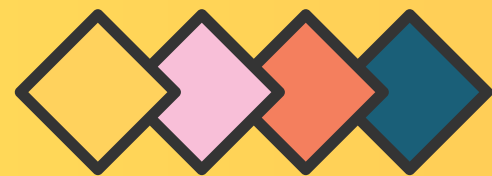


SQL Project Challenge



AtliQ Hardwares



Consumer

Goods Ad- Hoc

Insights



Presented by Sudhir

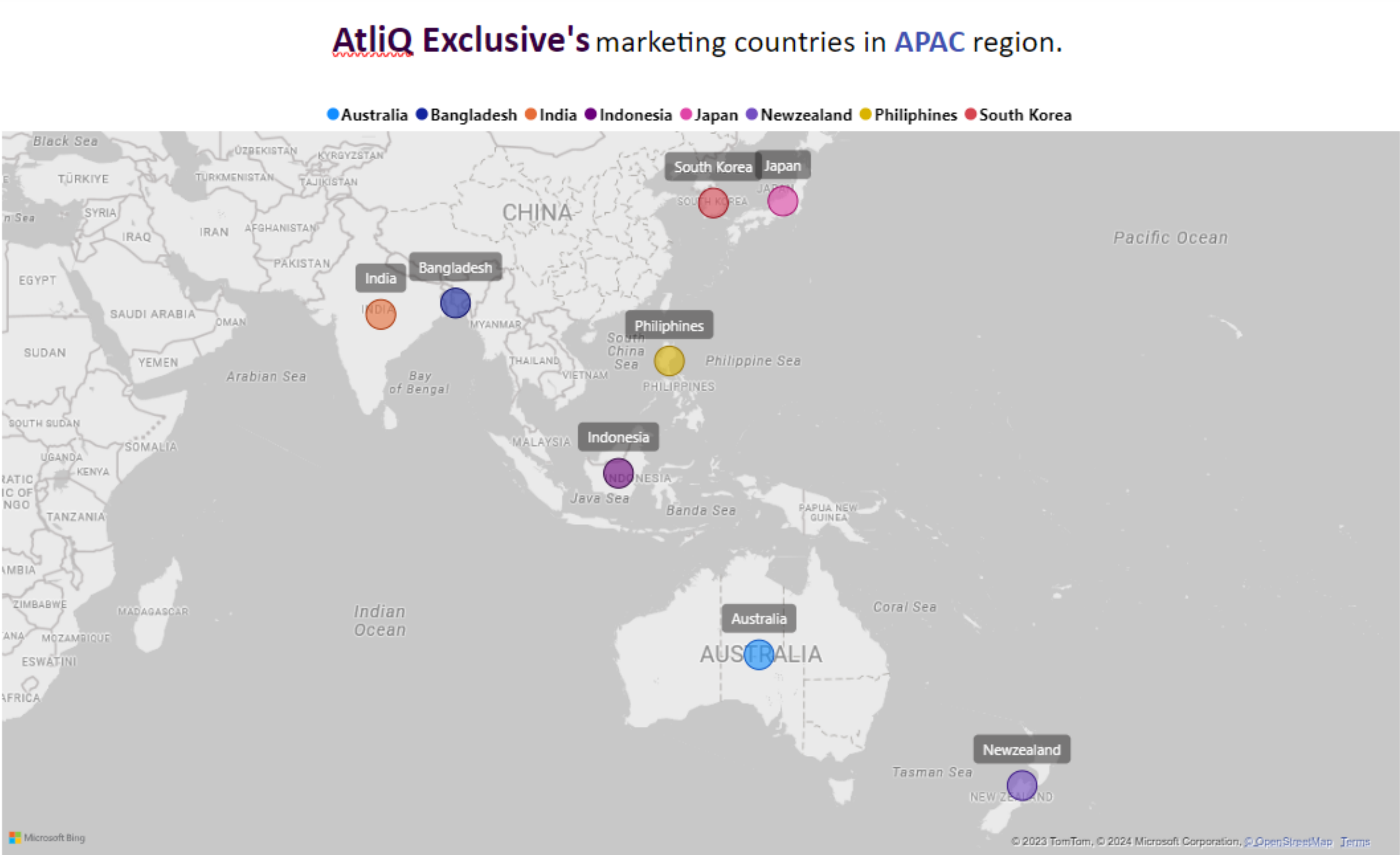
Request :

