Dear Team Leader,

I finished performing Exploratory Data Analysis on the sample data given by Data Engineering team. The summary of the analysis is as below:

**EDA Summary:**

1. A basic understanding of the data has been done through exploratory data analysis.
   1. The customers visiting the store for purchases are almost equal across from different categories with non-members being highest.
   2. There is a significantly high demand for fresh produce (fruit & vegetables) indicating to pay more attention for this category.
   3. All payment methods are being used significantly with many customers also preferring cash payment.

**Recommendations**:

1. For
2. Formulating questions from the initial analysis:
   1. Are there any seasonal trend patterns in the fresh produce sales?
   2. Is there a demand difference across multiple stores for similar categories?
   3. What is the change in sales and demand patterns in various seasons?
   4. Obtain historical data and analyze patterns in sales and demand for various grocery categories.
3. Obtain more information from client/stakeholders to understand the problem and provide recommendations:
   1. Narrow the scope of problem statement to understand the specific problem being faced by the client
   2. Are the suppliers reliable for on-time delivery and product quality?
   3. What are the problems or risks encountered during overstocking and stockouts?
   4. What are the currently implemented inventory management methods?

Best regards,

Teja Sree Goli