Sharing the case study so that you can solve the problem statement basis your own expertise and once you solve it kindly send it back to us, So that we can share it with Panels and then they will have a look at it and come back.

**Key Outputs required:**

1. Derived Metrics (additional Metrics derived from the data presented)
2. Performance Measurement
3. Visualizations to represent your findings
4. Interpretation

|  |  |
| --- | --- |
| **Column Name** | **Description** |
| Need State |  |
| Category | 2 categories |
| Sub Category | 4 sub categories |
| Segment |  |
| Sub Segment |  |
| Manufacturer New | Producers of the product |
| Actual\_Month | Month at which product is sold (20) |
| $ | Total Amount sold at that month |
| Units | Total units sold |