

# ANALYSIS REPORT



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# Data Filtration

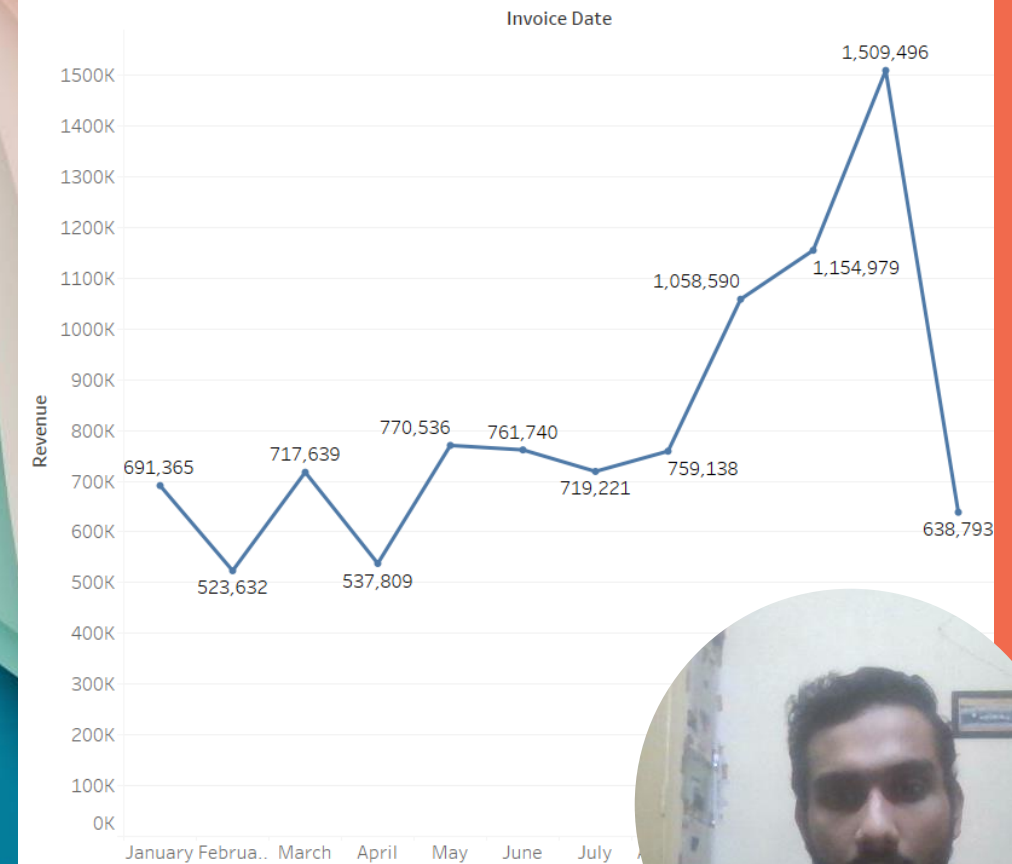
- Logical Quantity
- Unit price check
- 2011 data only



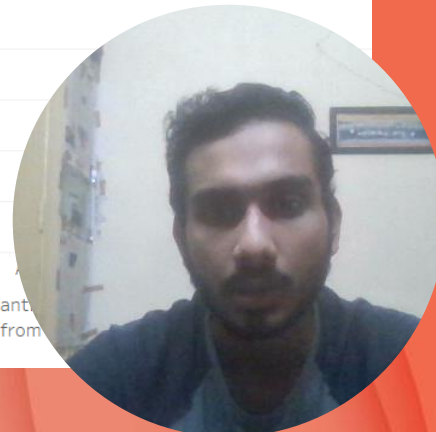
## Question 1 : Monthly Revenue

- Steady increase between August to October
- Peak in the month of November
  1. Seasonal change (Festivals)
  2. Ready products
- Sharp decrease in December
  1. Marketing research

