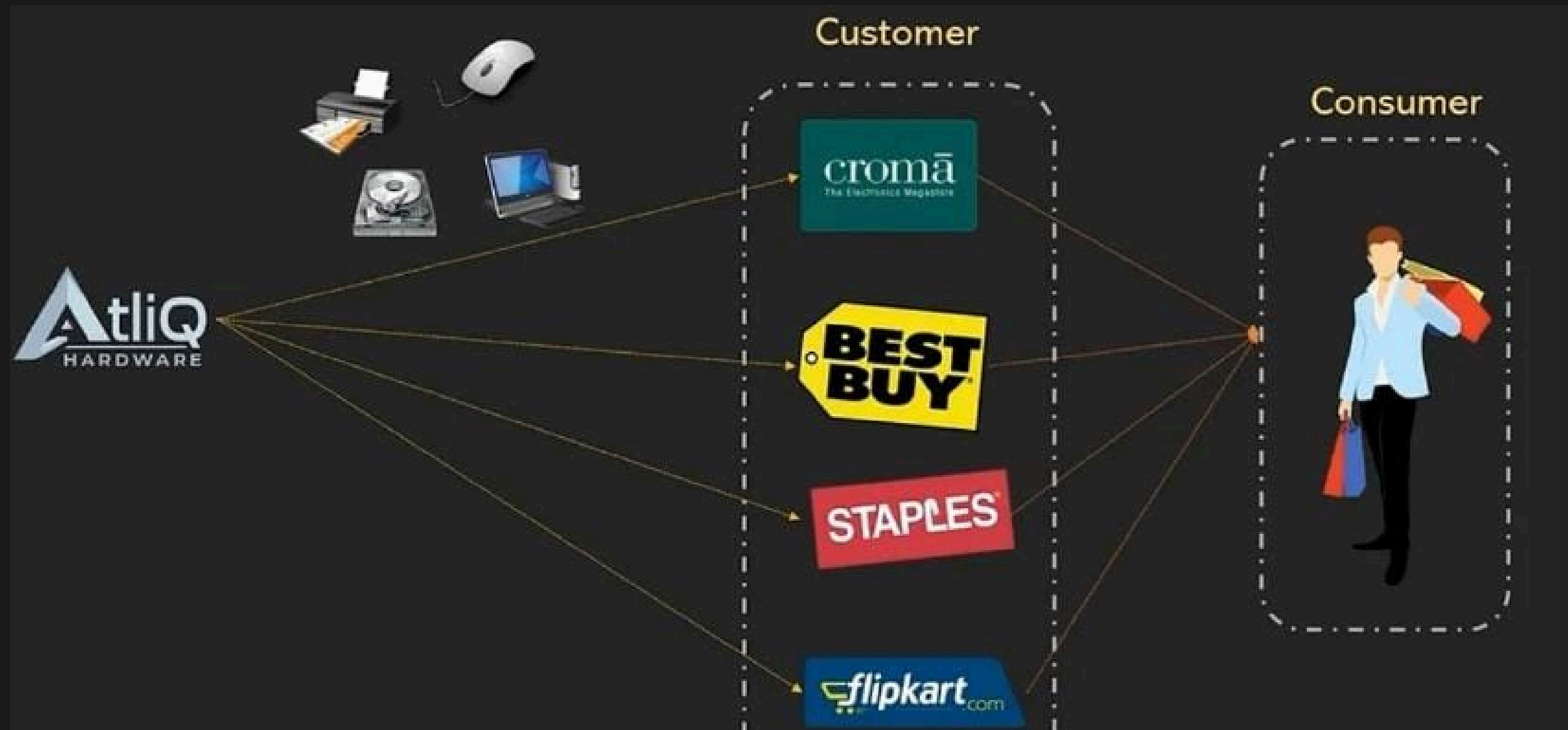TABLE OF CONTENT

ABOUT ATLIQ HARDWARE AND BUSINESS MODEL

AtliQ Hardware stands as a premier global authority in electronics manufacturing, renowned for its exceptional quality and innovation. We excel in producing and distributing a wide array of superior hardware products, catering to the varied demands of our global customer base. Our extensive product lineup includes personal computers, printers, mice, and an assortment of computer peripherals, ensuring comprehensive solutions for all computing needs. AtliQ Hardware is dedicated to delivering excellence, reliability, and cutting-edge technology to our valued customers around the world.

PROBLEM STATEMENT

AtliQ Hardware is experiencing performance issues stemming from the growing size and complexity of its Excel files. In response, the company has established a specialized team of data analysts tasked with harnessing the power of MySQL. This initiative aims to uncover valuable insights and boost operational efficiency, ensuring AtliQ Hardware continues to thrive in its data-driven decision-making processes.

PROJECT OVERVIEW

This project involves an in-depth analysis of AtliQ Hardware's dataset to uncover actionable insights. The main goals are to assess sales performance, understand market dynamics, analyze customer behavior, and forecast supply chain trends. These insights will help AtliQ Hardware make informed decisions to drive growth and improve efficiency.

TASK 1   SOLUTION

TASK 2

SOLUTION

AFA-1 / AFA-6

Gross monthly total sales report for Croma

Attach   Add a child issue   Link issue   ∨   ...

Description

As a product owner, **I need** an aggregate monthly gross sales report for Croma India customer **so that** I can track how much sales this particular customer is generating for AtliQ and manage our relationships accordingly.

