



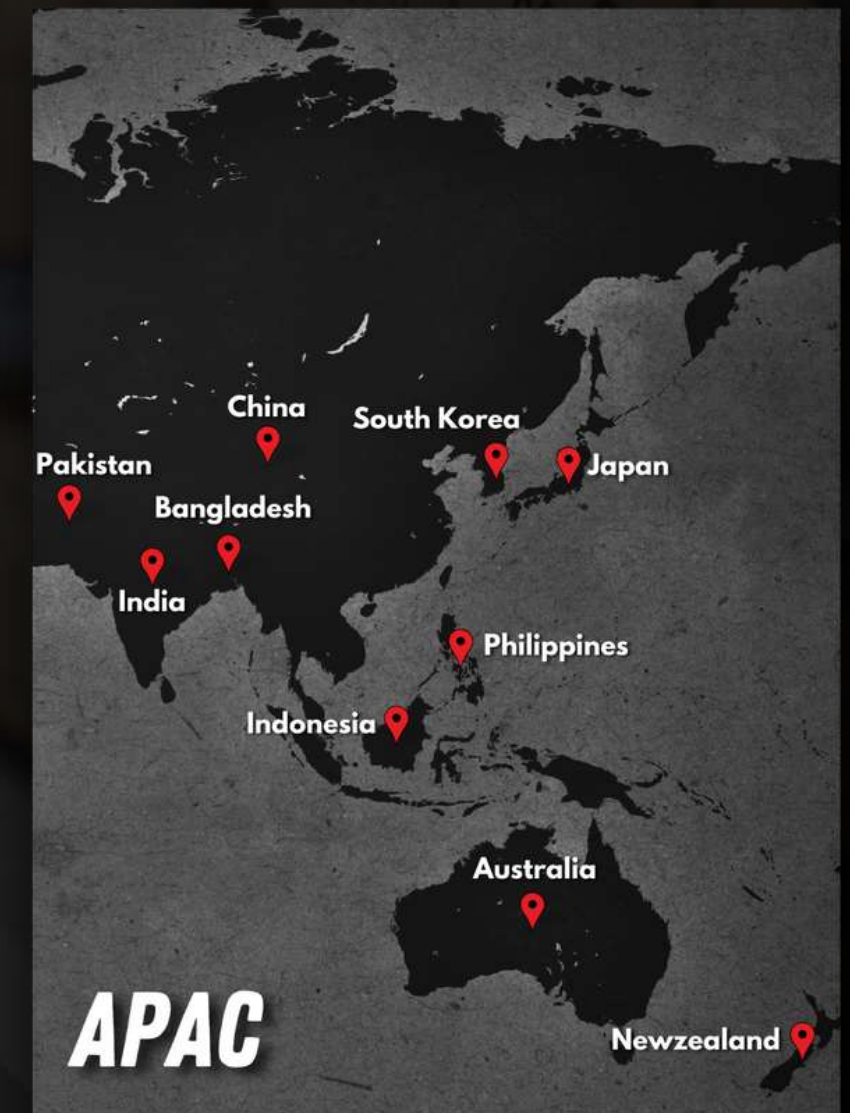
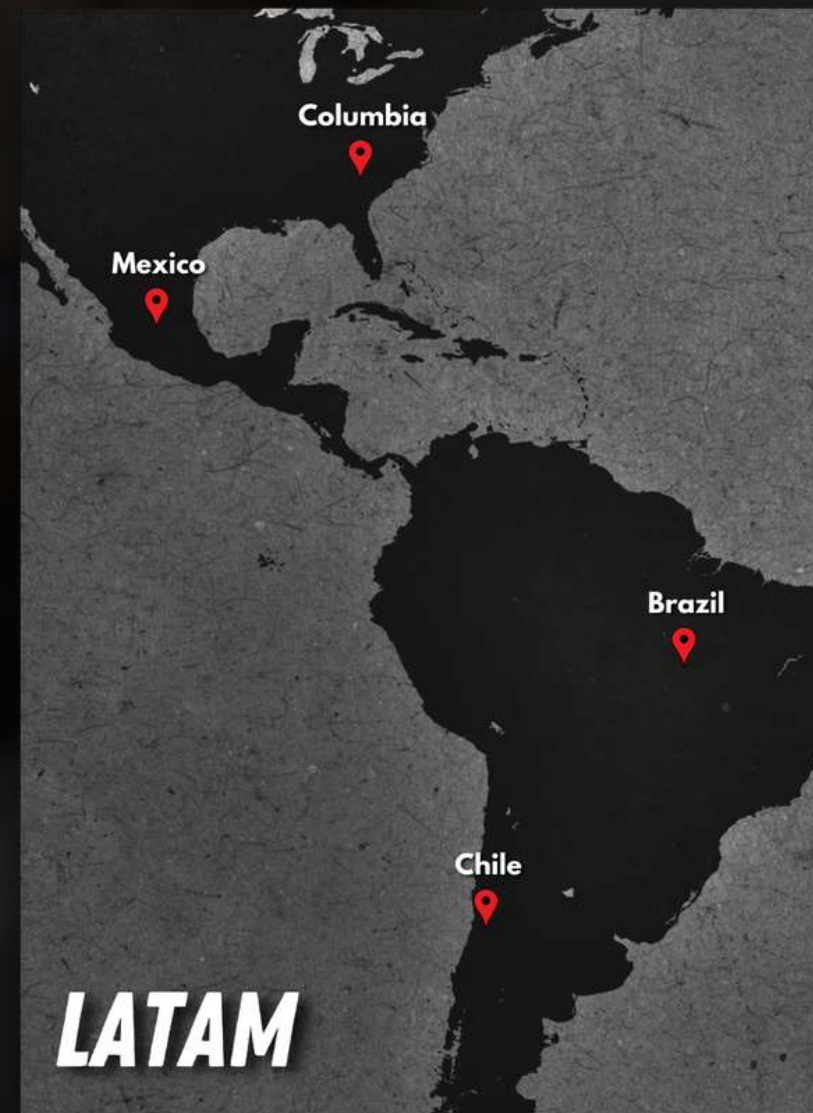
CONSUMER GOODS AD-HOC INSIGHTS

