**University Of Barisal**

Department of CSE

EDGE Project

Assignment on

**Comprehensive business report Of XYZ Company**

Course: Computer Fundamental and Office Application

**Submitted To:**

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**Comprehensive Business Report for XYZ Company**

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**1. Executive summary**This report evaluates the month-over-month sales and operational metrics of XYZ Company, with a focus on January 2024. It looks into product sales, territorial performance, and employee contributions to create a holistic view of commerce operations. The main purpose is to extract key insights for revenue enhancement and operational efficiency.  
The information underscores the significance of a differing item portfolio and a region-focused approach. Performance-driven motivations are appeared to be compelling in spurring representatives, contributing to noteworthy income development.  
Key Highlights:  
Add up to income created over all locales:  
8,300,000 BDT.  
Tablets conveyed the most elevated item income:  
1,610,000 BDT.  
Smartphones accomplished the most elevated deals volume:  
48 units.  
Add up to rewards conveyed:  
161,000 BDT, tied to representative execution.  
**2. Product and services**product  
1. Tablets:  
High-demand, premium gadgets priced at 70,000 BDT per unit.  
2. Desktops:  
Reasonable workstations estimated at 50,000 BDT per unit.  
3. Tablets:  
Mid-range convenient gadgets, estimated at 30,000 BDT each.  
4. Smartphones:  
High-sales-volume item estimated at 20,000 BDT per unit.  
Services  
Dissemination of electronic items to numerous districts over Bangladesh.  
Week by week deals execution following.  
Reward-based deals structure adjusting worker motivating forces with organizational objectives.  
**3. Business plan**a. Territorial Deals Methodology  
Center on four key districts:  
Dhaka, Barisal, Chattogram, and Khulna.  
Dole out region-specific deals agents to maximize client outreach and progress engagement.  
b. Week after week Execution Following  
Record week by week deals volumes for all items and agents.  
Utilize week after week information to recognize high-performing weeks, optimize stock, and alter methodologies.  
c. Motivating force Structure  
Offer a 10% reward based on person deals income to drive worker inspiration.  
Combine rewards with a base compensation of 30,000 BDT, guaranteeing reasonable remuneration.  
d. Income Optimization  
Center showcasing on high-revenue items (Portable workstations, Desktops) in urban regions.  
Advance smartphones and tablets in price-sensitive districts to boost volume deals.  
**4. Explanation of the Exceed expectations Sheet**Sheet1:  
Deals Information  
Outline  
This sheet incorporates all deals information for January 2024. The essential columns are:  
Date:  
Deals exchange dates.  
Locale:  
Deals dispersion zones (e.g., Dhaka, Barisal).

Deals Agent:  
The individual interacting with the deal.  
Product:  
Product type (Laptop workstation, Smartphone, etc.).  
Unit Price:  
Price of a single unit in BDT.  
Weekly Deals Data:  
Numbers sold in Weeks 1 through 4.  
Total Deals and Commissions:  
Includes monthly revenue, commissions, and compensations.  
Test Data  
Sheet2:  
Instructions Tasks  
This sheet provides instructions on data analysis, including:  
  
Calculating total sales.  
Determining commissions for deals agents.  
Visualizing compensation distributions and total income.  
**5. Sales and cost statistics**a. Territorial Execution  
Barisal:  
Strong in portable workstation deals, contributing the most noteworthy income.  
Dhaka:  
Direct execution, centering on desktop deals.  
Chattogram:  
Adjusted deals over all item categories.  
Khulna:  
Overwhelmed smartphone deals, accomplishing the most elevated unit volume.  
b. Income Highlights  
Tablets:  
Most elevated item income (1,610,000 BDT).  
Smartphones:  
Most elevated deals volume (48 units).  
c. Compensation and Reward Examination  
Base Compensation:  
30,000 BDT per agent.  
Rewards:  
10% of add up to deals income.  
Case:  
Sabbir earned an incentive of 161,000 BDT, adding up to a profit of 191,000 BDT.  
d. Consumed Cost of Incentives in November 2024  
The total consumed cost of base incentives and commissions for all agents measured to \_\_\_ BDT (requires last calculation).  
**6. Visualizations and graphs**(Placeholder for graphical representations such as bar charts, pie charts, and line charts to show patterns, conveyances, and comparisons).  
**7. Recommendations**Promoting Center:  
Grow campaigns in Barisal and Khulna to maximize tall deal Suggestion  
Product Extension:  
Increase stock for smartphones and tablets in high-demand areas.  
Employee Training:  
Provide concentrated training to increase sales in Dhaka and Chattogram.  
Weekly Analysis:  
Constantly review and revise sales strategies based on weekly data.  
**8. Conclusion**XYZ Company's performance in January 2024 was well executed, with a decent deal strategy supported by motivated staff and an effective product mix. Focusing on regional strong points and maintaining healthy weekly follow-ups will help the company improve its profitability and efficiency in operations