Global Sales Data Analytics

A PROJECT REPORT

SUBMITTED BY

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1. INTRODUCTION

Guesswork and intuition aren't your greatest allies if you want to consistently meet your sales targets. You must gather cold, hard facts and do a strategic sales study. You will learn the basics of data analysis, such as data collecting and data mining, and the data ecosystem. Guesswork and intuition aren't your greatest allies if you want to consistently meet your sales targets. You must gather cold, hard facts and do a strategic sales study. You will learn the basics of data analysis, such as data collecting and data mining, and the data ecosystem.

1.1 PROJECT OVERVIEW:

The automated, prospective analyses provided by data mining go beyond the analyses of historical events provided by the typically used decision support tools that are retrospective.

1.2 PURPOSE:

Regular sales data analysis helps you understand the goods that your consumers are purchasing and enables you to analyse why they are acting in particular ways. Your lead drop-offs and conversions can both reveal trends.

Making proactive, knowledge-driven decisions is possible for organisations thanks to data mining technologies, which forecast future trends and behaviours.

At your disposal are thousands of data points. Create, hone, and analyse your audience with our user-friendly platform. observe trends. Global Granular Analysis. 46 nations. Panelists number 17 million. Data Points: 40,000 Make Customized Segments. The technologies and procedures used to collect sales data and evaluate sales performance are referred to as sales analytics. These indicators are used by

sales executives to create objectives, enhance internal procedures, and more precisely predict future sales and income.

2.LITERATURE SURVEY

2.1 Existing Problem:

1. There aren't enough leads and the global sales process is simply too drawn out.

2. Leads are unqualified and waste your time on prospects that are the wrong fit.

3. Devoting excessive time to low-value tasks

4. The phrase could refer to resource constraints, process bottlenecks, or more basic issues like a problem with comprehending a client base.

5. Select the crucial sales KPIs that you require, such as the win rate and average transaction size.

6. Use a solution to keep track of this information as leads go through your pipeline, such as Pipe drive's CRM. Put this information in visual dashboards.

2.2 REFERANCES:

1. Han Jiawei, Micheline Kamber and Jian Pei, "Data Mining Concepts and Techniques" in , MK Publications, 2009.

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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.

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down+Data+Analysis+with+Treemaps&as_occt=title&hl=en&as_sdt=0%2C31" HYPERLINK

3. P. Hoek, "Parallel Arc Diagrams: Visualizing Temporal Interactions", Journal of

Social Structure, vol. 12, 2011.

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2.3 Problem Statement definition:

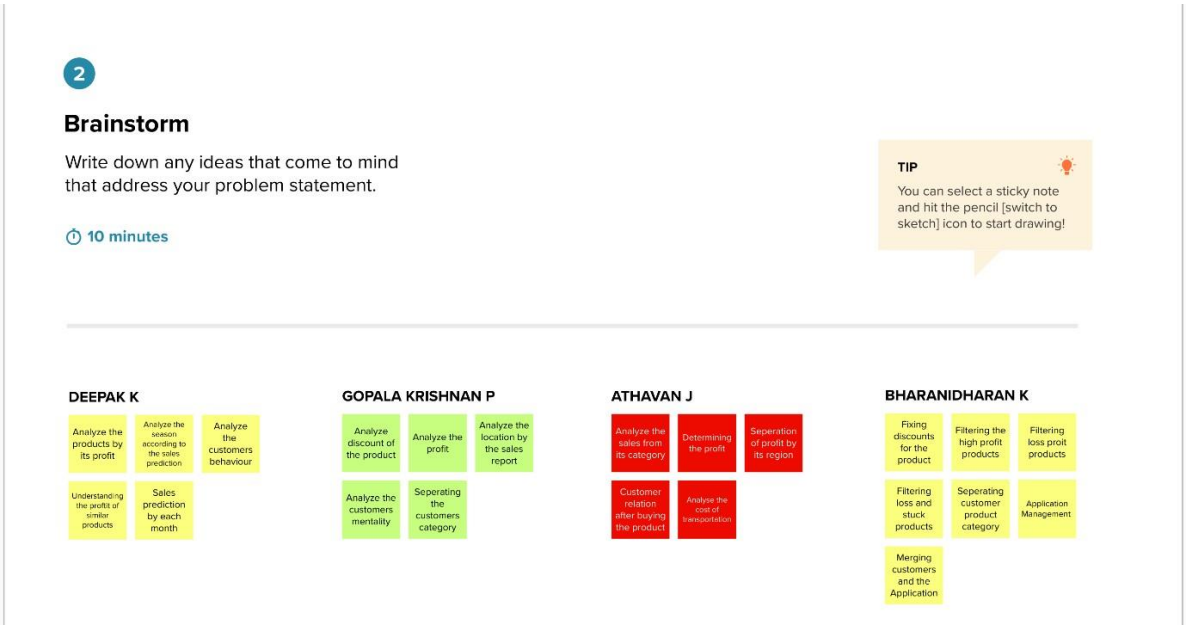
Businesses, people, and other organisations need problem statements to create projects that clearly outline the difficulties their clients are facing. To generate insightful conclusions that have a beneficial impact on your bottom line, you must examine the appropriate types of sales data. Finding weak points and bottlenecks in sales processes is essential for gathering and utilising sales data to further sales objectives.