Presented By **Tiyasha Paul**

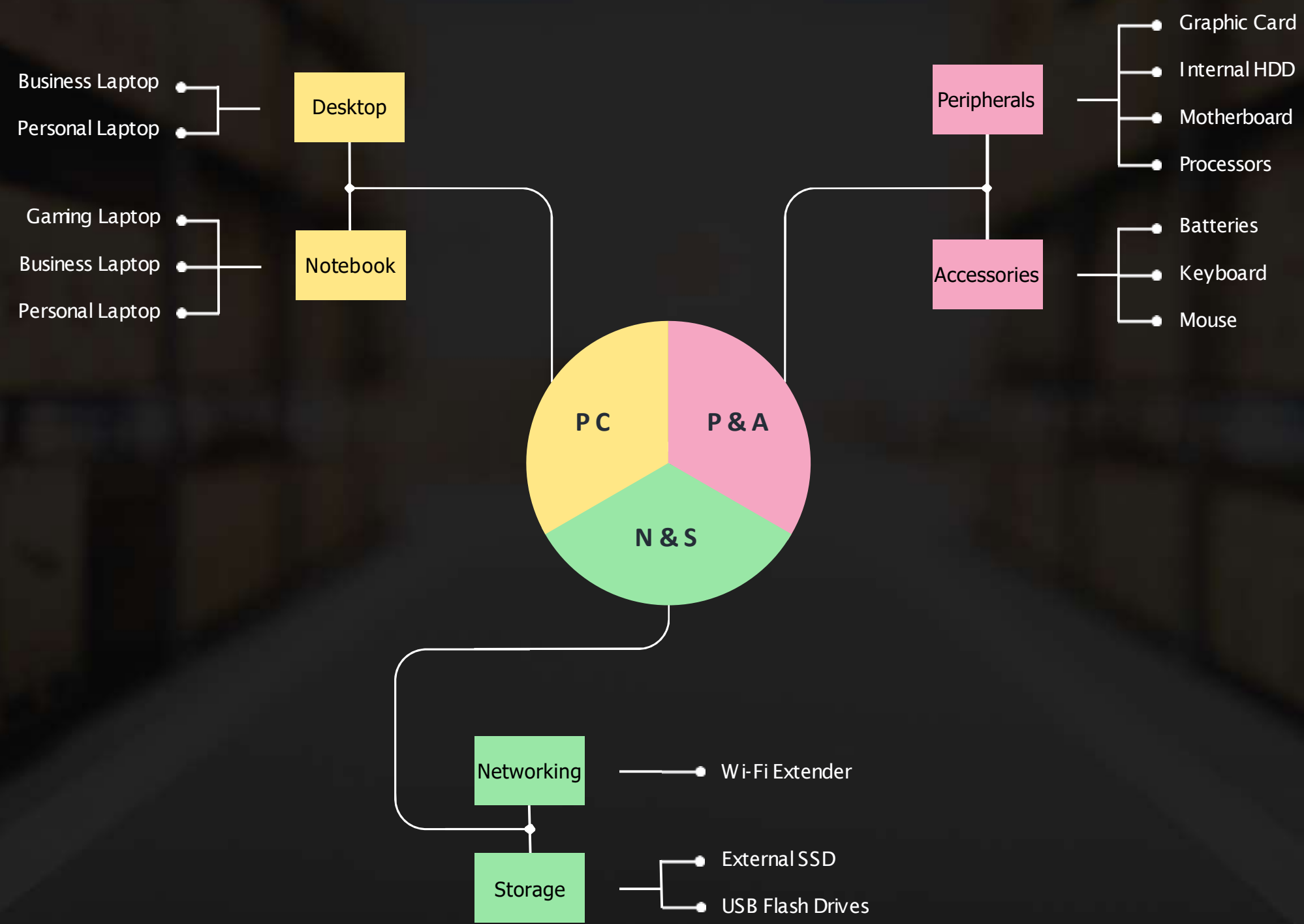
Objectives

- Atliq Hardware, a fictional corporation, stands out as a major computer hardware manufacturer in India and has a robust global presence.
- Despite its prominence, the management recognizes a need for more timely and informed decisions backed by data insights.
- The company has identified 10 specific ad hoc requests for which they are seeking valuable insights.

