

# A Project Report On

# **Analyzing Pizza Sales Dataset Data Visualization (Int 233)**

### **Submitted By**

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# **Declaration**

I, Sanvi Ojha, hereby declare that the work presented in this report titled "Analyzing Pizza Sales Dataset" is the result of my own efforts and is submitted in partial fulfillment of the requirements for Dashboard Visualization. This work has not been submitted for any other degree or diploma at any other university or institution.

All the data used for this project is taken from online available datasets, specifically the Analyzing Pizza Sales Dataset . I have made every effort to ensure the accuracy of the data used and have cited all sources from which information has been obtained. Any assistance received in the preparation of this report has been duly acknowledged in the appropriate sections.

Name: Sanvi Ojha

Date: 14/11/2024

# **Acknowledgment**

I would like to express my sincere gratitude to everyone who supported and guided me throughout the completion of this project.

First and foremost, I would like to thank my faculty Dr. Mrinalini Rana for her invaluable guidance and feedback, which significantly contributed to the success of this project. Her constant encouragement, constructive criticism, and timely advice helped me stay focused and improve the quality of my work.

I would also like to thank my peers and colleagues for their support and collaboration during this project. Their inputs and insights were instrumental in improving my understanding of SQL and Tableau techniques and their application to realworld problems.

I am also grateful to the developers of the Analyzing Pizza Sales Dataset for providing the data which served as the foundation for this analysis. Their contribution is greatly appreciated.

Finally, I would like to express my deepest gratitude to my family and friends for their unwavering support and encouragement throughout this project. Their belief in my abilities motivated me to work diligently and strive for excellence.

# **Introduction**

In today's data-driven business environment, leveraging sales data for strategic decision-making has become a cornerstone of success. Businesses, especially in the food industry, generate a wealth of data that, when analyzed effectively, can provide valuable insights into customer behavior, operational efficiency, and revenue trends. This project focuses on analyzing pizza sales data to extract meaningful patterns and actionable intelligence that can drive better business decisions.

The objective of this project is to perform a comprehensive analysis of a year's worth of pizza sales data to uncover critical insights such as peak sales hours, weekly and seasonal trends, best and worst selling pizzas, and revenue contributions from various pizza categories and sizes. By doing so, the analysis aims to help businesses understand their operational strengths and weaknesses and provide recommendations for improvement.

Sales analytics is vital for businesses to remain competitive in a dynamic market. For a pizzeria, understanding customer preferences—such as the most popular pizza categories, sizes, or toppings—can help optimize inventory, improve marketing campaigns, and tailor menu offerings to meet customer demands. Additionally, insights into peak sales hours and seasonal trends can aid in workforce management, reducing operational costs while ensuring customer satisfaction. Through visualizations and dashboards, this project demonstrates how raw sales data can be transformed into actionable intelligence, empowering businesses to make data informed decisions that foster growth and long-term success.

### **Problem Statement**

### PROBLEM STATEMENT

#### **KPI's REQUIREMENT**

We need to analyze key indicators for our pizza sales data to gain insights into our business performance. Specifically, we want to calculate the following metrics:

- 1. Total Revenue: The sum of the total price of all pizza orders.
- 2. Average Order Value: The average amount spent per order, calculated by dividing the total revenue by the total number of orders.
- 3. Total Pizzas Sold: The sum of the quantities of all pizzas sold.
- 4. Total Orders: The total number of orders placed.
- Average Pizzas Per Order: The average number of pizzas sold per order, calculated by dividing the total number of pizzas sold by the total number of orders.

### PROBLEM STATEMENT



### **CHARTS REQUIREMENT**

We would like to visualize various aspects of our pizza sales data to gain insights and understand key trends. We have identified the following requirements for creating charts:

#### 1.Hourly Trend for Total Pizzas Sold:

Create a stacked bar chart that displays the hourly trend of total orders over a specific time period. This chart will help us identify any patterns or fluctuations in order volumes on a hourly basis.

