**ADS-506 – Final Team Project Start Form**

Fill out this form and submit it by the end of Module 2 in Blackboard.

**Team Number:** 8

**Team Leader/Representative:**

Zachariah Freitas

**Full Names of Team Members:**

1. Zachariah Freitas

2. George Garcia

**Title of Your Time Series Final Project:**

Sales Data Forecast

**Motivation for choosing this project:**

Our motivation for using this data is because it is relevant to us and our employer. We’ve obtained this data from our organization and have been asked to supply a better forecast than what is currently done. Currently the finance team uses a simple heuristic model to generate forecasts. Their method is to take a two-week average for same days in previous weeks.

**Problem Statement: Short Description of Your Time Series Project and Objective(s):**

We want to forecast sales for our organization a month ahead for business resource planning and managing leadership and Wall Street expectations. We need forecast the month of October on September 30th.

**Name of Your Selected Dataset:**

Sales Activations.

**Description of your selected dataset:**

This dataset includes sales by day for the last 423 days.

**Data source, number of variables, size of dataset, etc:**

Data source is sales activations from my work ViaSat, Inc. There are 423 rows which represent days, and 48 variables.

**Notable findings from your initial EDA:**

There appears to be a weekly seasonal pattern to the data and some trending or drift in sales that seems to be shrinking.

**Github link:**

<https://github.com/Team-ADS-506-FA22-Applied-Time-Series/Final_Project_ADS_506>