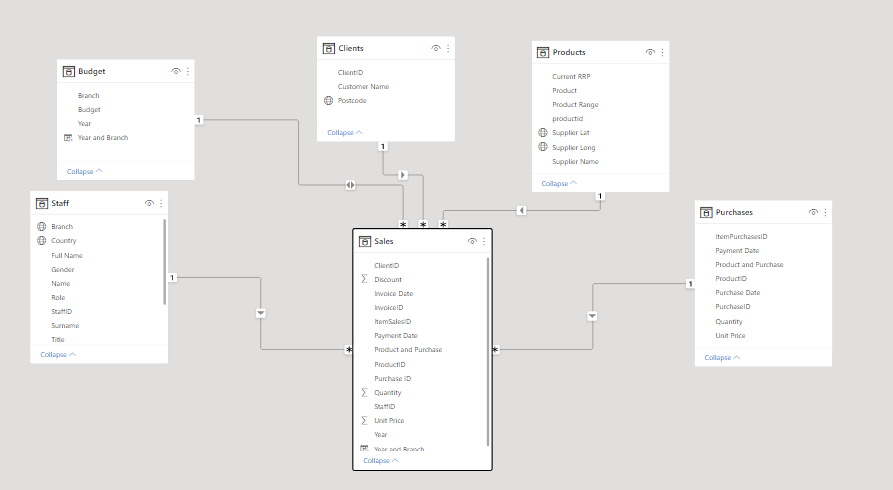
**SEDISMART Supply Chain Data Analytics**

**Problem Statement:**

SEDISMART is an imaginary office furniture & equipment company based in UK, and its management executives have a meeting soon in which they discuss the business status. The executives would like to see:

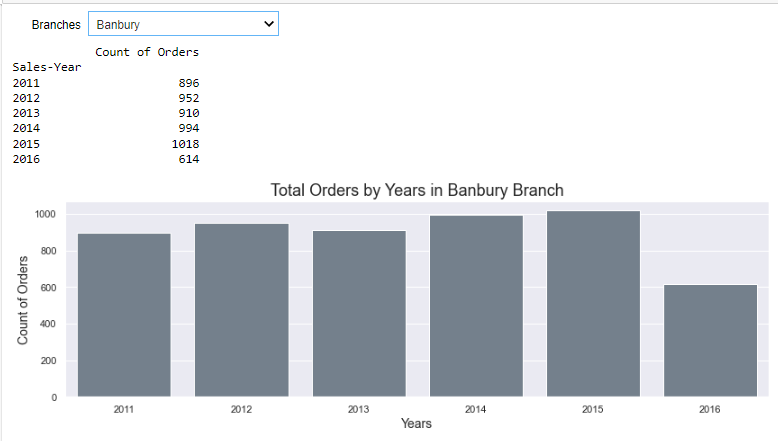
* The general KPIs and business metrics of the business (CEO board).
* The performance of the sales-people (HR team).
* The performance of their customers (marketing team).
* The performance of their products (sales team).
* The performance of their suppliers (logistic team).
* The forecast of the revenue for the first quarter of the year - 2017 (finance team).