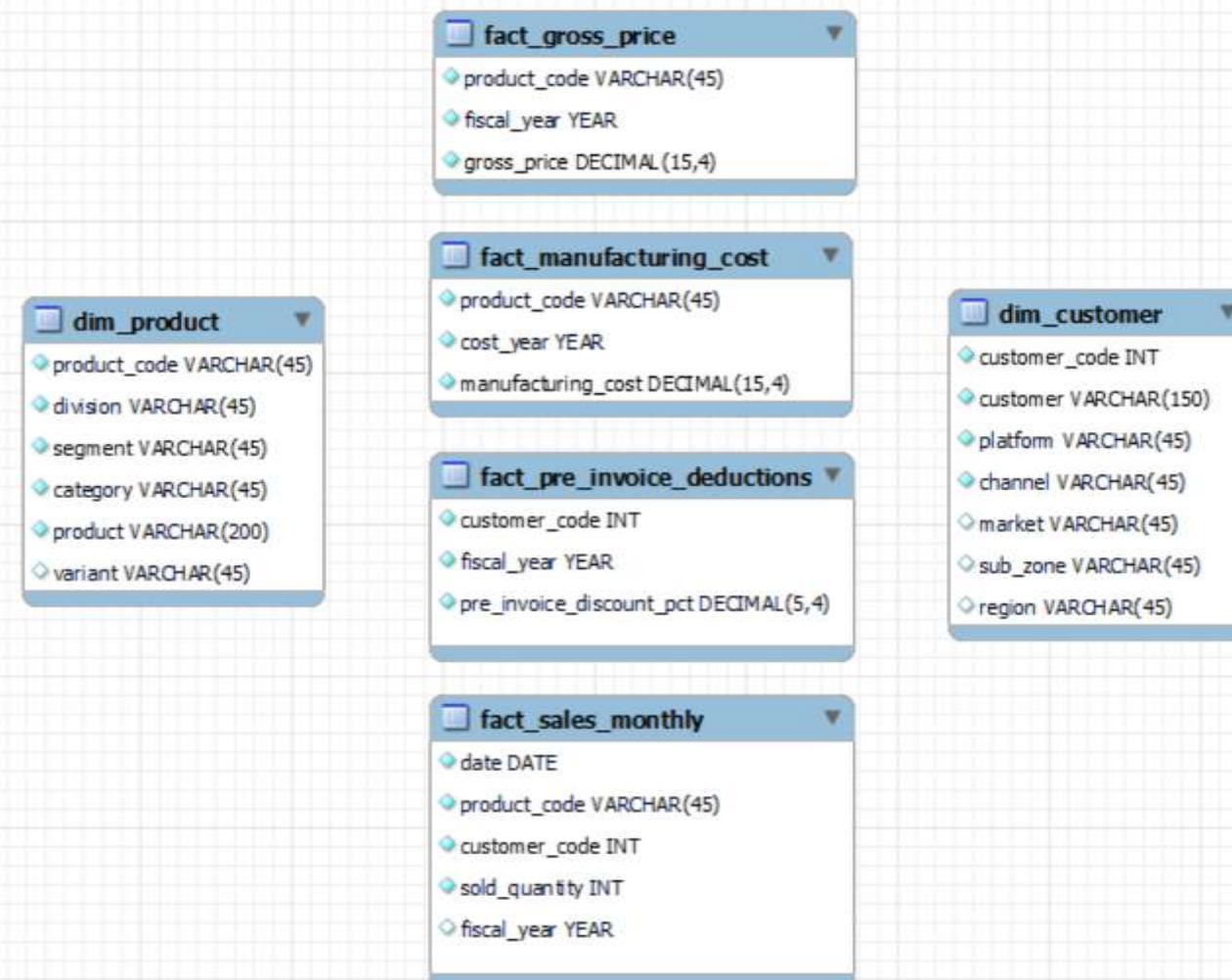
Atliq Hardwares **Market**



Atliq Hardwares **Product Line**



INPUT DATA



The input dataset comprises sales information for the fiscal years 2020 and 2021, complemented by various dimension tables such as customer details, product details, and more.

AD-HOC REQUESTS

ALONG WITH THE

- **QUERIED RESULTS**
- **VISUALIZATIONS**
- **INSIGHTS**

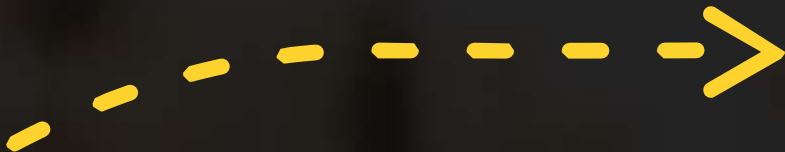


REQUEST 1

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

OUTPUT

	market
▶	India
	Indonesia
	Japan
	Philiphines
	South Korea
	Australia
	Newzealand
	Bangladesh



INSIGHTS

Atliq Exclusive has established a presence in eight key markets within the APAC region.