#### 2. Weekly Trend for Total Orders:

Create a line chart that illustrates the weekly trend of total orders throughout the year. This chart will allow us to identify peak weeks or periods of high order activity.

#### 3. Percentage of Sales by Pizza Category:

Create a pie chart that shows the distribution of sales across different pizza categories. This chart will provide insights into the popularity of various pizza categories and their contribution to overall sales.

# **PROBLEM STATEMENT**



### **CHARTS REQUIREMENT**

### 4. Percentage of Sales by Pizza Size:

Generate a pie chart that represents the percentage of sales attributed to different pizza sizes. This chart will help us understand customer preferences for pizza sizes and their impact on sales.

### 5.Total Pizzas Sold by Pizza Category:

Create a funnel chart that presents the total number of pizzas sold for each pizza category. This chart will allow us to compare the sales performance of different pizza categories.

### 6.Top 5 Best Sellers by Revenue, Total Quantity and Total Orders

Create a bar chart highlighting the top 5 best-selling pizzas based on the Revenue, Total Quantity, Total Orders. This chart will help us identify the most popular pizza options.

### 7. Bottom 5 Best Sellers by Revenue, Total Quantity and Total Orders

Create a bar chart showcasing the bottom 5 worst-selling pizzas based on the Revenue, Total Quantity, Total Orders. This chart will enable us to identify underperforming or less popular pizza options.

# Scope of the Analysis

The scope of this project revolves around the in-depth analysis of pizza sales data to uncover valuable insights that can guide business decisions and enhance overall performance. The specific objectives of the analysis are as follows:

- Identifying Peak Sales Hours: Analyze hourly sales trends to determine the busiest times of the day, enabling better staff allocation and inventory management.
- Weekly and Seasonal Trends: Examine sales patterns across weeks and months to identify high performing periods, such as seasonal peaks or special occasions, and plan promotions accordingly.
- **Best and Worst Selling Pizzas:** Determine the pizzas that generate the most revenue and the ones with the least demand, help with menu optimization and strategic marketing campaigns.
- Sales by Category: Evaluate the performance of different pizza categories (e.g., Classic, Supreme, Veggie) to identify customer preferences and align marketing strategies.
- Sales by Size: Understand how pizza size impacts sales and revenue, providing insights into pricing strategies and packaging efficiency.

By fulfilling these objectives, the analysis will offer actionable insights to improve operational efficiency and strategic planning:

- **Inventory Optimization:** Identifying peak demand periods helps ensure the right stock levels of ingredients and reduces waste.
- Workforce Management: Understanding busy hours allows for effective workforce scheduling, ensuring adequate staffing during high demand periods while minimizing costs during slower times.
- Targeted Marketing: Insights into customer preferences and sales trends can guide promotional campaigns, focusing on popular items or introducing offers during off-peak times.
- **Menu Refinement:** Data on best and worst performing items enables informed decisions on which pizzas to promote, modify, or phase out from the menu.

Overall, the analysis equips businesses with a clear understanding of their sales performance, empowering them to make data driven decisions that enhance customer satisfaction, maximize profitability, and maintain a competitive edge in the market.

### 3. Existing System

### I. Drawbacks or Limitations of the Existing System

In traditional business environments, managing and analyzing sales data often presents several challenges due to the lack of advanced tools and centralized systems. These limitations can hinder the ability of businesses to make timely, data driven decisions, leading to inefficiencies and missed opportunities. The primary drawbacks of the existing system are as follows:

### • Manual Data Handling:

- Sales data is often recorded in spreadsheets or manual logs, which are prone to human errors and inconsistencies.
- Manually analyzing data from multiple sources is time-consuming and inefficient, especially when dealing with large datasets.

### • Lack of Centralized Dashboards:

Traditional methods do not provide a unified platform to visualize data in real-time.

