Retail stores stock inventory analytics

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Problem statement ¶

Prepare a prediction model for profit of 50_startups data.

Importing the libraries

In [1]:

```
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sn
from statsmodels.graphics.regressionplot
s import influence_plot
import statsmodels.formula.api as smf
import numpy as np
from sklearn.preprocessing import Standa
rdScaler, MinMaxScaler
```

Loading dataset

In [2]:

```
startups = pd.read_csv("/kaggle/input/startup-logistic-regression/50_Startups.csv")
```

In [3]:

```
startups.head()
```

Out[3]:

	R&D Spend	Administration	Marketing Spend	State
0	165349.20	136897.80	471784.10	New York
1	162597.70	151377.59	443898.53	California
2	153441.51	101145.55	407934.54	Florida
3	144372.41	118671.85	383199.62	New York
4	142107.34	91391.77	366168.42	Florida

Observations :-

1. The dataset contains data about 50 startups. It has 5 columns: "R&D Spend", "Administration", "Marketing Spend", "State", "Profit".
2. The first 3 columns indicate how much each startup spends on Research and Development, how much they spend on Marketing, and how much they spend on Administration cost.
3. The state column indicates which state the startup is based in and the last column states the profit made by the startup.

In [6]:

```
startups.info()
```

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 50 entries, 0 to 49
Data columns (total 5 columns):
 #   Column           Non-Null Count  Dt
ype
---  ------           --------------  -
```

```
---
 0   R&D Spend         50 non-null     fl
oat64
 1   Administration    50 non-null     fl
oat64
 2   Marketing Spend   50 non-null     fl
oat64
 3   State             50 non-null     ob
ject
 4   Profit            50 non-null     fl
oat64
dtypes: float64(4), object(1)
memory usage: 2.1+ KB
```

Observations :-

1. We can see that R&D spend, Administration, Marketing Spend and Profit consists of floating point data type values and State has object type values.
2. We can also see that all 21 observations are non null and hence we don't have any missing values

In [7]:

```
startups[startups.duplicated()]
```

Out[7]:

	R&D Spend	Administration	Marketing Spend	State	Profit

We don't have any duplicate values in our dataset. If duplicates values would have been present we would have to delete it.

In [9]:

```
startups['Profit'].unique()
```

Out[9]:

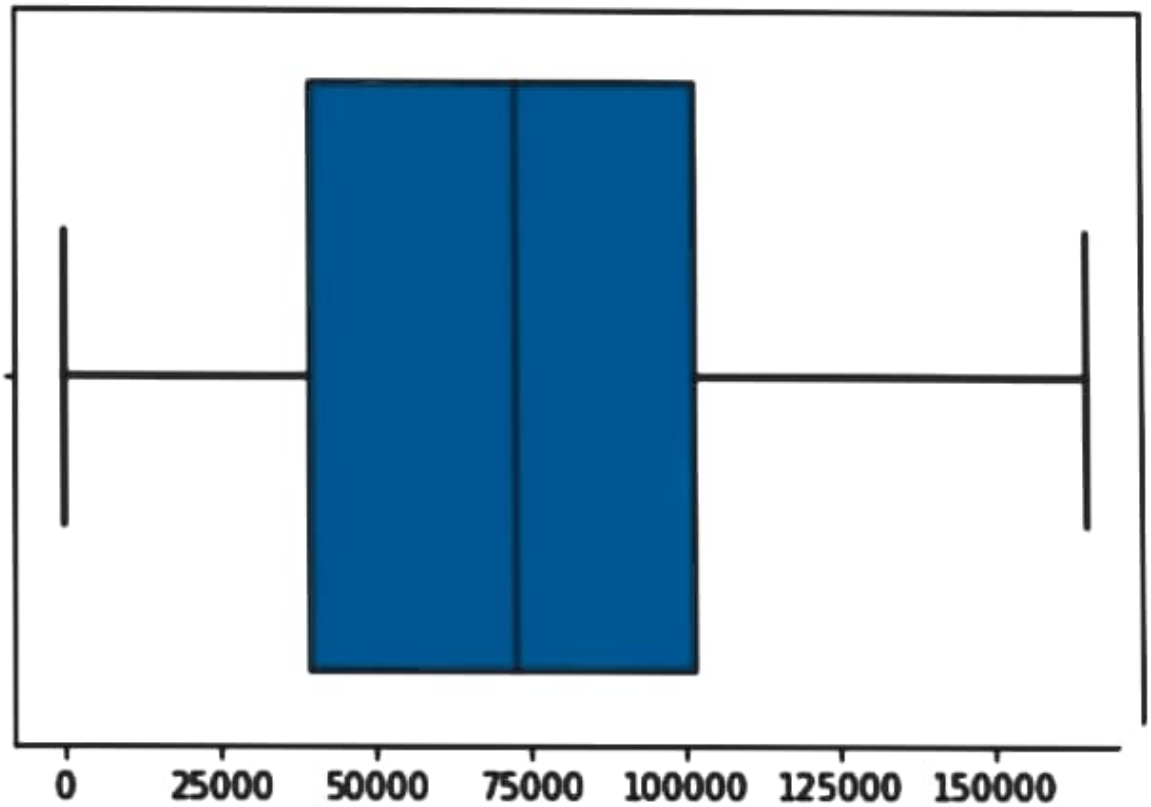
```
array([192261.83, 191792.06, 191050.39,
182901.99, 166187.94, 156991.12,
       156122.51, 155752.6 , 152211.77,
149759.96, 146121.95, 144259.4 ,
       141585.52, 134307.35, 132602.65,
129917.04, 126992.93, 125370.37,
       124266.9 , 122776.86, 118474.03,
111313.02, 110352.25, 108733.99,
       108552.04, 107404.34, 105733.54,
105008.31, 103282.38, 101004.64,
        99937.59,  97483.56,  97427.84,
96778.92,  96712.8 ,  96479.51,
        90708.19,  89949.14,  81229.06,
81005.76,  78239.91,  77798.83,
        71498.49,  69758.98,  65200.33,
64926.08,  49490.75,  42559.73,
        35673.41,  14681.4 ])
```

