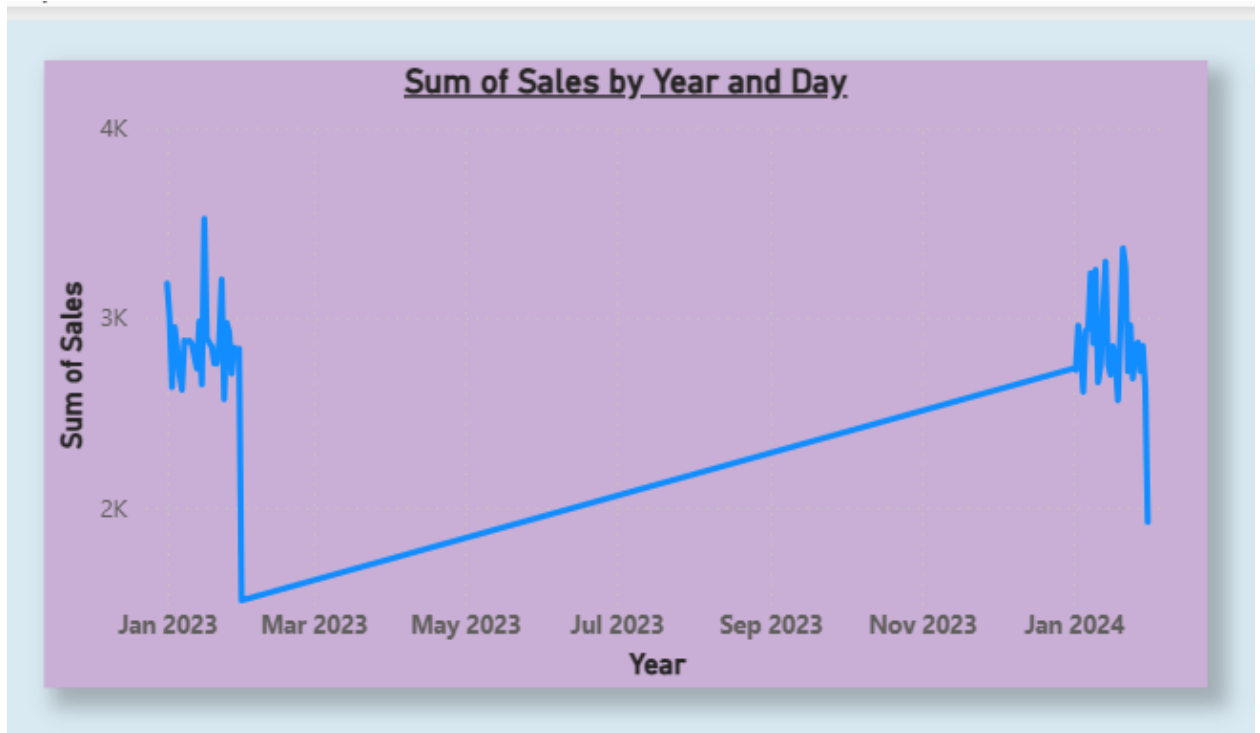
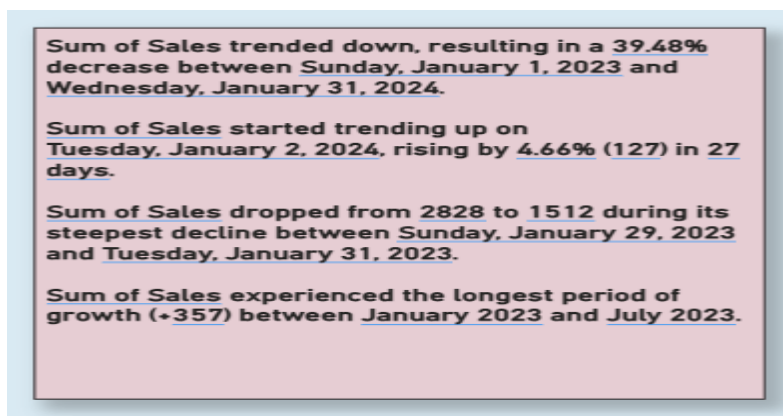


