

#### **Final Project Team Project**

#### **QSN Retail (E-commerce)**

**Professor Helen Yelluas** 

**Project Team:** Quinton Lopez

Sung Keum Nikita Sarda David Smarsh

#### **Agenda**

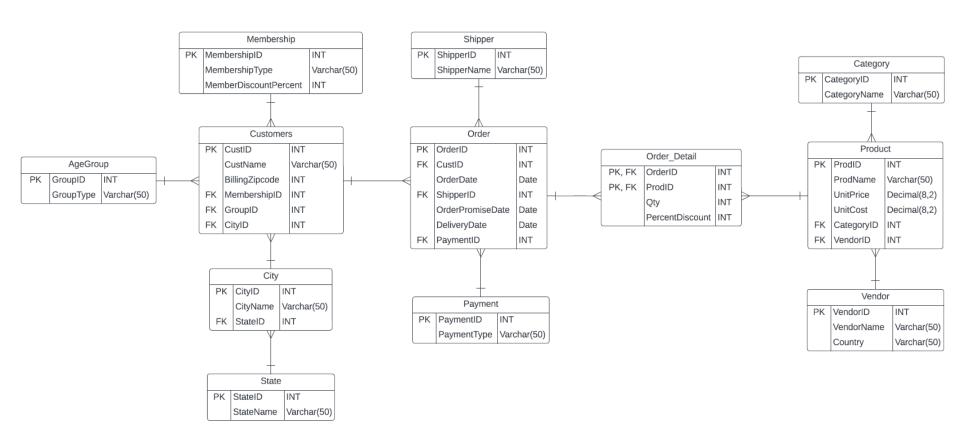
- QSNRetail Description
- Entity Relationship Diagram (ERD)
- 18 Analytical Questions
- Each Analytical Question Details
  - Table Data
  - SQL Query
  - Graph

#### **QSNRetail Description**

QSN Retail Inc., is an e-commerce company that sells variety of products to everyday shoppers. Think of Amazon.com but we do it better and faster. Our goal is to provide an exceptional service and high-quality products to our customers to meet their everyday needs and wants. We encourage customers to return to us for their future purchases through our generous reward system. Our products are supplied by the finest vendors from all over world, whom we handpicked through rigorous process, and routinely undergo quality assurance testing. Our company offers many different payment options for our customers and utilizes third-party logistics companies to facilitate transactions. We are QSNRetail!

### QSN Retail Entity Relationship Diagram (ERD)

#### **QSN Retail Inc.**



#### Analytical Questions QSN Retail

(1 of 2)

#### 18 Analytical Questions (1 – 9)

- 1. Total sales by year by age group
- 2. Total sales by month and year
- 3. Total sales by year by membership type
- 4. Number of late deliveries for each shipper by year
- 5. Total sales by year by different payment type
- 6. Number of deliveries by each shipper by year
- 7. Total profit by month and year
- 8. Total sales by category by year
- 9. Total profit by category by year

#### Analytical Questions QSN Retail

(2 of 2)

#### Analytical Questions (10 – 18)

- 10. Average number of products per basket by month and year
- 11. Average ticket per basket by month and year
- 12. Total discounts received by our customers by month and year
- 13. Number of products sold by year
- 14. Number of products sold by category by year
- 15. Payment to each supplier by year
- 16. Total number of products provided by each supplier by year
- 17. Total payment to suppliers by country by year
- 18. Total discounts received by membership type by year

## Analytical Question 1 Total sales by year by age group Data Graph and SQL Query

| AgeGroup | Year | Total_sale |
|----------|------|------------|
| 18-24    | 2020 | 109076.01  |
| 18-24    | 2021 | 121459.06  |
| 25-44    | 2020 | 120507.56  |
| 25-44    | 2021 | 107568.51  |
| 45-64    | 2020 | 101967.55  |
| 45-64    | 2021 | 135200.37  |
| 65+      | 2020 | 126496.39  |
| 65+      | 2021 | 115623.82  |



SELECT AgeGroup,

year(OrderDate) as Year,

 ${\sf SUM(ROUND((Quantity * (UnitPrice * (( 100 - PercentDiscount ) / 100))) * ((100 - MemberDiscountPercent) / 100))) * ((100 - MemberDiscountPercentDiscoun$ 

100), 2)) as Total\_sale

FROM denormalized GROUP BY AgeGroup, Year

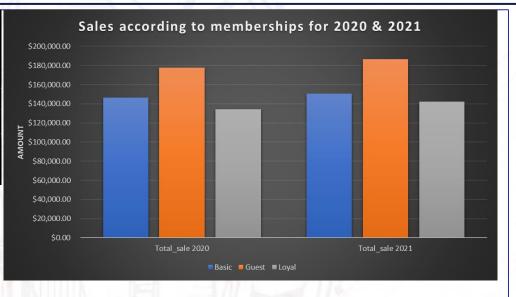
## Analytical Question 2 Total sales by month and year Data Graph and SQL Query

| 7/1/  |      |             |
|-------|------|-------------|
| Month | Year | Total_sale  |
| 1     | 2020 | \$23,256.74 |
| 1     | 2021 | \$52,902.80 |
| 2     | 2020 | \$37,698.08 |
| 2     | 2021 | \$37,372.53 |
| 3     | 2020 | \$29,194.48 |
| 3     | 2021 | \$46,809.60 |
| 4     | 2020 | \$47,863.24 |
| 4     | 2021 | \$33,409.97 |
| 5     | 2020 | \$38,483.62 |
| 5     | 2021 | \$50,765.88 |
| 6     | 2020 | \$40,500.17 |
| 6     | 2021 | \$30,130.27 |
| 7     | 2020 | \$32,674.07 |
| 7     | 2021 | \$46,989.64 |
| 8     | 2020 | \$43,206.05 |
| 8     | 2021 | \$27,069.61 |
| 9     | 2020 | \$34,826.30 |
| 9     | 2021 | \$42,227.26 |
| 10    | 2020 | \$43,135.49 |
| 10    | 2021 | \$27,041.11 |
| 11    | 2020 | \$62,057.86 |
| 11    | 2021 | \$43,937.86 |
| 12    | 2020 | \$25,150.87 |
| 12    | 2021 | \$41,194.84 |