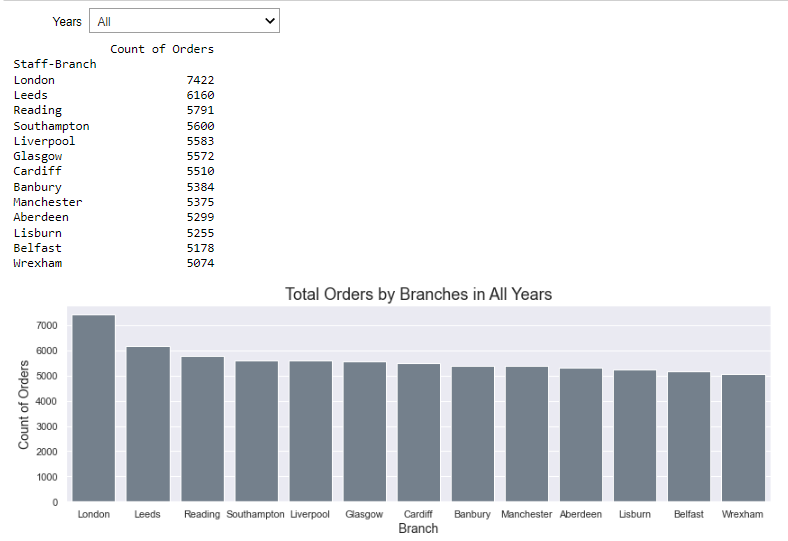
**Data Model**

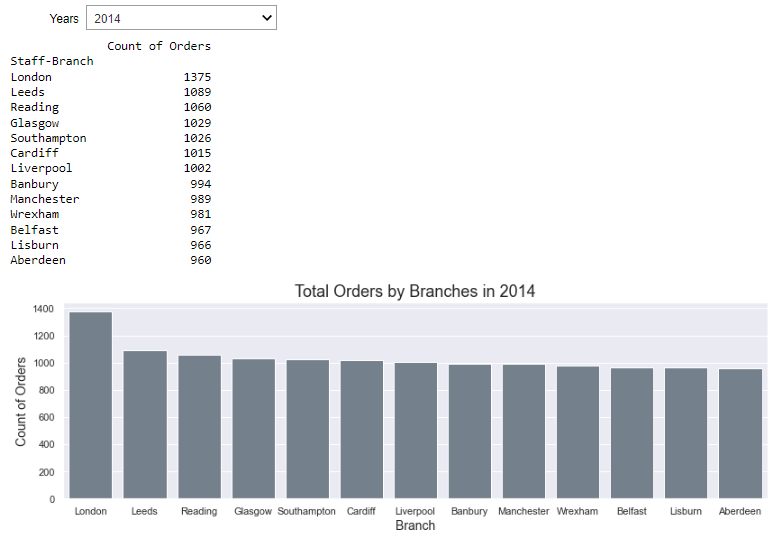


**KPIs Analysis**

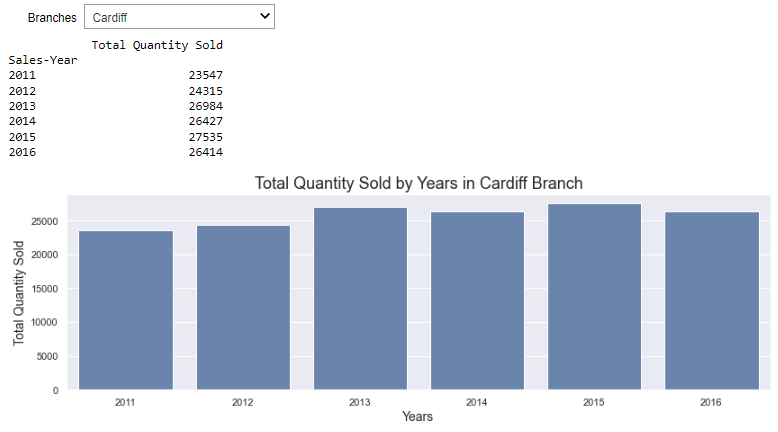




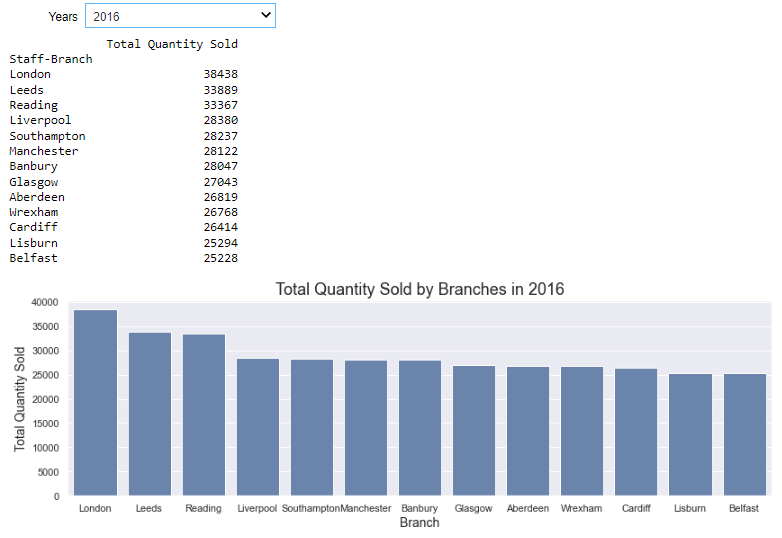




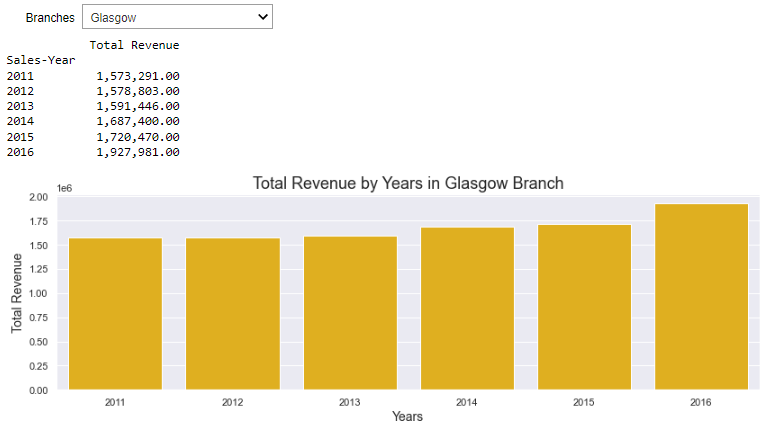




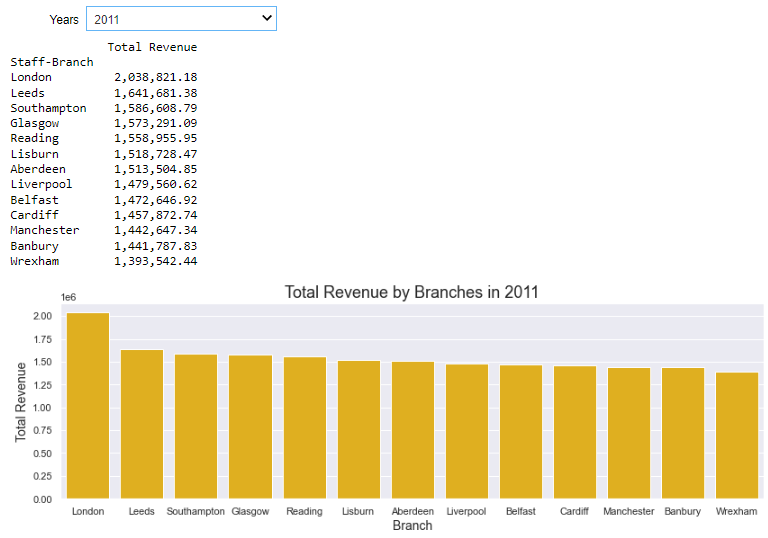