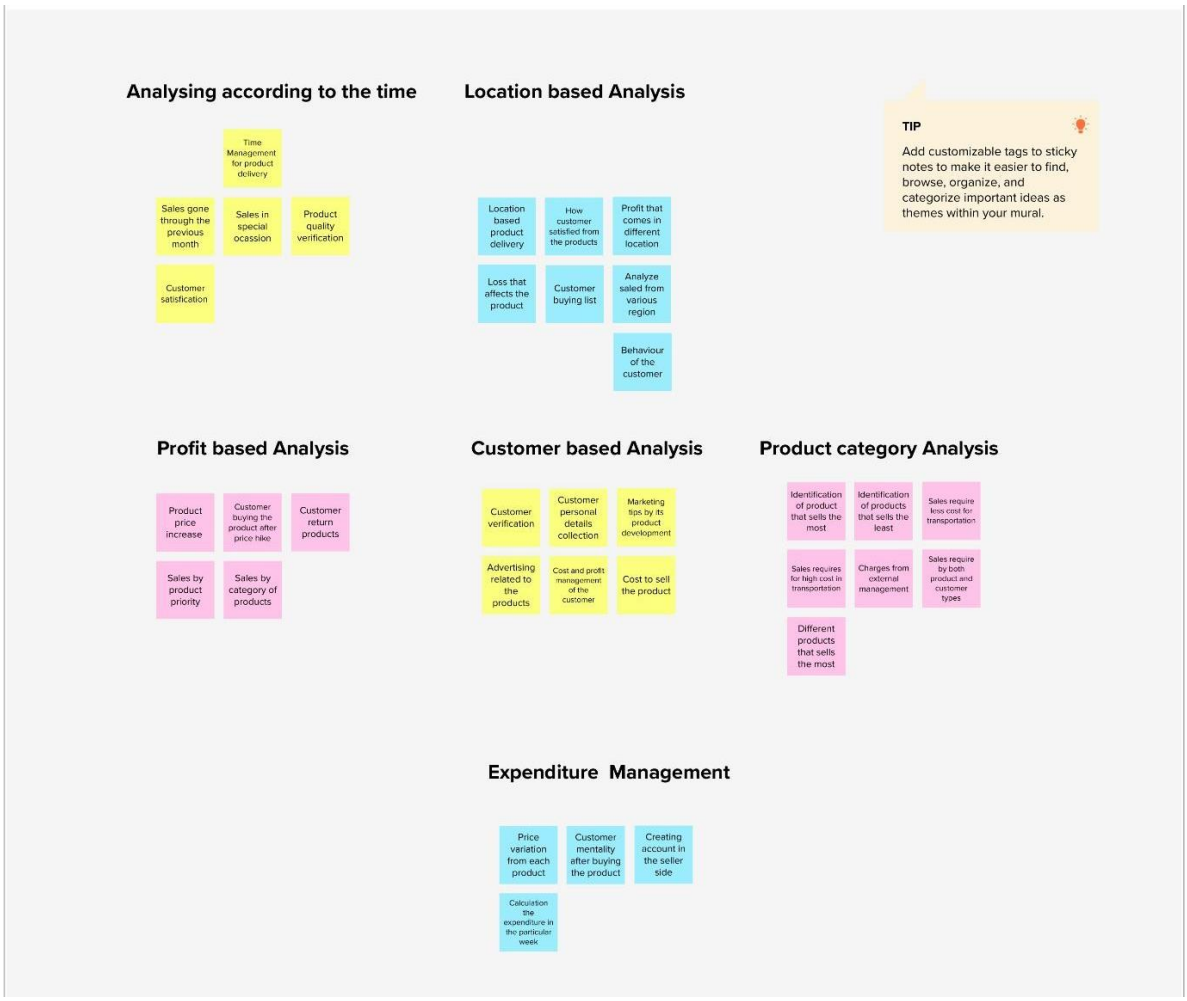
3.IDEATION & PROPOSED SOLUTION

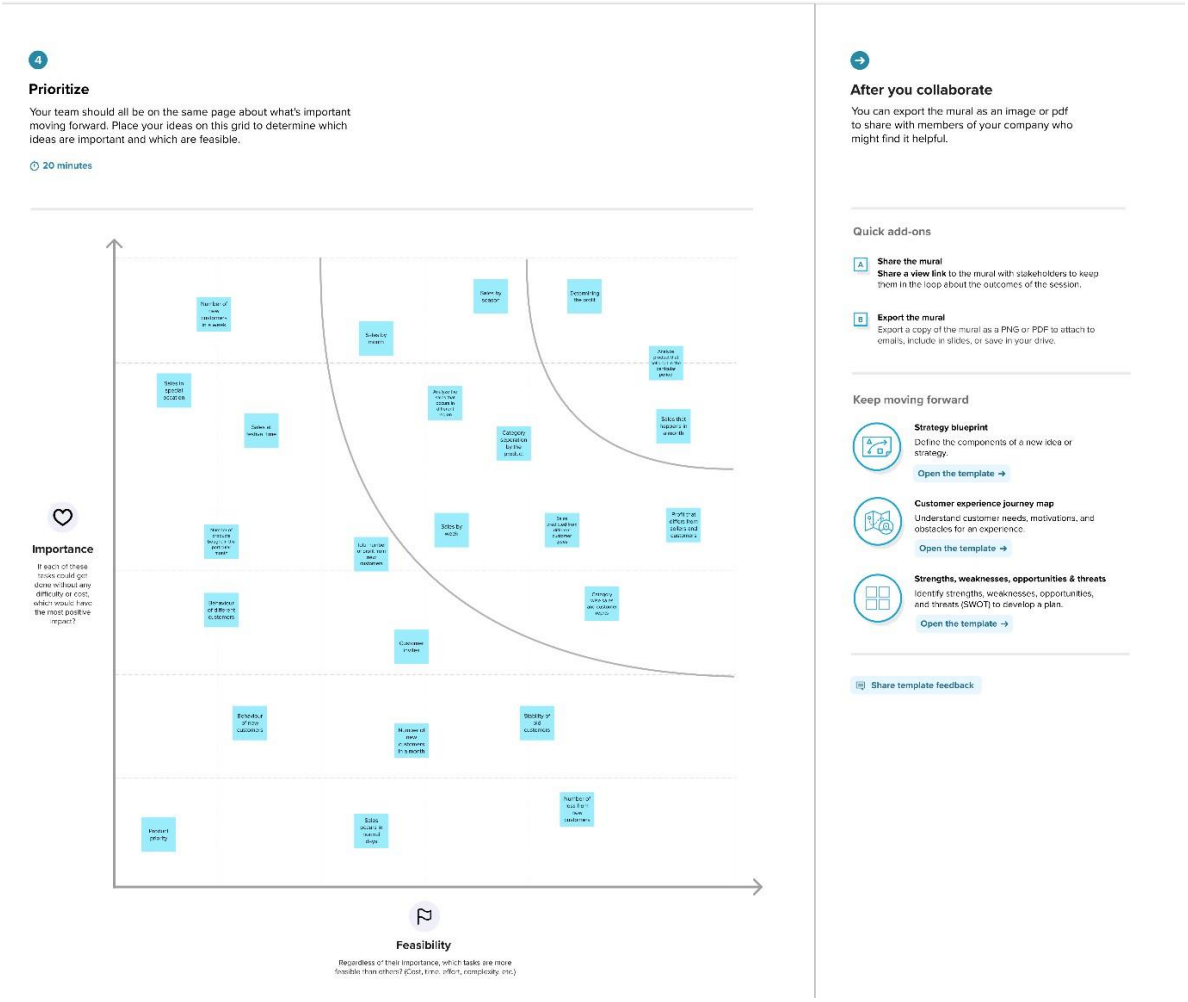
3.1 Empathy Map Canvas


Wasting To Much Time?
Data Visualities
Customer details
What do they
THINK AND FEEL?
what rea y counts
major preoccupations
worries & asp rations
User Friendly UI
Global Data Set Access
Mining For Information Dataset
User To Trust On Result
Purchase and cast information
What do they
HEAR?
what friends say
what boss say
what nfluencers say
Who to sell to?
Product Sales details
Product information details
Category of products prefer
distribute this information to each block of the flow graph
analyzing the data
What do they
SEE?
environment
friends
what the market offers
which data is peak
can see the visible growth
What do they
SAY AND DO?
attitude n public
appearance
behavior towards others
More Research Dataset
Observes in Store
I was expecting something different
Where should I start
Look for lucrative opportunities and predict outcomes
PAIN
fears
frustrations
How to manage and make sense of your data
Avoid becoming overwhelmed by the information at your disposal
Prediction Based Result
GAIN
"wants" / needs
measures of success
Boost sales productivity.
Identify new sales opportunities.

3.2 Ideation & Brainstorming




Analysing according to the time
Time Management for product delivery
Sales gone through the previous month
Sales in special ocassion
Product quality verification
Customer satisfication
Location based Analysis
Location based product delivery
How customer satisfied from the products
Profit that comes in different location
Loss that affects the product
Customer buying list
Analyze saled from various region
Behaviour of the customer
TIP
Add customizable tags to sticky notes to make it easier to find, browse, organize, and categorize important ideas as themes within your mural.
Profit based Analysis
Product price increase
Customer buying the product after price hike
Customer return products
Sales by product priority
Sales by category of products
Customer based Analysis
Customer verification
Customer personal details collection
Marketing tips by its product development
Advertising related to the products
Cost and profit management of the customer
Cost to sell the product
Product category Analysis