```
sn.boxplot(startups['R&D Spend'])
```

```
/opt/conda/lib/python3.7/site-packages/seaborn/_decorators.py:43: FutureWarning: Pass the following variable as a keyword arg: x. From version 0.12, the only valid positional argument will be `data`, and passing other arguments without an explicit keyword will result in an error or misinterpretation.
  FutureWarning
```

Out[11]:

```
<AxesSubplot:xlabel='R&D Spend'>
```

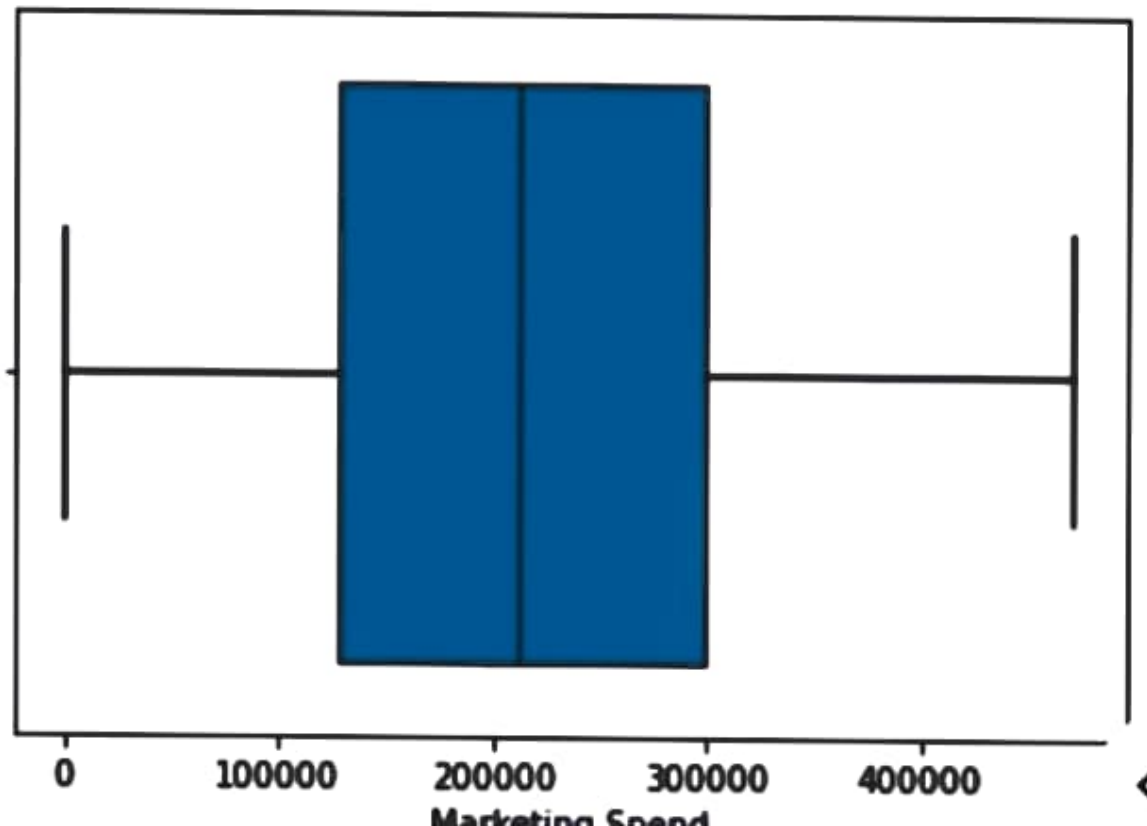