#### **Analytical Question 3** Total sales by year by membership type **Data Graph and SQL Query**

| Year | MembershipType | Total_sale   |
|------|----------------|--------------|
| 2020 | Basic          | \$146,425.28 |
| 2021 | Basic          | \$150,826.86 |
| 2020 | Guest          | \$177,532.58 |
| 2021 | Guest          | \$186,815.71 |
| 2020 | Loyal          | \$134,089.14 |
| 2021 | Loyal          | \$142,208.82 |



#### **SELECT**

year(OrderDate) as Year,

MembershipType,

CONCAT("\$", FORMAT(SUM((Quantity \* (UnitPrice \* (( 100 - PercentDiscount ) / 100))) \* ((100 -MemberDiscountPercent) / 100)), 2)) as Total sale

FROM denormalized

GROUP BY Year, MembershipType ORDER BY MembershipType, Year

#### **Analytical Question 4**

#### Number of late deliveries for each shipper by year Data Graph and SQL Query

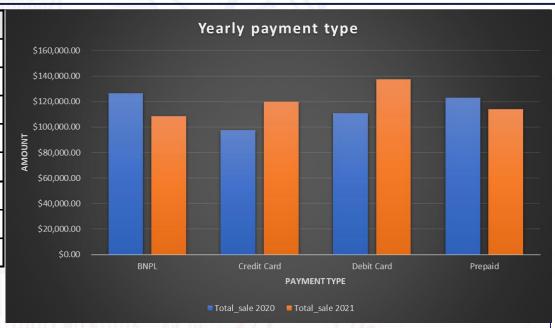
| Year | ShipperName      | Number_of_late_delivery |
|------|------------------|-------------------------|
| 2020 | XPO<br>Logistics | 22                      |
| 2020 | USPS             | 10                      |
| 2020 | UPS              | 8                       |
| 2020 | FedEx            | 3                       |
| 2021 | XPO<br>Logistics | 25                      |
| 2021 | USPS             | 7                       |
| 2021 | UPS              | 5                       |
| 2021 | FedEx            | 4                       |



SELECT Year(OrderDate) as Year,
ShipperName,
Count(Distinct OrderID) as Number\_of\_late\_delivery
FROM denormalized Where
DeliveryDate > OrderPromiseDate
Group by ShipperName, Year
Order by Year, Number of late delivery DESC

## Analytical Question 5 Total sales by year by different payment type Data Graph and SQL Query

| Year | PaymentType | Total_sale   |
|------|-------------|--------------|
| 2020 | BNPL        | \$126,513.71 |
| 2020 | Credit Card | \$97,625.59  |
| 2020 | Debit Card  | \$110,906.36 |
| 2020 | Prepaid     | \$123,001.34 |
| 2021 | BNPL        | \$108,382.86 |
| 2021 | Credit Card | \$120,031.17 |
| 2021 | Debit Card  | \$137,298.51 |
| 2021 | Prepaid     | \$114,138.84 |

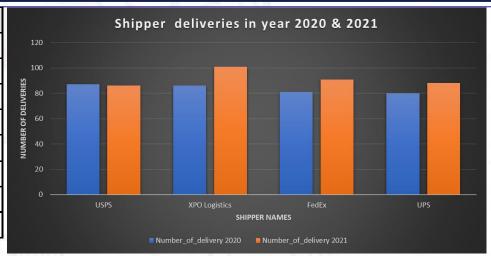


SELECT year(OrderDate) as Year, PaymentType,

CONCAT("\$", FORMAT(SUM((Quantity \* (UnitPrice \* (( 100 - PercentDiscount ) / 100))) \* ((100 - MemberDiscountPercent) / 100)), 2)) as Total\_sale
FROM denormalized
GROUP BY Year, PaymentType

## Analytical Question 6 Number of deliveries by each shipper by year Data Graph and SQL Query

| Year | ShipperName   | Number_of_delivery |
|------|---------------|--------------------|
| 2020 | USPS          | 87                 |
| 2020 | XPO Logistics | 86                 |
| 2020 | FedEx         | 81                 |
| 2020 | UPS           | 80                 |
| 2021 | XPO Logistics | 101                |
| 2021 | FedEx         | 91                 |
| 2021 | UPS           | 88                 |
| 2021 | USPS          | 86                 |



SELECT Year(OrderDate) as Year, ShipperName,
Count(Distinct OrderID) as Number\_of\_delivery
FROM denormalized Group by ShipperName, Year
Order by Year, Number\_of\_delivery DESC

## Analytical Question 7 Total profit by month and year Data Graph and SQL Query

| Year | Month | Total_profit | Year | Month | Total profit |
|------|-------|--------------|------|-------|--------------|
| 2020 | 1     | \$1,872.79   | 2021 | 1     | \$4,178.82   |
| 2020 | 2     | \$3,176.16   | 2021 | 2     | \$2,890.57   |
| 2020 | 3     | \$2,744.56   | 2021 | 3     | \$3,496.61   |
| 2020 | 4     | \$4,314.33   | 2021 | 4     | \$2,084.99   |
| 2020 | 5     | \$3,005.65   | 2021 | 5     | \$4,811.94   |
| 2020 | 6     | \$2,781.22   | 2021 | 6     | \$2,325.30   |
| 2020 | 7     | \$2,619.11   | 2021 | 7     | \$3,584.66   |
| 2020 | 8     | \$3,499.05   | 2021 | 8     | \$2,545.62   |
| 2020 | 9     | \$3,199.31   | 2021 | 9     | \$3,260.33   |
| 2020 | 10    | \$3,522.50   | 2021 | 10    | \$2,398.16   |
| 2020 | 11    | \$4,381.93   | 2021 | 11    | \$3,297.89   |
| 2020 | 12    | \$2,090.90   | 2021 | 12    | \$3,084.87   |

