

# Discussion on task 6

Task 6 seems to be aimed at analyzing the company's sales—a key document for marketing purposes. This area is crucial for any company, as it directly impacts the company's revenue and, ultimately, the viability of its economic activities. In other words, the information requested doesn't appear to be a one-time request, but rather an ongoing need for information that will be sustained over time.

For this reason, I believe it could be valuable for the company to generate a series of automated sales reports that encompass the requested information within a broader, standardized framework—a structured approach that includes not only the requested data but also additional complementary information. In this way, these reports can be sent to management or other key stakeholders periodically, allowing them not only to see data at a specific moment but also to observe changes and trends over time. As noted, this approach is especially useful when dealing with information that will always be required and is vital for the company, such as sales data.

Thus, it may be beneficial to create a template—whether in Power BI or as a PDF document generated with HTML or LaTeX—that includes all the necessary information and can be sent to management on a recurring basis.

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*Using the information generated by Python, the template can be automatically completed if the PDF code (HTML or LaTeX code) is available, or simply via Power BI, making it possible to automate the transfer of information from Python to the final document. A real example is also attached, showing how this automation was used in my previous experience with a dashboard generated in LaTeX. This dashboard was a template with LaTeX code. Using Python, the metrics in this LaTeX code were filled in, and the report was automatically generated based on the source data.*

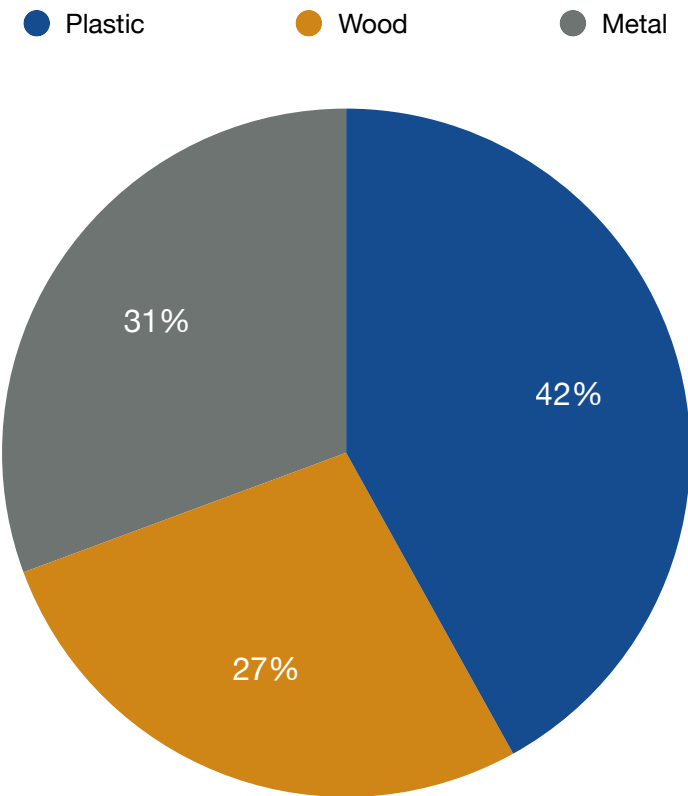
*Names of the files: (Real dashbpard (i).jpg) for  $i = 1, 2$*

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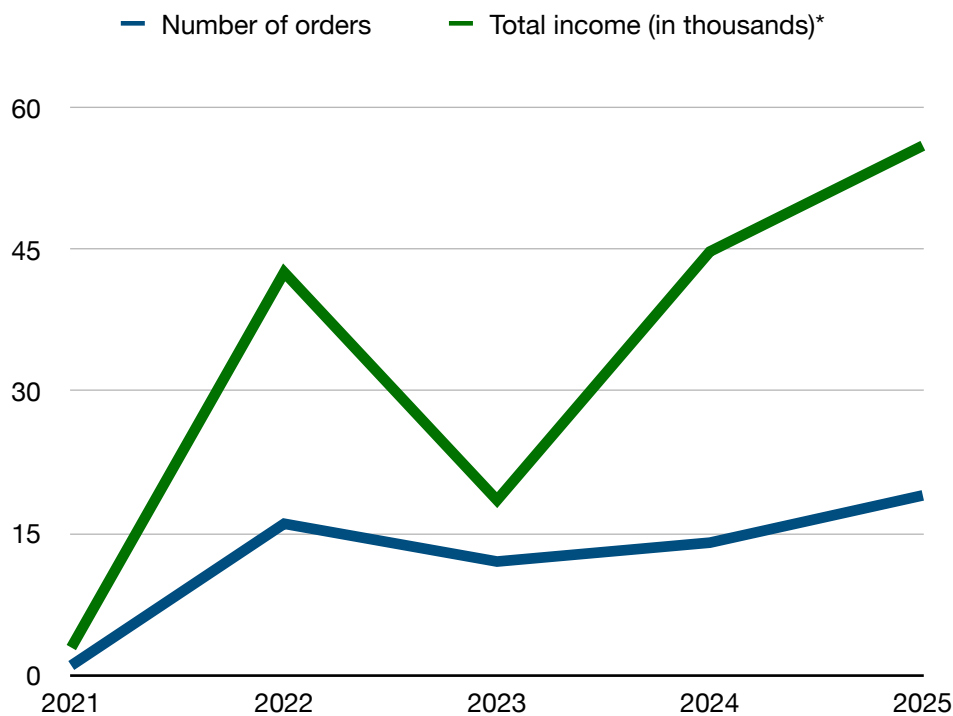
On the following page, we propose one such template.

