

Ad-hoc Request Questions

Q1. Provide the list of markets in which customer "Atliq Exclusive" operates its business in the APAC region.

market
Australia
Bangladesh
India
Indonesia
Japan
Newzealand
Philiphines
South Korea

Q2. What is the percentage of unique product increase in 2021 vs. 2020?

The final output contains these fields,

- 1) unique\_products\_2020,
- 2) unique\_products\_2021
- 3) percentage\_chg

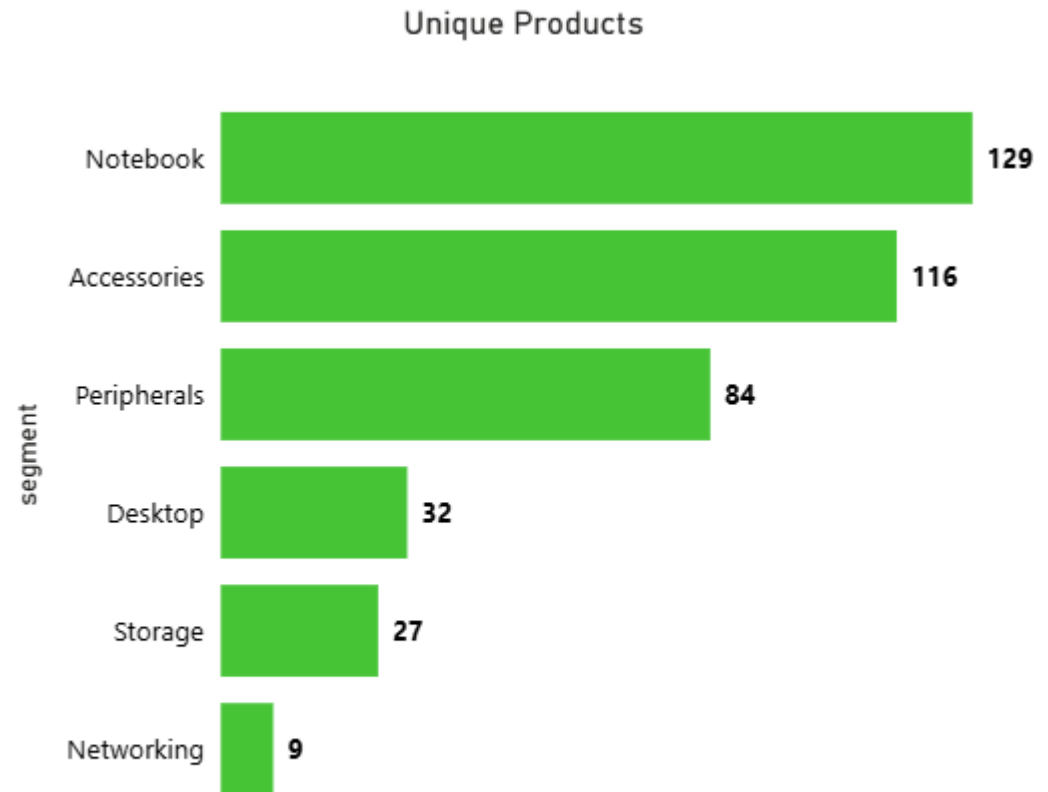
count 2020	count 2021	pct change
245	334	36.33

Q3. Provide a report with all the unique product counts for each segment and sort them in descending order of product counts.

The final output contains 2 fields

- 1) segment
- 2) product\_count

segment	total_products
Accessories	116
Desktop	32
Networking	9
Notebook	129
Peripherals	84
Storage	27



Q4. Which segment had the most increase in unique products in 2021 vs 2020?

The final output contains these fields

- 1) segment
- 2) product\_count\_2020
- 3) product\_count\_20
- 4) difference

segment	Product Count 2020	Product Count 2021	Difference
Accessories	69	103	34 ↑
Desktop	7	22	15 ↑
Networking	6	9	3 ↑
Notebook	92	108	16 ↑
Peripherals	59	75	16 ↑
Storage	12	17	5 ↑

Q5. Get the products that have the highest and lowest manufacturing costs.

