The Brief

Congratulations to our Power BI Team, your excellent work in Challenge 19 has been, once more, rewarded with a new contract.

Aikeen Industries, a leading manufacturer and seller of gourmet crips & nachos products and has requested our services.

Aikeen Industries is looking at its operations wanting to sync all aspects of its business from production to forecasting. Aikeen Industries' priority is to ensure a strong production, selling and forecasting business model to take the company to the phase 1 of their expansion plan.

In preparation for this, Aikeen Industries is seeking to implement and adopt Power BI as its analytical tool for the future. Aikeen Industries has requested a deep analysis of its current business model.

The dataset sample is provided by, Aikeen Industries, which is a real extraction from its databases comprising information about Production, Forecast, Product, Machines, Finished Good Inventory and Sales Orders.

About the dataset

One Excel Workbook

Tab 1 – Actual Production

Tab 2 – Production & Sales Forecast

Tab 3 – Sales Orders

Tab 4 – Finished Good Inventory

Tab 5 – Products

Tab 6 - Machines

Data-dictionary

Brief in PDF format

Important Read!!

From Aikeen Industries CEO – Aikeen G.

Thank you for engaging in this project with us. We have provided you with a real sample data exported from our databases.

The following questions must be answered in your report:

1. Sales team performance by comparing Sales Forecast to Production Forecast.
2. Inefficiencies in forecast by comparing Actual Production to Production Forecast.
3. Identify products with high inaccuracies in forecasts based on historical data (2019 till date)
4. How many shortages of orders (compare Sales Orders vs Finished Goods Inventory?
5. Calculate Sell-through rate: Sell-through rate = (Units Consumed/Units Produced)
6. Accuracy of Forecast = [(Actual Production/Production Forecast) *100]
7. Identify items in Finished Goods Inventory for which we have no or low sales (consumed means sold).
8. Fill rate = [(**Total Units in inventory-Consumed Units)/Total Units in inventory] *100
9. Predict the remaining 2022 forecast using Actual Production vs Production Forecast
10. Predict the 2022 sales team performance using Sales Forecast vs Production Forecast

**Total Units in inventory = Opening plus produced

Important Read -

Our project start date is **03/06/2022** and your final reports must be submitted by the **02/07/2022.**

Report Developer Role

It is your job as an analyst to prepare a deep-dive analysis report about Aikeen Industries business and operational model.

Reports are not limited by the number of pages or techniques. Feel free to use all the techniques at your disposal – tooltips, drill throughs, page navigations, etc.

That is all for the brief!

Submission of entries

To be considered within the competition, entries are due no later than **11:59pm GMT Saturday, July 2, 2022.**

If you are not already following Enterprise DNA on LinkedIn, please do so and join our challenge group at

https://www.linkedin.com/groups/14069197/

How to submit:

Email the completed PBIX file to

powerbichallenge@enterprisedna.co

federico.pastor@enterprisedna.co

Take an image of your report and post it to the Enterprise Challenges Group

https://www.linkedin.com/groups/14069197/

If you are a platform member, take an image and the "Publish to Web URL" of your report, then post them to the Enterprise DNA forum. If you are not a member of Enterprise DNA learning platform do the same in the Enterprise DNA Challenges Group.

Take the image plus URL and post them on LinkedIn tagging Enterprise DNA to say, **"I accepted the Enterprise DNA challenge."**

We always encourage all participants to do a brief description of how they approach the project and share their experience of participating in the challenge and sharing it on the forum/social media.

If you need any help with publishing, please reach out to one of the team manager for assistance (post in the forum/LinkedIn group or email to federico.pastor@enterprisedna.co or brian.julius@enterprisedna.co)

Conclusion

A great opportunity to learn a valuable skill of being able to produce and calculate Production and Forecast Reports within Power BI.

The techniques covered here are massively reusable across the board.

Get involved!

Any issues or questions, please reach out.

Federico Pastor - Enterprise DNA

Dataset

C20 - Dataset.zip