KPMG VIRTUAL INTERNSHIP

- Task I = Data Quality Assessment.
- Task 2 = Data Insights(Targeting high-value customers based on customer demographics and attributes.)
- Task 3 = Data Insights and Presentation (Using visualizations to present insights.)

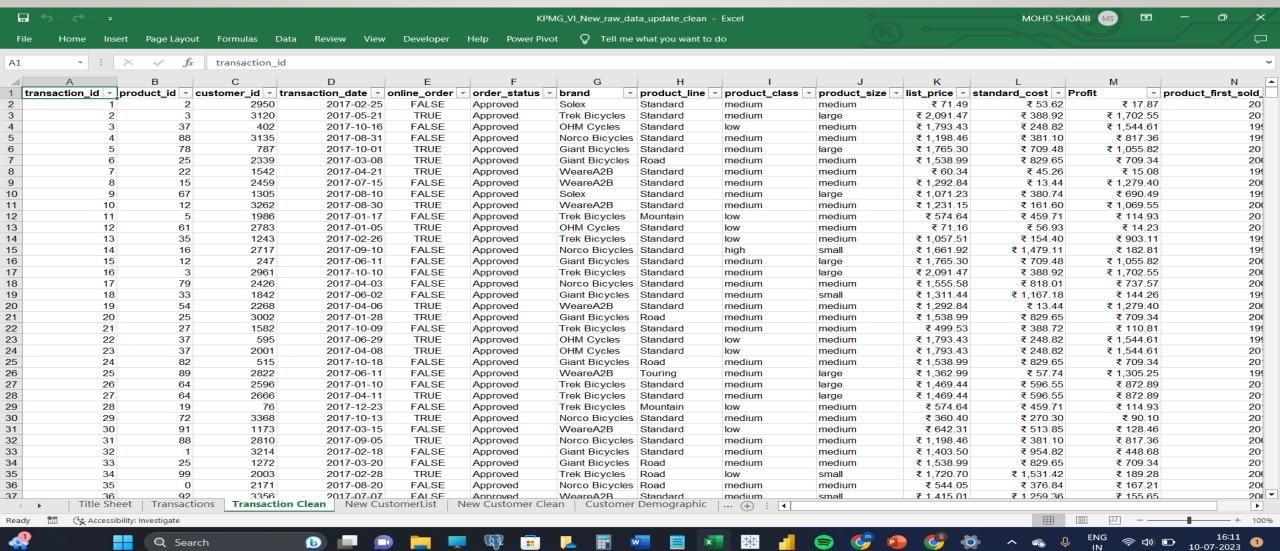
Made By Mohd Shoaib

Task I Performed Areas of Work as Follows

Data Quality	Customer Demographic	Customer Addresses	Transaction Date	New Customer
Accuracy	DOB: Inaccuracy			DOB: Inaccuracy
	Job Industry Category: Misspelling			Job Industry Category: Misspelling
Completeness	Job Title: Blanks Job Industries Category: Blanks	Customer IDs: Not in Sync	Standard Cost: Blanks Brand: Blanks Product Line: Blanks	Past 3 years bike related purchases: Blanks DOB: Blanks Job Title: Blanks
	Tenure: Blanks		Product Class: Blanks	Job Industries Category: Blanks
	Customer IDs: Not in Sync		Product Size: Blanks Product First Sold Date: Blanks Customer IDs: Not in Sync	Customer IDs: Not in Sync
Consistency	Gender: Inconsistency	States: Inconsistency		
Currency	Deceased Customer: Filter Out			
Relevancy	Default: Exclude Field		Order Status: Exclude Cancelled	
Validity			Product First Sold Date: Format	Past 3 years bike related purchases: Format Postcode: Format Property valuation: Format