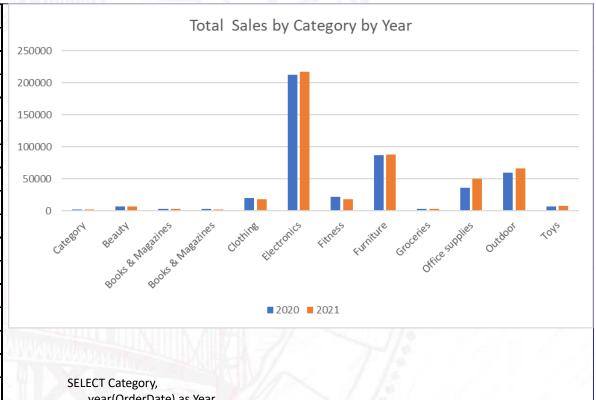


#### **SELECT**

year(OrderDate) as Year,
MONTH(OrderDate) as Month,
CONCAT("\$" FORMAT(SUM/PC)

## Analytical Question 8 Total sales by category by year Data Graph and SQL Query

| Category          | Year | Total_sale   |
|-------------------|------|--------------|
| Beauty            | 2020 | \$6,656.35   |
| Beauty            | 2021 | \$6,935.46   |
| Books & Magazines | 2020 | \$3,562.36   |
| Books & Magazines | 2021 | \$2,860.31   |
| Clothing          | 2020 | \$20,093.36  |
| Clothing          | 2021 | \$17,867.59  |
| Electronics       | 2020 | \$212,773.48 |
| Electronics       | 2021 | \$217,475.09 |
| Fitness           | 2020 | \$21,915.81  |
| Fitness           | 2021 | \$18,624.46  |
| Furniture         | 2020 | \$87,358.76  |
| Furniture         | 2021 | \$87,842.52  |
| Groceries         | 2020 | \$2,771.05   |
| Groceries         | 2021 | \$2,808.70   |
| Office supplies   | 2020 | \$36,432.01  |
| Office supplies   | 2021 | \$50,811.00  |
| Outdoor           | 2020 | \$59,387.07  |
| Outdoor           | 2021 | \$66,843.00  |
| Toys              | 2020 | \$7,096.75   |
| Toys              | 2021 | \$7,783.24   |

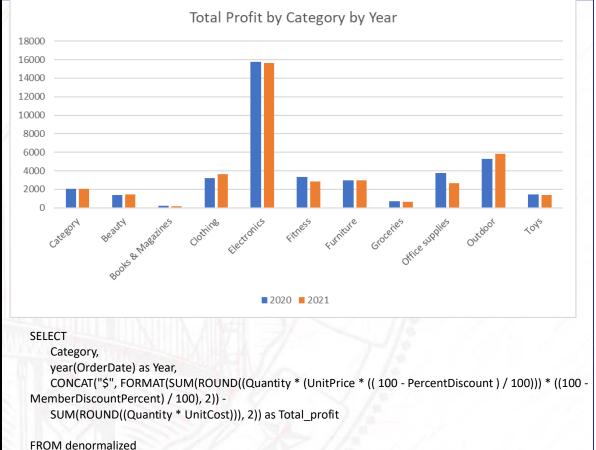


year(OrderDate) as Year,
CONCAT("\$", FORMAT(SUM((Quantity \* (UnitPrice \* (( 100 - PercentDiscount ) / 100))) \* ((100 - MemberDiscountPercent) / 100)), 2)) as Total\_sale

From denormalized Group by Category, Year

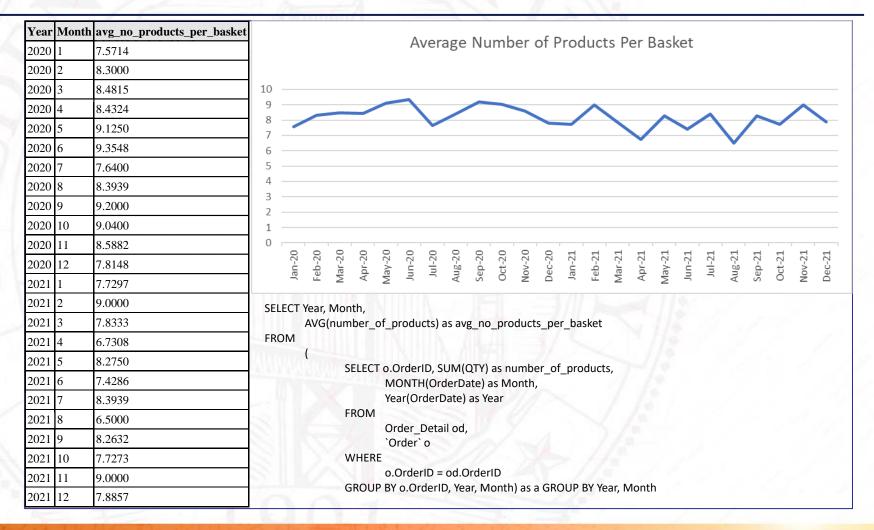
## Analytical Question 9 Total profit by category by year Data Graph and SQL Query

| Category          | Year | Total_profit |
|-------------------|------|--------------|
| Beauty            | 2020 | \$1,372.37   |
| Beauty            | 2021 | \$1,466.51   |
| Books & Magazines | 2020 | \$199.33     |
| Books & Magazines | 2021 | \$159.25     |
| Clothing          | 2021 | \$3,192.59   |
| Clothing          | 2020 | \$3,653.46   |
| Electronics       | 2020 | \$15,773.53  |
| Electronics       | 2021 | \$15,625.15  |
| Fitness           | 2020 | \$3,310.96   |
| Fitness           | 2021 | \$2,829.51   |
| Furniture         | 2021 | \$2,942.57   |
| Furniture         | 2020 | \$2,938.81   |
| Groceries         | 2021 | \$679.71     |
| Groceries         | 2020 | \$665.04     |
| Office supplies   | 2021 | \$3,753.08   |
| Office supplies   | 2020 | \$2,645.10   |
| Outdoor           | 2020 | \$5,297.13   |
| Outdoor           | 2021 | \$5,843.17   |
| Toys              | 2021 | \$1,468.22   |
| Toys              | 2020 | \$1,351.78   |