The absence of centralized dashboards makes it difficult for businesses to track performance metrics like revenue, order trends, and product popularity briefly.

### • Delayed Insights:

Without automated systems, data analysis is often retrospective, providing insights only after trends have already occurred.

This delay in recognizing sales patterns prevents businesses from taking proactive measures to capitalize on opportunities or address challenges.

### • Inability to Handle Large Datasets:

With the growth of businesses, the volume of sales data increases significantly. Existing methods lack the scalability to efficiently process and analyze such vast amounts of data.

### • No RealTime Analysis:

Businesses relying on traditional approaches cannot monitor key metrics in real-time, resulting in delayed decision-making and a reactive rather than proactive business strategy.

### • <u>Limited Decision Support:</u>

Traditional systems fail to provide actionable insights, such as identifying peak sales hours or best performing products, which are crucial for effective strategic planning.

### **Impact of These Limitations**

The lack of modern tools and real-time analysis in the existing system can lead to:

Poor resource allocation, such as under or overstaffing during critical hours.

Missed revenue opportunities due to an inability to respond to trends promptly.

Inefficient marketing strategies stemming from a lack of customer insights.

By addressing these limitations through advanced analytics tools and interactive dashboards, businesses can overcome these challenges and leverage their data more effectively to improve operational efficiency and strategic decision-making.

#### 4. Source of Dataset

The dataset used in this project serves as the foundation for analyzing pizza sales and deriving meaningful insights. Below are the key details about the dataset, its origin, structure, and preprocessing steps undertaken for analysis:

### **Dataset Origin**

The dataset was sourced from <a href="https://docs.google.com/spreadsheets/d/1KJEawSzWCbgIP16IuFUJ4NSJf5huDG">https://docs.google.com/spreadsheets/d/1KJEawSzWCbgIP16IuFUJ4NSJf5huDG</a> Pd/edit?gid=1076427457

It contains detailed sales records from a pizzeria, including transaction level information on orders, pizza categories, sizes, and revenue.

#### **Dataset Structure**

The dataset comprises multiple attributes that provide comprehensive information about pizza sales:

- **1. Order ID:** Unique identifier for each transaction.
- **2. Order Date:** Timestamp indicating the date and time of the transaction.
- **3. Pizza Name:** Name of the pizza sold in the transaction.
- **4. Category:** Category of pizza (e.g., Classic, Supreme, Veggie).
- **5. Size:** Size of the pizza (e.g., Small, Medium, Large, X-Large, XX-Large).
- 6. Quantity Sold: Number of pizzas sold in a specific transaction.
- **7. Revenue:** Total revenue generated from the transaction.

#### **Dataset Size**

Total Records: 48621rows.

File Format: CSV

Size: Around 12 MB, suitable for in-depth analysis using analytical tools.

**Preprocessing Steps To** ensure data quality and accuracy for analysis, the following preprocessing steps were applied:

### 1. Data Cleaning:

Handled missing values by inputting or removing incomplete records.

Removed duplicate records to avoid redundancy in analysis.

Standardized inconsistent formats in categorical variables (e.g., capitalization in pizza names).

#### 2. Data Transformation:

Extracted date and time information from the "Order Date" column to derive trends.

Aggregated sales data to calculate weekly and monthly totals for revenue and order quantities.

### 3. Outlier Detection and Handling:

Identified and addressed extreme outliers in revenue and order quantities using statistical methods to ensure analysis accuracy.

### 4. Feature Engineering:

Created additional columns like "Total Revenue by Pizza Category" and "Average Pizzas Sold Per Order" for deeper insights.

#### 5. Data Validation:

Verified the integrity of the data by crosschecking sums, averages, and logical relationships among variables.

The clean and structured dataset serves as a reliable foundation for generating insights, visualizations, and dashboards to support data driven decision-making for the pizzeria.

### ETL Process

The ETL (Extract, Transform, Load) process involves the systematic handling of raw data to make it ready for analysis. For this project, SQL, Tableau Desktop, and Excel were used to efficiently execute the ETL process.

