

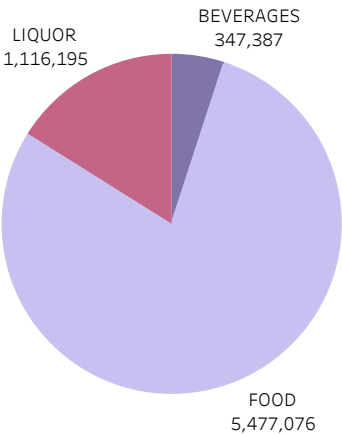
Analysis and Report

Overview	Sales over time	Employee Stats	Employee Performance	Top of the charts	Poor Performers	Forecast	Conclusion
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Overview

Total Sales	₹ 6,940,658
Amount billed	₹ 6,390,313
Difference in amount	₹ 550,345
Total Items sold	24,291
No. of employees	14

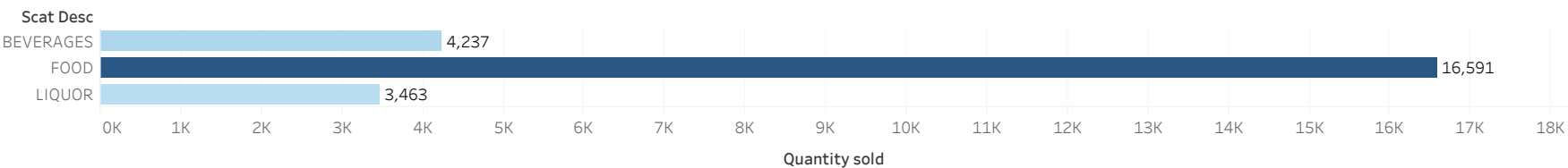
Sales by Item Category



Emp Name	
<input checked="" type="checkbox"/>	ANANDBAGAW
<input checked="" type="checkbox"/>	CHANDANMALLIC
<input checked="" type="checkbox"/>	DANSINGHM
<input checked="" type="checkbox"/>	DHIRAJT
<input checked="" type="checkbox"/>	GANESH
<input checked="" type="checkbox"/>	GANESHANGRE
<input checked="" type="checkbox"/>	LITOND
<input checked="" type="checkbox"/>	NANDLAL
<input checked="" type="checkbox"/>	RAJESHTHAKUR
<input checked="" type="checkbox"/>	RUSHIKESH
<input checked="" type="checkbox"/>	SAMEEER
<input checked="" type="checkbox"/>	SANDEEPMORE
<input checked="" type="checkbox"/>	SANJIV
<input checked="" type="checkbox"/>	SIJOMATHAI

Scat Desc	
<div></div>	BEVERAGES
<div></div>	FOOD
<div></div>	LIQUOR
Price	
<div></div>	6,940,658
QTY	
<div></div>	3,463
<div></div>	16,591