GROUP BY Year, Category ORDER BY Category

### Analytical Question 10 Average number of products per basket by month and year - Data Graph and SQL Query



## Analytical Question 11 Average ticket per basket by month and year Data Graph and SQL Query

| Month | Year | avg_ticket | Month | Year | avg ticket |                          |        |        |          |        |          |        |        |        | Δν     | /era   | aσe    |
|-------|------|------------|-------|------|------------|--------------------------|--------|--------|----------|--------|----------|--------|--------|--------|--------|--------|--------|
| 1     | 2020 | \$1,107.46 | 8     | 2020 | \$1,309.27 | \$2,000.00               |        |        |          |        |          |        |        |        | , , ,  | CIC    | 150    |
| 1     | 2021 | \$1,429.81 | 8     | 2021 | \$796.17   | \$1,800.00               |        |        |          |        |          |        |        |        | _      |        | 1      |
| 2     | 2020 | \$1,256.60 | 9     | 2020 | \$1,741.31 | \$1,600.00<br>\$1,400.00 |        |        |          |        | $\wedge$ |        |        | /      |        |        |        |
| 2     | 2021 | \$1,557.19 | 9     | 2021 | \$1,111.24 | \$1,200.00               |        | ^      | <b>\</b> |        |          |        |        |        |        |        |        |
| 3     | 2020 | \$1,081.28 | 10    | 2020 | \$1,725.42 | \$1,000.00<br>\$800.00   |        |        |          |        |          |        |        |        |        |        |        |
| 3     | 2021 | \$1,560.32 | 10    | 2021 | \$1,229.14 | \$600.00<br>\$400.00     |        |        |          |        |          |        |        |        |        |        |        |
| 4     | 2020 | \$1,293.60 | 11    | 2020 | \$1,825.23 | \$200.00                 |        |        |          |        |          |        |        |        |        |        |        |
| 4     | 2021 | \$1,285.00 | 11    | 2021 | \$1,689.92 | \$0.00                   | -20    | -20    | -20      | -20    | -20      | -20    | Jul-20 | -20    | -20    | -20    | -20    |
| 5     | 2020 | \$1,603.48 | 12    | 2020 | \$931.51   |                          | Jan-20 | Feb-20 | Mar-20   | Apr-20 | Мау-20   | Jun-20 | Jul    | Aug-20 | Sep-20 | Oct-20 | Nov-20 |
| 5     | 2021 | \$1,269.15 | 12    | 2021 | \$1,177.0  |                          |        |        |          |        |          |        |        |        |        |        |        |
| 6     | 2020 | \$1,306.46 |       |      | 1000000    | ī/A -                    |        |        |          |        |          |        |        |        |        |        |        |
| 6     | 2021 | \$1,434.77 |       |      |            |                          |        |        |          |        |          |        |        |        |        |        |        |
| 7     | 2020 | \$1,306.96 |       |      |            |                          |        |        |          |        |          |        |        |        |        |        |        |
| 7     | 2021 | \$1,423.93 |       |      |            |                          |        |        |          |        |          |        |        |        |        |        |        |



#### **SELECT**

Month(OrderDate) as Month,
year(OrderDate) as Year,
CONCAT("\$", FORMAT(SUM((Quantity \* (UnitPrice \* (( 100 - PercentDiscount ) / 100))) \* ((100 - MemberDiscountPercent) / 100)) / COUNT(DISTINCT OrderID), 2)) as avg\_ticket

FROM denormalized GROUP BY Month, Year

## Analytical Question 12 Total discounts received by our customers by month and year - Data Graph and SQL Query

| Month | Year | Total_discount_received |
|-------|------|-------------------------|
| 1     | 2020 | \$605.59                |
| 1     | 2021 | \$1,417.82              |
| 2     | 2020 | \$787.86                |
| 2     | 2021 | \$868.34                |
| 3     | 2020 | \$702.82                |
| 3     | 2021 | \$1,068.35              |
| 4     | 2020 | \$1,093.68              |
| 4     | 2021 | \$932.06                |
| 5     | 2020 | \$1,074.61              |
| 5     | 2021 | \$1,212.50              |
| 6     | 2020 | \$1,307.51              |
| 6     | 2021 | \$864.66                |
| 7     | 2020 | \$924.30                |
| 7     | 2021 | \$1,736.55              |
| 8     | 2020 | \$1,261.39              |
| 8     | 2021 | \$819.29                |
| 9     | 2020 | \$763.48                |
| 9     | 2021 | \$1,443.16              |
| 10    | 2020 | \$1,067.36              |
| 10    | 2021 | \$730.06                |
| 11    | 2020 | \$1,514.50              |
| 11    | 2021 | \$1,172.68              |
| 12    | 2020 | \$627.56                |
| 12    | 2021 | \$1,533.78              |
|       |      |                         |



#### SELECT

Month(Order Date) as Month, year(OrderDate) as Year,

CONCAT("\$", FORMAT(SUM((UnitPrice \* (PercentDiscount / 100)) + ((UnitPrice \* (PercentDiscount / 100)) \* (MemberDiscountPercent / 100))), 2)) as Total\_discount\_received