### 1. Extraction

The extraction phase is focused on gathering raw data from its source.

Source: The dataset was provided in the form of an Excel file (.csv) containing pizza sales data.

File Format: Excel file with structured data on orders, pizzas, categories, sizes, and revenue.

Tools Used:

The Excel file was loaded into SQL Server to centralize the data for querying and transformation.

#### 2. Transformation

The transformation stage focuses on cleaning, formatting, and preparing the data for analysis. The following tasks were carried out:

### a. Data Cleaning

Missing Values:

SQL queries were used to identify and handle null or missing entries in critical fields like 'Quantity' or 'Revenue'. Missing values were either filled with logical defaults or removed entirely.

**Duplicate Records:** 

Duplicate rows were removed using SQL commands with unique identifiers like 'Order ID'.

Outlier Detection:

SQL queries were used to find unusually high or low values in sales related fields. These were either adjusted or excluded.

### b. Data Formatting

Date and Time Standardization:

SQL functions were applied to convert the 'Order Date' into a standard 'datetime' format. Additional fields such as 'Day', 'Week', and 'Month' were derived from trend analysis.

### d. Data Export

The cleaned and transformed data was exported from SQL into Tableau Desktop.

### 3. Loading

The transformed data was loaded into Tableau Desktop to create interactive dashboards and perform detailed visualization.

#### Tools Used:

SQL Server: Used for all data transformation, cleaning, and aggregation tasks.

Excel: Served as an intermediary file format to transfer the transformed data from SQL to Tableau.

Tableau Desktop: Used to build interactive dashboards and visualizations.

### **Loading Process:**

The exported Excel file was connected to Tableau Desktop.

Calculated fields and filters were applied directly in Tableau to customize and refine the visualizations.

#### Dashboards Created:

Visualizations showcasing key performance indicators (e.g., Total Revenue, Average Order Value, Total Pizzas Sold).

Charts highlight hourly trends, weekly patterns, and best/worst selling pizzas.

Pie charts and bar graphs representing sales contributions by pizza category and size.

### Significance of Tools

Using SQL for robust data transformation, Excel for data portability, and Tableau Desktop for visualization ensured a streamlined ETL process. These tools collectively allow efficient data preparation, enabling clear and insightful analysis of pizza sales data.

# **Analysis on Dataset**

Using SQL Server Management Studio 20

```
SQLQuery1.sql - S...VI-OJHA\ASUS (68))* → ×
      ----Δ. KPT'S----
      ----1. Total Revenue:----
   SELECT SUM(total_price) AS Total_Revenue FROM pizza_sales;
      ----2. Average Order Value----
     SELECT (SUM(total_price) / COUNT(DISTINCT order_id)) AS Avg_order_Value FROM pizza_sales
      ----3. Total Pizzas Sold----
      SELECT SUM(quantity) AS Total_pizza_sold FROM pizza_sales
     ----4. Total Orders----
      SELECT COUNT(DISTINCT order_id) AS Total_Orders FROM pizza_sales
      ----5. Average Pizzas Per Order---
   □SELECT CAST(CAST(SUM(quantity) AS DECIMAL(10,2)) /
     CAST(COUNT(DISTINCT order_id) AS DECIMAL(10,2)) AS DECIMAL(10,2))
      AS Avg_Pizzas_per_order
     FROM pizza_sales
      ----B. Hourly Trend for Total Pizzas Sold----
   SELECT DATEPART(HOUR, order_time) as order_hours, SUM(quantity) as total_pizzas_sold
      from pizza sales
      group by DATEPART(HOUR, order_time)
     order by DATEPART(HOUR, order_time)
      --C. Weekly Trend for Orders----
 ⊢SELECT.
       DATEPART(ISO_WEEK, order_date) AS WeekNumber,
       YEAR(order_date) AS
       COUNT(DISTINCT order_id) AS Total_orders
       pizza_sales
  GROUP BY

DATEPART(ISO_WEEK, order_date),
  YEAR(order_date)
ORDER BY
       Year, WeekNumber;
 ----D. % of Sales by Pizza Category----

⇒SELECT pizza_category, CAST(SUM(total_price) AS DECIMAL(10,2)) as total_revenue,

CAST(SUM(total_price) * 100 / (SELECT SUM(total_price) from pizza_sales) AS DECIMAL(10,2)) AS PCT
  FROM pizza_sales
GROUP BY pizza_category
       -E. % of Sales by Pizza Size----
  SELECT pizza_size, CAST(SUM(total_price) AS DECIMAL(10,2)) as total_revenue,

CAST(SUM(total_price) * 100 / (SELECT SUM(total_price) from pizza_sales) AS DECIMAL(10,2)) AS PCT
  FROM pizza_sales
  GROUP BY pizza_size
ORDER BY pizza_size
  ----F. Total Pizzas Sold by Pizza Category---
  SELECT pizza_category, SUM(quantity) as Total_Quantity_Sold FROM pizza_sales
  WHERE MONTH(order_date) = 2
GROUP BY pizza_category
ORDER BY Total_Quantity_Sold DESC
```