The report should have the following fields,

1. Month

2. Total gross sales to Amazon India in this month

```
1 •  SELECT
2            s.date,
3            SUM(ROUND(s.sold_quantity*g.gross_price,2)) as monthly_sales
4      FROM fact_sales_monthly s
5      JOIN fact_gross_price g
6        ON g.fiscal_year=get_fiscal_year(s.date) AND g.product_code=s.product_code
7      WHERE
8            customer_code=90002002
9      GROUP BY date;
```

Result Grid | Filter Rows: | Export: | Wrap Cell Content: 𝐼̲𝑥

date	monthly_sales
2017-09-01	122407.57
2017-10-01	162687.56
2017-12-01	245673.84
2018-01-01	127574.73
2018-02-01	144799.54
2018-04-01	130643.92
2018-05-01	139165.06
2018-06-01	125735.36
2018-08-01	125409.90
2018-09-01	343337.14
2018-10-01	440562.10
2018-12-01	653944.72
2019-01-01	359025.06
2019-02-01	356607.19
2019-04-01	379549.74
2019-05-01	340152.29
2019-06-01	343792.08

Result 2 ✕   ⓘ Read Only

TASK 3

SOLUTION

Stored proc for market badge

Description

Create a stored proc that can determine the market badge based on the following logic,

If **total sold quantity > 5 million** that market is considered **Gold** else it is **Silver**

My input will be,

- market
- fiscal year

Output

- market badge

Name: get_market_badge

DDL:

The name of the routine is parsed automatically from the DDL statement. The DDL is parsed automatically while you type.

```sql
1   CREATE DEFINER=`root`@`localhost` PROCEDURE `get_market_badge`(
2           IN in_market VARCHAR(45),
3           IN in_fiscal_year YEAR,
4           OUT out_level VARCHAR(45)
5       )
6   BEGIN
7           DECLARE qty INT DEFAULT 0;
8           # Default market is India
9           IF in_market = "" THEN
10              SET in_market="India";
11          END IF;
12          # Retrieve total sold quantity for a given market in a given year
13          SELECT
14              SUM(s.sold_quantity) INTO qty
15          FROM fact_sales_monthly s
16          JOIN dim_customer c
17          ON s.customer_code=c.customer_code
18          WHERE
19              get_fiscal_year(s.date)=in_fiscal_year AND
20              c.market=in_market;
21          # Determine Gold vs Silver status
22          IF qty > 5000000 THEN
23              SET out_level = 'Gold';
24          ELSE
25              SET out_level = 'Silver';
26          END IF;
27      END
```

```sql
1   set @out_level = '0';
2   call gdb0041.get_market_badge('India', 2021, @out_level);
3   select @out_level;
```

Result Grid		Filter Rows:	Export:	Wrap Cell Content:		Result Grid

@out_level
Gold

TASK 4   # SOLUTION

2. Report for **top products**.

Rank	Product	Net Sales
1	AQ BZ Allin1	33.75
2	AQ Qwerty	27.84

Name: get_top_n_products_by_net_sales

The name of the routine is parsed automatically from the DDL statement. The DDL is parsed automatically while you type.

DDL:

```sql
1   CREATE DEFINER=`root`@`localhost` PROCEDURE `get_top_n_products_by_net_sales`(
2       in_fiscal_year INT,
3       in_top_n INT
4   )
5   BEGIN
6       SELECT
7           product,
8           ROUND(total_net_sales / 1000000, 2) AS net_sales_mln
9       FROM (
10          SELECT
11              product,
12              SUM(net_sales) AS total_net_sales
13          FROM gdb0041.net_sales
14          WHERE fiscal_year = in_fiscal_year
15          GROUP BY product
16      ) AS sales_summary
17      ORDER BY total_net_sales DESC
18      LIMIT in_top_n;
19  END
```

```sql
1   call gdb0041.get_top_n_products_by_net_sales(2021, 5);
2
```

Result Grid | Filter Rows: | Export: | Wrap Cell Content: 🗛

product	net_sales_mln
AQ BZ Allin1	33.75
AQ Qwerty	27.84
AQ Trigger	26.95
AQ Gen Y	23.58
AQ Maxima	22.32

TASK 5

SOLUTION

3. Report for top customers

Rank	Customer	Net Sales
1	Amazon	109.03
2	AtliQ Exclusive	79.92

Name: top_n_customer_by_net_sales

The name of the routine is parsed automatically from the statement. The DDL is parsed automatically while you t

DDL:

```sql
CREATE DEFINER=`root`@`localhost` PROCEDURE `top_n_customer_by_net_sales`(
    IN in_fiscal_year INT,
    IN in_top_n INT
)
BEGIN
    SELECT
        c.customer, ROUND(SUM(net_sales) / 1000000, 2) AS net_sales_mln
    FROM
        net_sales s
        JOIN dim_customer c
        ON s.customer_code=c.customer_code
    WHERE
        fiscal_year = in_fiscal_year
    GROUP BY customer
    ORDER BY net_sales_mln DESC
    LIMIT in_top_n;
END
```

```sql
call gdb0041.top_n_markets_by_net_sales(2021, 5);
```

Result Grid | Filter Rows: | Export: | Wrap Cell Content: IA

market	net_sales_mln
India	210.67
USA	132.05
South Korea	64.01
Canada	45.89
United Kingdom	44.73

KEY HIGHLIGHTS

- AtliQ Hardware achieved notable sales figures in 2022.

- India led the market in 2021 with $210.67 million in sales.

- Amazon was the top sales channel in 2021 with $109.03 million in net sales.40

- India led the market in 2021 with $210.67 million in sales.

These insights highlight the strong market presence and successful product performance of AtliQ Hardware, guiding strategic decisions for future growth.