FROM denormalized GROUP BY Month, Year

## Analytical Question 13 Number of products sold by year Data Graph and SQL Query (1 of 2)

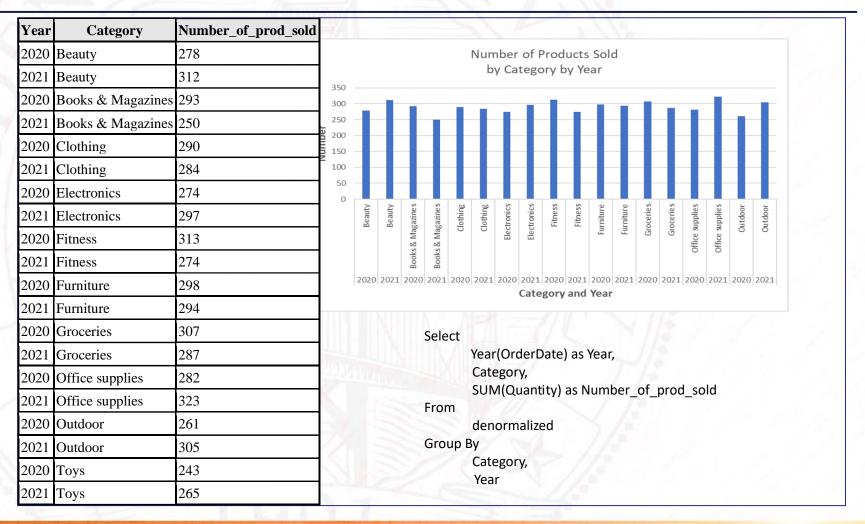
| Year | Product                | Num_of_prod_sold | Year | Product                 | Num_of_prod_so   |
|------|------------------------|------------------|------|-------------------------|--|
| 111. | 2020 bakery            | 58               | 202  | 0 lord of the rings     |  |
|      | 2021 bakery            | 58               | 202  | 1 lord of the rings     | - 1  |
|      | 2020 barbell sets      | 54               | 202  | 0 lotion                | 1  |
|      | 2021 barbell sets      | 47               | 202  | 1 lotion                |  |
|      | 2020 beauty foundation | 57               | 202  | 0 meat                  | 4  |
|      | 2021 beauty foundation | 59               | 202  | 1 meat                  |  |
|      | 2020 bed               | 62               | 202  | 0 men's health          | 4  |
|      | 2021 bed               | 68               | 202  | 1 men's health          |  |
|      | 2020 bicycle           | 56               | 202  | 0 nerf gun              |  |
|      | 2021 bicycle           | 61               | 202  | 1 nerf gun              | 1.00   |
|      | 2020 binder            | 58               | 202  | 0 notebooks             | 4  |
|      | 2021 binder            | 53               | 202  | 1 notebooks             |  |
|      | 2020 blush palette     | 63               | 202  | O paddle board          |  |
|      | 2021 blush palette     | 59               | 202  | 1 paddle board          |  |
|      | 2020 board games       | 42               | 202  | 0 pants                 |  |
|      | 2021 board games       | 47               | 202  | 1 pants                 |  |
|      | 2020 cabinet           | 46               | 202  | O paper                 |  |
|      | 2021 cabinet           | 44               | 202  | 1 paper                 |  |
|      | 2020 chair             | 51               | 202  | 0 pens                  | 110  |
|      | 2021 chair             | 50               | 202  | 1 pens                  |  |
|      | 2020 couch             | 65               | 202  | 0 phone                 |  |
|      | 2021 couch             | 58               | 202  | 1 phone                 |  |
|      | 2020 dairy             | 60               | 202  | O rich dad poor dad     |  |
|      | 2021 dairy             | 47               | 202  | 1 rich dad poor dad     | 4  |
|      | 2020 desk              | 55               | 202  | O shirts                | 4  |
|      | 2021 desk              | 77               | 202  | 1 shirts                |  |
|      | 2020 desktop           | 69               | 202  | O skirts                |  |
|      | 2021 desktop           | 51               | 202  | 1 skirts                |  |
|      | 2020 dumbells          | 65               | 202  | 0 sleeping bag          | 110  |
|      | 2021 dumbells          | 70               | 202  | 1 sleeping bag          |  |
|      | 2020 fruit             | 69               | 202  | O socks                 |  |
|      | 2021 fruit             | 60               | 202  | 1 socks                 |  |
|      | 2020 grain             | 75               | 202  | 0 sunscreen             |  |
|      | 2021 grain             | 62               | 202  | 1 sunscreen             | 4. 176   |
|      | 2020 harry potter      | 65               | 202  | 0 table                 | The state of the s |
|      | 2021 harry potter      | 43               | 202  | 1 table                 | 7. 7.  |
|      | 2020 hiking gears      | 45               | 202  | 0 tablet                |  |
|      | 2021 hiking gears      | 48               | 202  | 1 tablet                | 4  |
|      | 2020 jackets           | 69               | 202  | O teddy bear            | 1 10 1   |
|      | 2021 jackets           | 55               | 202  | 1 teddy bear            |  |
|      | 2020 jump ropes        | 61               | 202  | 0 tent                  | VC /2"   |
|      | 2021 jump ropes        | 80               | 202  | 1 tent                  |  |
|      | 2020 kayak             | 35               | 202  | 0 tv                    |  |
|      | 2021 kayak             | 56               | 202  | 1 tv                    | / / 4  |
|      | 2020 laptop            | 48               | 202  | 0 vogue                 |  |
|      | 2021 laptop            | 59               | 202  | 1 vogue                 |  |
|      | 2020 lego              | 51               | 202  | 0 weight lifting gloves |  |
|      | 2021 lego              | 58               | 202  | 1 weight lifting gloves |  |
|      | 2020 lipsticks         | 50               | 202  | 0 yoga mat              | 9  |
|      | 2021 lipsticks         | 80               | 202  | 1 yoga mat              |  |

#### Analytical Question 13 Number of products sold by year

Data Graph and SQL Query (2 of 2)

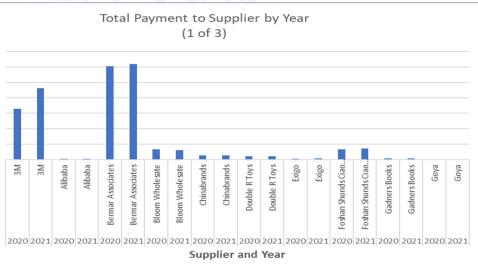


# Analytical Question 14 Number of products sold by category by year Data Graph and SQL Query



# Analytical Question 15 Payment to each supplier by year Data Graph and SQL Query(1 of 3)

| Year | Supplier                     | Payment_to_supplier |
|------|------------------------------|---------------------|
| 2020 | 3M                           | \$33,000.00         |
| 2021 | 3M                           | \$46,200.00         |
| 2020 | Alibaba                      | \$552.00            |
| 2021 | Alibaba                      | \$480.00            |
| 2020 | Bermar Associates            | \$60,400.00         |
| 2021 | Bermar Associates            | \$61,900.00         |
| 2020 | Bloom Wholesate              | \$6,610.00          |
| 2021 | Bloom Wholesate              | \$6,220.00          |
| 2020 | Chinabrands                  | \$2,650.00          |
| 2021 | Chinabrands                  | \$2,650.00          |
| 2020 | Double R Toys                | \$2,100.00          |
| 2021 | Double R Toys                | \$2,300.00          |
| 2020 | Exigo                        | \$610.00            |
| 2021 | Exigo                        | \$800.00            |
| 2020 | Foshan Shunds Ciao Furniture | \$6,750.00          |
| 2021 | Foshan Shunds Ciao Furniture | \$7,200.00          |
| 2020 | Gadners Books                | \$791.00            |
| 2021 | Gadners Books                | \$754.00            |
| 2020 | Goya                         | \$354.00            |
| 2021 | Goya                         | \$315.00            |
|      |                              |                     |