The final output should contain these fields,

- 1) product\_code
- 2) product
- 3) manufacturing\_cost

product	product_code	min cost
AQ Master wired x1 Ms	A2118150101	0.89

product	product_code	max cost
AQ HOME Allin1 Gen 2	A6120110206	240.54

Q6. Generate a report which contains the top 5 customers who received an average high pre\_invoice\_discount\_pct for the fiscal year 2021 and in the Indian market.  
The final output contains these fields,

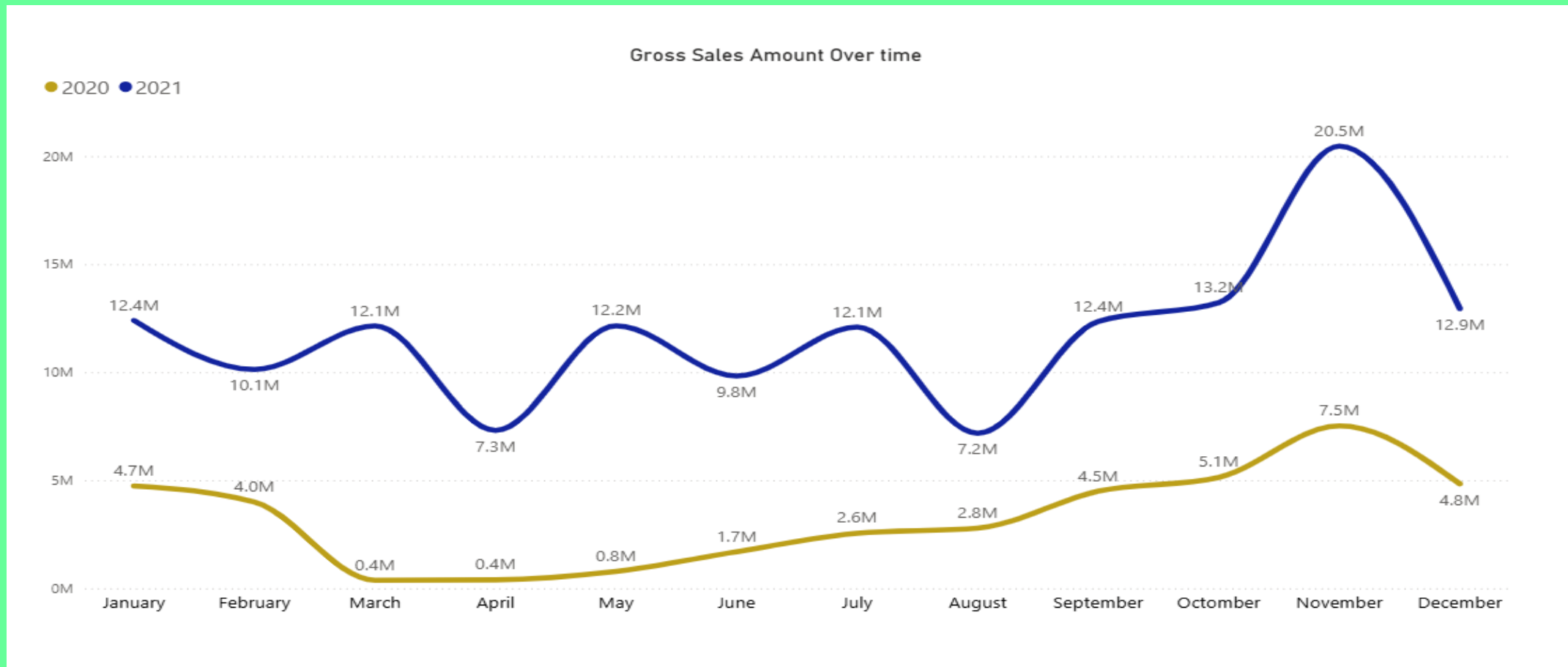
- 1) customer\_code
- 2) customer
- 3) average\_discount\_percentage

customer	customer_code	avg_discount
Amazon	90002016	29.33
Croma	90002002	30.25
Ezone	90002003	30.28
Flipkart	90002009	30.83
Viveks	90002006	30.38

Q7. Get the complete report of the Gross sales amount for the customer “Atliq Exclusive” for each month. This analysis helps to get an idea of low and high-performing months and take strategic decisions.