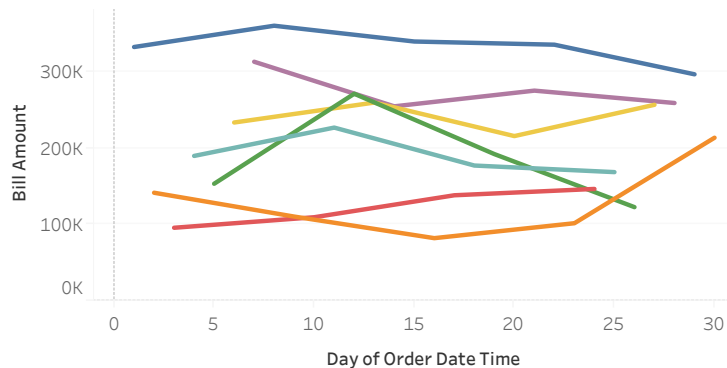
Item category by Quantities sold



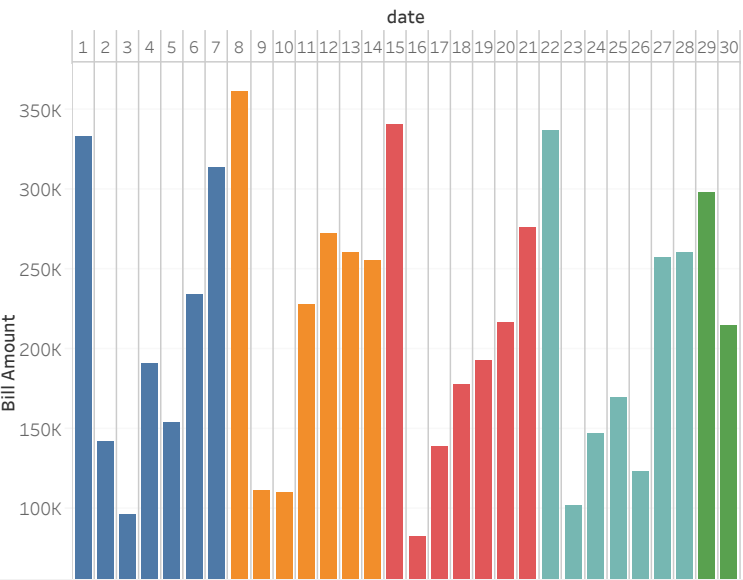
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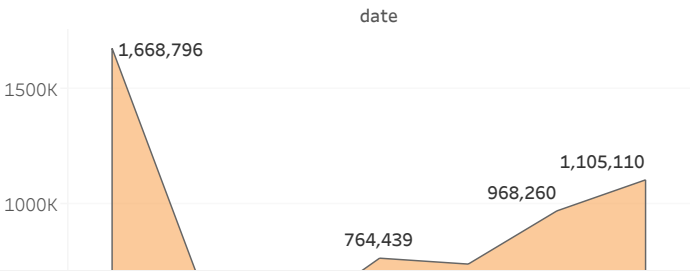
Weekday Sales/Month



Weekly Sales



Weekday sales



Analysis:

- Sunday has the highest Sales over a week in April
- Lowest sales is on Monday and Tuesday
- Gradual decrease of sales from week 1 to week 4

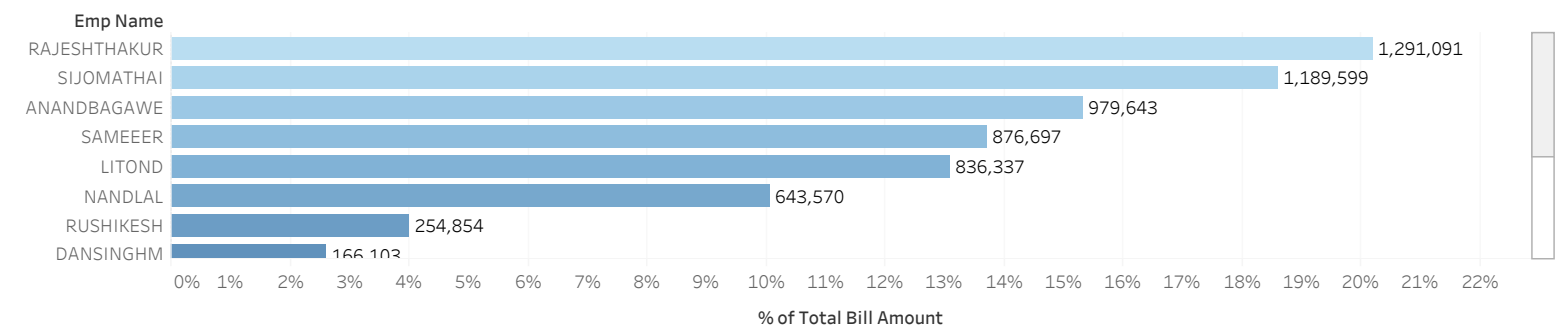
Insights:

- Improve sales on Monday and Tuesday with deals and promotions
- Average sales biased in data with additional Sunday and Monday in April
- Weekly sales over the month seems to gradually decrease indicating the possibility of majority of the customers being Salaried individuals

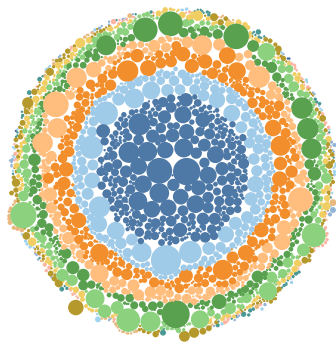
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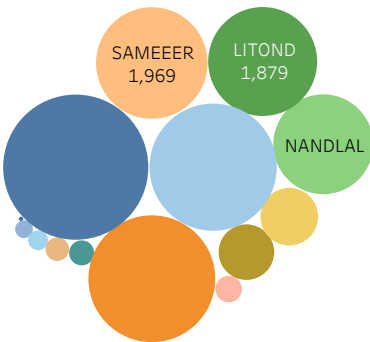
Total Sales by Employee(s)