#### Select

Year(OrderDate) as Year,

Supplier,

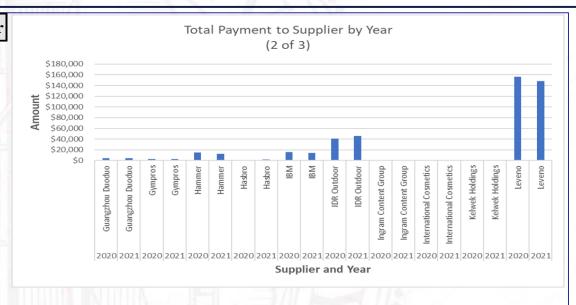
CONCAT("\$", FORMAT(SUM(UnitCost \* Quantity), 2)) as Payment\_to\_supplier

From denormalized

Group By Supplier, Year

# Analytical Question 15 Payment to each supplier by year Data Graph and SQL Query (2 of 3)

| 2021 Guangzhou Duoduo       \$4,130.00         2020 Gympros       \$3,195.00         2021 Gympros       \$2,715.00         2020 Hammer       \$14,800.00         2021 Hammer       \$12,280.00         2020 Hasbro       \$1,605.00         2021 Hasbro       \$1,695.00         2020 IBM       \$16,200.00         2021 IBM       \$13,800.00         2020 IDR Outdoor       \$41,100.00         2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00  | Year | Supplier Payment        | _to_supplie  |
|--|------|-------------------------|--------------|
| 2020       Gympros       \$3,195.00         2021       Gympros       \$2,715.00         2020       Hammer       \$14,800.00         2021       Hammer       \$12,280.00         2020       Hasbro       \$1,605.00         2021       Hasbro       \$1,695.00         2020       IBM       \$16,200.00         2021       IBM       \$13,800.00         2020       IDR Outdoor       \$41,100.00         2021       IDR Outdoor       \$46,000.00         2020       Ingram Content Group       \$1,597.00         2021       Ingram Content Group       \$1,302.00         2020       International Cosmetics       \$464.00         2021       International Cosmetics       \$488.00         2020       Kelwek Holdings       \$265.00         2021       Kelwek Holdings       \$300.00         2020       Leveno       \$156,300.00 | 2020 | Guangzhou Duoduo        | \$4,170.00   |
| 2021 Gympros       \$2,715.00         2020 Hammer       \$14,800.00         2021 Hammer       \$12,280.00         2020 Hasbro       \$1,605.00         2021 Hasbro       \$1,695.00         2020 IBM       \$16,200.00         2021 IBM       \$13,800.00         2021 IDR Outdoor       \$44,100.00         2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2021 | Guangzhou Duoduo        | \$4,130.00   |
| 2020 Hammer       \$14,800.00         2021 Hammer       \$12,280.00         2020 Hasbro       \$1,605.00         2021 Hasbro       \$1,695.00         2020 IBM       \$16,200.00         2021 IBM       \$13,800.00         2020 IDR Outdoor       \$41,100.00         2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2020 | Gympros                 | \$3,195.00   |
| 2021 Hammer       \$12,280.00         2020 Hasbro       \$1,605.00         2021 Hasbro       \$1,695.00         2020 IBM       \$16,200.00         2021 IBM       \$13,800.00         2020 IDR Outdoor       \$41,100.00         2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2021 | Gympros                 | \$2,715.00   |
| 2020 Hasbro       \$1,605.00         2021 Hasbro       \$1,695.00         2020 IBM       \$16,200.00         2021 IBM       \$13,800.00         2020 IDR Outdoor       \$41,100.00         2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2020 | Hammer                  | \$14,800.00  |
| 2021 Hasbro       \$1,695.00         2020 IBM       \$16,200.00         2021 IBM       \$13,800.00         2020 IDR Outdoor       \$41,100.00         2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00  | 2021 | Hammer                  | \$12,280.00  |
| 2020 IBM       \$16,200.00         2021 IBM       \$13,800.00         2020 IDR Outdoor       \$41,100.00         2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2020 | Hasbro                  | \$1,605.00   |
| 2021 IBM       \$13,800.00         2020 IDR Outdoor       \$41,100.00         2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00  | 2021 | Hasbro                  | \$1,695.00   |
| 2020       IDR Outdoor       \$41,100.00         2021       IDR Outdoor       \$46,000.00         2020       Ingram Content Group       \$1,597.00         2021       Ingram Content Group       \$1,302.00         2020       International Cosmetics       \$464.00         2021       International Cosmetics       \$488.00         2020       Kelwek Holdings       \$265.00         2021       Kelwek Holdings       \$300.00         2020       Leveno       \$156,300.00   | 2020 | IBM                     | \$16,200.00  |
| 2021 IDR Outdoor       \$46,000.00         2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00  | 2021 | IBM                     | \$13,800.00  |
| 2020 Ingram Content Group       \$1,597.00         2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2020 | IDR Outdoor             | \$41,100.00  |
| 2021 Ingram Content Group       \$1,302.00         2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00  | 2021 | IDR Outdoor             | \$46,000.00  |
| 2020 International Cosmetics       \$464.00         2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2020 | Ingram Content Group    | \$1,597.00   |
| 2021 International Cosmetics       \$488.00         2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2021 | Ingram Content Group    | \$1,302.00   |
| 2020 Kelwek Holdings       \$265.00         2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2020 | International Cosmetics | \$464.00     |
| 2021 Kelwek Holdings       \$300.00         2020 Leveno       \$156,300.00   | 2021 | International Cosmetics | \$488.00     |
| 2020 Leveno \$156,300.00   | 2020 | Kelwek Holdings         | \$265.00     |
|  | 2021 | Kelwek Holdings         | \$300.00     |
| 2021 Leveno \$148,050.00   | 2020 | Leveno                  | \$156,300.00 |
| 2021 Ee τοπο φ1 10,030.00  | 2021 | Leveno                  | \$148,050.00 |