Identification of product that sells the most
Identification of products that sells the least
Sales require less cost for transportation
Sales requires for high cost in transportation
Charges from external management
Sales require by both product and customer types
Different products that sells the most
Expenditure Management
Price variation from each product
Customer mentality after buying the product
Creating account in the seller side
Calculation the expenditure in the particular week



3.3 Proposed Solution:

S.No	Parameter	Description
1.	Problem Statement (Problem to be solved)	● E-commerce decision-makers (Users) require a means to understand unprocessed data, analyse it, and come to better educated business judgments. ● E- commerce companies(User) need a way to understand the shift in preferences of customers and the current trend, so that they can satisfy the customers.

2.	Idea / Solution description	A powerful and easy-to-use sales analytics tool that automates and visualizes sales trends to optimize business outcomes
3.	Novelty / Uniqueness	● Interactive Dashboard and simple UI ● Dynamic and real time analytics ● AI based predictions and forecasting
4.	Social Impact / Customer Satisfaction	● Visible profits driven by informed decisions ● Optimize sales and marketing ● Ability to react to competitor′s strategies
5.	Business Model(Revenue Model)	Three tier pricing- Basic, Standard, Enterprise ● Basic: Limited features targeting startups and individuals. ● Standard: Limited premium features. Target customers- Medium Scale businesses. ● Enterprise with all premium features targeted at Large corporations
6.	Scalability of the Solution	● More B2B customer services can be provided alongside ● Usable by all customer facing companies and startups of all scale

3.4 Problem solution fit:

4. Requirement analysis:

4.1 Functional requirement :

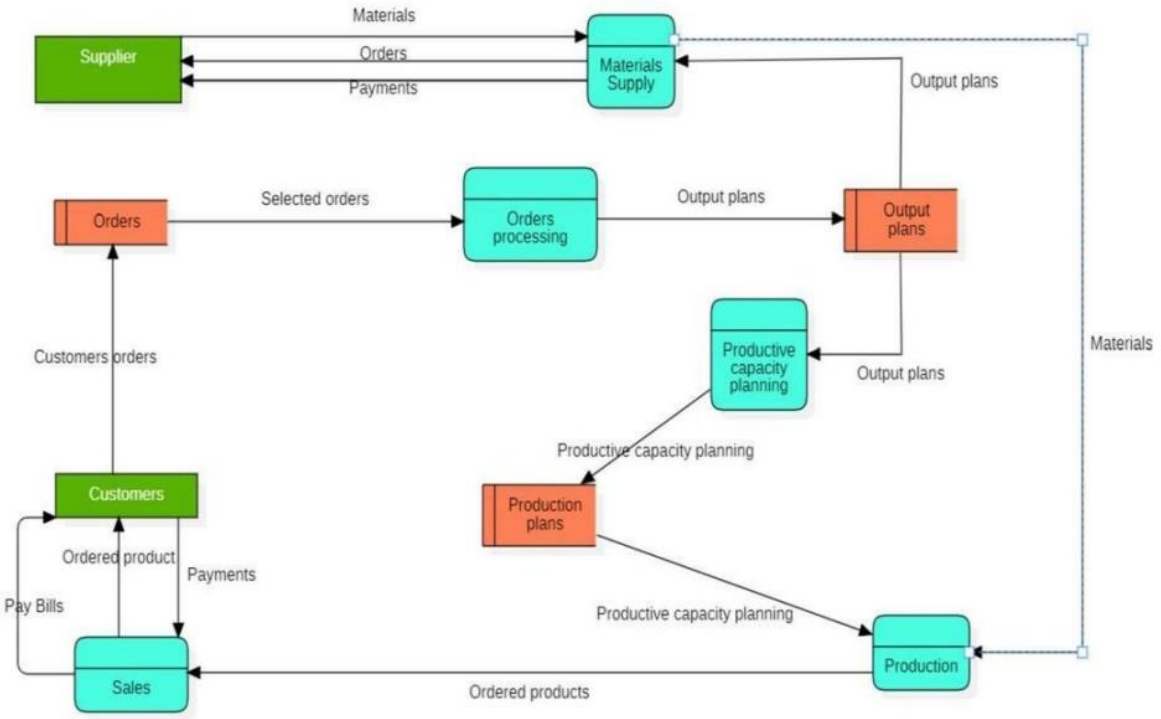
Sl.No	Functional Requirements(Epic)	Sub Requirements(Sub Task)
FR-1	User Registration	Registration through Form Registration through Gmail Registration through Linked IN
FR-2	User Confirmation	Confirmation via Email Confirmation via OTP
FR-3	Data Entry	User should be able to enter sales data
FR-4	Data Generated	Sales reports should be generated 24 hours
FR- 5	Exploring Data	API interface to invoice system