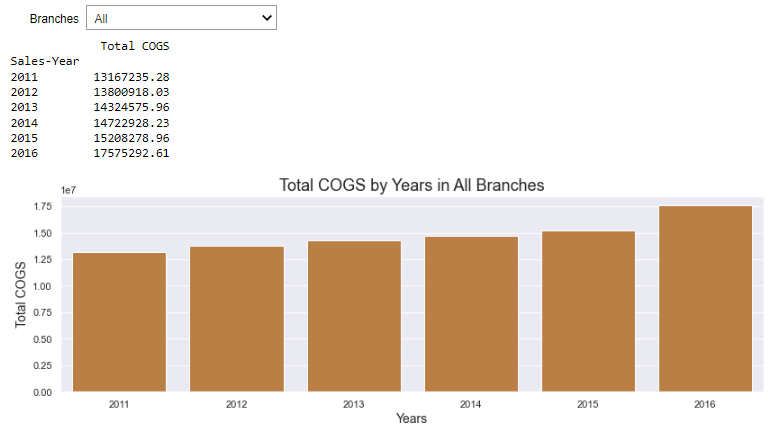


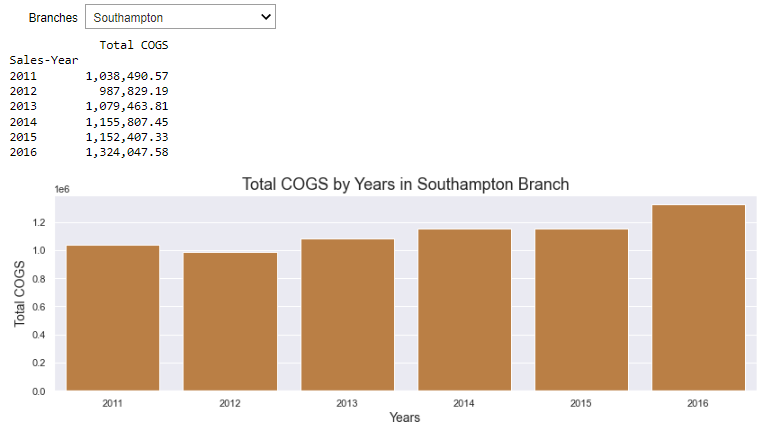


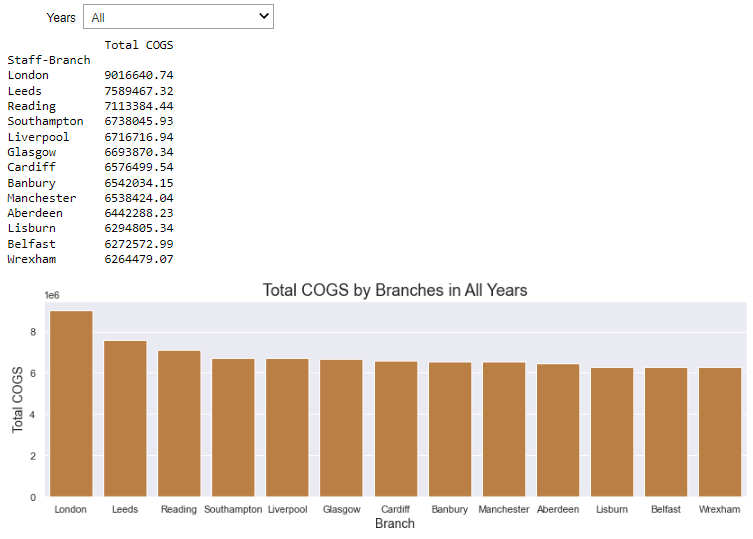


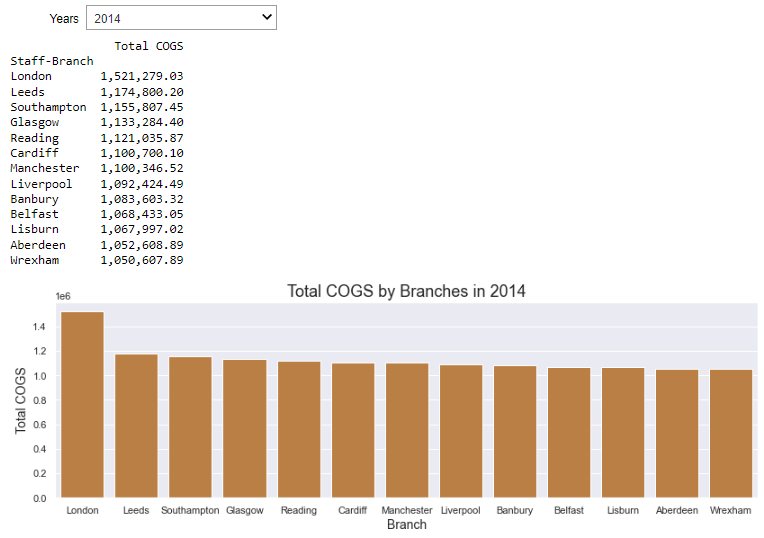


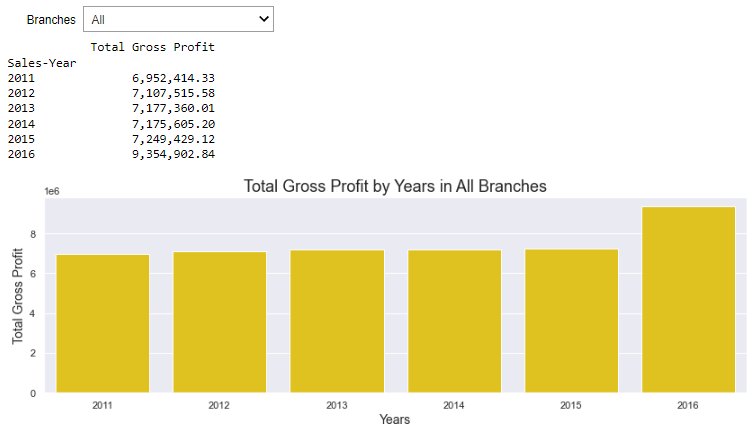


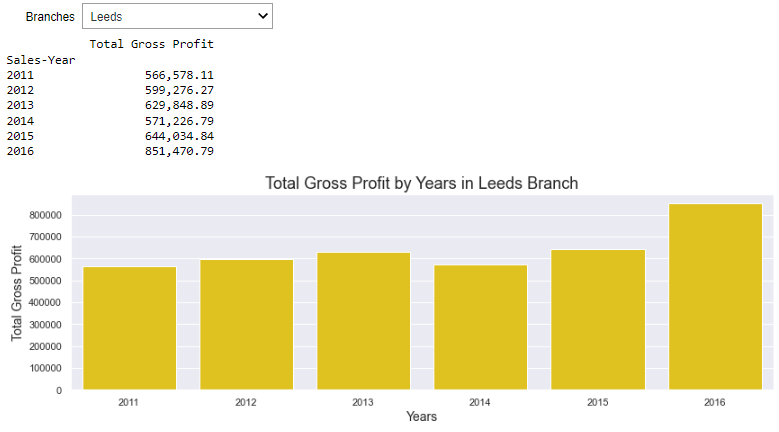




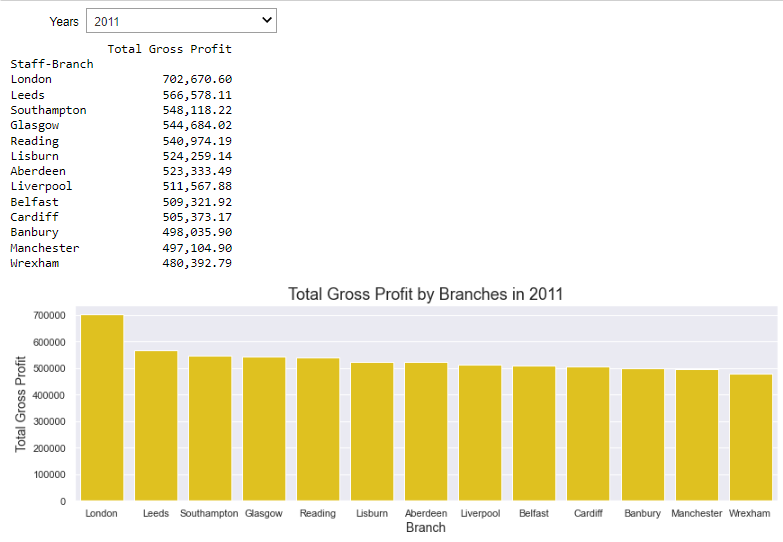