1. Provide the list of markets in which customer "Atliq Exclusive" operates its business in the APAC region.

INSIGHT

MySQL : OUTPUT

	market
▶	India
	Indonesia
	Japan
	Philippines
	South Korea
	Australia
	Newzealand
	Bangladesh



Request :

2. What is the percentage of unique product increase in 2021 vs. 2020?

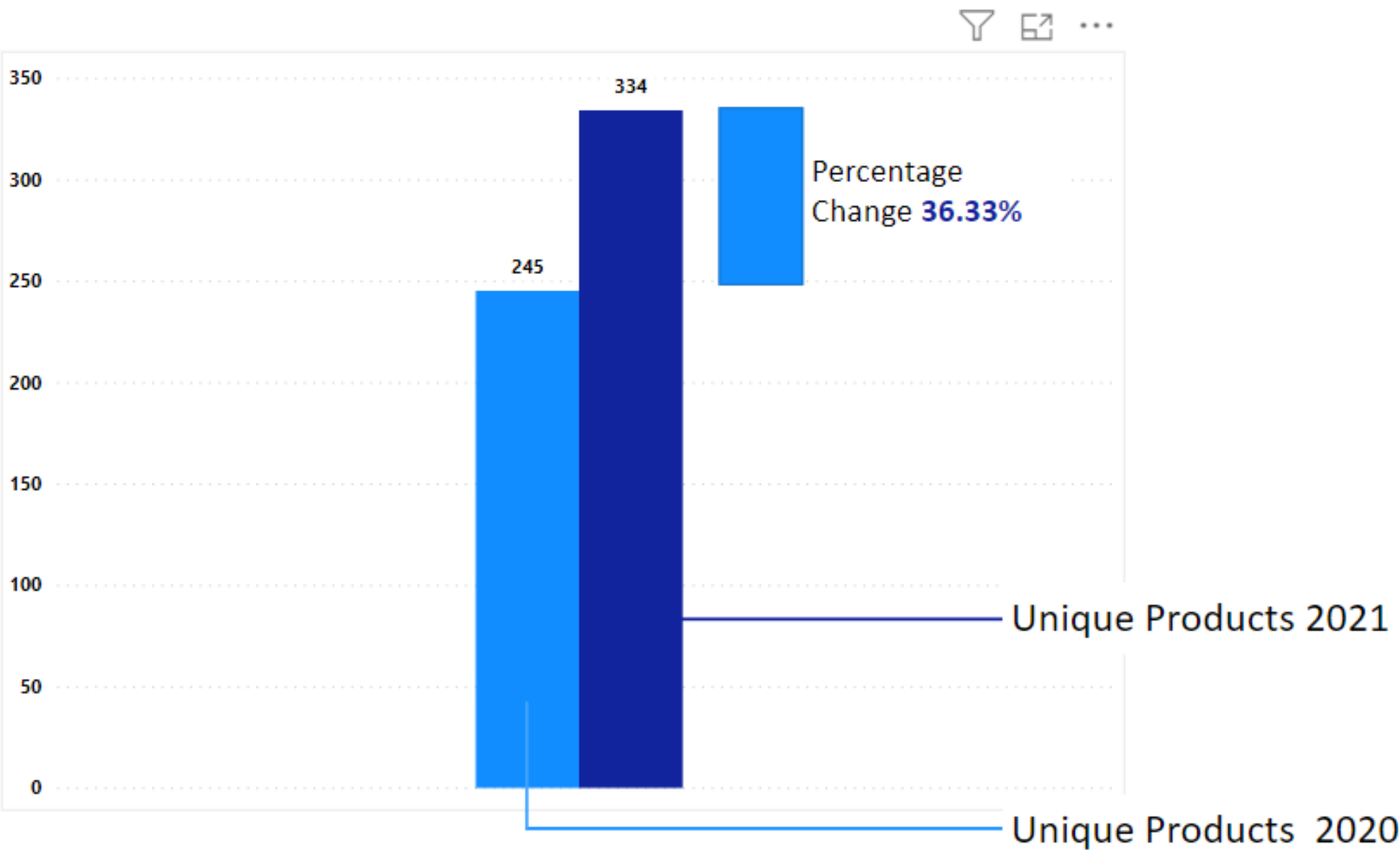
The final output contains these fields,
unique_products_2020
unique_products_2021
percentage_chg