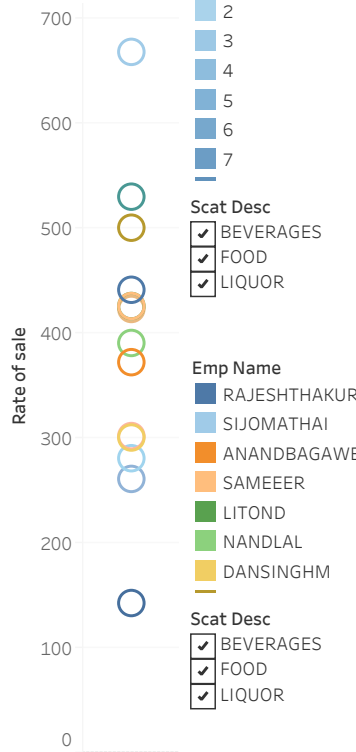
Item sales



Quantity of Item sales



Avg sales



Analysis and Report

Overview

Sales over time

Employee Stats

Employee Performance

Top of the charts

Poor Performers

Forecast

Conclusion

Use this filter to toggle performance by employee(s)

Top 5 tables

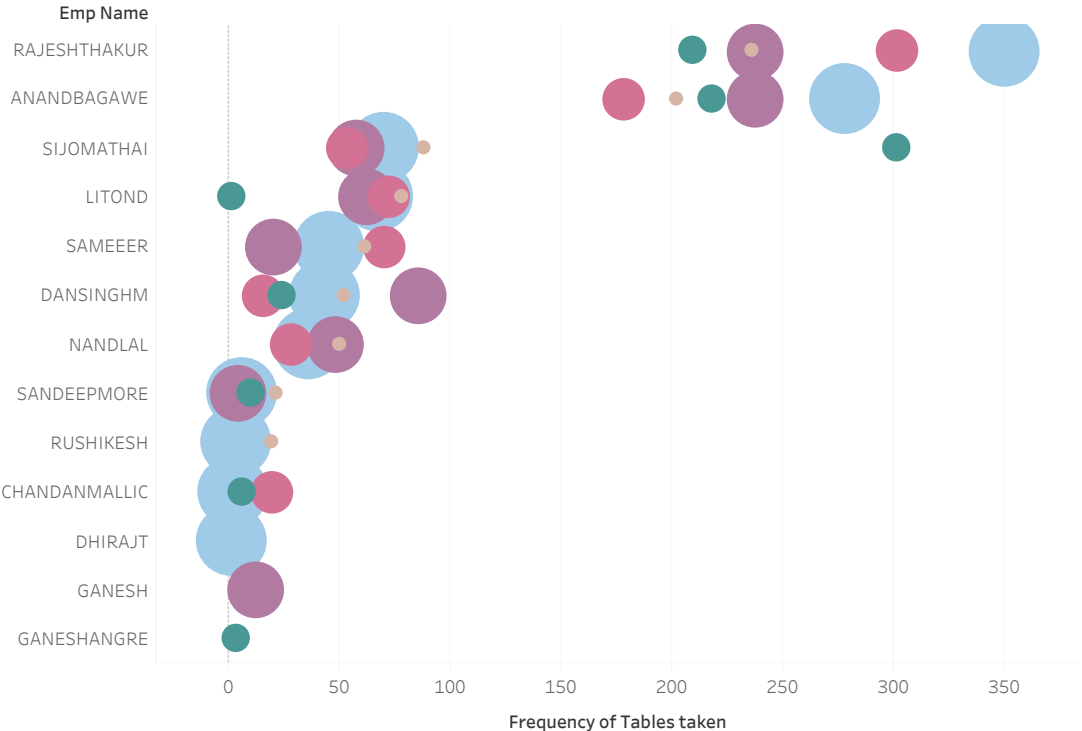


Table Id

21 23

30

PD1

PD3

Scat Desc

BEVERAGES

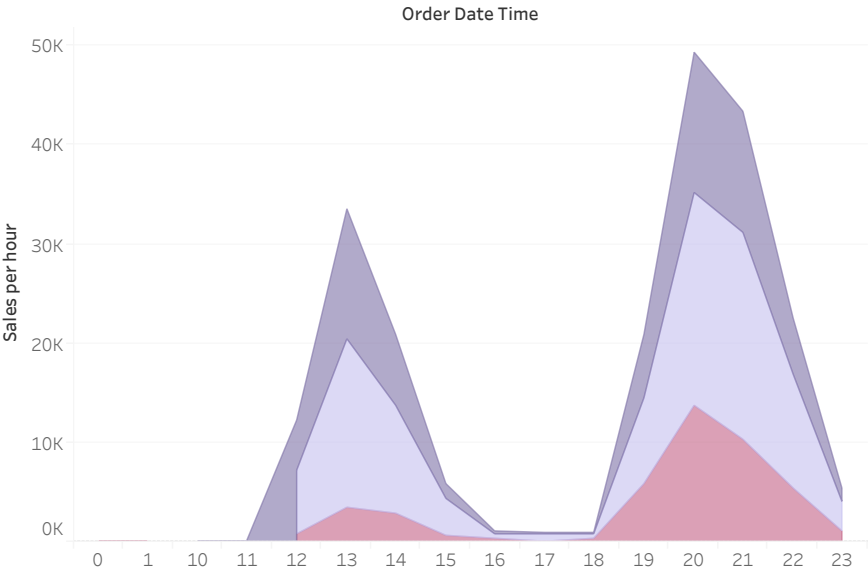
FOOD

LIQUOR

Emp Name

All

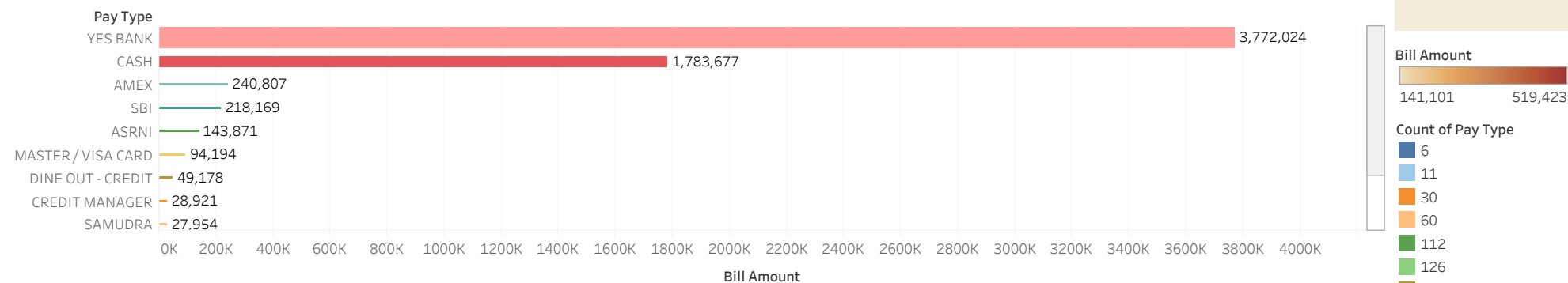
Average Sales over the hour



Analysis and Report

Overview	Sales over time	Employee Stats	Employee Performance	Top of the charts	Poor Performers	Forecast	Conclusion
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Payment type ranking



Top 5 employees