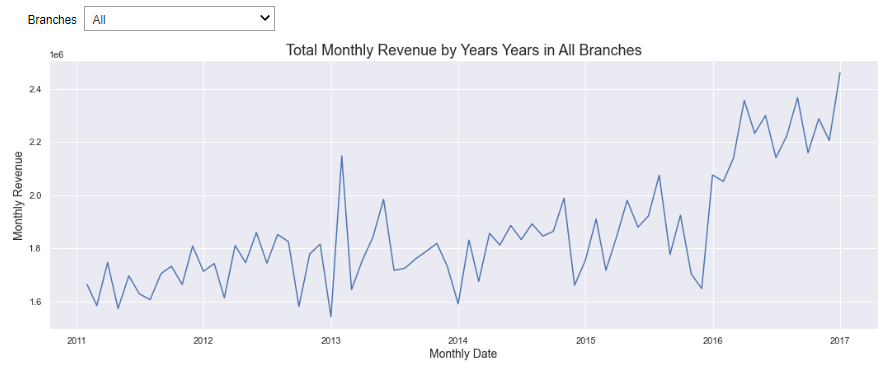


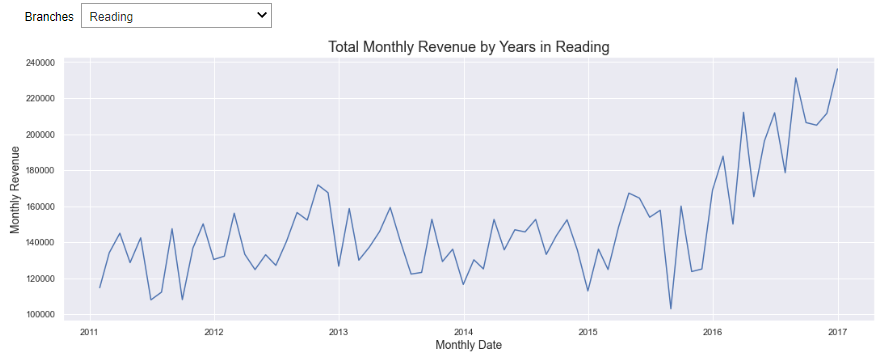


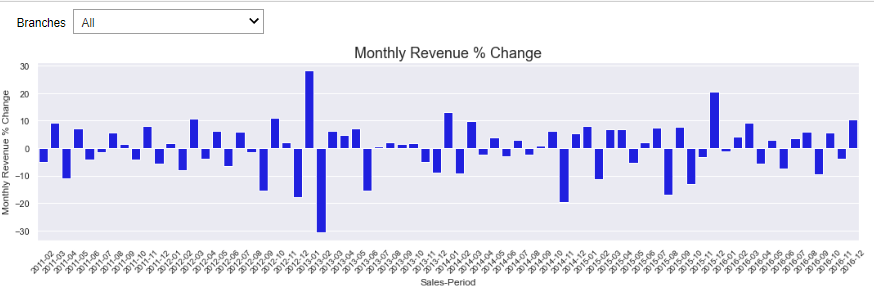


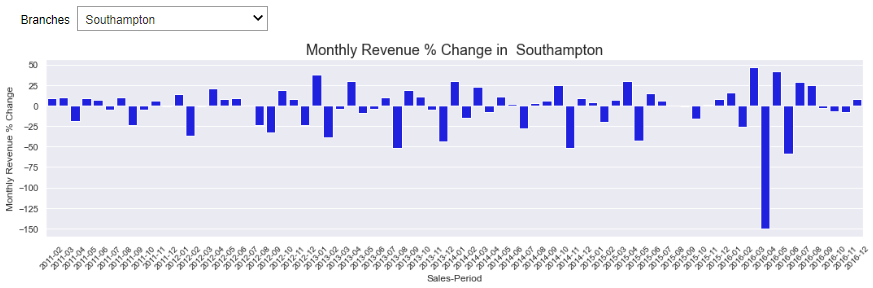




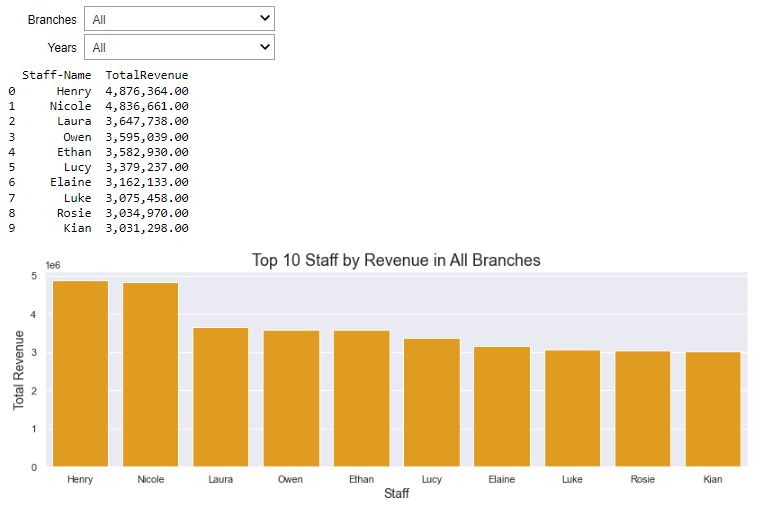


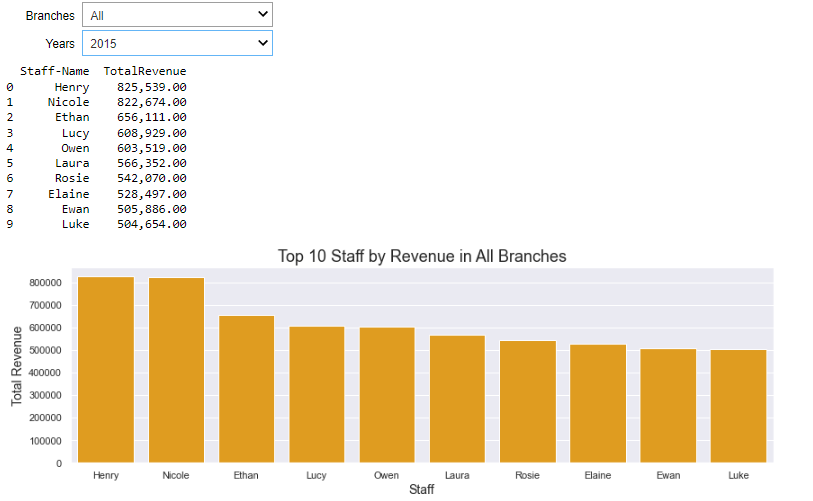