INSIGHT

MySQL : OUTPUT

	unique_product_2020	unique_product_2021	percentage_chg
▶	245	334	36.33%

Unique Products 2021
Vs
Unique Products 2020



Request :

3. Provide a report with all the unique product counts for each segment and sort them in descending order of product counts. The final output contains 2 fields,

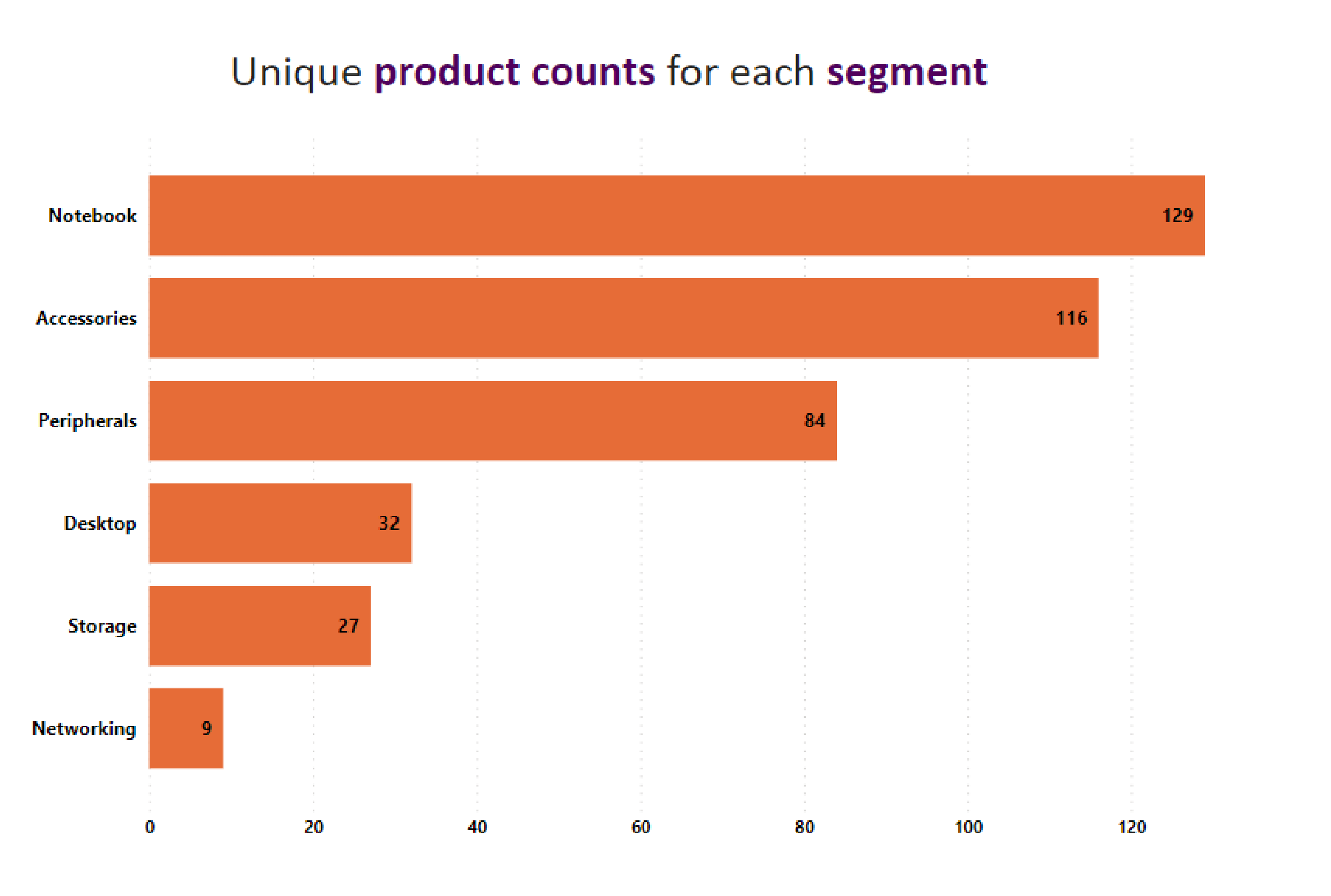
segment

product_count

INSIGHT

MySQL : OUTPUT

	unique_products	segment
►	129	Notebook
	116	Accessories
	84	Peripherals
	32	Desktop
	27	Storage
	9	Networking