1. Analyze historical sales trends using line charts.

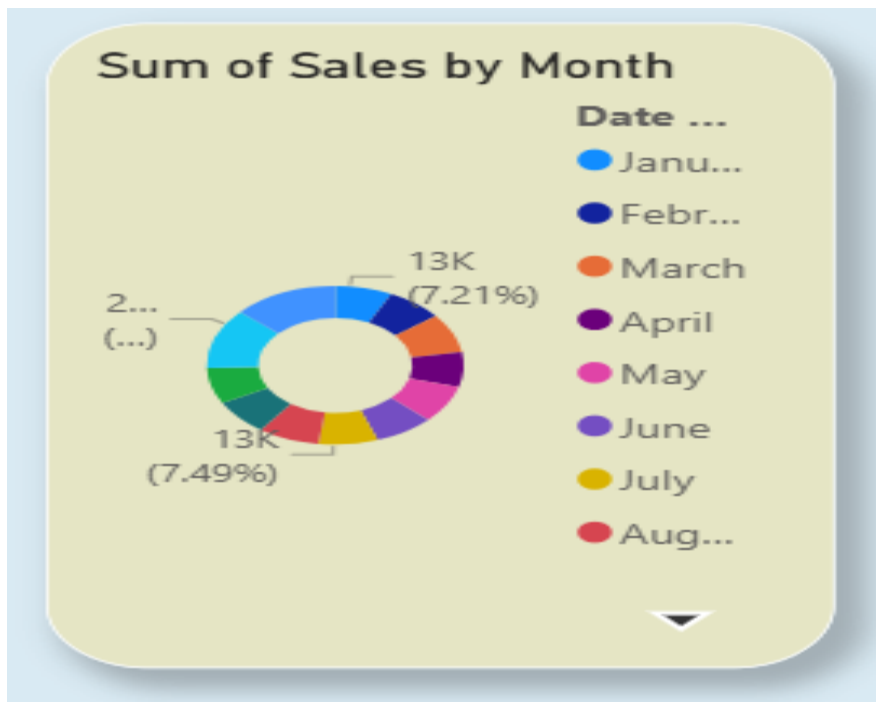


The sales was highest on January 2023 and lowest on February 2023.

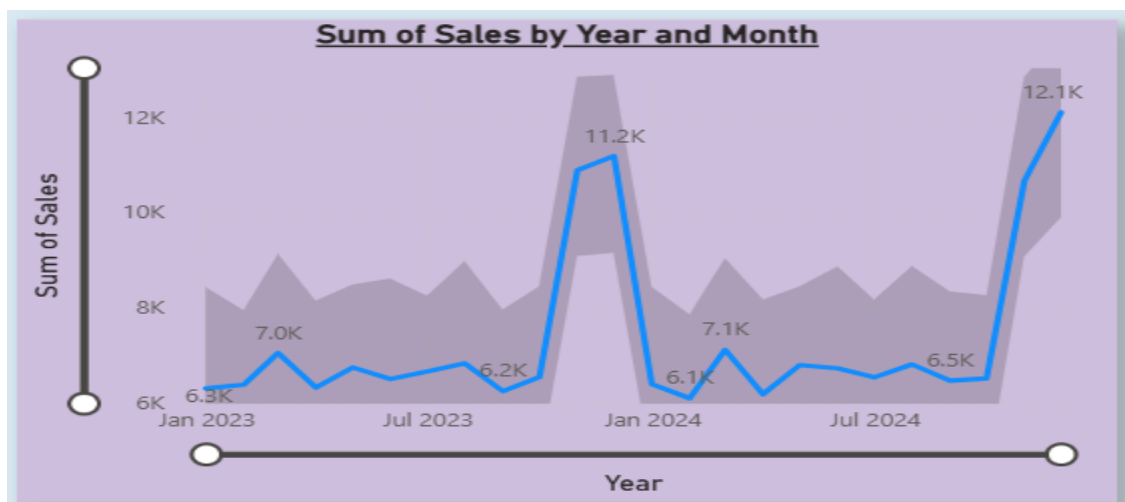
2. Identify seasonality patterns in sales data.



3. Use forecasting to predict future sales.



4. Detect anomalies in sales data using AI visuals.



5. Explain potential reasons for detected anomalies.

Potential reasons for detected anomalies :

1. Promotional offers or discounts
2. Sudden increase in customer demand
3. Bulk orders
4. Supply chain delays
5. Data entry or reporting variations

6. Use Smart Narratives to summarize insights.

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2. Sudden increase in customer demand
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Comparing actual sales with forecasted values :

The forecasted sales closely follow the historical trend and remain within the confidence interval, indicating a reasonable level of prediction accuracy.

How reliable is the forecast model?

The forecast model is reasonably reliable because:

- Sufficient historical data is available
- Seasonal patterns are present
- Predictions remain within expected ranges

However, long-term forecasts may be less accurate due to changing market conditions.

176K

Sum of Sales

731

Count of Year

7. Compare actual sales with forecasted values.

of data entry or reporting variations

Comparing actual sales with forecasted values :

The forecasted sales closely follow the historical trend and remain within the confidence interval, indicating a reasonable level of prediction accuracy.

How reliable is the forecast model?

8. How reliable is the forecast model?

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The forecast model is reasonably reliable because:

- Sufficient historical data is available
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However, long-term forecasts may be less accurate due to changing market conditions.

9. What actions should management take based on AI insights?

- Investigate sales anomalies shown by AI to find exact causes.
- Prepare inventory and operations for high-sales periods.
- Take corrective action during sharp sales drops.
- Repeat strategies from periods of consistent sales growth.

- Use AI forecasts for short-term planning since they are reliable.
- Review forecasts regularly and avoid relying too much on long-term predictions.