# Resume Sales

The following shows the distribution of sales in 2025 by crate type.

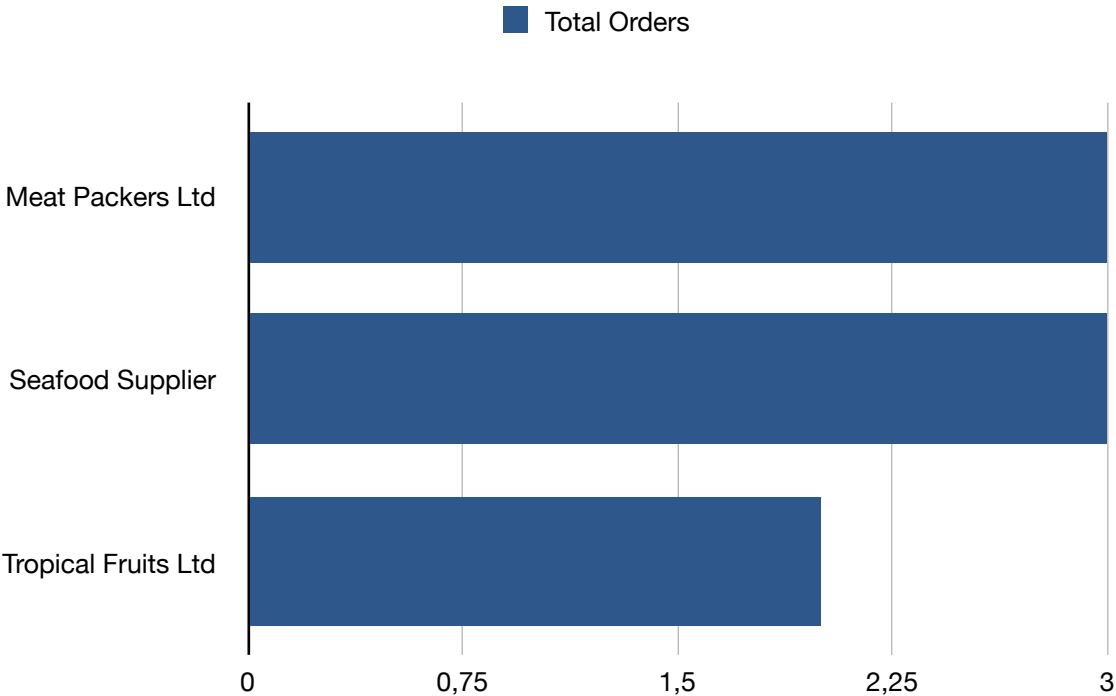


The evolution of total sales and total revenue from crate sales (of any type) over the last 5 years has been as follows:

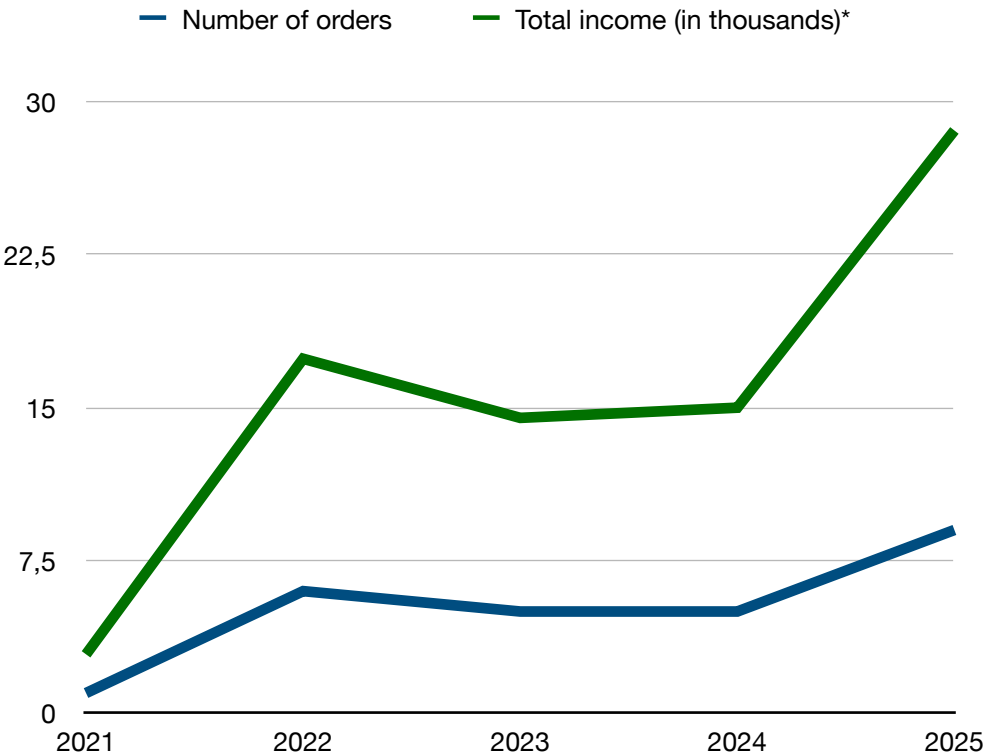


# Resume Sales–Plastic

Top companies demanding plastic crates in the last 5 years.

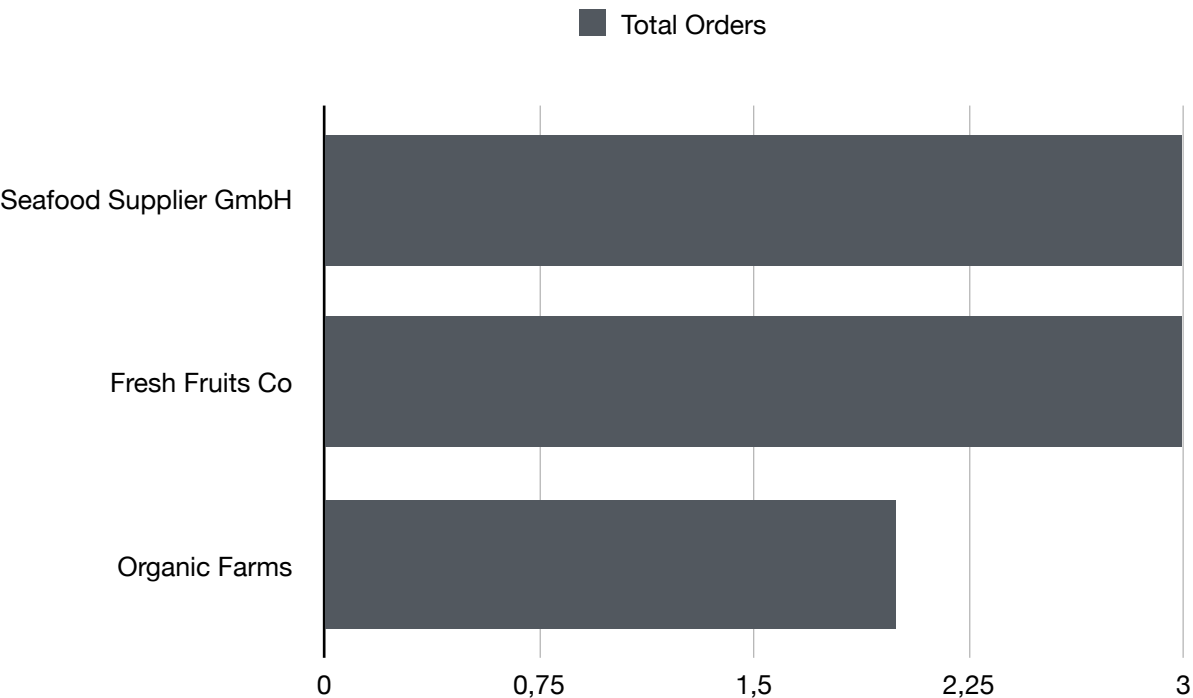


The evolution of total sales and total revenue from plastic crate sales over the last 5 years has been as follows:

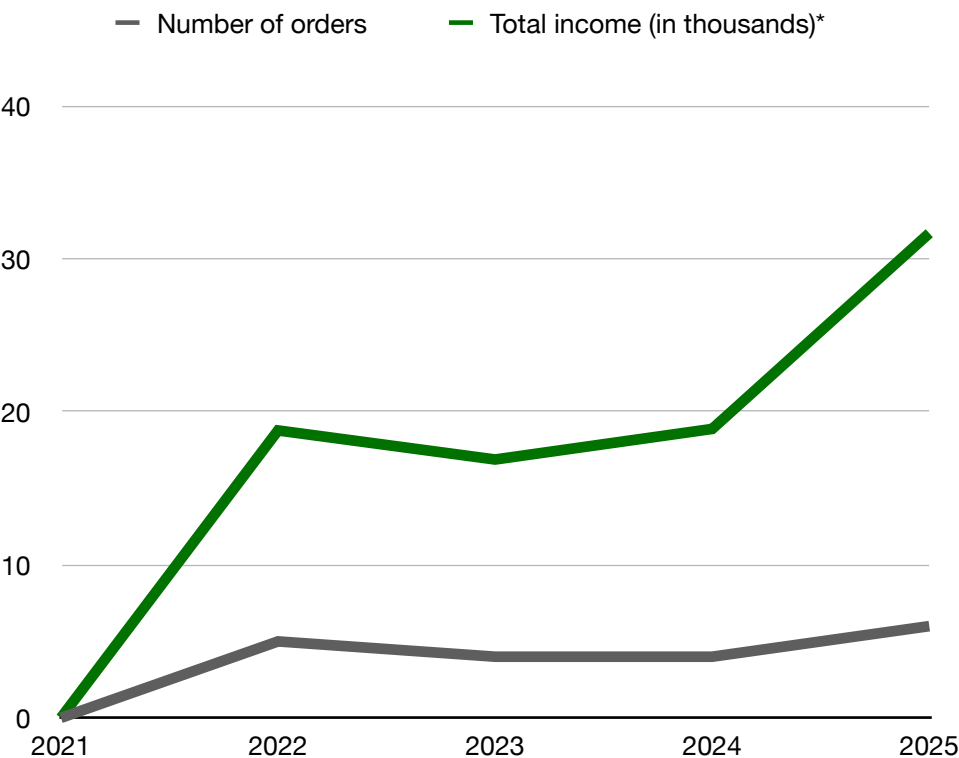


# Resume Sales–Metal

Top companies demanding metal crates in the last 5 years.

