning more about a product's sales specifics and a comprehensive worldwide sales analysis of connected items for efficient customer-making organisations.

#### 6.CUSTOMER LIMITATIONS

Lack of knowledge about the company and how customers interact with it

#### 5.AVAILABLE SOLUTIONS

Revenues, gross sales, and sales metrics. It is insufficient to only track revenue or total sales. The best metrics will vary depending on your business, but they are useful to understand your business, customers, and sales process.

#### 2.PROBLEMS/PAINS

You can use sales analysis to anticipate trends, find chances for development, and create a strategic action plan for your firm since it offers insights into the past, present, and future performance of a business..

#### 9.PROBLEM ROOT/CAUSE

being careless despite the company's success, the lack of consumer engagement in monitoring, and the existence and growth of rivals in the international market.

#### 7.BEHAVIOUR

actions to prevent losing clients, budget adjustments, promotion, and partnerships for improvement.

#### 3.TRIGGERS TO ACT

Their performance declined as their business rivals' performance improved.

#### 10. YOUR SOLUTION

- Creating an interactive dashboard.
- Providing specific details about sales
- Responsive design for every screen size
- Manual insight for each interaction.
- One time payment

#### 8. CHANNEL OF BEHAVIOUR

##### 8.1 ONLINE

Using third party services with automated insights and subscription based service to analyse data.

##### 8.2 OFFLINE

Using office software to analyse complex data in un-intuitive way.

#### 4.EMOTIONS

Satisfaction may result in new successes, personal improvement, and business expansion.