Request :

4. Follow-up: Which segment had the most increase in unique products in 2021 vs 2020? The final output contains these fields,

segment

product_count_2020

product_count_2021 difference

INSIGHT

Unique product difference per
segment from 2020 to 2021

MySQL : OUTPUT

segment	product_count_2020	product_count_2021	difference
Accessories	69	103	34
Notebook	92	108	16
Peripherals	59	75	16
Desktop	7	22	15
Storage	12	17	5
Networking	6	9	3

segment	product_count_2020	product_count_2021	difference
Accessories	69	103	34
Notebook	92	108	16
Peripherals	59	75	16
Desktop	7	22	15
Storage	12	17	5
Networking	6	9	3

5. Get the products that have the highest and lowest manufacturing costs. The final output should contain these fields,
product_code
product
manufacturing_cost

MySQL : OUTPUT

	product_code	product	manufacturing_cost
▶	A2118150101	AQ Master wired ...	0.8920
	A6120110206	AQ HOME Allin1 ...	240.5364

Products having the highest and lowest manufacturing costs

240.54

⊟	A6120110206
	AQ HOME Allin1 Gen 2

0.89

⊟	A2118150101
	AQ Master wired x1 Ms

Product code & Product

Request :

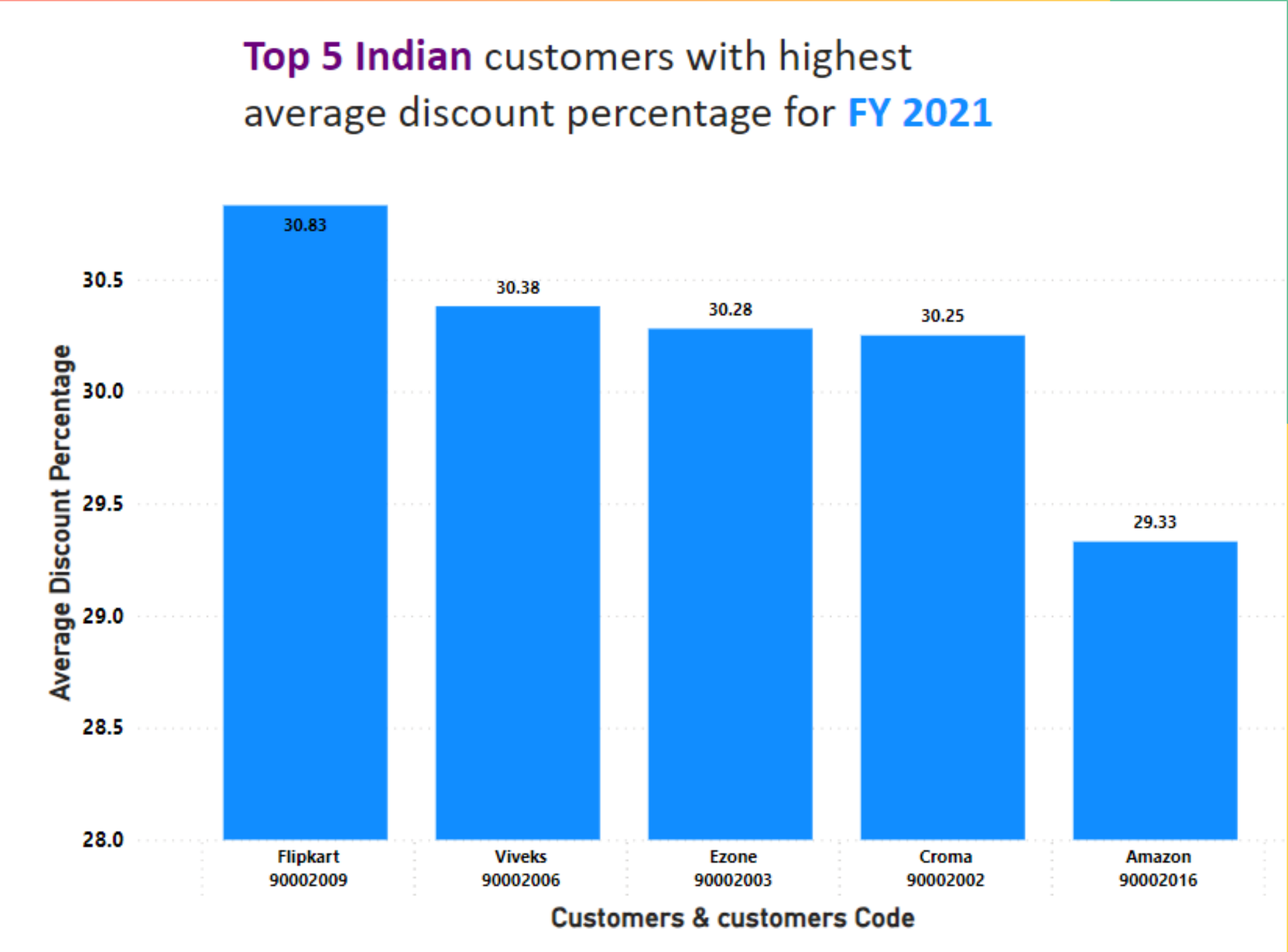
6. Generate a report which contains the top 5 customers who received an average high pre_invoice_discount_pct for the fiscal year 2021 and in the Indian market. The final output contains these fields,

