Assignment #2

The data seems clean, first the information is:

-6 different products (Amarilla,Carretarra, Montana, Paseo,Velo ,VTT)

 -The products are sold to customers in 5 different segments (Government, Mid-market, enterprise, Channel Partners, Small business)
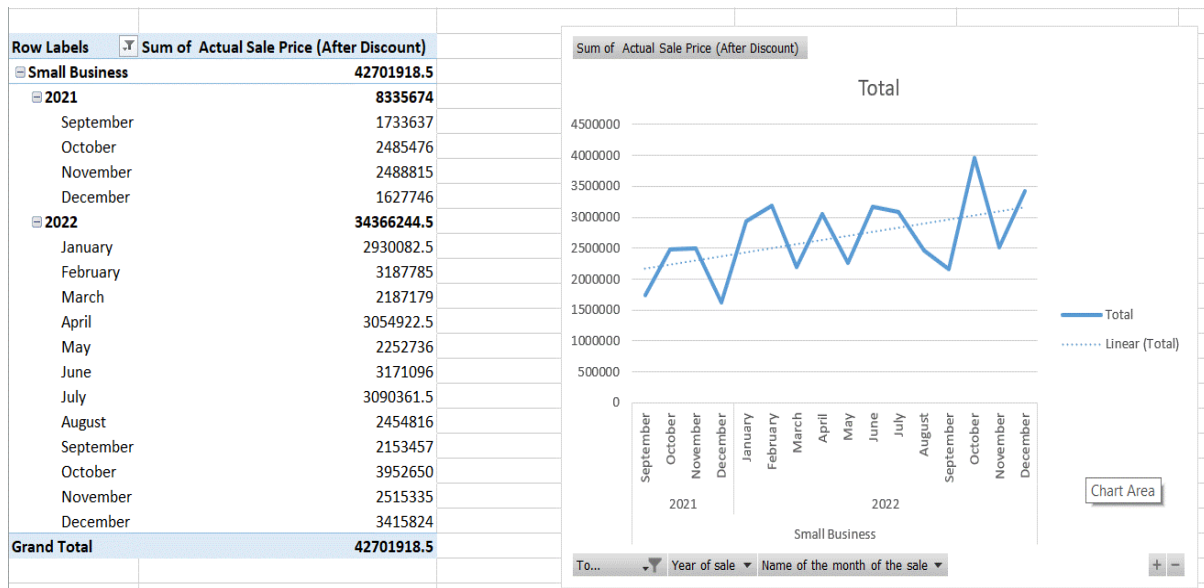
Question 1: Our CEO has asked if the discounts being offered to our **government customers** and our **small business** customers should be substantially modified. What do you recommend?

The recommendation is plotting Pie chart the "Discounts value offered" (if granted) for all segments, for all products in different months of 2021 and 2022 totally with percentage.
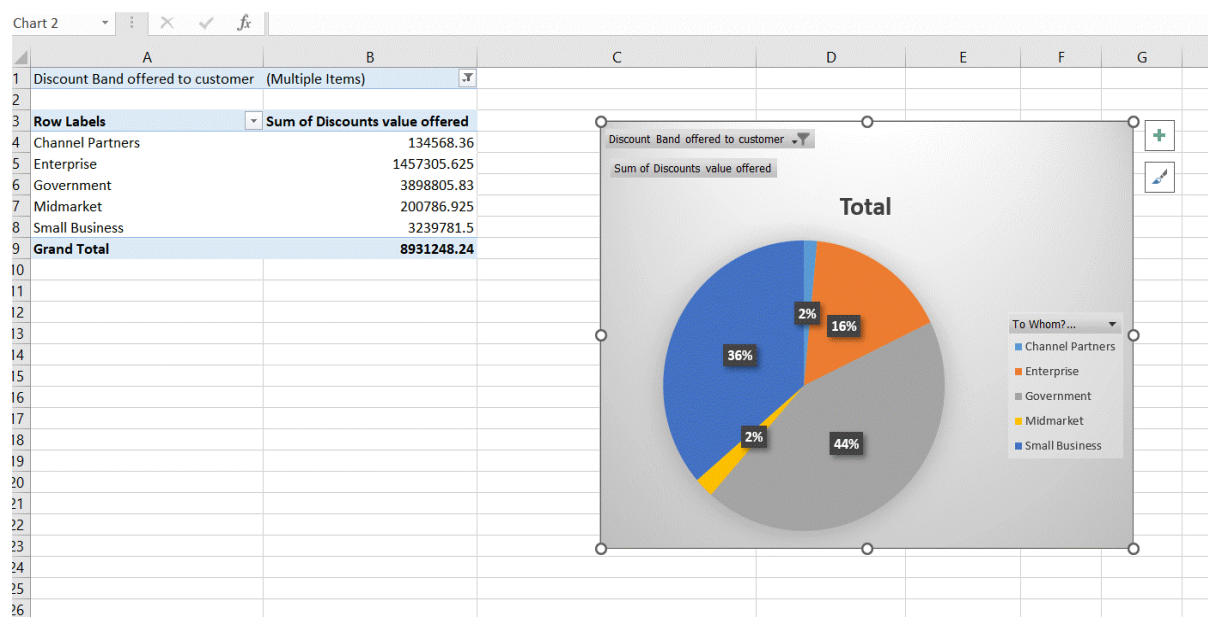
It can be shown that **government customers** and **small business** have 44% and 36% respectively. It helps CEO makes decision according the percentage of granting offered discounts.

Question 2: Now focus on small business and plotting the March-April period situation, recommendation is, showing all months for "Actual Sale Price (After Discount)" considering of year 2021 that we do not have data for March-April and in 2022 showing line chart (changes during the time), it is seen that high sales occurred in **October,** it means process of buying from major company for sales, happens in this time.

Row Labels	Sum of Actual Sale Price (After Discount)
⊟ Small Business	42701918.5
⊟ 2021	8335674
September	1733637
October	2485476
November	2488815
December	1627746
⊟ 2022	34366244.5
January	2930082.5
February	3187785
March	2187179
April	3054922.5
May	2252736
June	3171096
July	3090361.5
August	2454816
September	2153457
October	3952650
November	2515335
December	3415824
Grand Total	42701918.5

Sum of Actual Sale Price (After Discount) — Total (Small Business), chart with Total and Linear (Total) trend line, across months of 2021 and 2022.

To... ▾ | Year of sale ▾ | Name of the month of the sale ▾

Question 3: first of all, we do not have data for 12 years or even 5 years and focus for 2 years data in Germany and Mexico sales process for product 'Velo' (use filter)

Values: "Actual Sale Price (After Discount)", "Profit made in this sale" and "No of Units Sold"

Filters: "WHAT? Product Sold"

Rows: Year, Name of country

it shows the sale person in **Germany** acting better.

WHAT? Product Sold | Velo

Row Labels	Sum of Actual Sale Price (Af	Sum of Profit made in this sale	Sum of No of Units Sold
⊟ 2021	2859508.45	334708.45	13852
Germany	1790278.3	275558.3	7559
Mexico	1069230.15	59150.15	6293
⊟ 2022	3784136.44	627384.44	43738
Germany	2602628.7	513230.7	23491
Mexico	1181507.74	114153.74	20247
Grand Total	6643644.89	962092.89	57590

WHA... ▾ — Sum of Actual Sale Price (After Discount), Sum of Profit made in this sale, Sum of No of Units Sold. Bar chart for Germany and Mexico in 2021 and 2022.

Values:
- Sum of Actual Sale Price (After Discount)
- Sum of Profit made in this sale
- Sum of No of Units Sold

Year of sale ▾ | Wher... ▾