**PREDICT FUTURE SALES**

**1C COMPANY**

1C Company is a leading Russian software development firm specializing in development, distribution, publishing and support of mass-market software. They are known for video game development and have several internal studios. Most popular titles produced by the company are *Il-2 Sturmovik*, *King’s Bounty*, *Men of War* and *Space Rangers* series. 1C Company is the official distributor of top vendors such as Microsoft, Novell, Symantex, Borland and over 100 other software vendors.

**OBJECTIVE**

The objective of this report is to predict the total sales for every product and store in the next month for 1C Company. To tackle this problem, this requires data wrangling and cleaning, data transformation to make it stationary and supervised and model building. Predicting the future sales of ones business can be used as a benchmark, budget planning and planning for demand and supply for specific product items and stores.

**1C COMPANY DATASET**

For this project we used the Predict Future Sales datasets made available on the Kaggle platform for 1C Company. The datasets available are: 1. sales\_train.csv - the training set, which provides the daily historical data from January 2013 to October 2015. 2.Test.csv - the test set. This will be needed to predict the sales for the next month which is November 2015. 3.Sample\_submission.csv, Items.csv which includes supplemental information about the items and products. 4.Item\_Categories.csv consists of supplemental information regarding the items categories. 5. Shop.csv which provides supplemental information about the shops.

**DATA EXPLORATION AND TRANSFORMATION**