customer_code
customer
average_discount_percentage

INSIGHT

MySQL : OUTPUT

	customer	customer_code	avg_dis_pct
▶	Atliq Exclusive	70002017	7.03%
	Flipkart	90002009	30.83%
	Viveks	90002006	30.38%
	Ezone	90002003	30.28%
	Croma	90002002	30.25%



Request :

7. Get the complete report of the Gross sales amount for the customer “Atliq Exclusive” for each month . This analysis helps to get an idea of low and high-performing months and take strategic decisions. The final report contains these columns:

INSIGHT

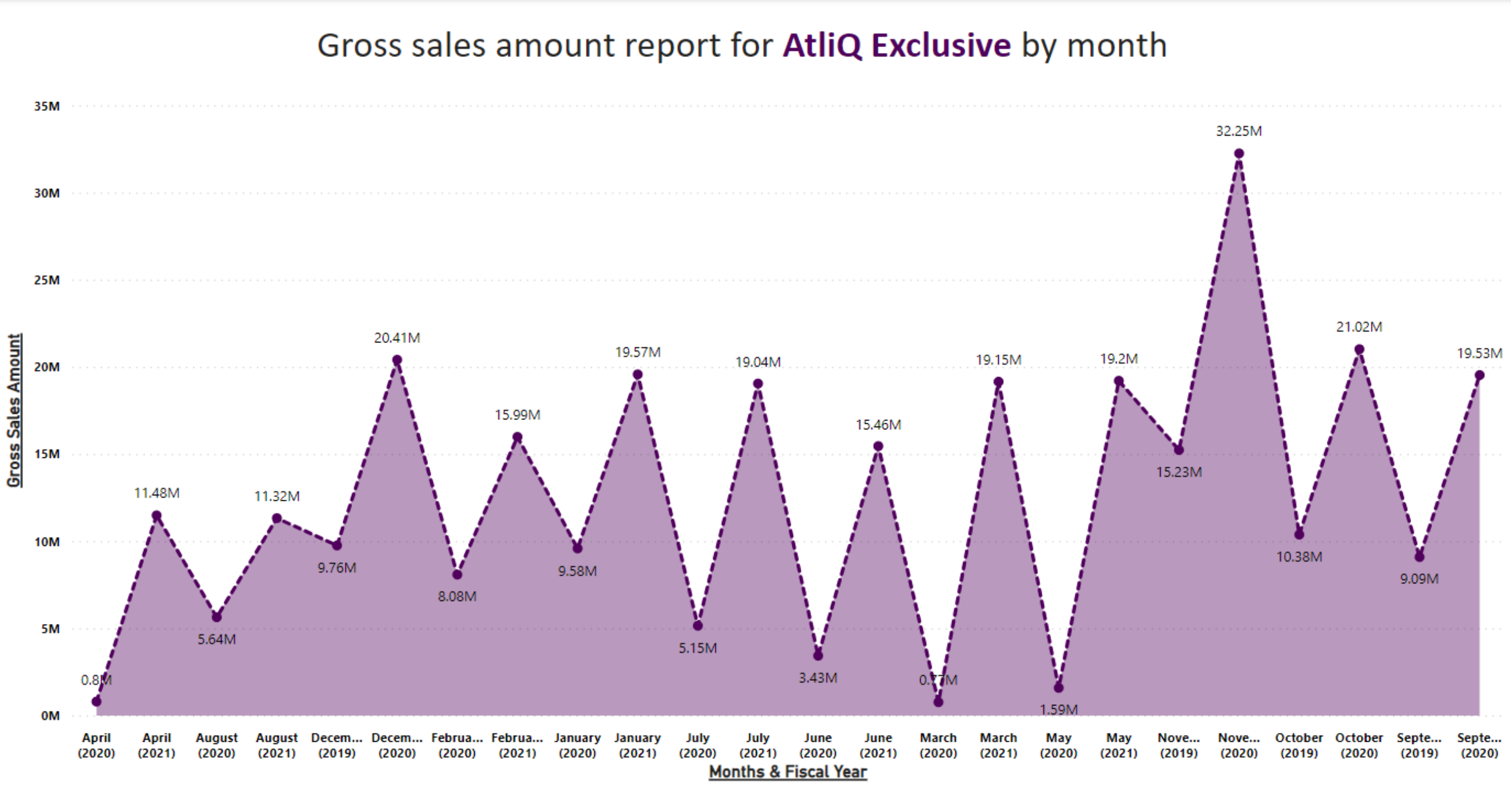
Month

Year

Gross sales Amount

MySQL : OUTPUT

Month	year	fiscal_year	gross_sales_amount
September	2019	2020	767469839.76
October	2019	2020	964333390.95
November	2019	2020	1337424667.35
December	2019	2020	1419405754.50
January	2020	2020	772068417.62
February	2020	2020	747515038.24



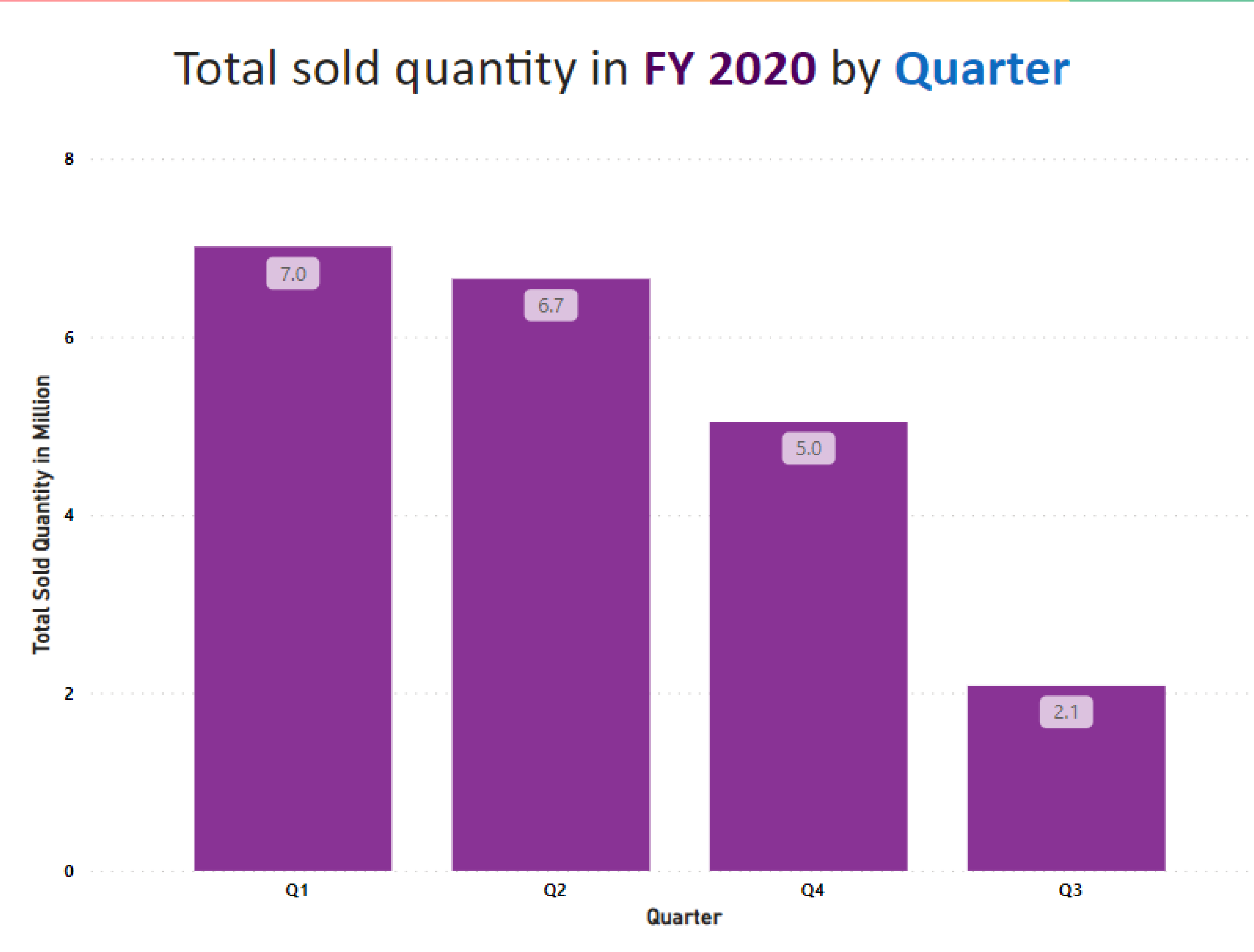
Request :