REQUEST 2

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

The final output contains these fields,

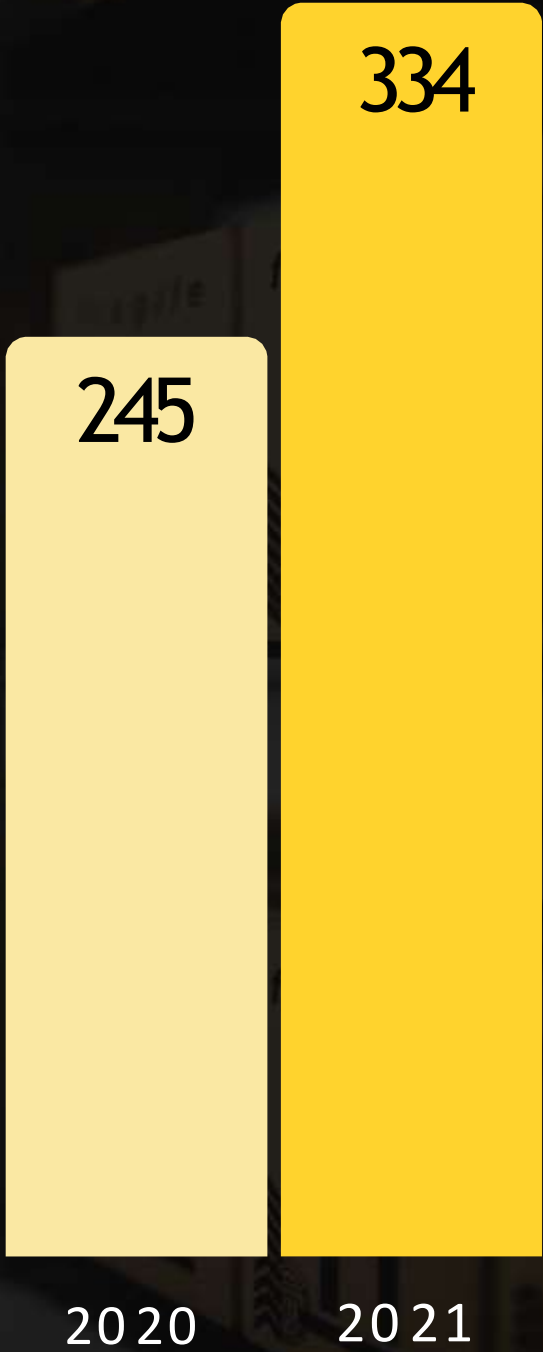
unique_products_2020

unique_products_2021

percentage_chg

OUTPUT

	unique_products_2020	unique_products_2021	pct_change
▶	245	334	36.33



INSIGHTS

In FY 2020, we had a total of 245 products, and in FY 2021, the number increased to 334, reflecting a 36% growth.

REQUEST 3

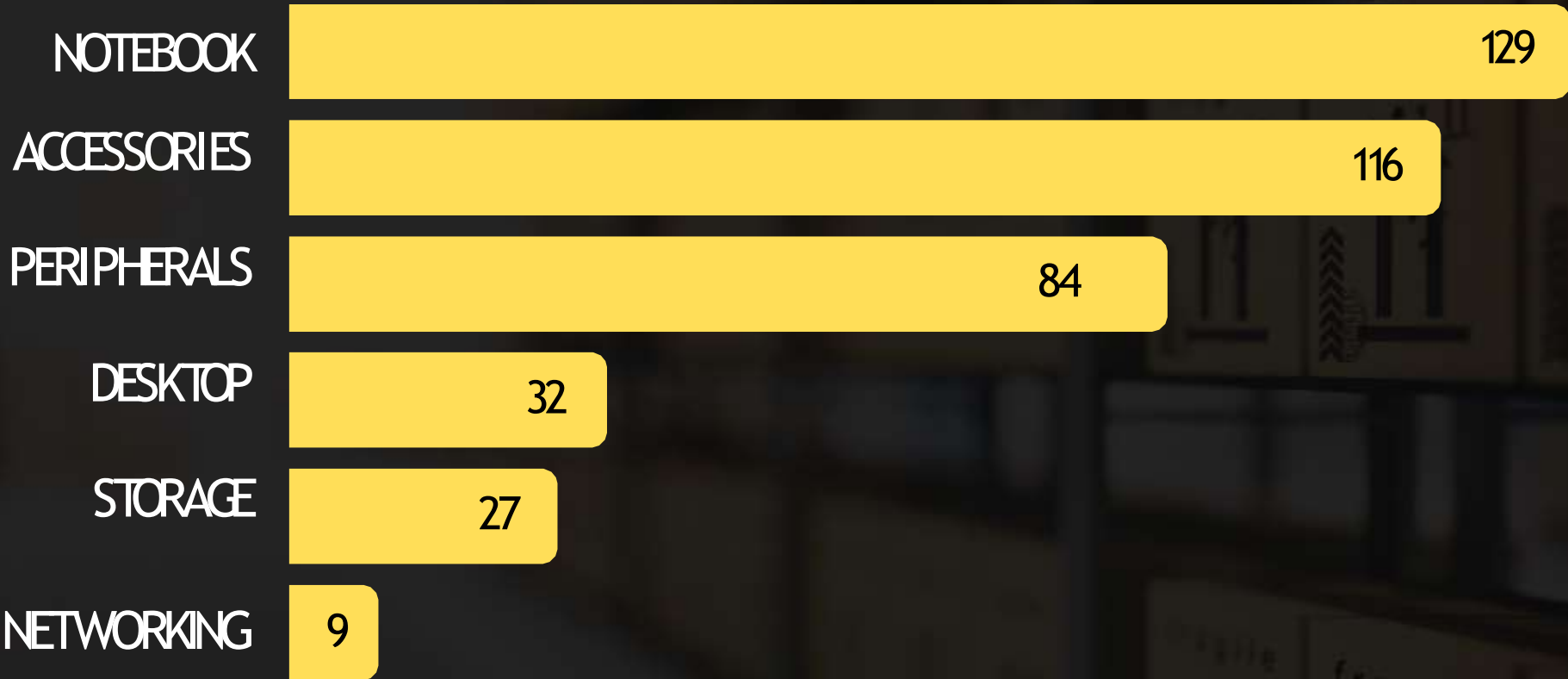
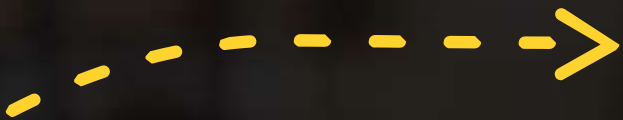
Provide a report with all the unique product counts for each segment and sort them in descending order of product counts. The final output contains 2 fields,

segment

product_count

OUTPUT

	segment	product_count
▶	Notebook	129
	Accessories	116
	Peripherals	84
	Desktop	32
	Storage	27
	Networking	9



INSIGHTS

- Atliq Hardware presents an extensive array of products across the Notebook, Peripherals, and Accessories sectors.
- There is a strategic need to broaden the product portfolio within the desktop, networking, and storage markets.
- To address this, Atliq Hardware has the opportunity to introduce Trending Products in these specific markets.

