

## AtliQ Hardware Finance & Sales View

Getting familiar with data:

1. How many customers are there?
2. How many products are there?
3. How many markets are there?
4. How many unique regions are there?
5. How many divisions are there?
6. How many unique product categories, segment and variant?
7. Unique platforms and channels of AtliQ hardware?

Advanced Business questions:

1. Yearly sales & how does the monthly gross sales trend over the last two fiscal years?
2. What is the region-wise contribution to total sales revenue?
3. Yearly total sales?
4. Generate a report of a individual product sales on a monthly basis at the product level for croma India fy = 2021.
5. Gross sales report monthly
6. Top 5 markets
7. Top 5 Customers
8. Top 5 Products
9. Report for fy = 2021 for top 10 customers by % Net Sales
10. Region wise % by net sales by customers in a respective region
11. Get top n products each division by their quantity sold