```
sn.boxplot(startups['Marketing Spend'])
```

```
/opt/conda/lib/python3.7/site-packages/seaborn/_decorators.py:43: FutureWarning: Pass the following variable as a keyword arg: x. From version 0.12, the only valid positional argument will be `data`, and passing other arguments without an explicit keyword will result in an error or misinterpretation.
  FutureWarning
```

Out[13]:

```
<AxesSubplot:xlabel='Marketing Spend'>
```

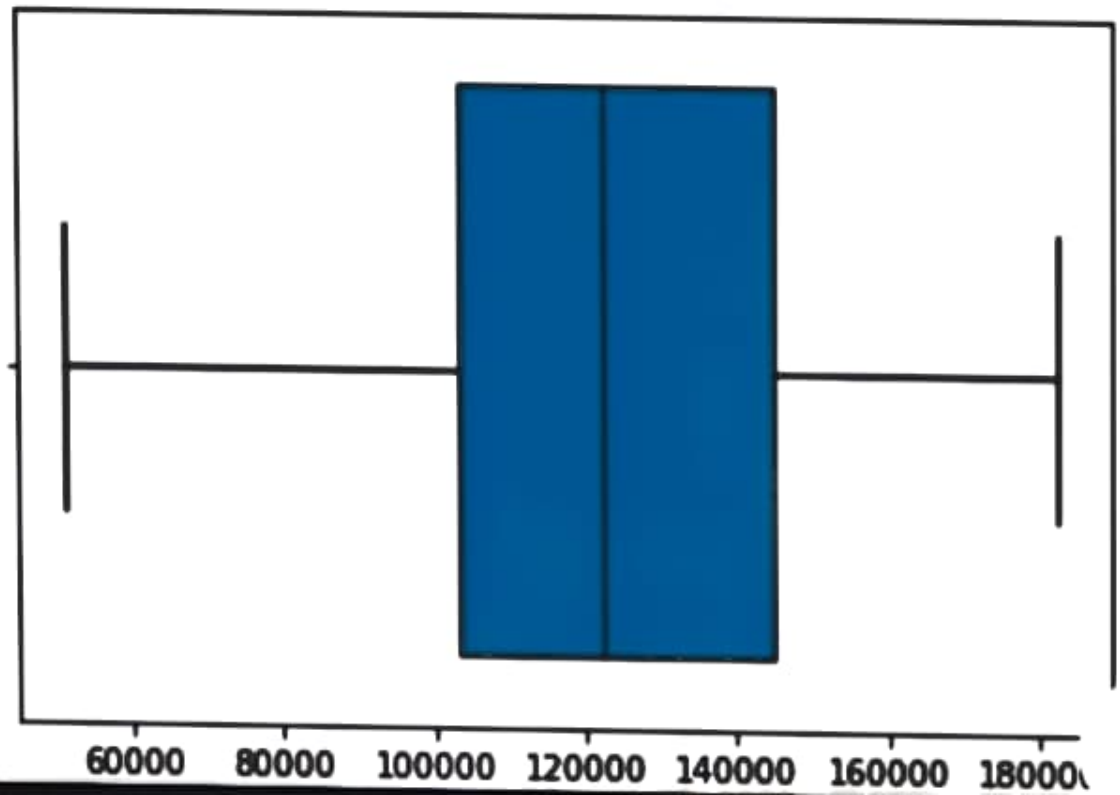


```
sn.boxplot(startups['Administration'])
```

```
/opt/conda/lib/python3.7/site-packages/seaborn/_decorators.py:43: FutureWarning: Pass the following variable as a keyword arg: x. From version 0.12, the only valid positional argument will be `data`, and passing other arguments without an explicit keyword will result in an error or misinterpretation.
  FutureWarning
```

Out[12]:

```
<AxesSubplot:xlabel='Administration'>
```

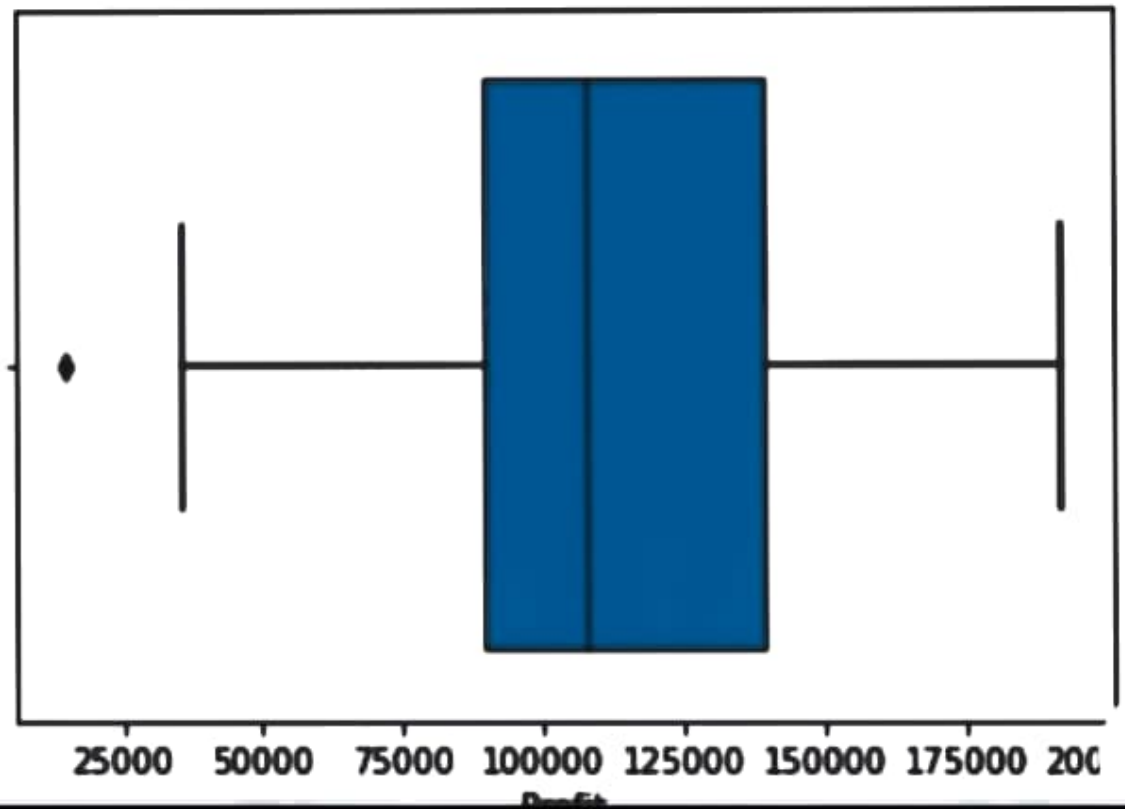


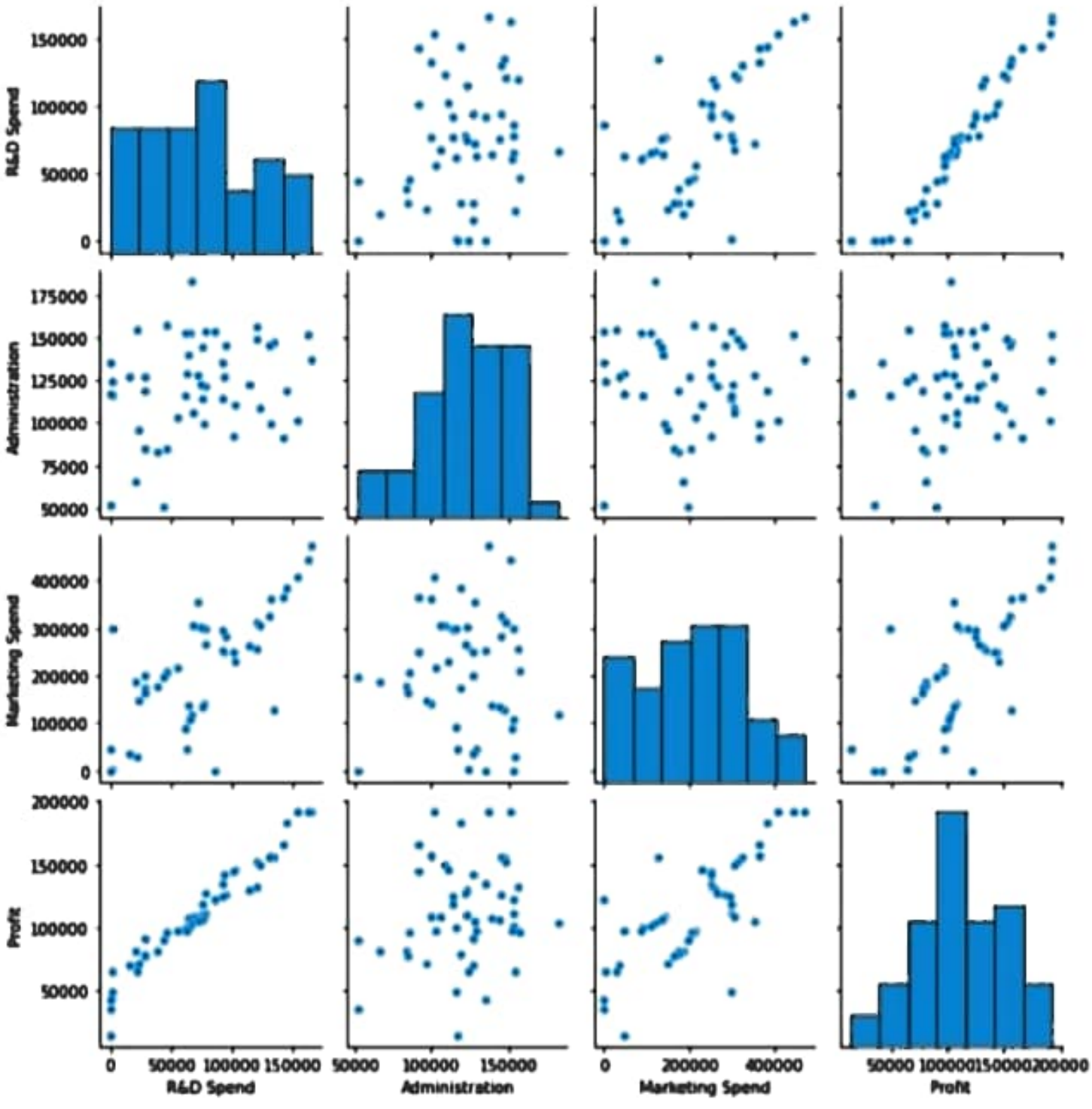
```
sn.boxplot(startups['Profit'])
```

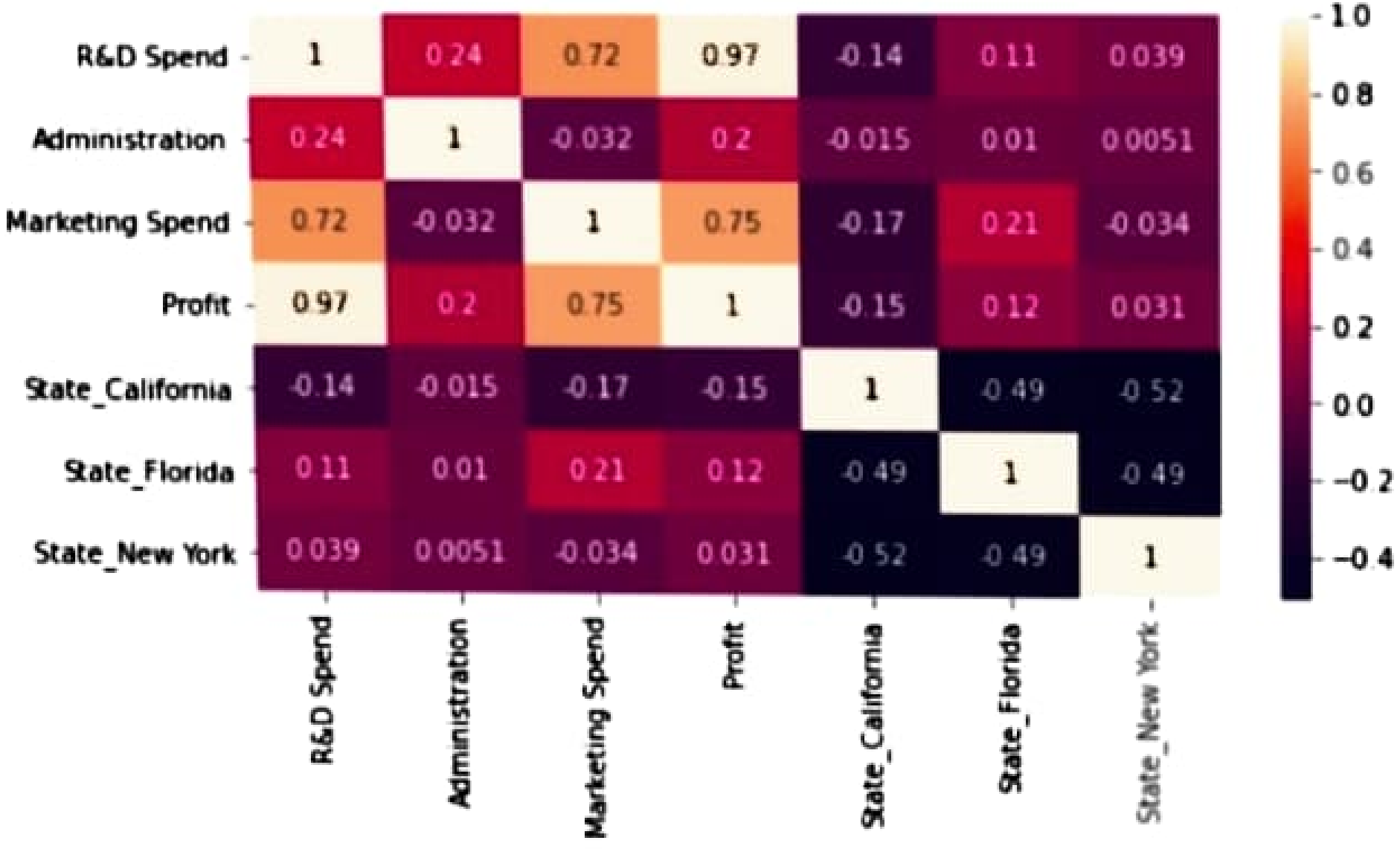