REQUEST 4

Follow-up: Which segment had the most increase in unique products in 2021 vs 2020?

The final output contains these fields,

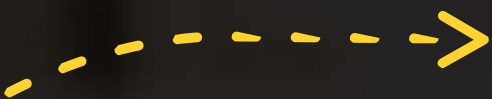
segment, product_count_2020

product_count_2021

difference

OUTPUT

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



Segment	Product Count 2020	Product Count 2021	Difference
<i>Accessories</i>	69	103	34 ↑
<i>Desktop</i>	7	22	15 ↑
<i>Networking</i>	6	9	3 ↑
<i>Notebook</i>	92	108	16 ↑
<i>Peripherals</i>	59	75	16 ↑
<i>Storage</i>	12	17	5 ↑

INSIGHTS

In 2021,Atliq Hardware primarily focused on expanding its presence in the accessories market, introducing a total of 34 new accessory products to the market.

REQUEST 5

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

product_code
product
manufacturing_cost

OUTPUT

	product_code	product	manufacturing_cost
▶	A6120110206	AQ HOME Allin1 Gen 2	240.5364
	A2118150101	AQ Master wired x1 Ms	0.8920

Highest Manufacturing
Cost Product

204\$



A6120110206
AQ HOME ALLIN1 GEN 2
PERSONAL DESKTOP

Lowest Manufacturing
Cost Product

0.8\$



A2118150101
AQ MASTER WIRED X1 MS
MOUSE

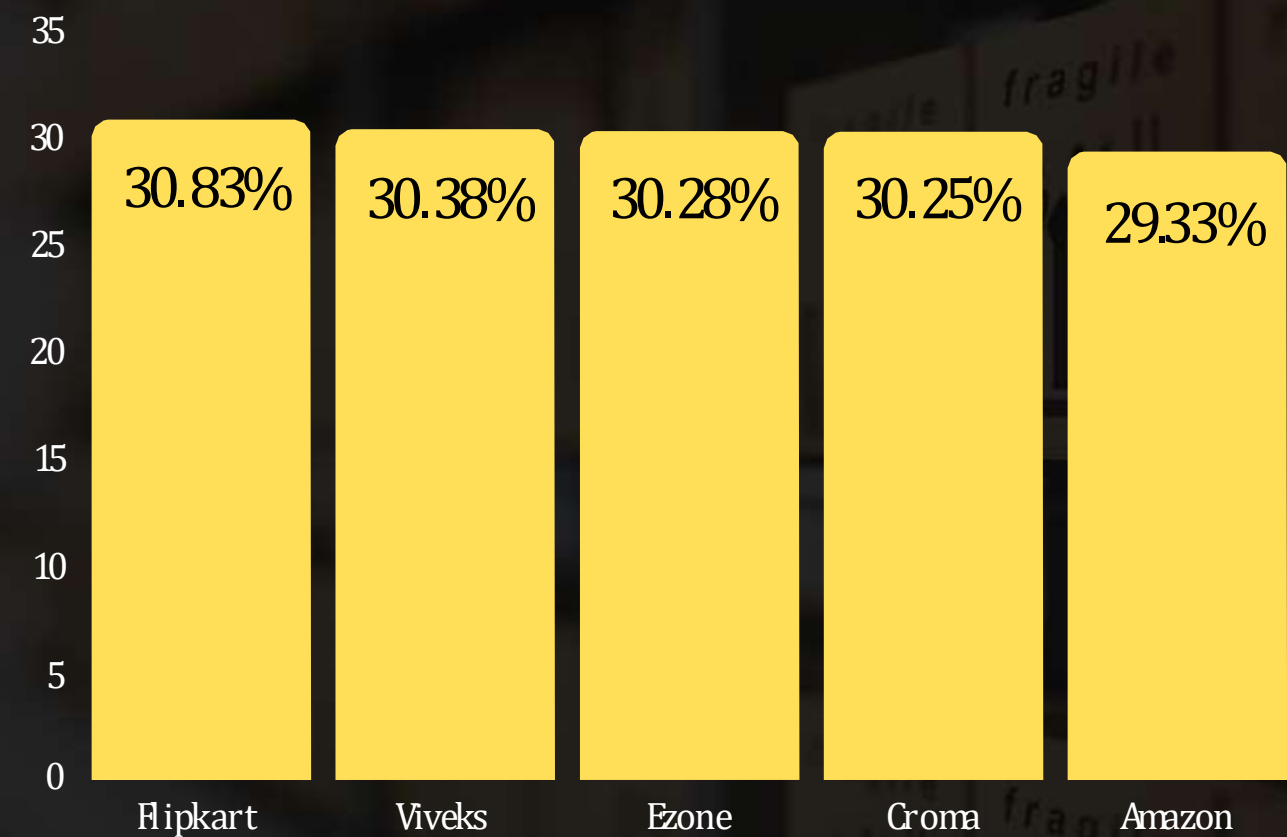
REQUEST 6

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

OUTPUT

	customer_code	customer	average_discount_percentage
▶	90002009	Flipkart	0.3083
	90002006	Viveks	0.3038
	90002003	Ezone	0.3028
	90002002	Croma	0.3025
	90002016	Amazon	0.2933



