SQL insight Hub:

Finance,Supplychian top(product,customer,market)

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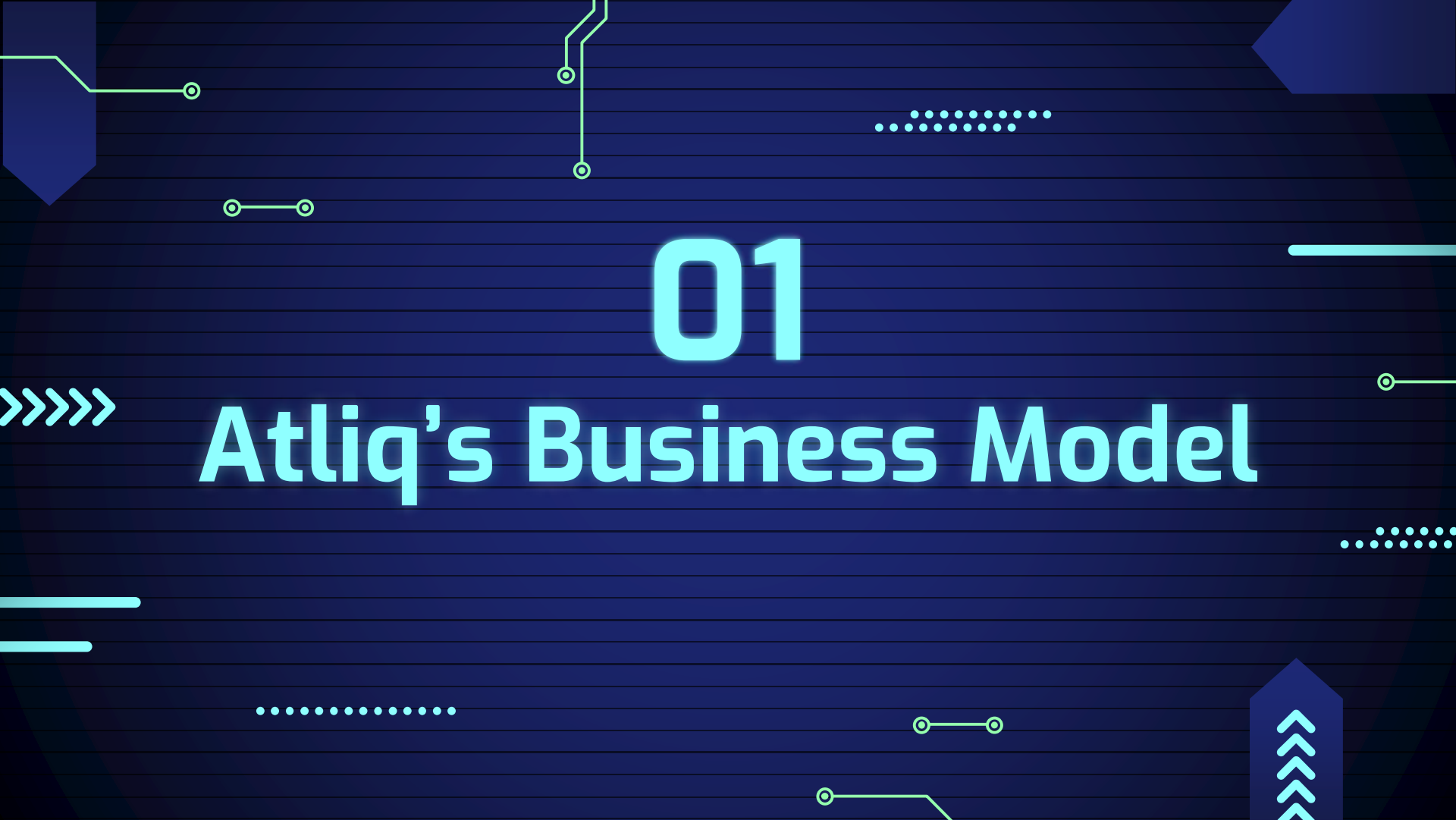
01
Atliq's Business Model