4.2 Non-Functional requirement:

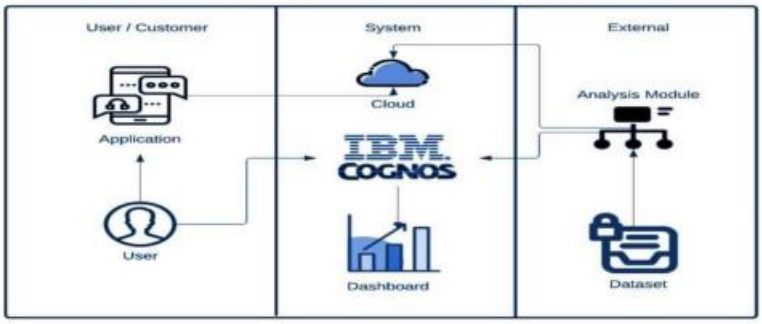
FR No	Non-Functional Requirement	Description
NFR 1	Usability	The web application usability now user friendly.so easily understand user.
NFR 2	Security	End to end encryption technique will be used our product
NFR 3	Reliability	The web application must have a 99.9%uptime
NFR4	Performance	The home page should load within 1.5 seconds
NFR 5	Availability	The web application must have a 99.9% uptime
NFR 6	Scalability	The web application will be compatible for both windows&mac machines

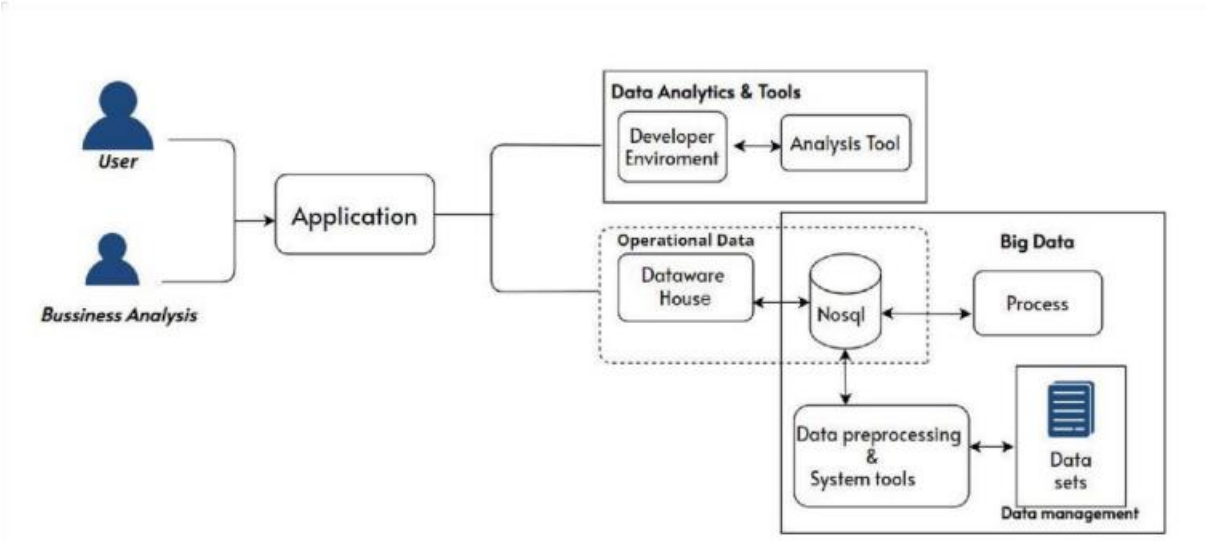
5. Project Design:

5.1. Data Flow Diagram:



5.2 Solution and 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	Registration	USN-1	User can register for the application by entering my email and password	2	High	DEEPAK K
		USN-2	User will receive email if the registration is successful that the registration has confirmed.	2	Medium	DEEPAK K
	Login	USN-3	As a user , I can register by any browser.	4	High	ATHAVAN J
	Working with the Dataset	USN-4	To work on the given dataset, Understand the Dataset.	2	High	GOPALA KRISHNAN P
		USN-5	Load the dataset to Cloud platform then Build the required Visualizations.	10	High	ATHAVAN J
Sprint-2	Data Visualization Chart	USN-6	Using the Global superstore dataset, create various graphs and charts to highlight the insights and visualizations. *Build a Visualization to showcase sales,profit,by different models	4	High	DEEPAK K BHARANID HARAN K
		USN-7	*Showcase the data visulaization in different wise in sales in country using line and bar chart,subactegory wise,sales vs profit and by countries	4	Medium	BHRANIDHARAN K

Sprint	Functional Requirement (Epic)	User Story Number	User Story / Task	Story Points	Priority	Team Members
		USN-8	Build the data visulaization in regional quantityusing radarchart,using word cloud display the country wise sales and sales dashboard	4	Medium	DEEPAK K
Sprint-3	Creating The dashboard	USN-9	Create the Dashboard by using the created visualizations.	20	High	ATHAVAN J GOPALA KRISHNAN P
Sprint-4	Export The Analytics	USN-10	Export the created Dashboard	20	High	ATHAVAN J

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	20	6 Days	24 Oct 2022	29 Oct 2022	20	29 Oct 2022
Sprint-2	20	6 Days	31 Oct 2022	05 Nov 2022	20	05 Nov 2022
Sprint-3	20	6 Days	07 Nov 2022	12 Nov 2022	20	12 Nov 2022
Sprint-4	20	6 Days	14 Nov 2022	19 Nov 2022	20	19 Nov 2022