8. In which quarter of 2020, got the maximum total_sold_quantity? The final output contains these fields sorted by the total_sold_quantity, Quarter
total_sold_quantity

MySQL : OUTPUT

	quarter	total_sold_quantity
▶	Q1	7.01
	Q2	6.65
	Q4	5.04
	Q3	2.08

INSIGHT



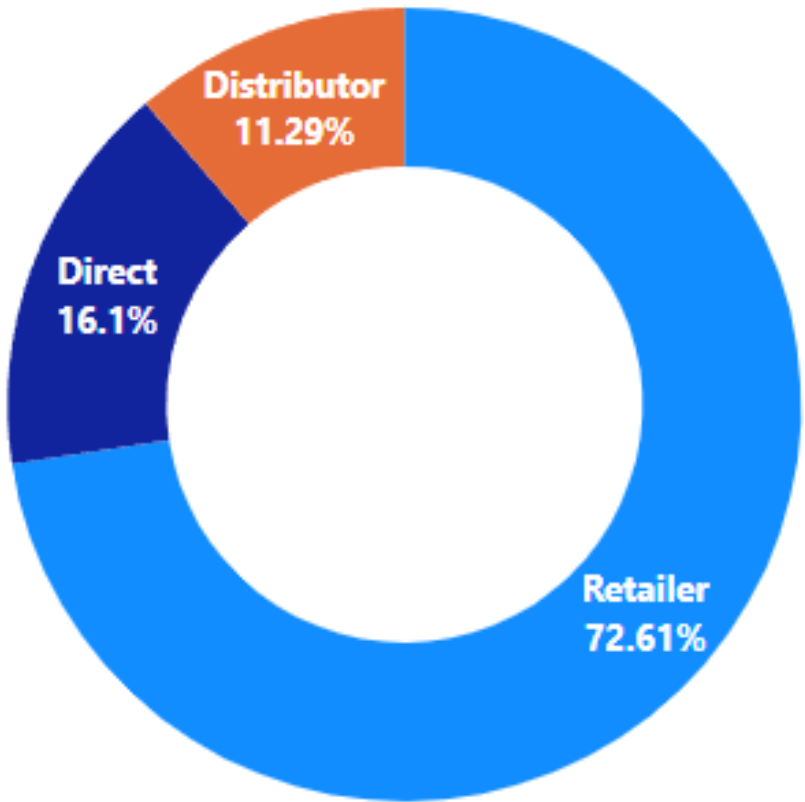
Request :

9. Which channel helped to bring more gross sales in the fiscal year 2021 and the percentage of contribution? The final output contains these fields, channel gross_sales_mln percentage

MySQL : OUTPUT

	channel	gross_sales_mln	pct_contribution
▶	Direct	356.12 M	16.1 %
	Retailer	1606.39 M	72.61 %
	Distributor	249.86 M	11.29 %

Gross sales and contribution percentages by Channels for FY 2021



INSIGHT

Request :

