

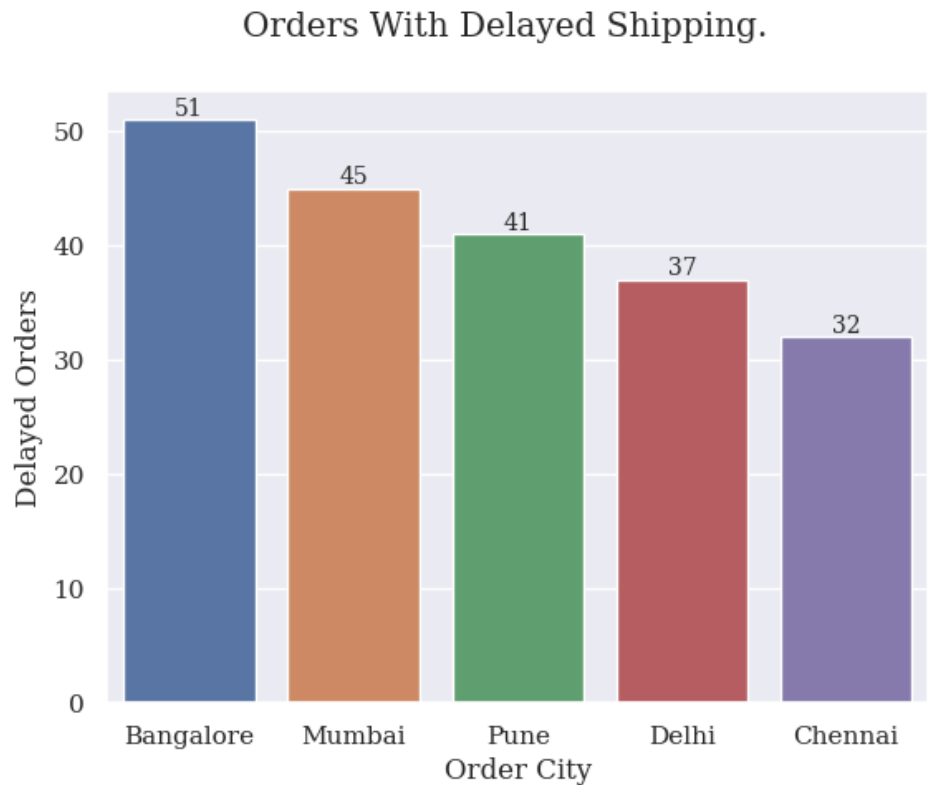
Terpbuy

# Part III: Executive Summary

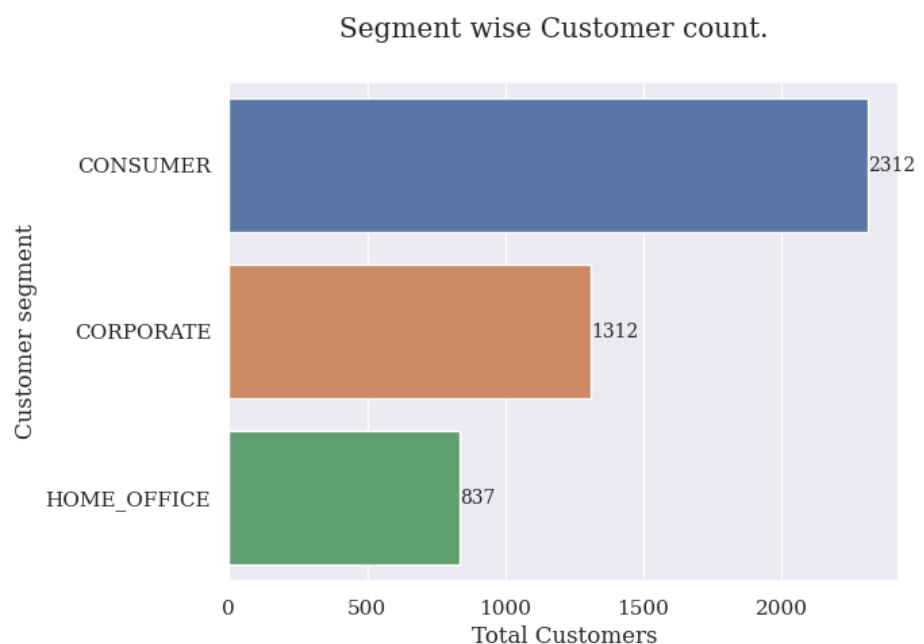
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1. Every stored product has been ordered.
2. the top 5 cities where most number of order shippings were delayed are:
  - a. Bangalore.
  - b. Mumbai.
  - c. Pune
  - d. Delhi
  - e. Chennai



3. “Consumer” Segment is the Most Popular sgement with the total of 2312 customers.



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1. The top 3 departments to sell most number of items are:
  - a. Fan Shop - 2406
  - b. Golf - 2355
  - c. Apparel - 2336
2. The departments with lowest number of items sales are:
  - a. Book Shop - 12
  - b. Technology - 39
  - c. Pet Shop - 54
  - d. Health and Beauty - 64
3. Departments with items sold above 100 and below 1000 are:
  - a. Footwear - 932
  - b. Outdoors - 812
  - c. Discs Shop - 285
  - d. Fitness - 244
4. Most Item Sales is from Fan Shop department (2406).
5. Lowest Item Sales is from Book Shop department (12).
6. Year 2019 had most number of sales (708).
7. 2018 to 2019 we saw upward trend and increase in sales of total 123 sales.
8. From 2019 the sales started the downward trend.
9. Lowest sales were recorded in 2021 with only 362 sales.