----G. Top 5 Pizzas by Revenue----SELECT Top 5 pizza\_name, SUM(total\_price) AS Total\_Revenue FROM pizza\_sales GROUP BY pizza\_name
ORDER BY Total\_Revenue DESC ---H. Bottom 5 Pizzas by Revenue----SELECT Top 5 pizza\_name, SUM(total\_price) AS Total\_Revenue FROM pizza\_sales GROUP BY pizza\_name
ORDER BY Total\_Revenue ASC ----I. Top 5 Pizzas by Quantity----SELECT Top 5 pizza\_name, SUM(quantity) AS Total\_Pizza\_Sold FROM pizza\_sales GROUP BY pizza\_name
ORDER BY Total\_Pizza\_Sold DESC ----J. Bottom 5 Pizzas by Quantity----SELECT TOP 5 pizza\_name, SUM(quantity) AS Total\_Pizza\_Sold FROM pizza\_sales GROUP BY pizza\_name
ORDER BY Total\_Pizza\_Sold ASC

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3	11				728					
4	12				776					
5	13			6	413					
6	14			3	613					
7	15			3	216					
8	16			4	239					
	W/e	ekNu	umbe	-r	Year		Total_or	ders		
1	1 7				2015	5	254			
2	2				2015	5	427			
3	3				2015	5	400			
4	4				2015	5	415			
5	5				2015	5	436			
6	6				2015	5	422			
7	7				2015	5	423			
8	8				2015	5	393			
	piz	za_ca	ateg	OFV	total	L	evenue	PCT		
1	=	assic					3.10	26.9	1	
2	Ch	icken			195919.50		23.9			
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25.46

3

4

Veggie

Supreme

	pizza_size	total_revenue	PCT
1	L	375318.70	45.89
2	M	249382.25	30.49
3	S	178076.50	21.77
4	XL	14076.00	1.72
5	XXL	1006.60	0.12

	pizza_category	Total_Quantity_Sold
1	Classic	1178
2	Supreme	964
3	Veggie	944
4	Chicken	875

	pizza_name	Total_Revenue
1	The Thai Chicken Pizza	43434.25
2	The Barbecue Chicken Pizza	42768
3	The California Chicken Pizza	41409.5
4	The Classic Deluxe Pizza	38180.5
5	The Spicy Italian Pizza	34831.25

	pizza_name	Total_Revenue
1	The Brie Carre Pizza	11588.4998130798
2	The Green Garden Pizza	13955.75
3	The Spinach Supreme	15277.75
4	The Mediterranean Piz	15360.5
5	The Spinach Pesto Pizza	15596

	pizza_name	Total_Pizza_Sold
1	The Classic Deluxe Pizza	2453
2	The Barbecue Chicken Pizza	2432
3	The Hawaiian Pizza	2422
4	The Pepperoni Pizza	2418
5	The Thai Chicken Pizza	2371

	pizza_name	Total_Pizza_Sold
1	The Brie Carre Pizza	490
2	The Mediterranean Pizza	934
3	The Calabrese Pizza	937
4	The Spinach Supreme	950
-	The Comments Disease	061