- Atliq manufacturing plant produces hardware devices.
- These devices are sold through brick-and-mortar stores and e-commerce platforms.
- Sales channels include retailers, direct sales, and distributors.
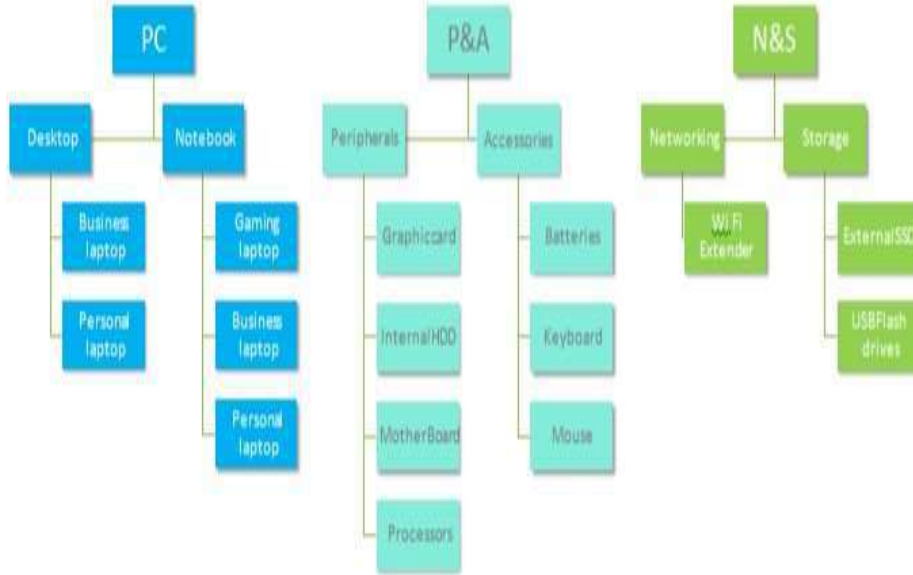- Large companies and individual consumers purchase Atliq hardware products.

02
Atliq's Market and Product lines

Product line

Market

03
Data Model

The available data encompasses sales records spanning fiscal years 2020 and 2021, supplemented by various dimension tables such as customer details, product details, and more.

04

Problem statement,query,results

PROBLEM STATEMNET#1

- Croma india product wise sales report for fiscal year 2021

- The report should have following fields

- Month

- Product name and Variant

- Sold quantity

- Gross price per item

- Gross price Total


```
15      WHERE
16              customer_code=90002002 AND
17              get_fiscal_year(s.date)=2021
18      LIMIT 1000000;
19
```

date	product_code	product	variant	sold_quantity	gross_price	gross_price_total
2020-09-01	A0118150101	AQ Dracula HDD – 3.5 Inc...	Standard	202	19.0573	3849.57
2020-09-01	A0118150102	AQ Dracula HDD – 3.5 Inc...	Plus	162	21.4565	3475.95
2020-09-01	A0118150103	AQ Dracula HDD – 3.5 Inc...	Premium	193	21.7795	4203.44
2020-09-01	A0118150104	AQ Dracula HDD – 3.5 Inc...	Premium Plus	146	22.9729	3354.04
2020-09-01	A0219150201	AQ WereWolf NAS Interna...	Standard	149	23.6987	3531.11
2020-09-01	A0219150202	AQ WereWolf NAS Interna...	Plus	107	24.7312	2646.24

SQL Mastery#1

SQL Mastery#2

SQL Mastery#1

Excel Monthly Sales
Report

Customer_code=croma

Market=india

Fiscal_year=2021

SQL Mastery#2

Monthly Sales Report

Customer_code=croma

Market=india

Fiscal_year=All

SQL Mastery#3

Stored procedure:

monthly _gross_sales

Input:

Customer_code

Result:

Monthly_gross sales for
   all years for
   respective customer

date	total_gross_price
2020-09-01	2360682
2020-10-01	3076992
2020-11-01	3976595
2021-01-01	2259784
2021-02-01	2411261
2021-03-01	2395115

result 1 ×

date	total_gross_price
2020-09-01	292553
2020-11-01	520459
2020-12-01	520383
2021-01-01	272314
2021-03-01	294075
2021-04-01	296698