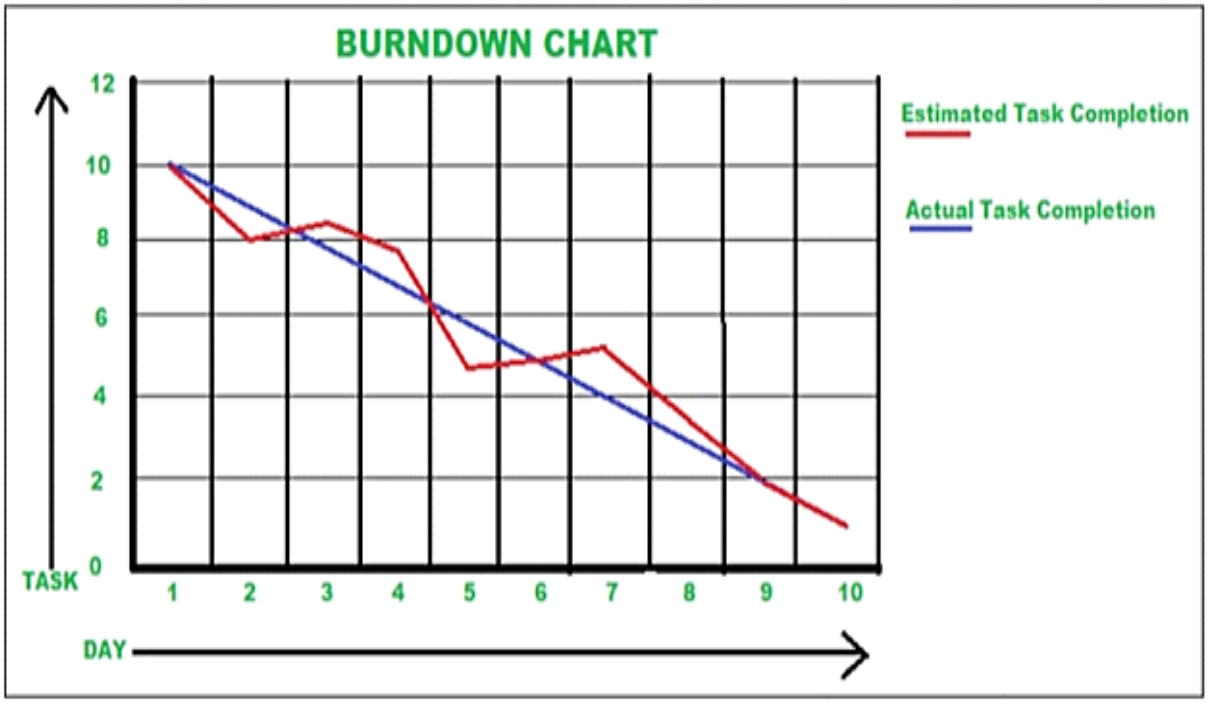
Velocity:

We have a 24-day sprint duration, and the velocity of the team is 20 (points per sprint). Let's calculate the team's average velocity (AV) per iteration unit (story points per day)

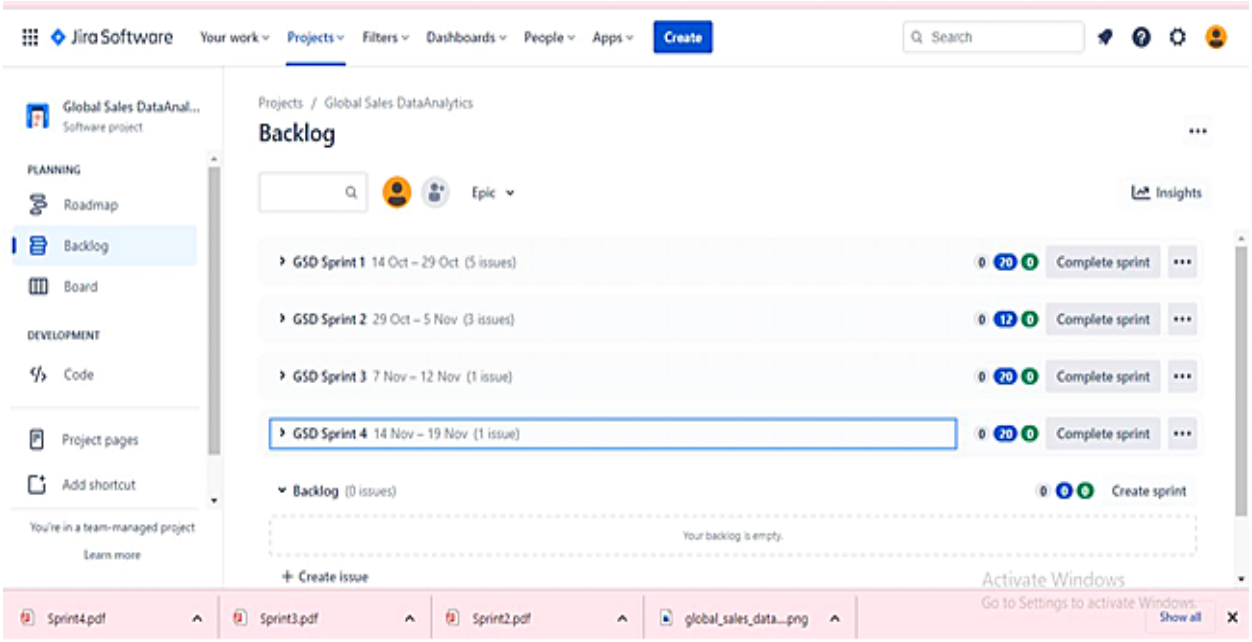
AV = Sprint Duration / Velocity = 20 / 10 = 2

Burndown Chart:

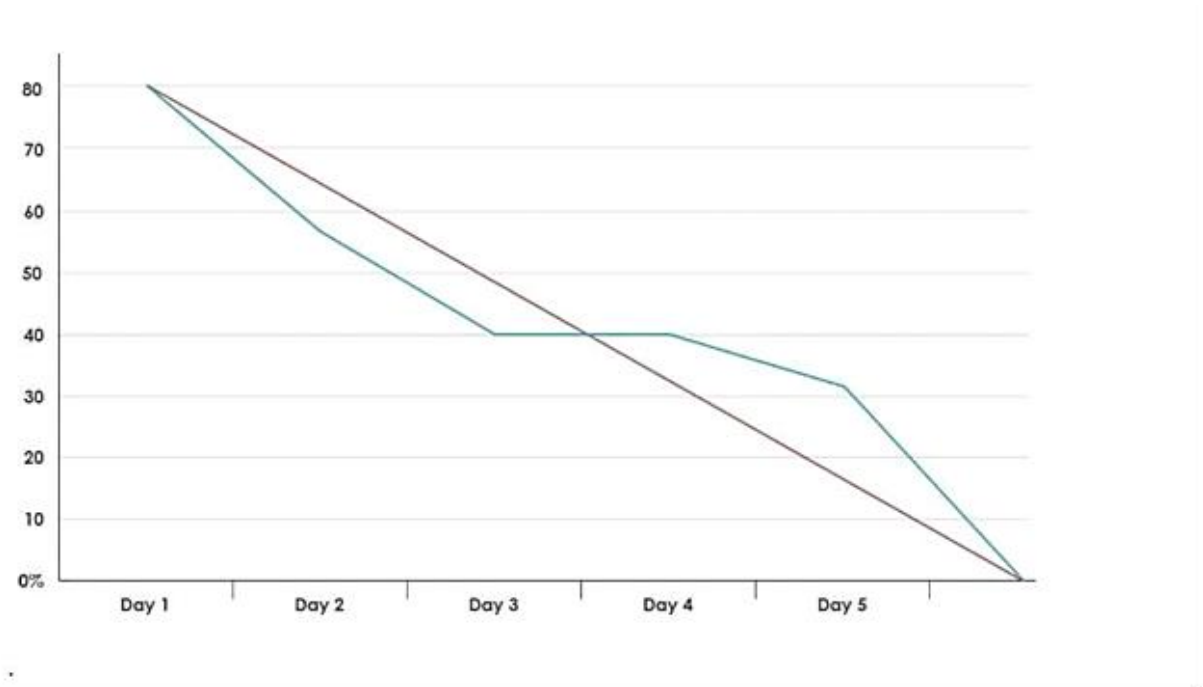
A burn down chart is a graphical representation of work left to do versus time. It is often used in agile software development methodologies such as Scrum. However, burn down charts can be applied to any project containing measurable progress over time.



