**Summery**

**Define the problem**: The Sales sector is set to advance with developments in Future Internet technologies. This paper introduces a new Business-to-Business platform for the products sector, aimed at enhancing collaboration among stakeholders. The dataset provides extensive information on technology and furniture production in India over multiple years. The primary objective is to predict production trends and uncover key insights into factors influencing technology production. To achieve this, initial efforts will focus on creating clear and easy-to-understand views and dashboards. These tools will help visualize and communicate important findings effectively, supporting informed decision-making and strategic planning in the industry.

**Gather and clean the data**:

Collected dataset in the.csv format. Next, cleaned the dataset

Where filled null values and removed noise from it.

**Analysed the data using Python**: I utilized Python tools such as Pandas, Matplotlib, and Seaborn for data exploration. Through summary statistics, bar graphs, scatter plots, and regression analysis, I identified patterns and relationships between various variables. This enhanced my understanding of the data.

**Export the data to Power BI**: Exported the cleaned data to Power BI, which is a Business analytics visualization tool that allows you to create dashboards and reports. Used Power BI to create visualizations such as matrix, Donut chart, and clustered column chart that helped me tell a story with the data.

**Refining the visualizations**: I utilized Power BI visualization tools to improve and refine data representations. By incorporating features like interactive cards and sliders, the visuals were made more appealing and easier to understand, enhancing the overall analysis experience.

**Presenting my findings**:

I utilized a Power BI dashboard to present my findings, featuring interactive graphs displaying sales by ship mode, payment mode, segment, and region. Filters allowed for focused data analysis, while tooltips provided additional details, ensuring clarity and usefulness in understanding the data.

**Iterate and refine**: I refined the analysis and visuals based on feedback from stakeholders, ensuring the insights were clear and impactful for easy understanding by all.