Select

Year(OrderDate) as Year,

Supplier,

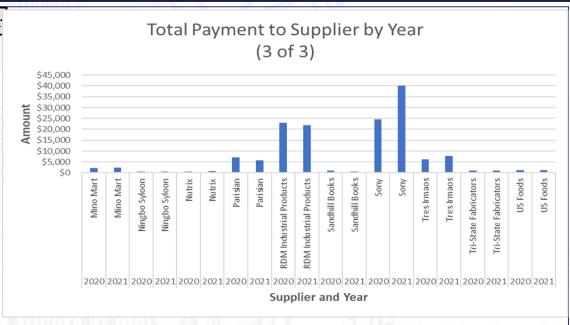
CONCAT("\$", FORMAT(SUM(UnitCost \* Quantity), 2)) as Payment\_to\_supplier

From denormalized

Group By Supplier, Year

# Analytical Question 15 Payment to each supplier by year Data Graph and SQL Query(3 of 3)

| Yea  | Year Supplier Payment_to_supplies |             |  |
|------|-----------------------------------|-------------|--|
| 2020 | Mino Mart                         | \$2,040.00  |  |
| 2021 | Mino Mart                         | \$2,320.00  |  |
| 2020 | Ningbo Syloon                     | \$522.00    |  |
| 2021 | Ningbo Syloon                     | \$558.00    |  |
| 2020 | Nutrix                            | \$650.00    |  |
| 2021 | Nutrix                            | \$851.00    |  |
| 2020 | Parisian                          | \$7,180.00  |  |
| 2021 | Parisian                          | \$5,805.00  |  |
| 2020 | RDM Industrial Products           | \$23,000.00 |  |
| 2021 | RDM Industrial Products           | \$22,000.00 |  |
| 2020 | Sandhill Books                    | \$975.00    |  |
| 2021 | Sandhill Books                    | \$645.00    |  |
| 2020 | Sony                              | \$24,500.00 |  |
| 2021 | Sony                              | \$40,000.00 |  |
| 2020 | Tres Irmaos                       | \$6,240.00  |  |
| 2021 | Tres Irmaos                       | \$7,800.00  |  |
| 2020 | Tri-State Fabricators             | \$1,020.00  |  |
| 2021 | Tri-State Fabricators             | \$1,000.00  |  |
| 2020 | US Foods                          | \$1,200.00  |  |
| 2021 | US Foods                          | \$1,334.00  |  |



Select

Year(OrderDate) as Year,

Supplier,

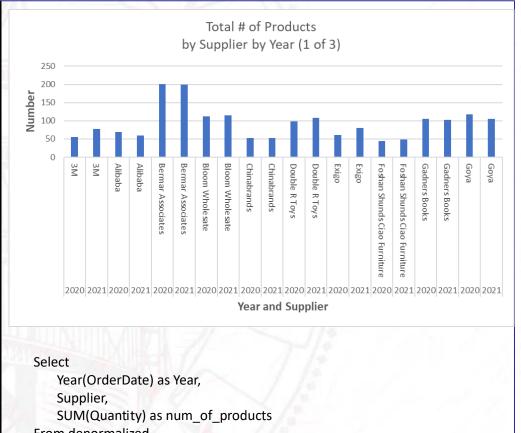
CONCAT("\$", FORMAT(SUM(UnitCost \* Quantity), 2)) as Payment\_to\_supplier

From denormalized

Group By Supplier, Year

#### **Analytical Question 16** Total number of products provided by each supplier by year - Data Graph and SQL Query (1 of 3)

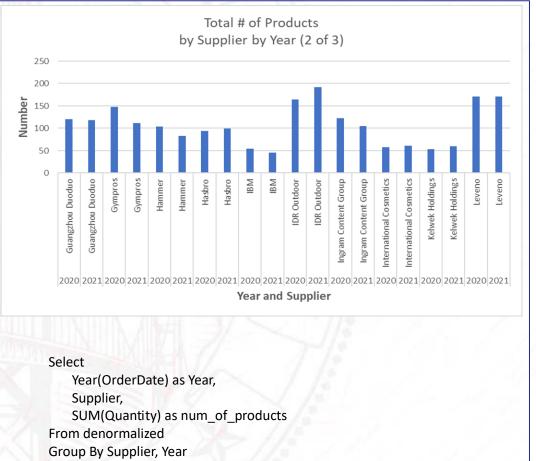
| Year | Supplier                     | num_of_products |
|------|------------------------------|-----------------|
| 2020 | 3M                           | 55              |
| 2021 | 3M                           | 77              |
| 2020 | Alibaba                      | 69              |
| 2021 | Alibaba                      | 60              |
| 2020 | Bermar Associates            | 201             |
| 2021 | Bermar Associates            | 200             |
| 2020 | Bloom Wholesate              | 112             |
| 2021 | Bloom Wholesate              | 115             |
| 2020 | Chinabrands                  | 53              |
| 2021 | Chinabrands                  | 53              |
| 2020 | Double R Toys                | 98              |
| 2021 | Double R Toys                | 108             |
| 2020 | Exigo                        | 61              |
| 2021 | Exigo                        | 80              |
| 2020 | Foshan Shunds Ciao Furniture | 45              |
| 2021 | Foshan Shunds Ciao Furniture | 48              |
| 2020 | Gadners Books                | 105             |
| 2021 | Gadners Books                | 102             |
| 2020 | Goya                         | 118             |
| 2021 | Goya                         | 105             |