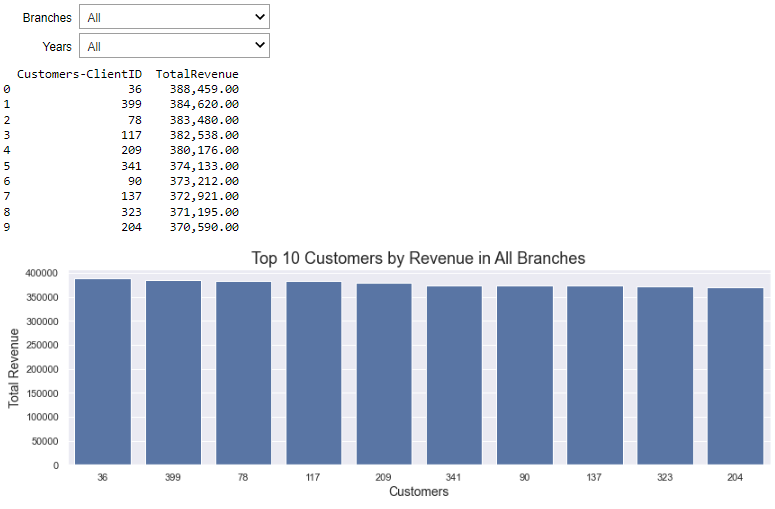


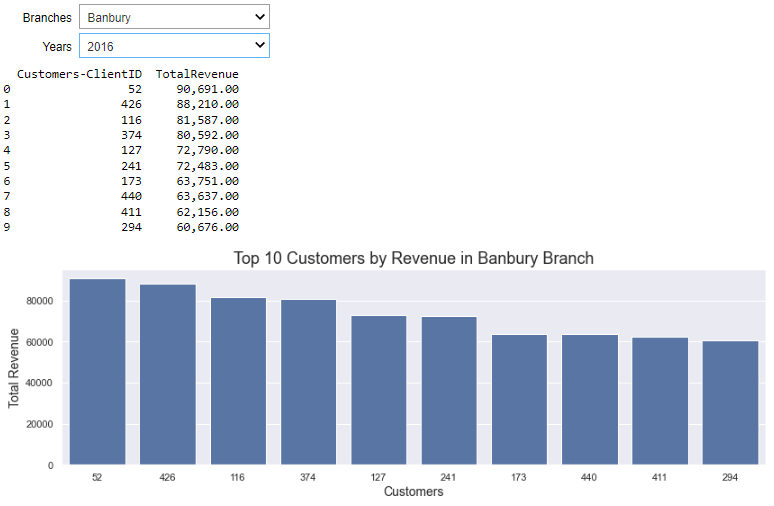
**Staff Analysis**

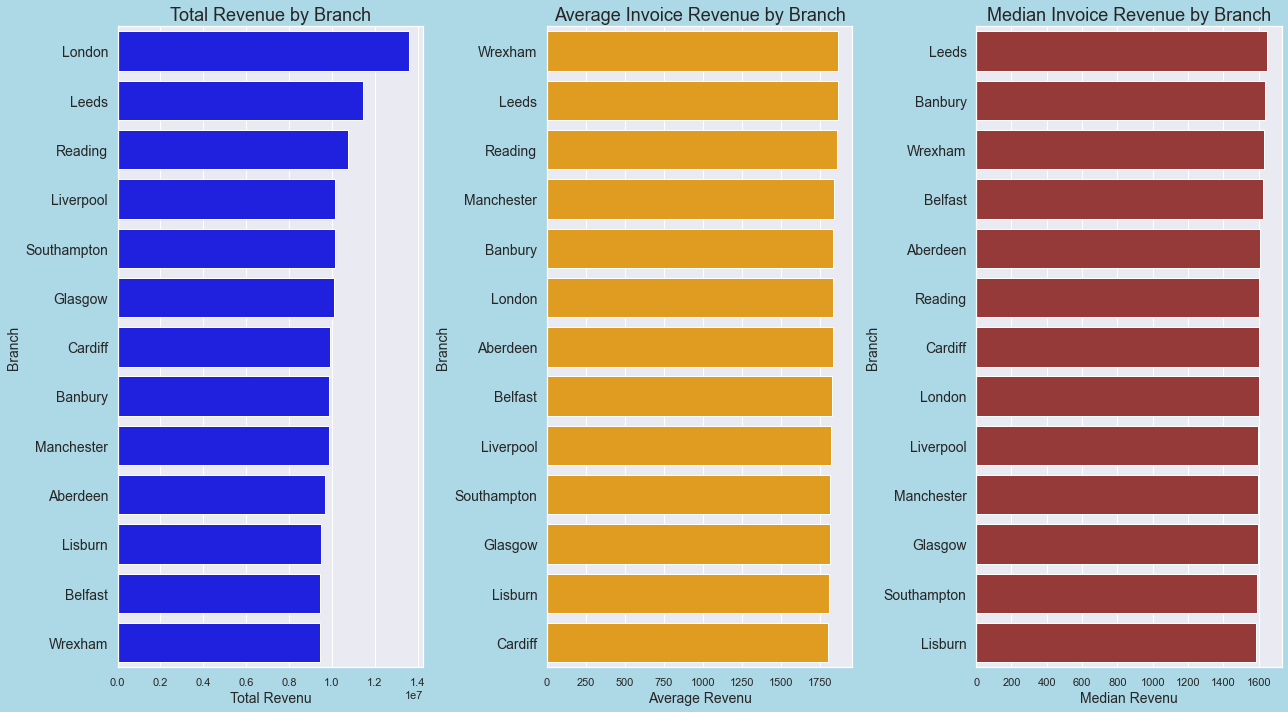


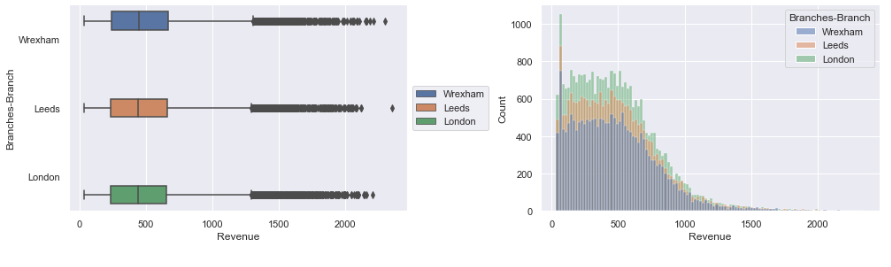


**Customer Analysis**

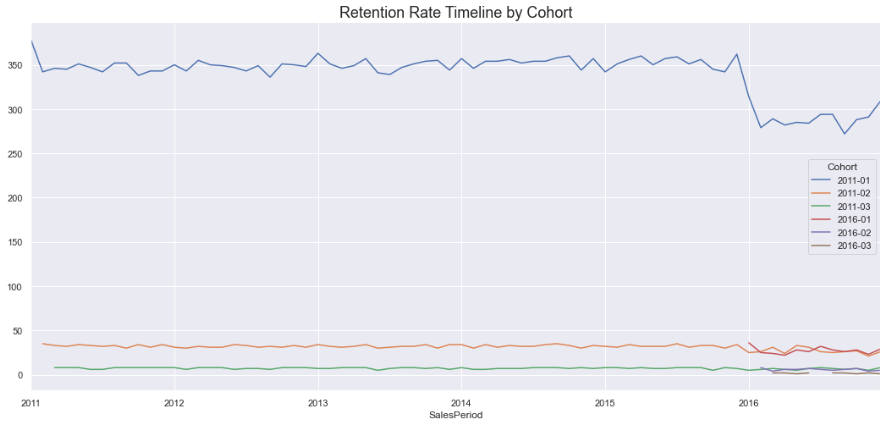




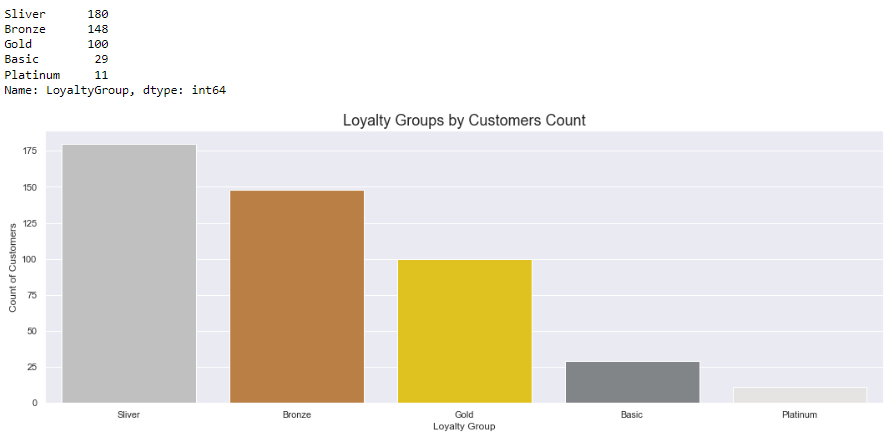