The final report contains these columns

- 1) Month
- 2) Year
- 3) Gross sales Amount

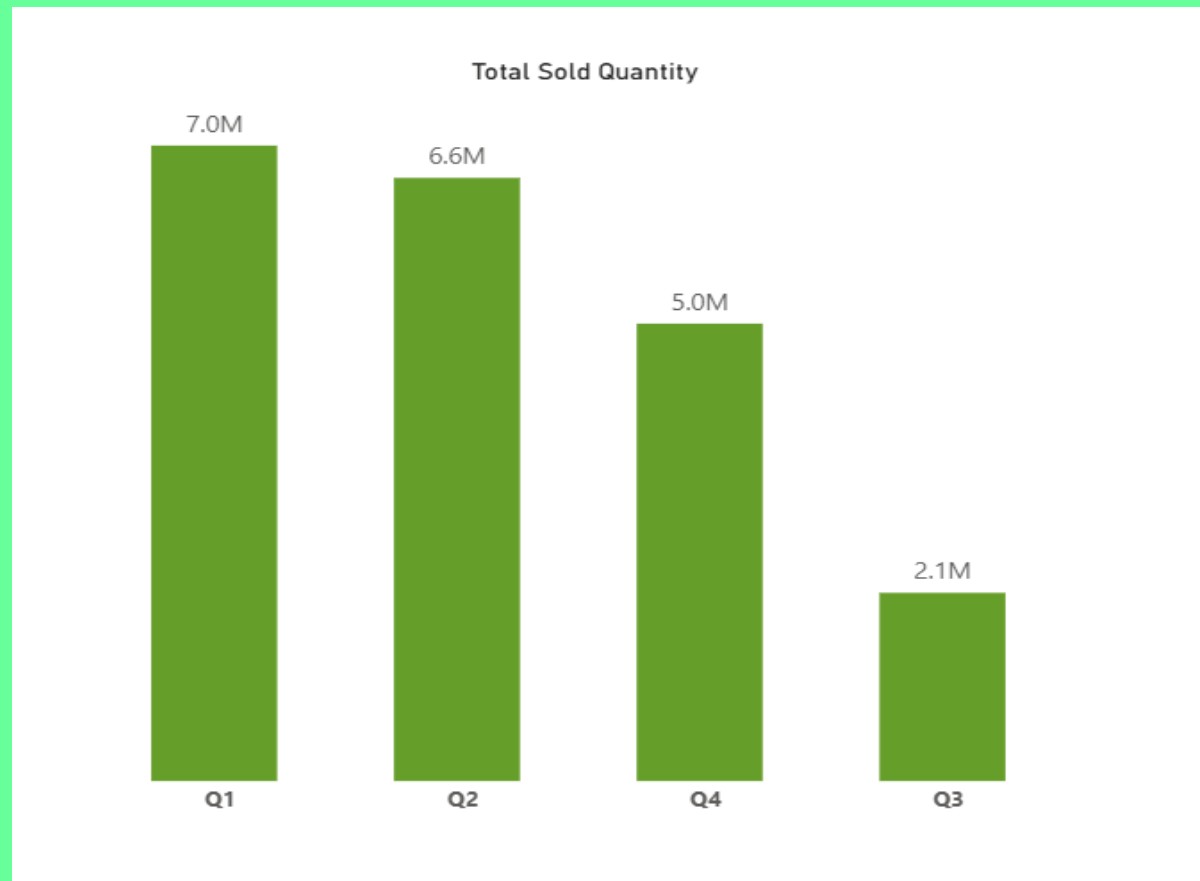




Q8. In which quarter of 2020, got the maximum total\_sold\_quantity?  
The final output contains these fields sorted by the total\_sold\_quantity