⊞ R	esults 🖺 Messages			
1	The Thai Chicken Pizza	1	43434.25	
2	The Barbecue Chicken Pizz	za ·	42768	
3	The California Chicken Pizz	a .	41409.5	
4	The Classic Deluxe Pizza		38180.5	
5	The Spicy Italian Pizza		34831.25	
	nizza name	Tota	I_Revenue	
1	pizza_name The Brie Carre Pizza		88.4998130798	
2	The Green Garden Pizza		55.75	
3	The Spinach Supreme		77.75	
4	The Mediterranean Piz		60.5	
	The Spinach Pesto Pizza	1559		
5	The Opinach Festo Fizza	155	30	
	pizza_name		Total_Pizza_Sold	
1	The Classic Deluxe Pizza		2453	
2	The Barbecue Chicken Pizz	za :	2432	
3	The Hawaiian Pizza		2422	
4	The Pepperoni Pizza		2418	
5	The Thai Chicken Pizza		2371	
	pizza_name	Tota	al_Pizza_Sold	
1	The Brie Carre Pizza	490	)	
2	The Mediterranean Pizza	934	Į.	
3	The Calabrese Pizza	937	7	
4	The Spinach Supreme	950		
5	The Soppressata Pizza	961		
	pizza_name	Tota	al_Orders	
1	The Classic Deluxe Pizza	232	29	
2	The Hawaiian Pizza	228	80	
3	The Pepperoni Pizza	227	78	
4	The Barbecue Chicken	227	73	
5	The Thai Chicken Pizza			
	pizza_name	Tota	al_Orders	
1	The Brie Carre Pizza	480		
2	The Mediterranean Pizza	912		
3	The Spinach Supreme	918		
4	The Calabrese Pizza	918		
5	The Chicken Pesto Pizza	938		

### **List of Analyses with Results**

### **Busiest Hours & Weeks**

### **HOURS**

Peak orders are between 12:00 and 1:00 PM, and in the evening, from 4:00 PM to 7 PM.

### **WEEKS**

Significant variations in weekly orders, with highest peak during the 48th week from the month of Dec.

### **Busiest Hours & Weeks**

### **REVENUE**

The Thai Chiken Pizza contributes to Maximum

Revenue

**QUANTITY** 

Tha Classic Deluxe Pizza contributes to Maximum Total Quantities

**TOTAL ORDERS** 

Tha Classic Deluxe Pizza contributes to Maximum Total Orders

### Sales Performance

### **CATEGORY**

Classic Category contributes to maximum Sales ,Total Orders & Total Pizzas Sold

### SIZE

Large Pizza Size, contributes to maximum Total Sales.

### Sales Performance

### **REVENUE**

The Brie Carre Pizza contributes to Maximum

Revenue QUANTITY

Tha Brie Carre Pizza contributes to Maximum Total Quantities TOTAL ORDERS

Tha Brie Carre Pizza contributes to Maximum Total Orders

# **Future Scope**

This project has provided valuable insights into pizza sales trends, but there is significant potential for extending the analysis to improve business operations and strategic decision-making. The following areas can be explored in the future:

### 1. RealTime Data Analysis

Implementing real-time dashboards that provide live updates on sales, inventory, and revenue trends.

Realtime monitoring can help pizzerias respond quickly to peak demand or unexpected sales surges.

### 2. Predictive Modeling for Sales Forecasting

Building machine learning models to predict future sales trends based on historical data.