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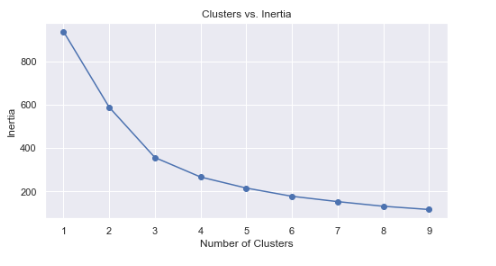
**Customer Cohort Analysis**



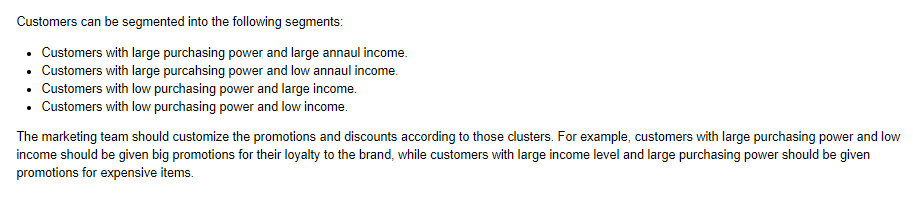
**Customer RFM Analysis**



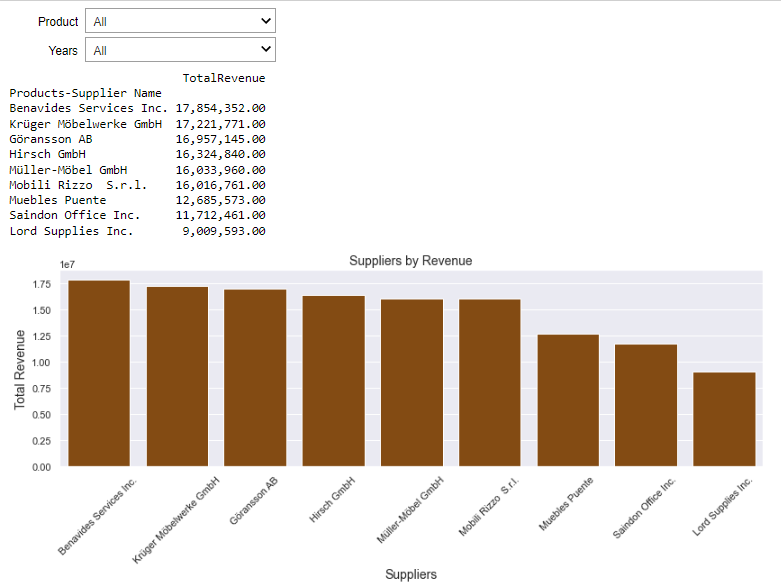
**Customer Clustering Analysis (based on Income-Level and RFM Score)**