```
/opt/conda/lib/python3.7/site-packages/seaborn/_decorators.py:43: FutureWarning: Pass the following variable as a keyword arg: x. From version 0.12, the only valid positional argument will be `data`, and passing other arguments without an explicit keyword will result in an error or misinterpretation.
  FutureWarning
```

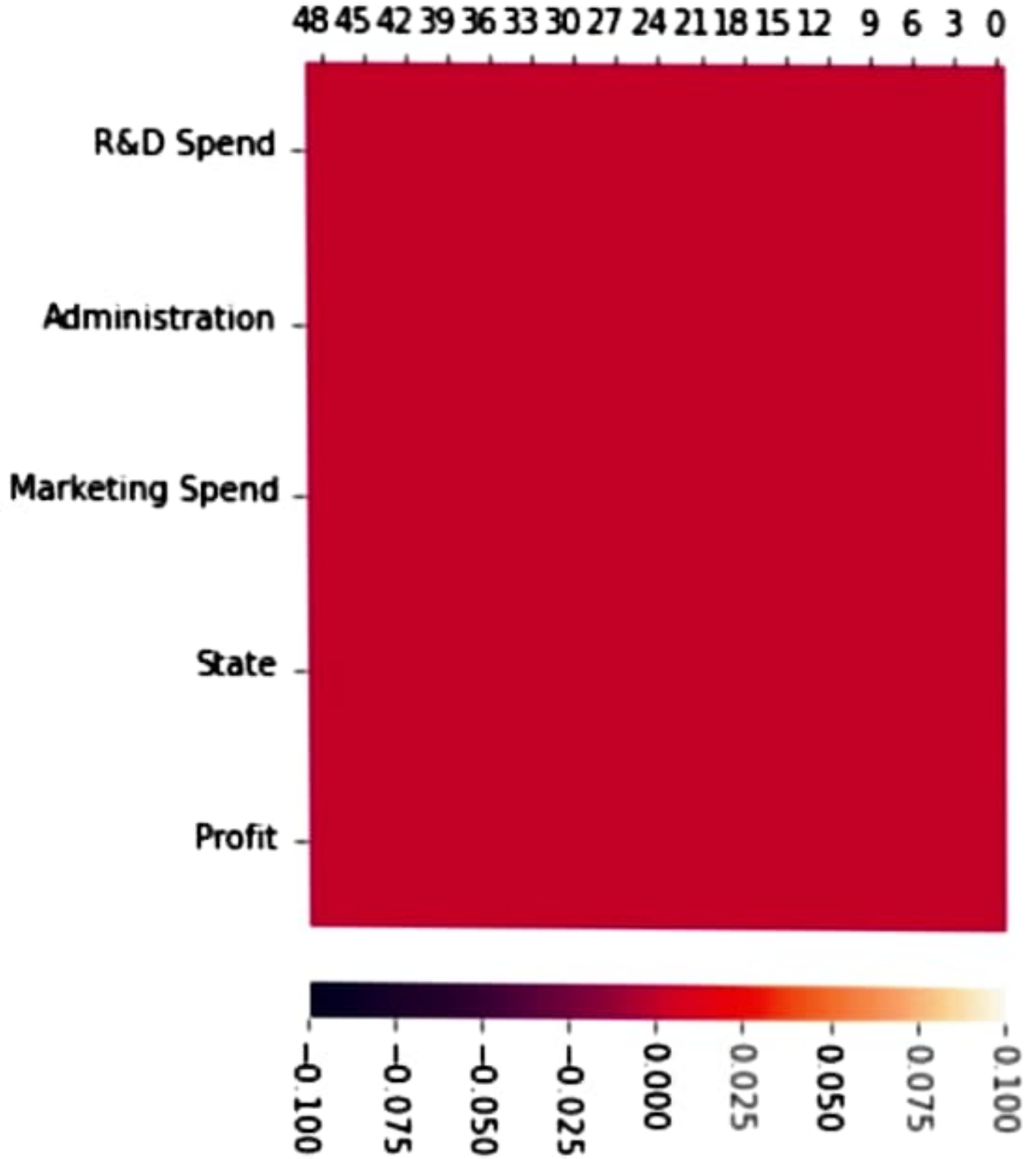
Out[14]:

```
<AxesSubplot:xlabel='Profit'>
```




R&D Spend
Administration
Marketing Spend
Profit
150000
100000
50000
0
175000
150000
125000
100000
75000
50000
400000
300000
200000
100000
0
200000
150000
100000
50000
0
50000
100000
150000
0
200000
400000
50000
100000
150000
200000


R&D Spend
Administration
Marketing Spend
Profit
State_California
State_Florida
State_New York
1 0.24 0.72 0.97 -0.14 0.11 0.039
0.24 1 -0.032 0.2 -0.015 0.01 0.0051
0.72 -0.032 1 0.75 -0.17 0.21 -0.034
0.97 0.2 0.75 1 -0.15 0.12 0.031
-0.14 -0.015 -0.17 -0.15 1 -0.49 -0.52
0.11 0.01 0.21 0.12 -0.49 1 -0.49
0.039 0.0051 -0.034 0.031 -0.52 -0.49 1
1.0
0.8
0.6
0.4
0.2
0.0
−0.2
−0.4

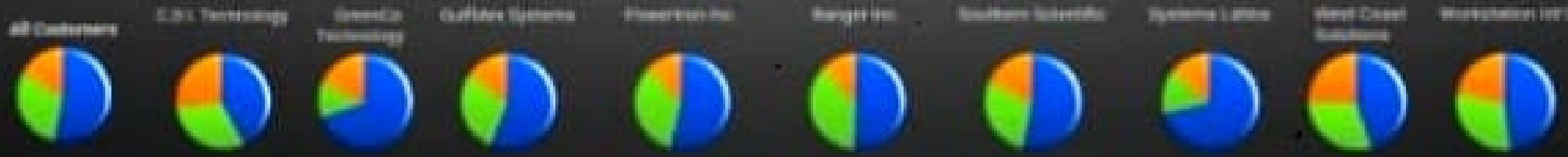

48 45 42 39 36 33 30 27 24 21 18 15 12 9 6 3 0
R&D Spend
Administration
Marketing Spend
State
Profit
−0.100 −0.075 −0.050 −0.025 0.000 0.025 0.050 0.075 0.100

Sales Dashboard

Introduction | Overview | Market Analysis | Product Shipments

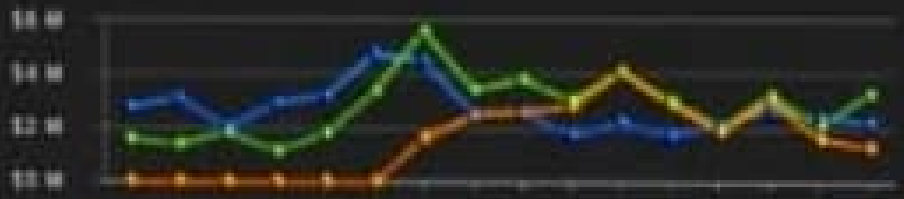
2010 ORDERED UNITS BY ALL CUSTOMERS