2011 Monthly Revenue



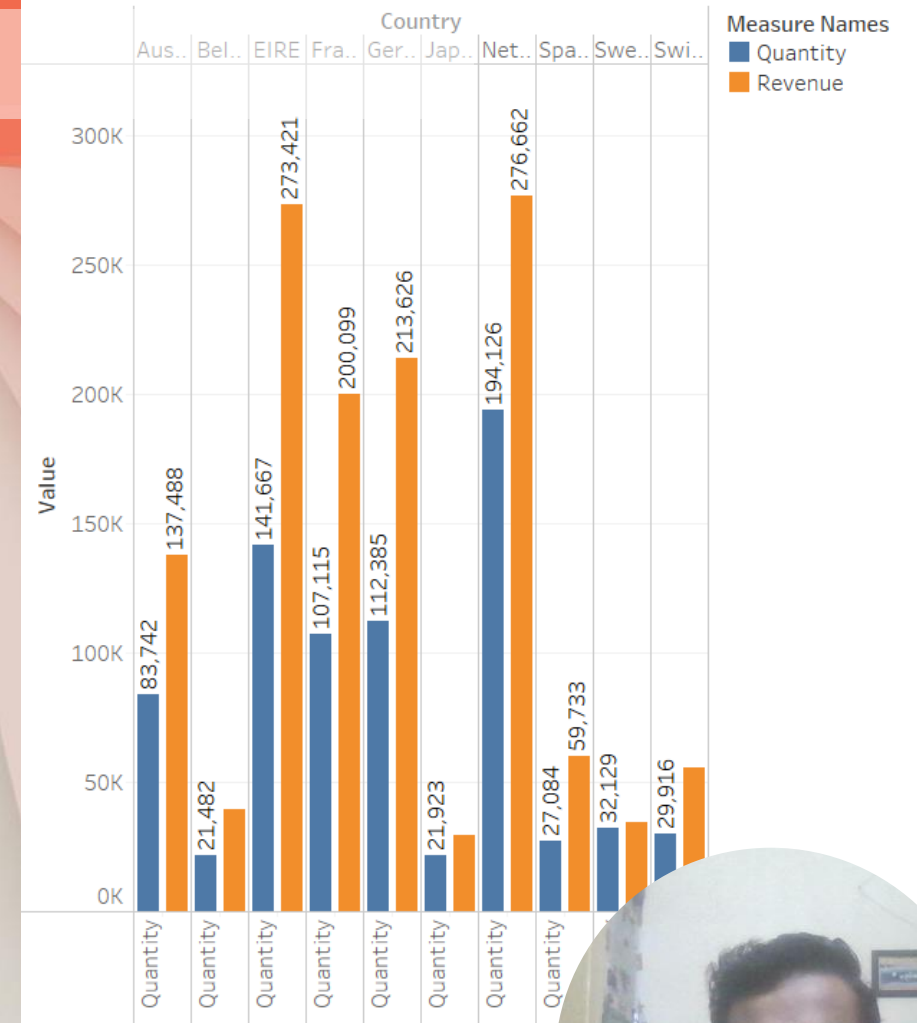
The trend of Revenue for Invoice Date Month. The data is filtered on Quantity. The Quantity filter ranges from 1 to 80995. The Unit Price filter ranges from 1 to 1000. The filter keeps 2011.



## Question 2 : Country vs Quantity & Revenue

- Revenue and Quantity greatest in EIRE and Netherlands
  1. Production
  2. Value
- Lowest in Japan followed by Sweden and Belgium
  1. Products not catered
  2. Native companies influence
  3. Research on the products
  4. Marketing

Top 10 Country vs Quantity & Revenue



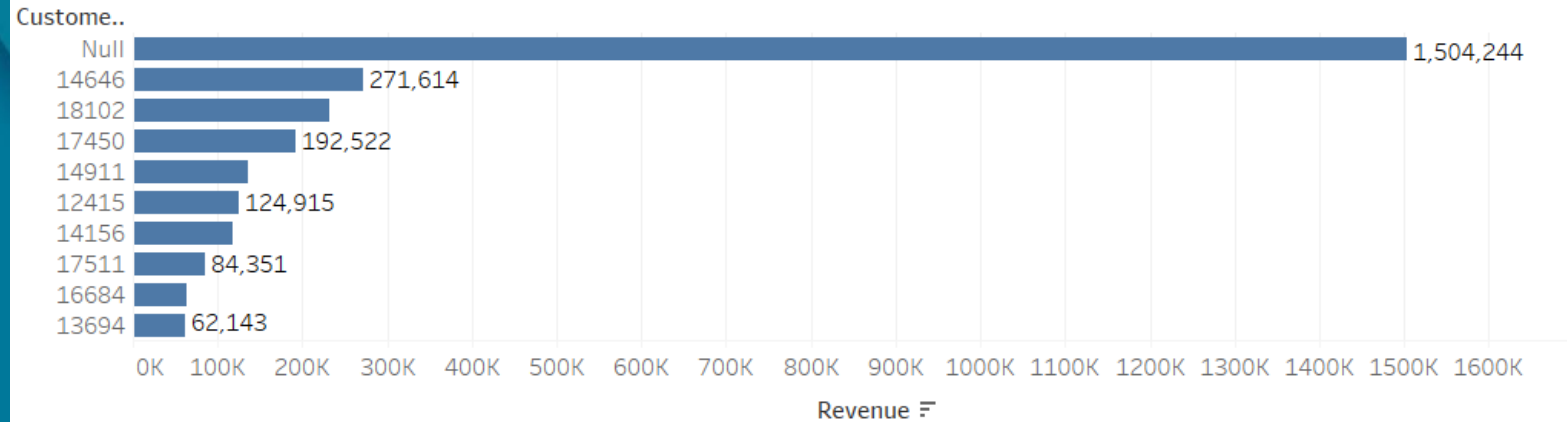
Quantity and Revenue for each Country. Color shows Quantity and Revenue. The data is filtered on Quantity and Invoice Date Year. The Quantity filter ranges from 0 to 13541.33. The Unit Price filter ranges from 0 to 13541.33. The Invoice Date Year filter keeps 2011. The view is filtered on Country, with multiple members selected.