INSIGHTS

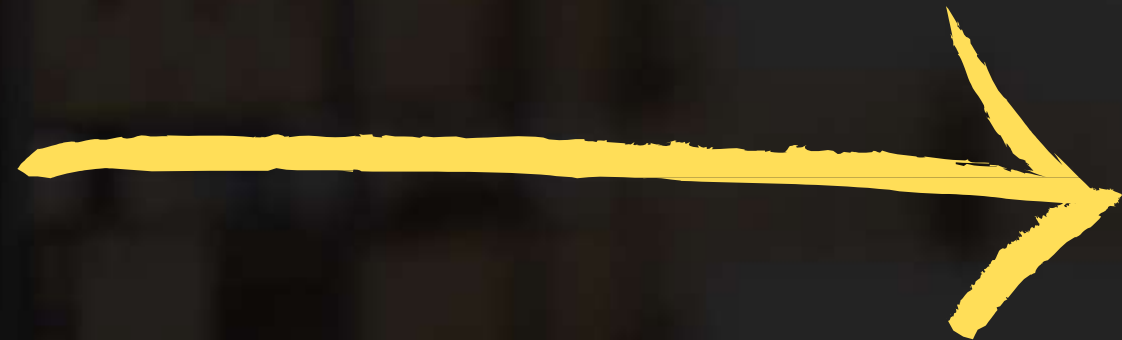
Considering Flipkart holds the position of the most heavily discounted customer in the Indian market, with a pre-invoice discount percentage of 30.83%, Atliq extended approximately similar pre-invoice discount percentages to each of its top 5 clients in 2021.

REQUEST 7

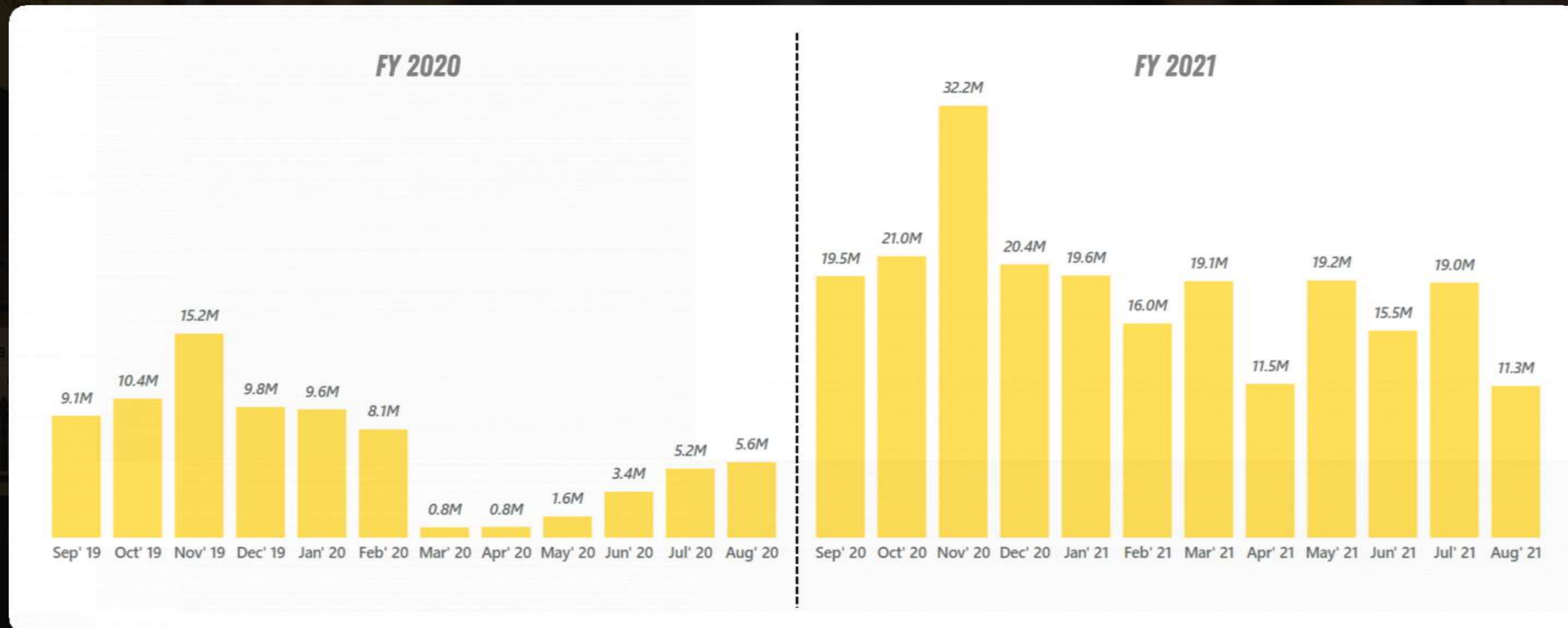
Get the complete report of the Gross sales amount for the customer “Atliq Exclusive” for each month . This analysis helps to get an idea of low and high-performing months and take strategic decisions. The final report contains these columns:

Month, Year, Gross Sales Amount

OUTPUT



	month	fiscal_year	gross_sales_amount
▶	September (2019)	2020	9092670.34
	October (2019)	2020	10378637.60
	November (2019)	2020	15231894.97
	December (2019)	2020	9755795.06
	January (2020)	2020	9584951.94
	February (2020)	2020	8083995.55
	March (2020)	2020	766976.45
	April (2020)	2020	800071.95
	May (2020)	2020	1586964.48
	June (2020)	2020	3429736.57
	July (2020)	2020	5151815.40
	August (2020)	2020	5638281.83
	September (2020)	2021	19530271.30
	October (2020)	2021	21016218.21
	November (2020)	2021	32247289.79
	December (2020)	2021	20409063.18
	January (2021)	2021	19570701.71
	February (2021)	2021	15986603.89
	March (2021)	2021	19149624.92
	April (2021)	2021	11483530.30
	May (2021)	2021	19204309.41
	June (2021)	2021	15457579.66
	July (2021)	2021	19044968.82
	August (2021)	2021	11324548.34



INSIGHTS

- Atliq Exclusive experienced its highest sales in November 2020, whereas March 2020 recorded the lowest sales.
- The decline in sales between March and August can be attributed to the impact of COVID-19. However, there is optimism as sales have consistently rebounded since the pandemic, remaining robust and surpassing the levels seen in 2020.