Alpha 11,429 Charger 6,573 Nova 3,819



CUSTOMER REVENUE BY STATE

ORDER REVENUE TREND (2007-2010)



MARKET REVENUE TREND (2007-2010)

CUSTOMER DETAILS

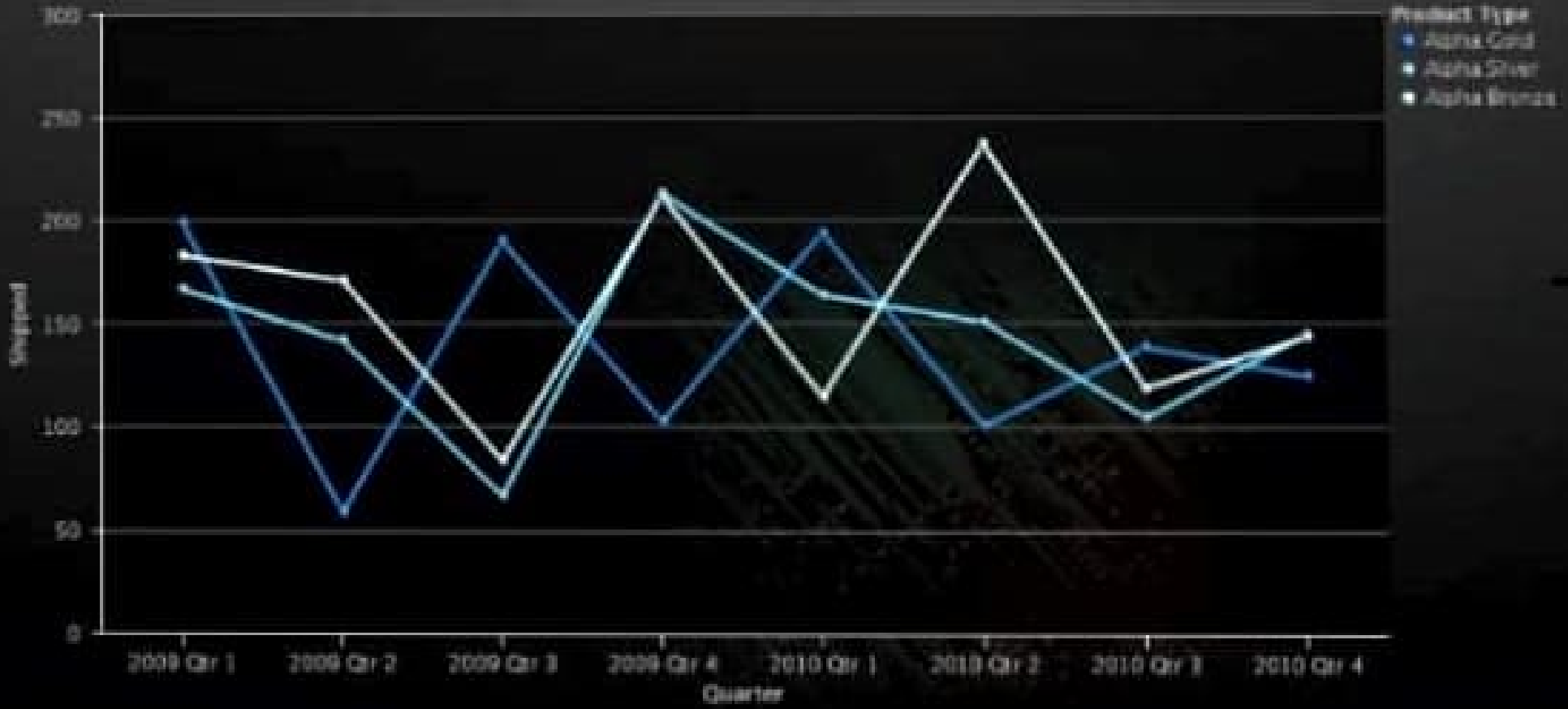
Customer	Inquiry Revenue	Order Revenue	Growth	List Price	Net Price	Order Units	Sales Growth %
[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Sales Dashboard

Introduction | Overview | Market Analysis | Product Shipments

PRODUCT SHIPMENTS

Alpha



Sales Dashboard

Introduction | Overview | Market Analysis | Product Segments

KEY METRICS SUMMARY

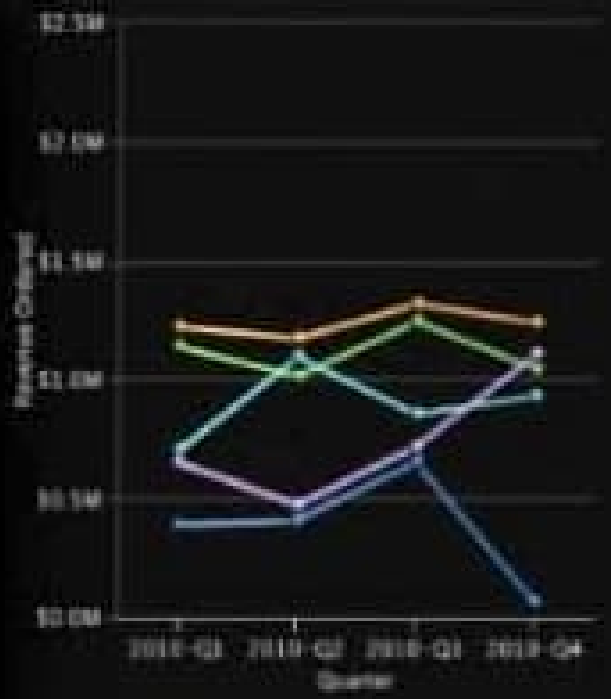
26.1%	$110 M	$882 M	$50 M	32%	22.3%
Market Share	Inquiry Revenue	Market Revenue	Order Revenue	Sales Growth	Win / Loss

REVENUE ORDERED

Alpha Revenue: $17,522,304

Alpha | Charger | Ranger

REVENUE ORDERED - Alpha



SUCCESSFUL SALES - Alpha

All Customers | C.E.I. Technology | Griffiths Systems | Powerton Inc. | Ranger Inc. | Southern Scientific

Product inventory overview by organization, with prior year comparative data

ThankYou!