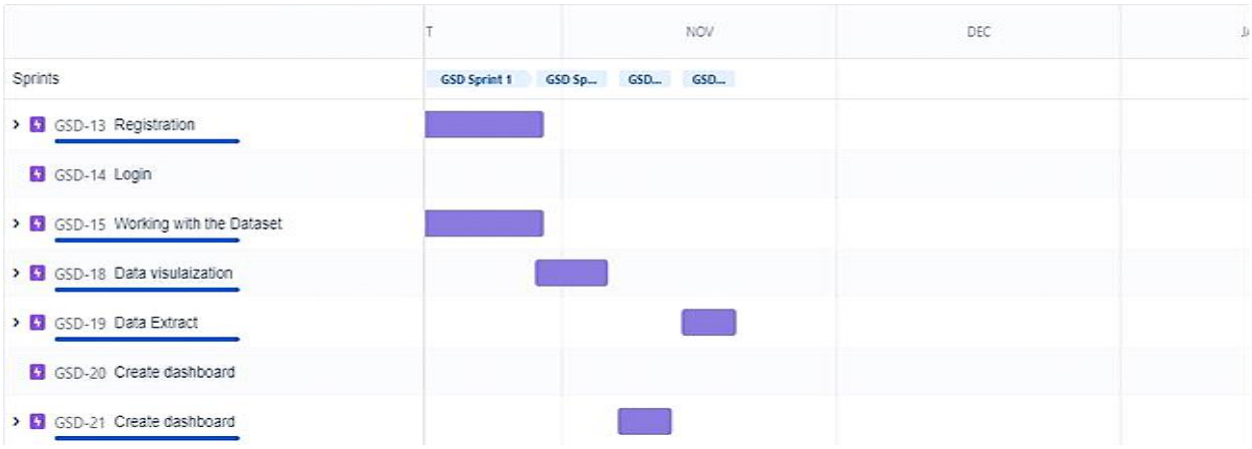
6.3 Reports from JIRA:



Burndown chart:



Road Map:



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

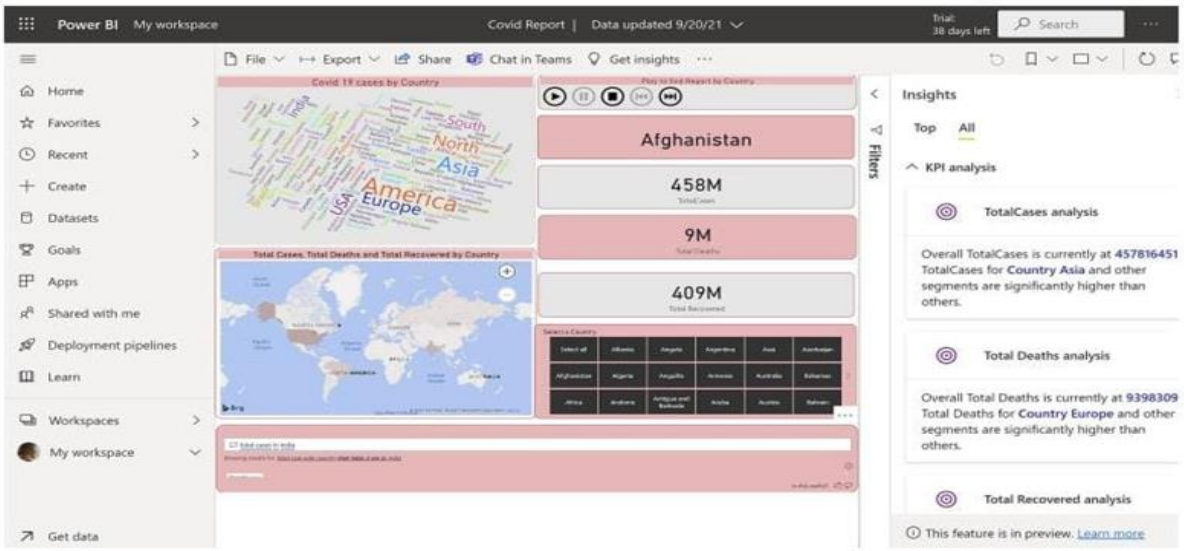
Fearture-1:

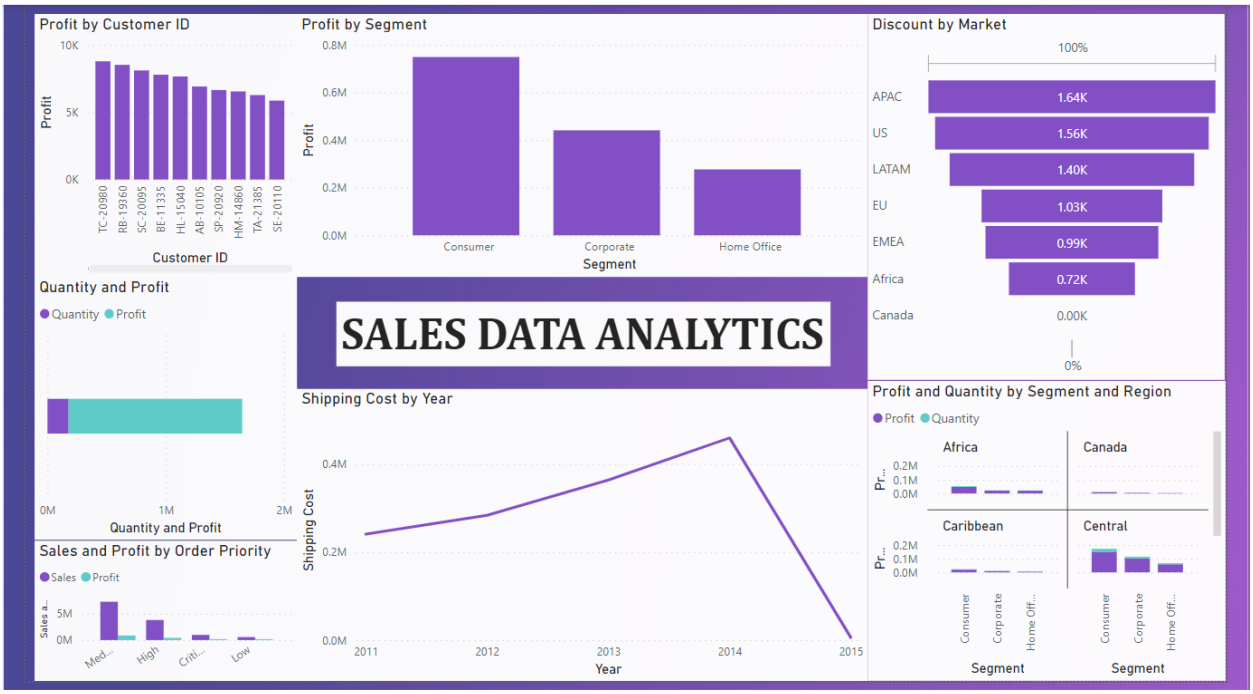
Step 1: Understand the Business

Step 2: Get Your Data

Step 3: Explore and Clean Your Data

Step 4: Enrich Your Datasets





8.Testing: 8.1 Test cases:

TESTING

Testing the End Report

Pros

- Ensure report is setup correctly

Cons

- Licensing
- Reports not yet setup
- Validate all requests are sent / captured

8.2 USER ACCEPTANCE TESTING

It takes a lot of time and is prone to error to copy and paste test result screenshots into Word or Excel. Improve your UAT testing with automated workflow, defect tracking, and documentation. The

With the right tool, you can speed up the process and minimise back and forth between the software development and testing teams while assisting with exploratory testing and being able to record tests using a recorder for playback as necessary.

Acceptance Testing
UAT Execution & Report Submission

Date	03 November 2022
Team ID	PNT2022TMIDxxxxxx
Project Name	Project - Global Sales Data Analytics
Maximum Marks	4 Marks

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	3	0	4
External	2	3	0	1	6
Fixed	10	2	4	18	36
Not Reproduced	0	0	1	0	1
Skipped	0	0	1	1	2
Won't Fix	0	4	2	1	7
Totals	22	12	13	24	74

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.

10. ADVANTAGES

1. Cost efficiency
2. Receive full-scale services
3. Maximize presentation
4. Save time

DISADVANTAGES

1. Risk of choosing the wrong provider
2. Lack of on-site support
3. Less control
4. Data security

11. CONCLUSION

The organisation lowered expenses, improved the quality of their reporting and analysis, and brought its competitive and sales data reporting in-house by using this analytics system. The company's costs for sales reporting will probably drop by 50 to 70% when it implements this new solution. They may now independently assess raw data, react quicker to shifting market patterns, and carry out root cause analyses to identify those changes in the market. The new solution allowed the business to secure speedier access to their data while lowering the risk of responding slowly to market developments. The organisation can now produce sales reports more quickly with the new solution than with the outsourced solution, cutting turnaround time by between 50% and 60%. By combining more than 10 reports into one unified dashboard solution, the company's reporting requirements have been reduced. Having the capacity to gather the data themselves, the company's competition analysis division is also better prepared to respond to internal data requests in a timely manner. The organisation is better equipped to respond to developments in the industry and foresee prospects for its sales team thanks to this speedier reaction. Additionally, the company noticed an improvement in how well everyone inside the firm understood their sales statistics. The business can now present its sales and competitive data with a lot of flexibility, and it can also integrate sales data with other crucial organisational data points.

12. FUTURE SCOPE

Sales analytics refers to the use of technology to collect and use sales data to derive actionable insights. It is used to identify, optimize, and forecast sales. It uses different metrics and KPIs to plan an efficient sales model that generates higher revenue for the business.