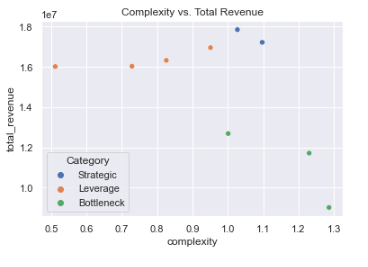


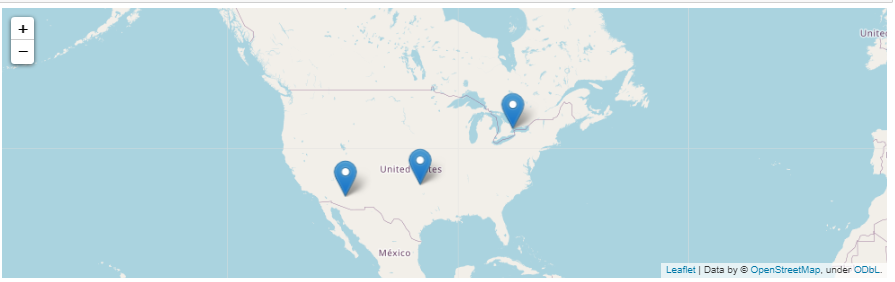




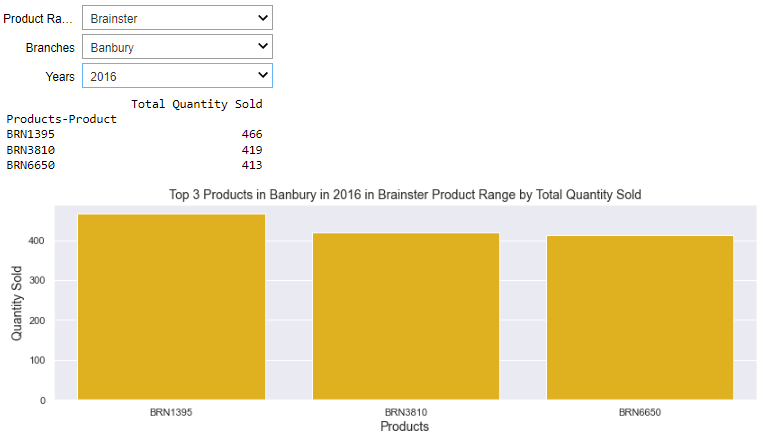
**Suppliers Analysis**

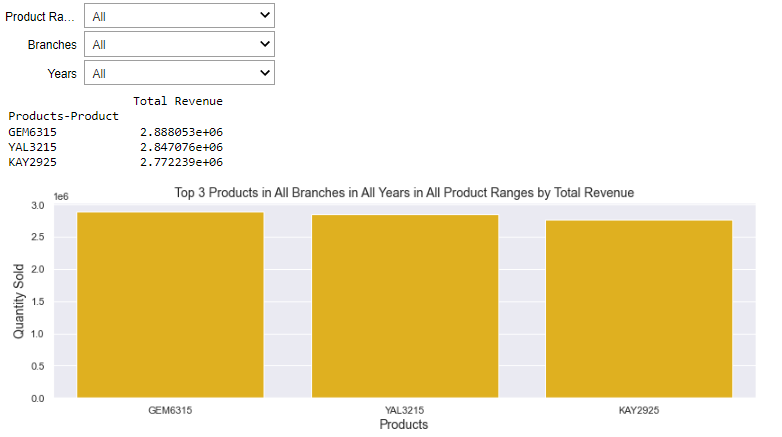


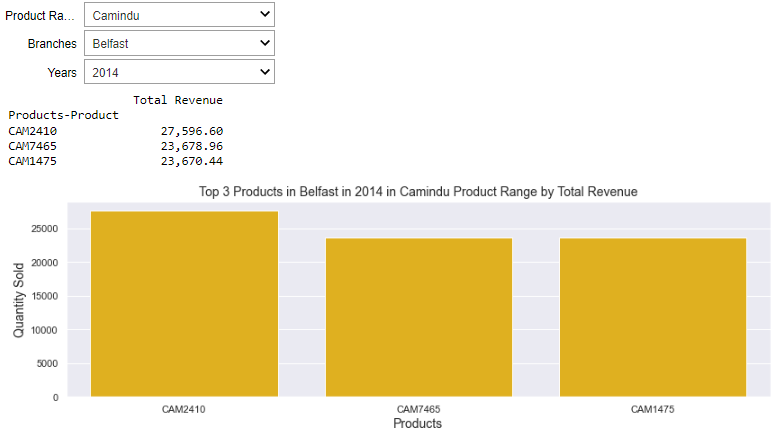


**Product Analysis**

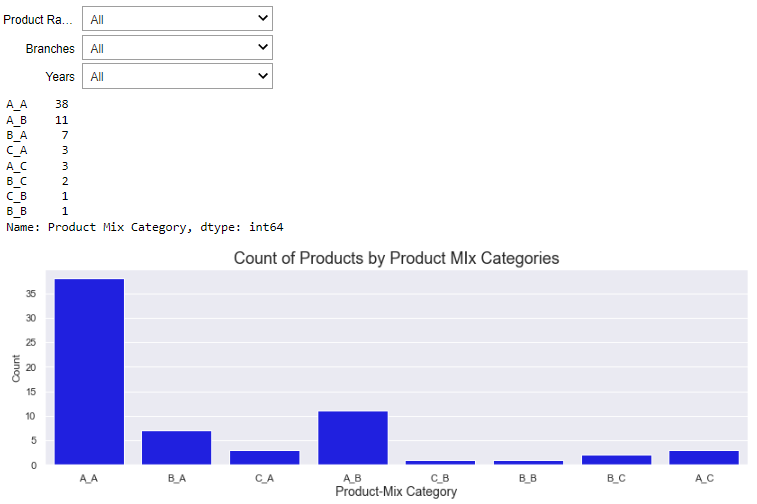








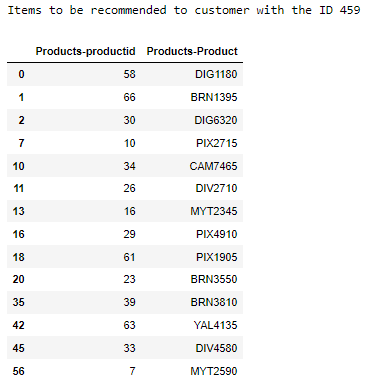
**Product ABC Analysis**

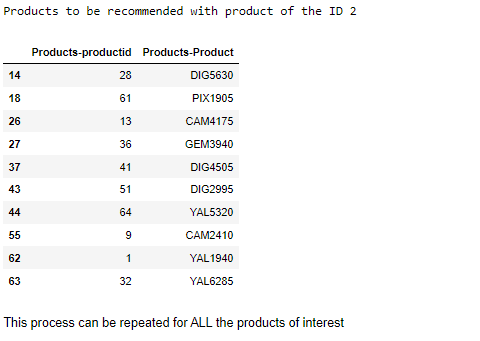




**Products Recommendation List**

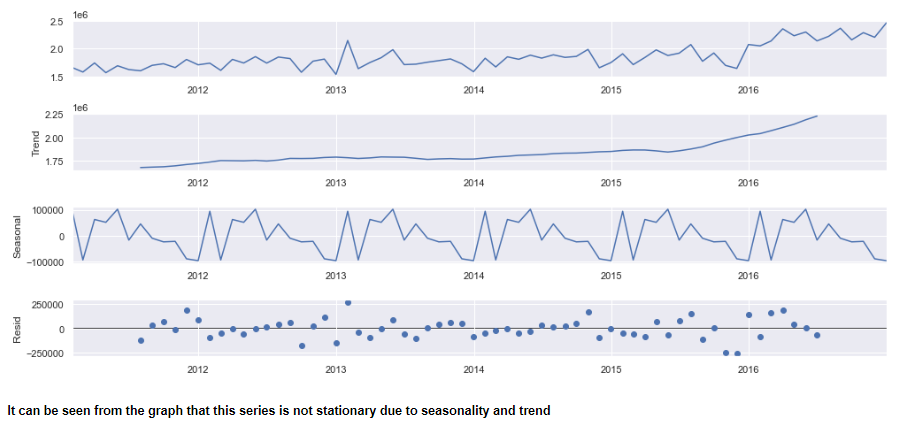
**User-based Approach**



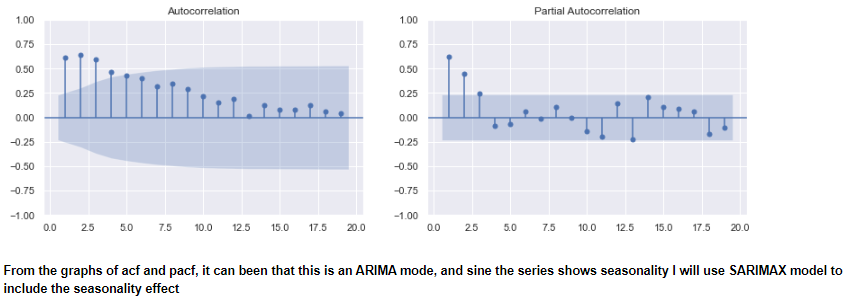