REQUEST 8

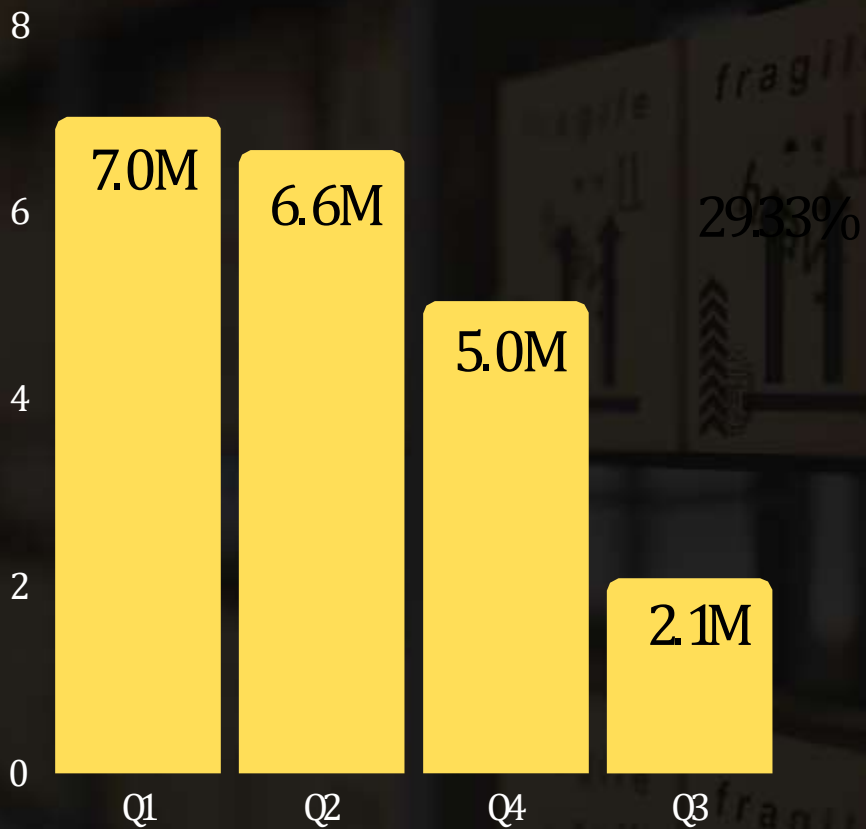
In which quarter of 2020, got the maximum total_sold_quantity? The final output contains these fields sorted by the total_sold_quantity,

quarters

total_sold_quantity

OUTPUT

	quarters	total_sold_quantity_in_mln
►	Q1	7.01
	Q2	6.65
	Q4	5.04
	Q3	2.08



INSIGHTS

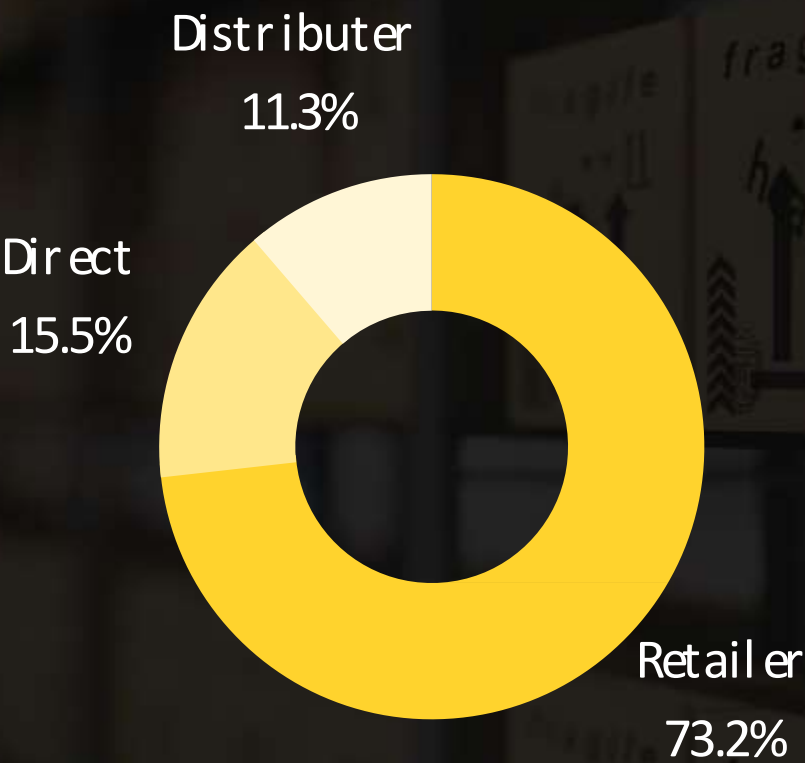
- In the third quarter of fiscal year 2020 (March, April, and May), marked by the peak of COVID-19 and widespread lockdowns impacting businesses, the sold quantity plummeted to 2.1 million.
- Notably, there was a significant demand for computer accessories during this period as a large number of students commenced or persisted in completing their coursework online. This heightened demand likely contributed to the early rebound observed in the fourth quarter.