## Question 3 : Customer Revenue

Top 10 Customer Revenue Details



Revenue for each Customer ID. The data is filtered on Quantity, Unit Price and Invoice Date Year. The Quantity filter ranges from 1 to 80995. The Unit Price filter ranges from 0 to 13541.33. The Invoice Date Year filter keeps 2011. The view is filtered on Customer ID, which keeps 10 of 4,373 members.

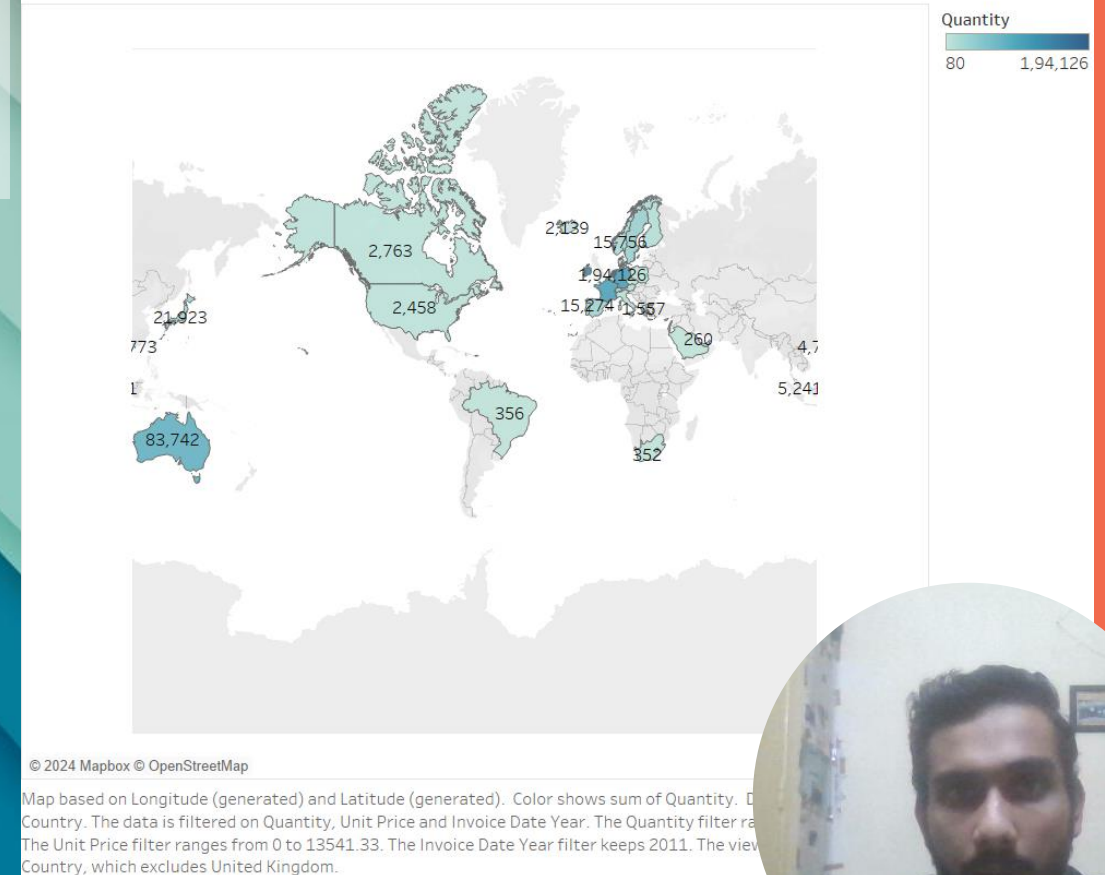
- Most revenue by null customer
  1. Ensure great service to null
- More schemes



## Question 4 : Quantity Map

- Quantity most in Netherlands and EIRE
- Focus also on Japan and Belgium

Country Wise Quantity



THANK YOU