- 1) Quarter
- 2) total\_sold\_quantity

Quarter	total_sold_quantity
Q1	70,05,619.00
Q2	66,49,642.00
Q3	20,75,087.00
Q4	50,42,541.00

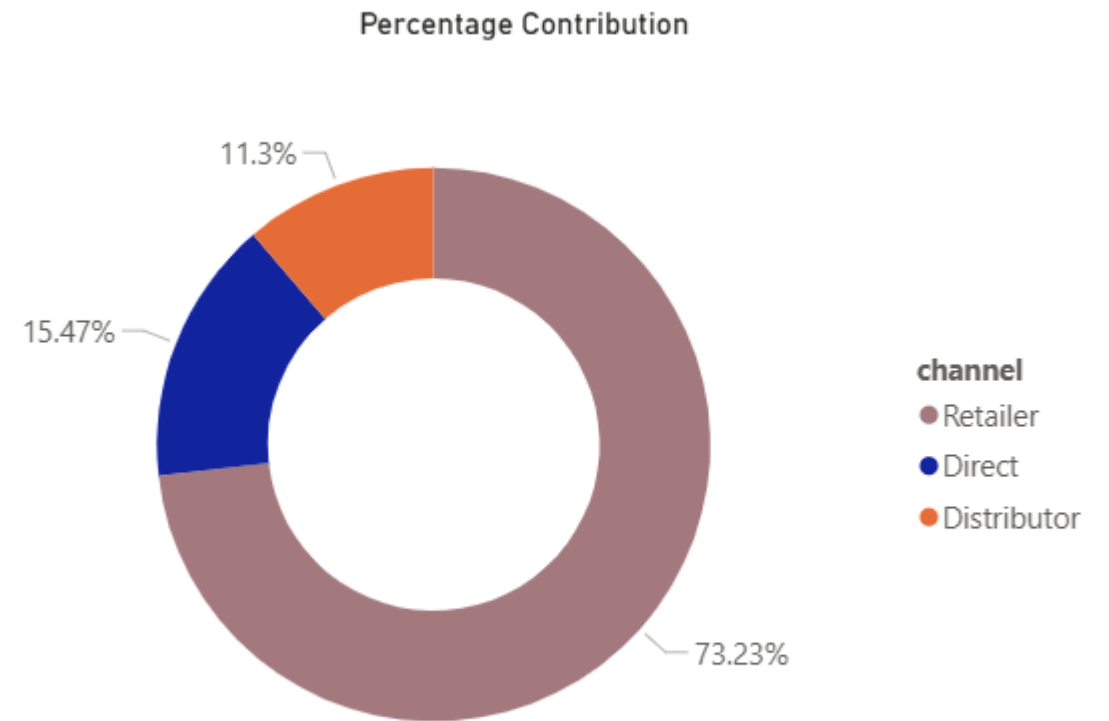


Q9. Which channel helped to bring more gross sales in the fiscal year 2021 and the percentage of contribution?

The final output contains these fields

- 1) channel
- 2) gross\_sales\_mln
- 3) percentage

channel	gross_sales_mln	percentage
Direct	257.53 M	15.47
Distributor	188.03 M	11.30
Retailer	1219.08 M	73.23



Q10. Get the Top 3 products in each division that have a hightotal\_sold\_quantity in the fiscal\_year 2021?

The final output contains these fields

- 1) division
- 2) product\_code
- 3) product
- 4) total\_sold\_quantity
- 4) rank\_order

division	product_code	product	total_sold_quantity	rank
N & S	A6720160103	AQ Pen Drive 2 IN 1	701373	1
N & S	A6818160202	AQ Pen Drive DRC	688003	2
N & S	A6819160203	AQ Pen Drive DRC	676245	3
P & A	A2319150302	AQ Gamers Ms	428498	1
P & A	A2520150501	AQ Maxima Ms	419865	2
P & A	A2520150504	AQ Maxima Ms	419471	3
PC	A4218110202	AQ Digit	17434	1
PC	A4218110208	AQ Digit	17275	3
PC	A4319110306	AQ Velocity	17280	2