Models such as linear regression, ARIMA, or advanced techniques like neural networks can be used to forecast daily or weekly sales.

### 3. Customer Behavior Analysis

Analyzing customer purchase patterns to design targeted marketing campaigns.

Segmentation of customers based on order history, spending habits, or preferences to improve customer retention.

### 4. Inventory Optimization

Utilizing sales data to optimize inventory levels and reduce wastage.

Predictive analytics can help ensure stock availability for highdemand items during peak periods.

### 5. Integration with Marketing Strategies

Correlating sales trends with promotional campaigns to measure their effectiveness.

Identifying the best times and channels for advertising based on historical data insights.

### **6. Expanding Scope to Other Datasets**

Incorporating additional datasets, such as customer feedback, delivery times, or external factors like weather, to enrich analysis.

Studying correlations between external factors (e.g., holidays, events) and sales performance.

### 7. Geographical Analysis

Expanding the analysis to include data from multiple locations to identify regional sales trends.

Identifying top performing regions and tailoring strategies for underperforming ones.

#### 8. Advanced Dashboards and Visualizations

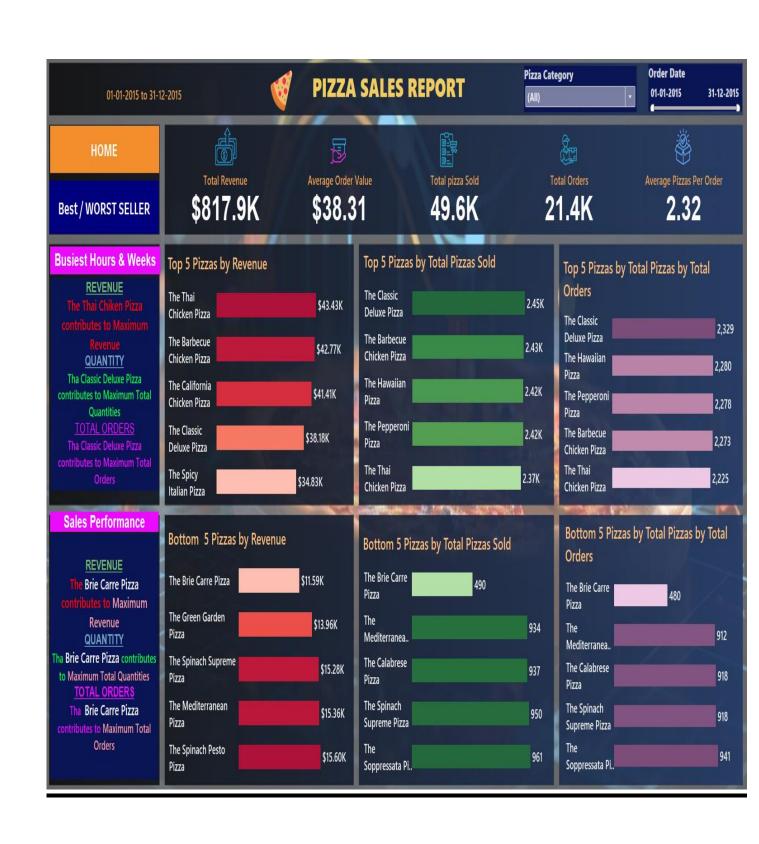
Enhancing dashboards with interactive features, such as filters for customer demographics or specific time periods.

Integrating the dashboards with mobile-friendly applications for better accessibility.

By incorporating these advanced techniques and extensions, the project can evolve into a comprehensive business intelligence tool that empowers pizzerias to make data driven decisions more effectively.

### **Dashboard**





# **References**

https://docs.google.com/spreadsheets/d/1KJEawSzWCbgIP16IuFUJ4NSJf5huDGPd/edit?gid=1076427457#gid=1076427457

https://drive.google.com/drive/folders/1LYGqqerI7YuG9\_Y0RXj9qUMVZ8JHzqW9