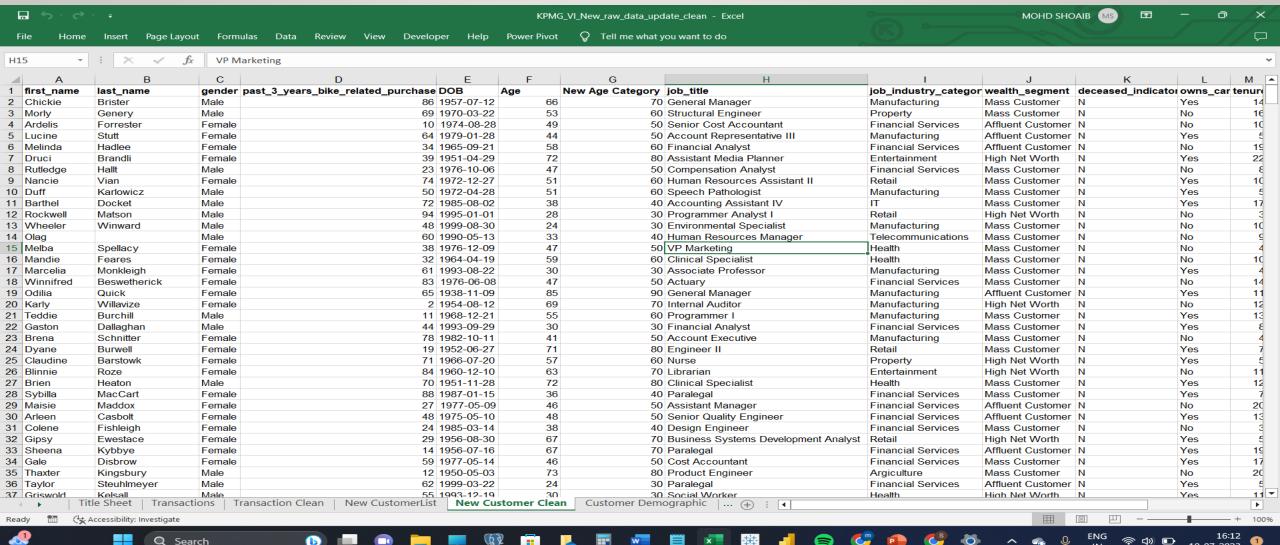
Task I

Quality work in Transection Table

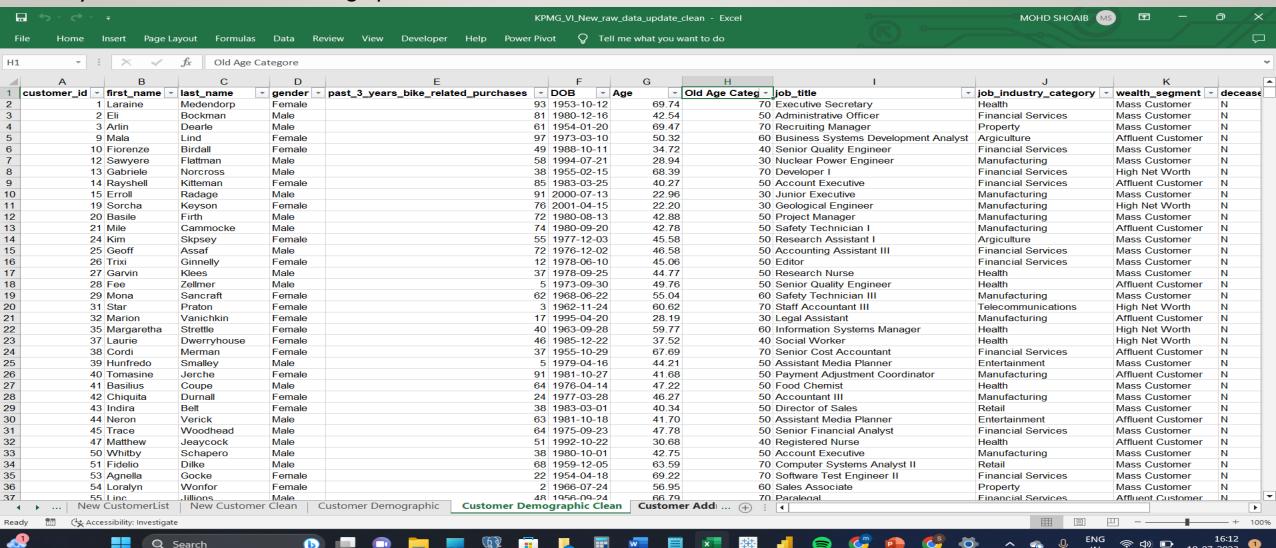


Task I

Quality work in New Customer Table

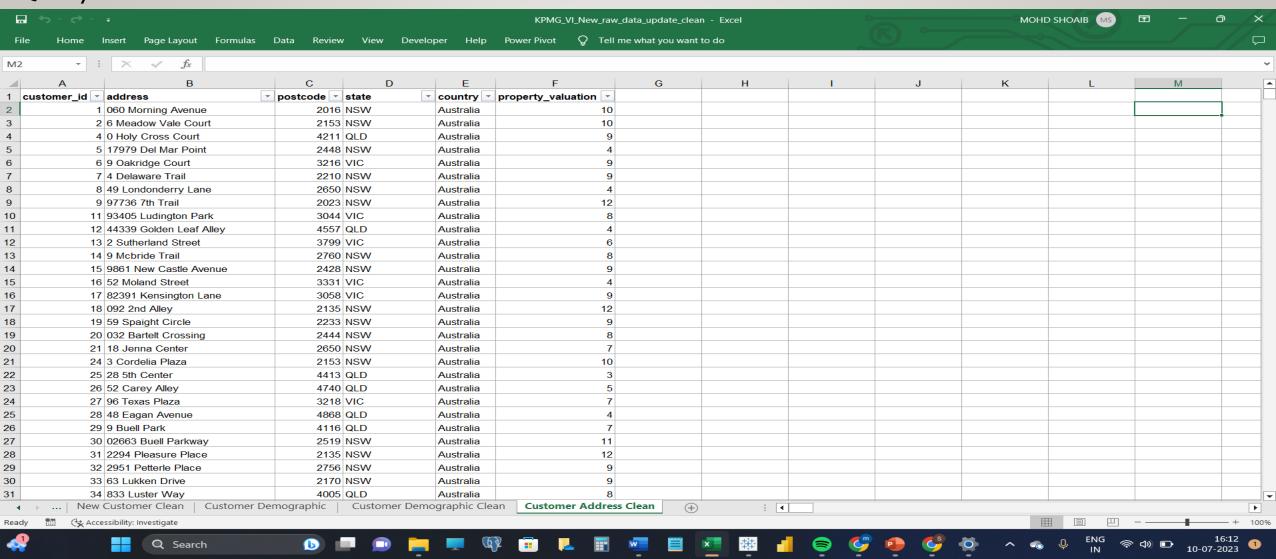


Quality work in Customer Demographic Table



Task I

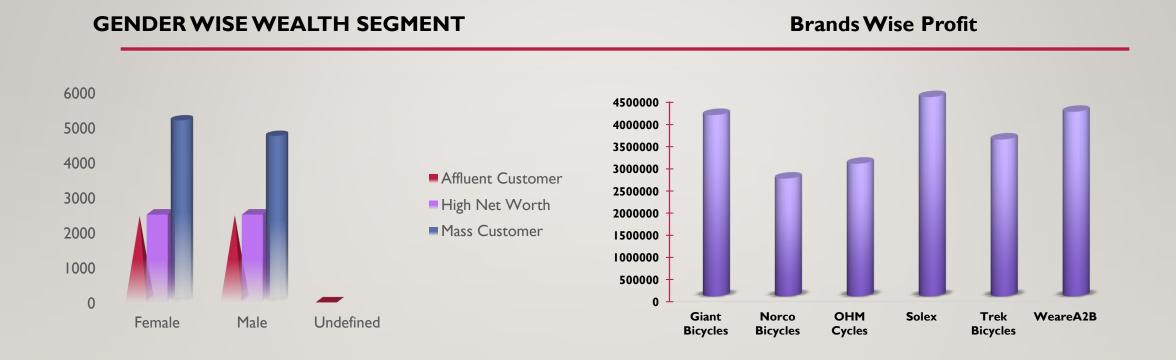
Quality work in Customer Address Table



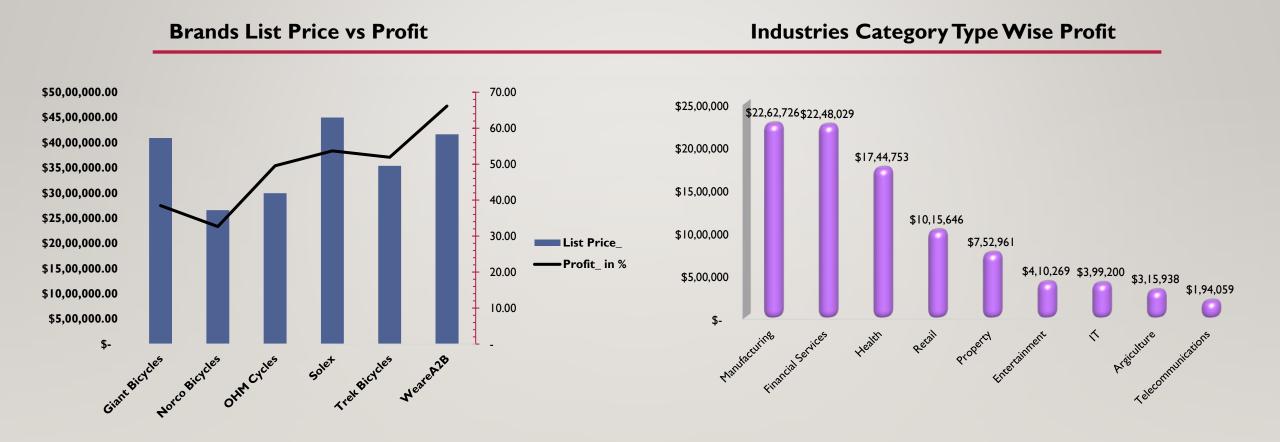
Task 2 Performed Areas of Work as Follows