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

OUTPUT

	channel	gross_sales_in_mln	percentage
▶	Retailer	1924.17	73.22
	Direct	406.69	15.47
	Distributor	297.18	11.31



INSIGHTS

A substantial 73% of Atliq's total sales were conducted through retailers, constituting the majority of its overall sales. In contrast, sales through direct and distributor channels made up a comparatively modest portion of the total revenue.

REQUEST 10

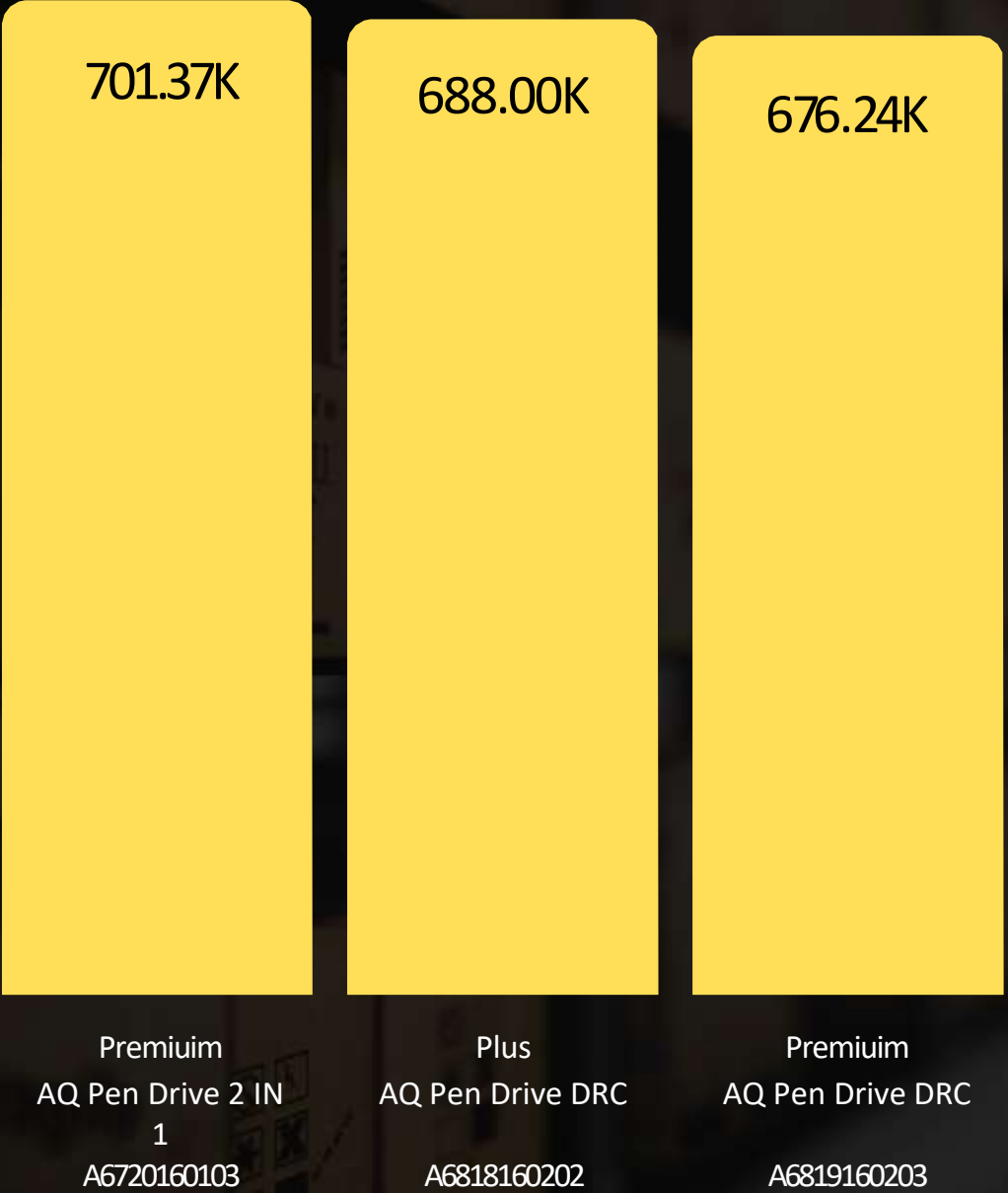
Get the Top 3 products in each division that have a high total_sold_quantity in the fiscal_year 2021?The final output contains these fields,

- division
- product_code
- product
- total_sold_quantity
- rank_order

OUTPUT

	division	product_code	product	total_sold_quantity	rank_order
▶	N & S	A6720160103	AQ Pen Drive 2 IN 1	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 Digjit	17434	1
	PC	A4319110306	AQ Velocity	17280	2
	PC	A4218110208	AQ Digjit	17275	3

DIVISION - N & S



The three best-selling products in the N & S division were pen drives.

DIVISION - P & A



The three best-selling products in the P & A division were pen mouse.

DIVISION - PC



The three best-selling products in the PC division were laptops.

Recommendations for enhancing Atliq's sales performance

- Provide excellent customer service and build lasting relationships.
- Implement an effective marketing strategy across various channels.
- Develop a strong brand identity and communicate your unique value.
- Invest in sales team training for improved performance.
- Offer competitive pricing and attractive promotions.
- Enhance your product offerings to meet market demands.
- Gather customer feedback to continuously improve.



THANK YOU!

HOW TO REACH ME?

Mail – Tiyasha.paul.private@gmail.com

 Tiyasha Paul