PROBLEM STATEMNET#2

- Top markets,products,customer, for given fiscal year

- Report for top markets

- Report for top customers

- Report for top products

market	net_sales_mln
India	210.67
USA	132.05
South Korea	64.01
Canada	45.89
United Kingdom	44.73

customer	net_sales_mln
Amazon	30.00
Atliq Exclusive	23.98
Flipkart	12.96
Electricalsocity	12.31
Propel	11.86

product	net_sales_mln
AQ Dracula HDD – 3.5 Inc...	210.67
AQ Dracula HDD – 3.5 Inc...	132.05
AQ Dracula HDD – 3.5 Inc...	64.01

SQL Mastery#1

Stored procedure:

Top Market by Net Sales

Input:

Fiscal_year

Top_n

market	net_sales_mln
India	64.73
USA	46.35
South Korea	22.38
Philiphines	17.45
Canada	15.87

market	net_sales_mln
India	37.77
USA	16.16
South Korea	15.69
Philiphines	6.95
Canada	5.85

SQL Mastery#2

Stored procedure:

Top Customer by NetSales

Input:

Fiscal_year

Top_n

customer	net_sales_mln
Amazon	12.68
Atliq Exclusive	6.03
Flipkart	5.61
Ebay	4.70
Atliq e Store	4.57

customer	net_sales_mln
Amazon	5.67
Atliq Exclusive	4.19
Flipkart	2.38
Electricalsocity	2.17
Vijay Sales	2.12

SQL Mastery#3

2020

2019

Stored procedure:

Top Product by netsales

Input:

Fiscal_year

Top_n

Result Grid	Filter Rows:	Export:	Wrap Cell Content

product	net_sales_mln
AQ Dracula HDD – 3.5 Inc...	64.73
AQ Dracula HDD – 3.5 Inc...	46.35
AQ Dracula HDD – 3.5 Inc...	22.38

product	net_sales_mln
AQ Dracula HDD – 3.5 Inc...	37.77
AQ Dracula HDD – 3.5 Inc...	16.16
AQ Dracula HDD – 3.5 Inc...	15.69

PROBLEM STATEMNET#3

- Forecast Accuracy for all customers for a given fiscal year

- The report should have the following fields

- Customer code,Name,Market

- Total sold quantity

- Total Forecast Quantity

- Net Error

- Absolute error

- Forcast Accuracy %

customer_code	customer_name	market	total_sold_qty	total_forecast_qty	net_error	net_error_pct	abs_error
90025209	Electricalsbea Stores	Columbia	13178	15428	2065	13.4	8051
90013120	Coolblue	Italy	109547	133532	23944	17.9	70378
70010048	Atliq e Store	Bangladesh	119439	142010	22547	15.9	75645
90023027	Costco	Canada	236189	279962	43760	15.6	149274
70027208	Atliq e Store	Brazil	33713	47321	13342	28.2	25398

SQL Mastery#1

Stored procedure:

Forecast Accuracy report for all customer

Input:

Fiscal_year

customer_code	customer_name	market	total_sold_qty	total_forecast_qty	net_error	net_error_pct	abs_error
90020101	Euronics	Austria	1796	2727	469	17.2	1187
90020100	Nova	Austria	1942	3000	552	18.4	1312
90020099	Integration Stores	Austria	1843	2961	580	19.6	1304
90020097	Atlas Stores	Austria	1889	2778	484	17.4	1232
90025209	Electricalsbea Stores	Columbia	1811	3312	910	27.5	1512

2019

customer_code	customer_name	market	total_sold_qty	total_forecast_qty	net_error	net_error_pct	abs_error	abs_e
90008166	Sound	Australia	65007	80832	15822	19.6	39282	48.60
90017049	Premium Stores	Portugal	9622	12472	2755	22.1	6147	49.29
90002007	Girias	India	192001	241442	49441	20.5	119811	49.62
90002011	Atliq Exclusive	India	192674	237954	45280	19.0	119194	50.09
90017051	Forward Stores	Portugal	10127	13676	3466	25.3	6916	50.57