10. Get the Top 3 products in each division that have a high total_sold_quantity in the fiscal_year 2021? The final output contains these fields,

division

product_code

product

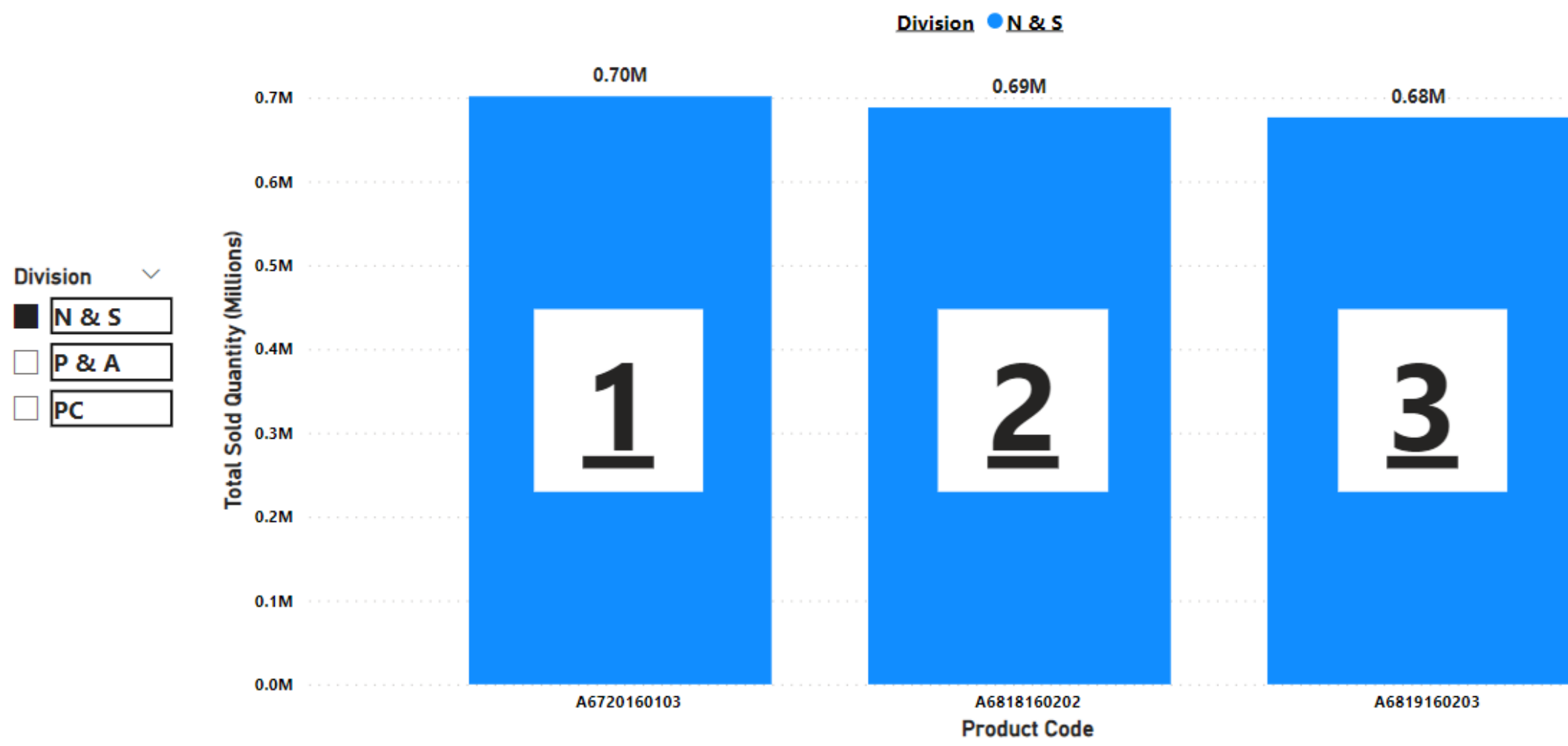
total_sold_quantity

rank_order

MySQL : OUTPUT

	division	product_code	product	total_sold_quantity	rank_order
▶	N & S	A6720160103	AQ Pen Drive 2 I...	701373	1
	N & S	A6818160202	AQ Pen Drive DRC	688003	2
	N & S	A6819160203	AQ Pen Drive DRC	676245	3
	P & A	A2319150302	AQ Gamers Ms	428498	1
	P & A	A2520150501	AQ Maxima Ms	419865	2
	P & A	A2520150504	AQ Maxima Ms	419471	3
	PC	A4218110202	AQ Digit	17434	1
	PC	A4319110306	AQ Velocity	17280	2
	PC	A4218110208	AQ Digit	17275	3

Top 3 highest-selling products by Division for FY 2021



INSIGHT