13. APPENDIX

SOURCE CODE:

```
from flask import Flask, render_template, request, redirect, url_for, session

import ibm_db

import re


app = Flask(_name_)


hostname = '2f3279a5-73d1-4859-88f0-
a6c3e6b4b907.c3n41cmd0nqnrk39u98g.databases.appdomain.cloud'

uid = 'hmf80902'

pwd = 'oHzpnV88erkd09'

driver = "{IBM DB2 ODBC DRIVER}"

db_name = 'bludb'

port = '30756'

protocol = 'TCPIP'

cert = "C:/Users/Deepak/Desktop/IBM/TEST/certi.crt"

dsn = (

    "DATABASE ={0};"
```

```
    "HOSTNAME ={1};"
    "PORT ={2};"
    "UID ={3};"
    "SECURITY=SSL;"
    "PROTOCOL={4};"
    "PWD ={6};"
).format(db_name, hostname, port, uid, protocol, cert, pwd)
connection = ibm_db.connect(dsn, "", "")
print(dsn)
# query = "SELECT username FROM USER1 WHERE username=?"
# stmt = ibm_db.prepare(connection, query)
# ibm_db.bind_param(stmt, 1, username)
# ibm_db.execute(stmt)
# username = ibm_db.fetch_assoc(stmt)
# print(username)
try:
    conn = ibm_db.connect(dsn,"", "")
    print("connected to database")
except:
    print("unable to connect")
server = ibm_db.server_info(conn)
print("DBSNAME: ", server.DBMS_NAME)
print("DBMS_VER: ", server.DBMS_VER)
```

```
print("DBNAME: ", server.DB_NAME)


app.secret_key = 'a'



@app.route('/', methods=['GET', 'POST'])
@app.route('/register', methods=['GET', 'POST'])
def register():
    msg = " "
    if request.method == 'POST':
        username = request.form['username']
        email_id = request.form['email_id']
        phone_no = request.form['phone_no']
        password = request.form['password']
        query = "SELECT * FROM USER1 WHERE username=?;"
        stmt = ibm_db.prepare(connection, query)
        ibm_db.bind_param(stmt, 1, username)
        ibm_db.execute(stmt)
        account = ibm_db.fetch_assoc(stmt)
        if (account):

            msg = "Account already exists!"
            return render_template('register.html', msg=msg)
        # elif not re.match(r'[^@]+@[^@]+\.[^@]+', email_id):
```

```
        #     msg = "Invalid email addres"
        # elif not re.match(r'[A-Za-z0-9+', username):
        #     msg = "Name must contain only characters and numbers"
        else:
            query = "INSERT INTO USER1 values(?,?,?,?)"
            stmt = ibm_db.prepare(connection, query)
            ibm_db.bind_param(stmt, 1, username)
            ibm_db.bind_param(stmt, 2, email_id)
            ibm_db.bind_param(stmt, 3, phone_no)
            ibm_db.bind_param(stmt, 4, password)
            ibm_db.execute(stmt)
            msg = 'You have successfully Logged In!!'
            return render_template('login.html', msg=msg)
    else:
        msg = 'PLEASE FILL OUT OF THE FORM'
        return render_template('register.html', msg=msg)


@app.route('/login', methods=['GET', 'POST'])
def login():
    global userid
    msg = ' '
    if request.method == "POST":
        username = request.form['username']
```

```
        password = request.form['password']
        query = "select * from user1 where username=? and password=?"
        stmt = ibm_db.prepare(connection, query)
        ibm_db.bind_param(stmt, 1, username)
        ibm_db.bind_param(stmt, 2, password)
        ibm_db.execute(stmt)
        account = ibm_db.fetch_assoc(stmt)
        print(account)
        if account:
            session['Loggedin'] = True
            session['id'] = account['USERNAME']
            session['username'] = account['USERNAME']
            msg = 'Logged in Successfully'
            return render_template('welcome.html', msg=msg,
username=str.upper(username))
        else:
            msg = 'Incorrect Username or Password'
            return render_template('login.html', msg=msg)
    else:
        msg = 'PLEASE FILL OUT OF THE FORM'
        return render_template('login.html', msg=msg)


@app.route('/welcome', methods=['GET', 'POST'])
```

```
def welcome():
    if request.method == 'POST':
        username = request.form['username']
        print(username)
        return render_template('welcome.html', username=username)
    else:
        return render_template('welcome.html', username=username)



if "main" == _name_:
        app.run()
```

LOGIN PAGE:

```
 <!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:rgb(242, 243, 182);
}
button {
    .text-center {
  text-align: center;
}
       background-color:#c3e3dc;
       width: center 50%;
```

```
        color: purple;
        padding: 15px;
        margin: 5px 0px;
        border: none;
        cursor: pointer;
         }
form {
        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: 10px 5px;
    }


.container {
        padding: 25px;
<!--         background-color:pink; -->
    }
</style>
</head>
<body>
    <center> <h1>Login Form </h1> </center>
    <form>
        <div class="container">
            <label>Username : </label>
            <input type="text" placeholder="Enter Username" name="username"
required>
```

```
        <label>Password : </label>
        <input type="password" placeholder="Enter Password" name="password"
required>
        <button type="submit">Login</button>
        <input type="checkbox" checked="checked"> Remember me
        <button type="button" class="cancelbtn"> Cancel</button>
        <a href="#"> Forgot password? </a>

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

REGISTRATION PAGE

```
<!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"></script>

   <!-- Latest compiled JavaScript -->
   <script
src="https://maxcdn.bootstrapcdn.com/bootstrap/3.3.7/js/bootstrap.min.js"></scrip
t>
   <script src="https://www.google.com/recaptcha/api.js" async defer></script>
   <style type="text/css">
      body{
         margin: 10px 10px 10px 100px;
         background-color: rgb(244, 247, 144);
```

```
        }

        .error {
            color: red;
        }

        .fm1 {
            text-align: center;
        }

        .lb1 {
            text-align: center;
            padding: 100px;
        }

        .lb2 {
            margin-left: 100px;
        }

        .lb3 {
            margin-right: 100px;
        }

        .container {
            display: block;
        }
        .k{
            border-radius: 50px;
        }
    </style>
</head>
<html>
  <head>
    <style>
      table, th, td {
        border: 1px solid black;
      }
    </style>
  </head>
<body>
```

```
   <?php
include 'header.php';
?>

   <div class="heading fix">
      <label class="lb1"> <h1>REGISTRATION<h4></label>

   </div>
   <div class="outerbox">
      <div class="fixedbox">
         <span class="content">
         </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}$"
                              title="Enter a username between 5 to 10 letter"
autocomplete="off">
                        </td>
                     </tr>
                     <tr>
                        <td>
                           <label class="lb1">Full Name</label>
                           <input type="text" name="user_full_name" required
pattern="[A-z ]+$"
                              title="Use only character & whitespace"
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>
                        <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>
                            <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>
                    <tr>
                        <td>
                            <label class="lb1">Blood Group</label>
                            <input type="text" list="bloodgroup" name="blood_group"
placeholder="----Select----"
                                required autocomplete="off">
                            <datalist id="bloodgroup">
                                <option value="A+"></option>
                                <option value="A-"></option>
                                <option value="AB+"></option>
                                <option value="B+"></option>
                                <option value="B-"></option>
                                <option value="O+"></option>
                                <option value="O-"></option>
                            </datalist>
                        </td>
                        <!-- <tr>
                        <td>
                            <label class="lb1">Plasma Type</label >
                            <input type="text" list="plasmatype" name="plasma_type"
placeholder="----Select----"
                                required autocomplete="off">
                            <datalist id="plasmatype">
                                <option value="Hot"></option>
                                <option value="Warm"></option>
                                <option value="Cold"></option>
```

```
                        <option value="Ultra Cold"></option>
                    </datalist>
                </td>
            </tr> -->
            <tr>
                <td>
                    <label class="lb1">Weight In Kg </label>
                    <input type="number" name="weight" required
autocomplete="off">
                </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>
```

Project Resource Links:

GITHUB:

https://github.com/IBM-EPBL/SI-GuidedProject-13944-1667207034.git

PROJECT DEMO LINK:

https://drive.google.com/drive/folders/19snkvCjjWxD68tvUIxD1pDMSqtTumqrO?usp=share_link