From denormalized Group By Supplier, Year

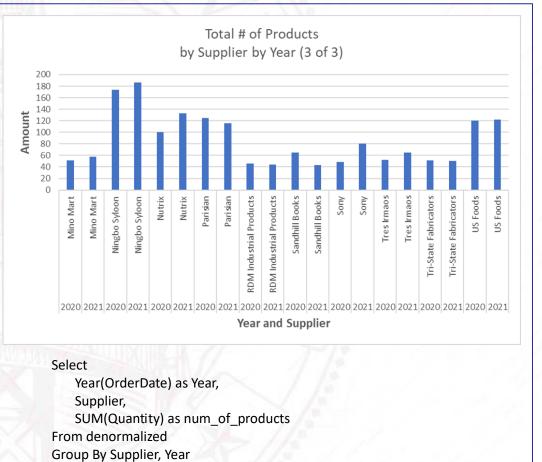
## Analytical Question 16 Total number of products provided by each supplier by year - Data Graph and SQL Query (2 of 3)

| Yea  | rSupplier        | num     | _of_ | products |
|------|------------------|---------|------|----------|
| 2020 | Guangzhou Duc    | oduo    | 120  |          |
| 2021 | Guangzhou Duc    | oduo    | 118  |          |
| 2020 | Gympros          |         | 148  |          |
| 2021 | Gympros          |         | 111  |          |
| 2020 | Hammer           |         | 104  |          |
| 2021 | Hammer           |         | 83   |          |
| 2020 | Hasbro           |         | 94   |          |
| 2021 | Hasbro           |         | 99   |          |
| 2020 | IBM              |         | 54   |          |
| 2021 | IBM              |         | 46   |          |
| 2020 | IDR Outdoor      |         | 164  |          |
| 2021 | IDR Outdoor      |         | 192  |          |
| 2020 | Ingram Content   | Group   | 123  |          |
| 2021 | Ingram Content   | Group   | 105  |          |
| 2020 | International Co | smetics | 58   |          |
| 2021 | International Co | smetics | 61   |          |
| 2020 | Kelwek Holding   | gs      | 53   |          |
| 2021 | Kelwek Holding   | gs      | 60   |          |
| 2020 | Leveno           |         | 171  |          |
| 2021 | Leveno           |         | 171  |          |



## Analytical Question 16 Total number of products provided by each supplier by year - Data Graph and SQL Query (3 of 3)

| Yea | rSupplier        | num_c      | of_products |
|-----|------------------|------------|-------------|
| 020 | Mino Mart        |            | 51          |
| 021 | Mino Mart        |            | 58          |
| 020 | Ningbo Syloon    |            | 174         |
| 021 | Ningbo Syloon    |            | 186         |
| 020 | Nutrix           |            | 100         |
| 021 | Nutrix           |            | 133         |
| 020 | Parisian         |            | 125         |
| 021 | Parisian         |            | 116         |
| 020 | RDM Industria    | l Products | 46          |
| 021 | RDM Industria    | l Products | 44          |
| 020 | Sandhill Books   | 1          | 65          |
| 021 | Sandhill Books   | 1          | 43          |
| 020 | Sony             |            | 49          |
| 021 | Sony             |            | 80          |
| 020 | Tres Irmaos      |            | 52          |
| 021 | Tres Irmaos      |            | 65          |
| 020 | Tri-State Fabrio | cators     | 51          |
| 021 | Tri-State Fabrio | cators     | 50          |
| 020 | US Foods         |            | 120         |
| 021 | US Foods         |            | 122         |



# Analytical Question 17 Total payment to suppliers by country by year Data Graph and SQL Query (1 of 2)

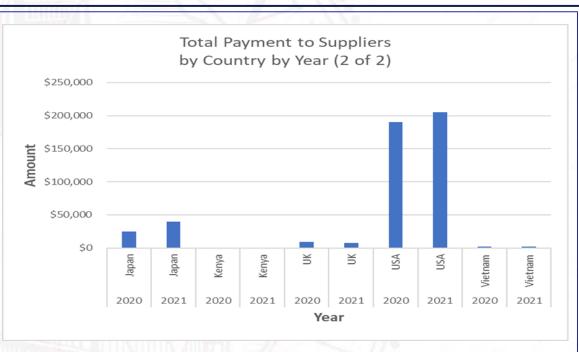
| Year | SupplierCountry | Total_payment |
|------|-----------------|---------------|
| 2020 | Brazil          | \$6,240.00    |
| 2021 | Brazil          | \$7,800.00    |
| 2020 | CA              | \$975.00      |
| 2021 | CA              | \$645.00      |
| 2020 | China           | \$16,744.00   |
| 2021 | China           | \$17,318.00   |
| 2020 | Germany         | \$14,800.00   |
| 2021 | Germany         | \$12,280.00   |
| 2020 | Hong Kong       | \$156,300.00  |
| 2021 | Hong Kong       | \$148,050.00  |



Select Year(OrderDate) as Year,
SupplierCountry,
CONCAT("\$", FORMAT(SUM(UnitCost \* Quantity), 2)) as Total\_payment
From denormalized
Group By SupplierCountry, Year

# Analytical Question 17 Total payment to suppliers by country by year Data Graph and SQL Query (2 of 2)

| Year SupplierCountr |         |    | Total_payment |
|---------------------|---------|----|---------------|
| 2020                | Japan   | \$ | 24,500.00     |
| 2021                | Japan   | \$ | 40,000.00     |
| 2020                | Kenya   | \$ | 265.00        |
| 2021                | Kenya   | \$ | 300.00        |
| 2020                | UK      | \$ | 9,045.00      |
| 2021                | UK      | \$ | 7,847.00      |
| 2020                | USA     | \$ | 189,931.00    |
| 2021                | USA     | \$ | 205,332.00    |
| 2020                | Vietnam | \$ | 2,040.00      |
| 2021                | Vietnam | \$ | 2,320.00      |



Select Year(OrderDate) as Year,
SupplierCountry,
CONCAT("\$", FORMAT(SUM(UnitCost \* Quantity), 2)) as Total\_payment
From denormalized
Group By SupplierCountry, Year

### Analytical Question 18 Total discounts received by membership type by year – Data Graph and SQL Query

| Year | MembershipType | Total_discount_received |
|------|----------------|-------------------------|
| 2020 | Basic          | \$3,855.63              |
| 2020 | Guest          | \$4,489.93              |
| 2020 | Loyal          | \$3,385.09              |
| 2021 | Basic          | \$4,257.92              |
| 2021 | Guest          | \$5,004.09              |
| 2021 | Loyal          | \$4,537.26              |



#### **SELECT**

year(OrderDate) as Year,

MembershipType,

CONCAT("\$", FORMAT(SUM((UnitPrice \* (PercentDiscount / 100)) + ((UnitPrice \* (PercentDiscount / 100))) \*

(MemberDiscountPercent / 100))), 2)) as Total\_discount\_received

FROM denormalized

GROUP BY Year, MembershipType