**Forecasting the Revenue for the 2017-Q1**

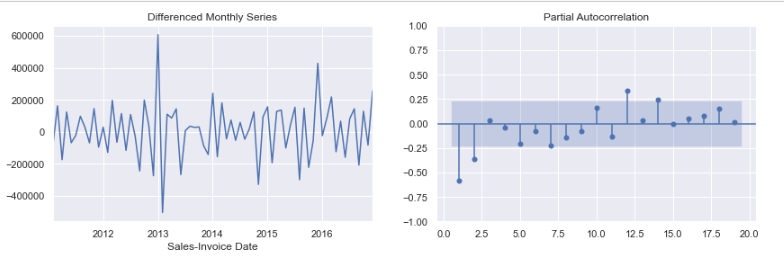
**Breaking-down Revenue Timeline**

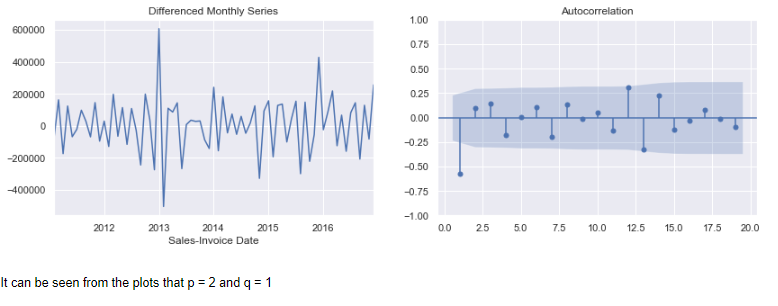


**Checking the Autocorrelation and Partial-Autocorrelation Functions**

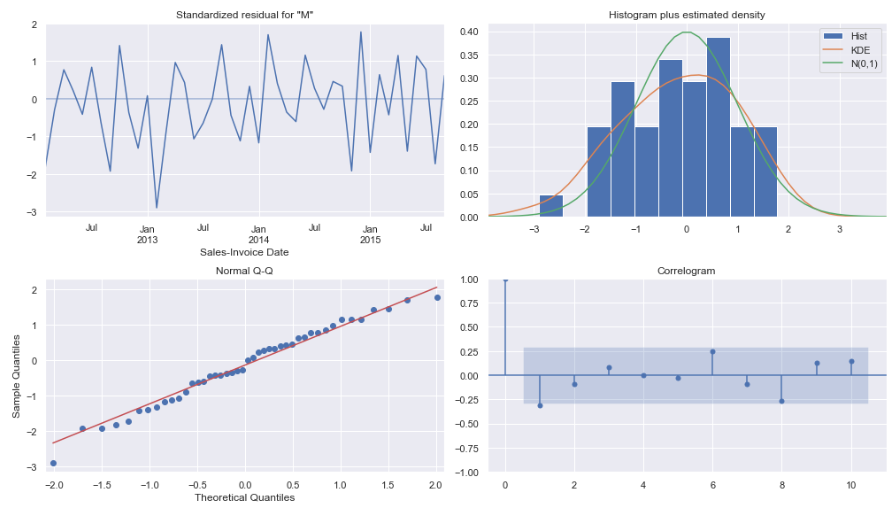


**Checking the Autocorrelation and Partial-Autocorrelation Functions after Differencing**

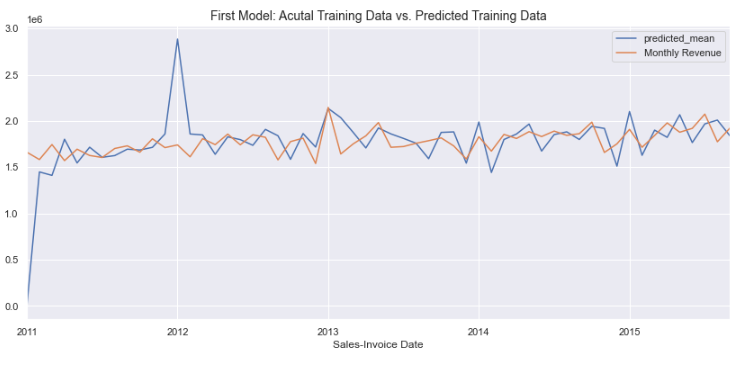




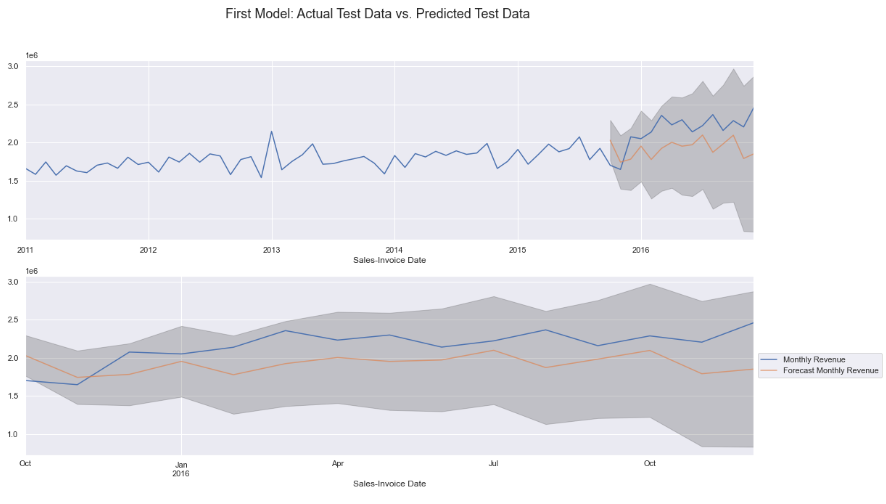
**Model Diagnostic Plot**



**Actual Training vs. Predicted Training**



**Actual Test vs. Predicted Test**



**Prediction**

