**Duke Home Infusion: Business Analyst Excel Proficiency Challenge**

This excel challenge is designed to test your proficiency with excel as well as your creativity used to find a solution to the problem. There is no one right way to arrive at an answer but please try to make your answer as concise, intuitive, and simple as possible.

This is not a timed scenario, but it is encouraged of you to complete it as soon as you can. You may use whatever resources available to you to help you complete the assignment.

Instructions before starting:

Please open the attached data in excel.

Once opened, please refer to the scenario below and develop a solution to meet the example company’s needs.

Answer all questions to the best of your ability and when finished please save the excel file and answers and send them back to Jonathan Abbott at your earliest convenience.

Scenario:

ABC Company has requested the business analyst to review the attached data, summarize it in an easy to read format, and answer the following questions. The company has a board meeting soon and would like to have these questions answered as soon as possible to present. (ABC company is not extremely familiar with excel or analytics, so they need the analyst to provide their answers in an understandable fashion.)

What percentage of items sold were pencils? Binders?

Which item was most profitable for ABC Company in the **Central region**?

Who ordered the most units overall? How much did they spend in total?

Moving forward, based on profitability, which item do you recommend that ABC Company spend more on marketing to attract more sales? (For all regions)

Please create a trend chart showing the amount of sales over the past 2 years. ABC Company would also like you to project sales revenue for the next 3 months.