

# Restaurant Sales Analysis MySQL Project

## **Problem Statement:**

ABC Restaurant, a popular eatery in the city, wants to gain insights into its sales data to optimize its operations and enhance profitability. The restaurant management seeks a comprehensive sales analysis system that can provide valuable insights into various aspects of its business, including top-selling items, customer preferences, peak hours, and revenue trends. The system should allow managers to generate reports, visualize data, and make data-driven decisions to improve overall performance.

## **Project Description:**

### **Objective:**

The objective of this project is to design and implement a MySQL-based sales analysis system for ABC Restaurant. The system will enable the management to analyze sales data efficiently and derive actionable insights to improve business operations.

### **Features:**

**Data Collection:** The system will collect and store sales data, including information about customers, orders, menu items, and transaction details.

**Database Design:** Design an appropriate database schema to store sales-related data efficiently. This will include tables for customers, orders, menu items, transactions, etc.

Data Analysis: Develop SQL queries to perform various analyses on the sales data. This may include:

- Identifying top-selling menu items.
- Analyzing sales trends over different time periods (daily, weekly, monthly).
- Segmenting customers based on their preferences and spending habits.
- Identifying peak hours and days of the week for sales.
- Reporting: Implement functionality to generate customizable reports based on the analysis performed. Reports may include summaries of sales performance, revenue trends, customer demographics, etc.

Visualization: Incorporate visualization tools to present data in an intuitive and visually appealing manner. This may include charts, graphs, and dashboards to help managers better understand and interpret the data.

User Interface: Develop a user-friendly interface that allows restaurant managers to interact with the system easily. This may include features such as search functionality, filters, and export options for reports.

### **Deliverables:**

Database schema design document.

SQL scripts for creating tables, inserting sample data, and performing analysis.

User interface prototype/mockup.

Documentation and user manual for the system.

Presentation/demo showcasing the functionality and capabilities of the system.

**Outcome:**

By the end of the project, ABC Restaurant will have a robust sales analysis system in place, providing valuable insights into its operations. The system will empower the management to make informed decisions, optimize menu offerings, improve customer satisfaction, and ultimately increase revenue and profitability.