- 1. Introduction
- 2. Data Exploration
- 3. Model Development
- 4. Interpretation

Data Exploration



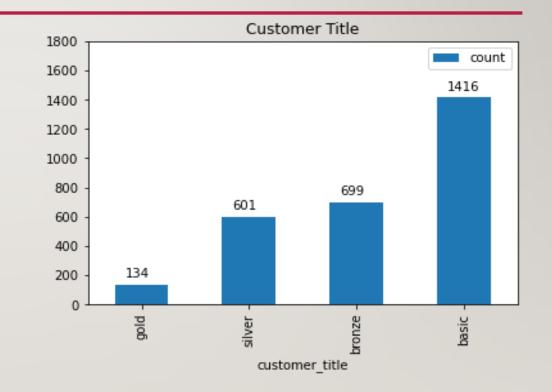
Data Exploration



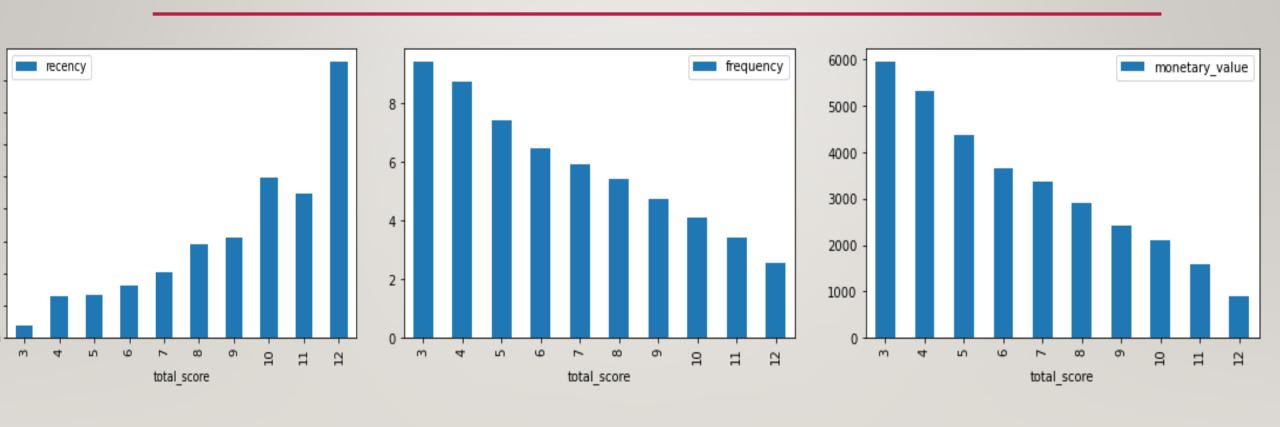
RFM Analysis

Based on the RFM Class, four customer tiers were identified:

- 1. Gold Class: These customers have recently made a purchase, are frequent and are most profitable.
- 2. Silver Class
- 3. Bronze Class
- 4. Basic Class: These customers have not made any recent purchase, are not frequent and do not contribute majorly.



RFM Analysis



Task 3 Performed Areas of Work as Follows

Making a Dashboard of Following with Details

- Created a Demographic Customer Dashboard For getting our customer relations.
- Created Transection Customer Dashboard For getting our premium vs lost customer results.