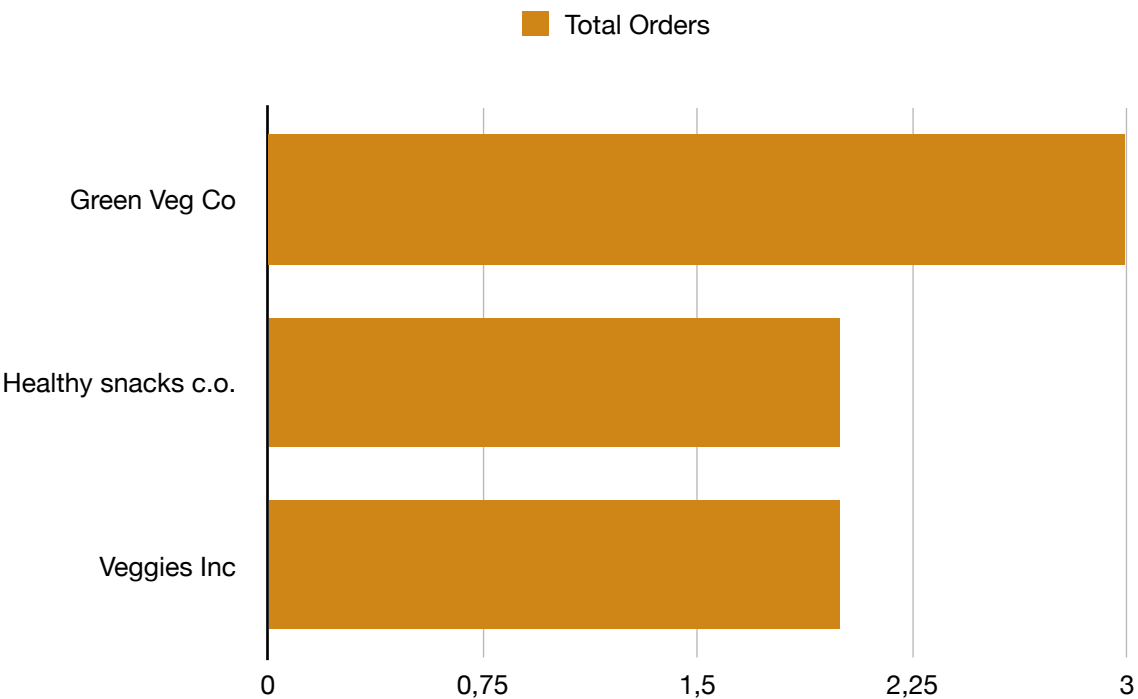


The evolution of total sales and total revenue from metal crate sales over the last 5 years has been as follows:

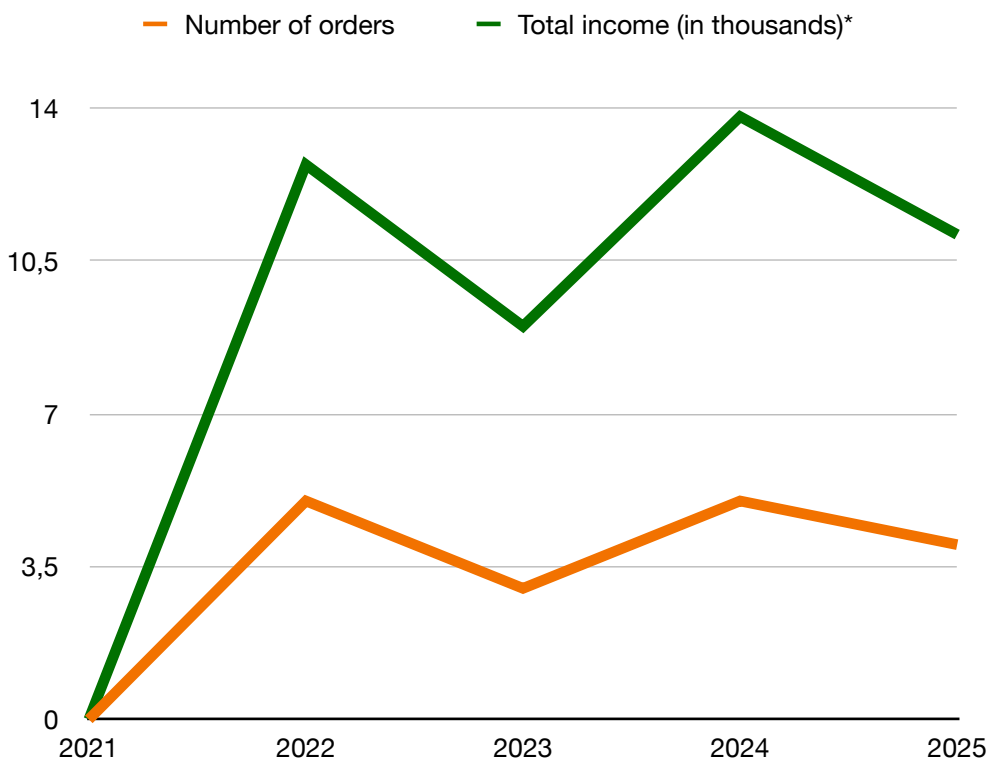


# Resume Sales–Wood

Top companies demanding Wood crates in the last 5 years.



The evolution of total sales and total revenue from wood crate sales over the last 5 years has been as follows:



# Sources of data

To access all the data obtained in the previous document, please follow the setup instructions in the README file and execute the scriptExtra.

The sales information can be obtained by entering the variable 'sales' in the console. This contains the following information:

```
[[n1,n2,n3]_j]
```

It contains the information of 'j' lists, one for each year, with the values 'n1', 'n2', and 'n3', representing the sales in year 'j' of crates of type 'Plastic', 'Metal', and 'Wood,' respectively.

The information has been extracted from the 'EXTRA 2' section of the code.

By entering the variables 'topCompaniesPlastic', 'topCompaniesMetal', and 'topCompaniesWood' in the console, you can obtain the following information for each of them:

```
[[ 'company_name',n]_j]
```

t contains the information of 3 lists with the company name and the number of orders placed for that particular type of crate.

The information has been extracted from the 'EXTRA 2' section of the code.

Finally, the amounts marked with an asterisk (\*)—mainly the total sales in euros—have been estimated based on historical data, as complete information is not available. An average income of about 2,900 euros per sale has been assumed.