Datasets Sourced

During the initial development phase of the project, in which we currently are, we have considered not use any external data source. As the project presented by Furni Inv S.A.S. is not in an advanced stage where new insight has been gathered additional data is not required as (1) the focus of the desired tool is narrow, (2) we lack additional required information and, (3) the client has requested not to use any additional data.

In fact, we have determined the importance of giving the analytical tool a close focus with no external information due to the expected results the client is looking for. As the tool is envisioned to provide an optimization of the stock-sales relational process of the company, new external information might truncate or over-complicate the analysis of product management. The addition of external data will in fact enlarge the scope of the analysis and might have a negative impact in what the client is trying to achieve.

Additionally, we believe that the inclusion or exclusion of external data is a question for a future stage of the process when new insight of the issue is collected. Right now, with the information at hand we have not found any specific data source that will enable any specific improvement to be used on the required tool. In fact, after reviewing various possibilities of the public data provided by the Colombian government related to the industrial area, the economic sector and furniture sales, no specific data set could be found with relevant initial data to relate to client’s sales patterns.

Finally, as forementioned, the client has provided us with some special indications pertaining the desired scope of the project. They have considered that the analysis should only use the provided data and focus on the relations between historical sales of categorized products and the current stock. In fact, during the data revision with the client we determined that the main goal of the project is the data analysis of the current company’s catalog, their catalog and the forecasting of product necessity.

In that sense, the consideration to use external data or not has been postponed until new information gives more insight on the issue and the correlation between the internal company’s data. After that initial stage we will look forward at related that information with other topics that might affect sales such as new home sales in the country, pandemic economic effects on the GDP, economic sector appropriation variations or such topics.