Emp Name	Bill Amount
RAJESHTHAKUR	1,291,091
SIJOMATHAI	1,189,599
ANANDBAGAWA	979,643
SAMEEER	876,697
LITOND	836,337

Top 10 items

Item Desc	Bill Amount
IND BEER KINGFISHER UL..	519,423
IND BEER KINGFISHER PL..	402,852
IND BEER BUDWEISER RE..	289,875
IND BEER KINGFISHER DR..	284,048
COCKTAIL MOJITO	232,066
OPEN LIQUOUR	194,791
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RUM BACARDI CARTA BLA..	163,980
VODKA SMIRNOFF TRIPPL..	155,271

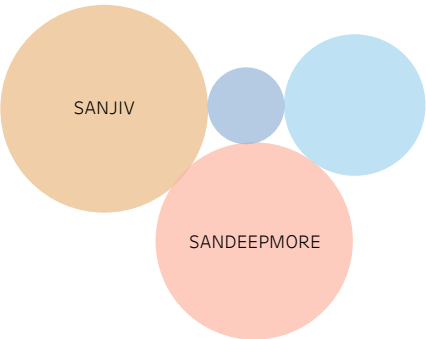
Busiest days



Analysis and Report

Overview	Sales over time	Employee Stats	Employee Performance	Top of the charts	Poor Performers	Forecast	Conclusion
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Employees

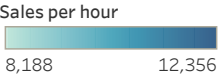
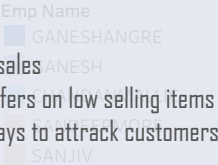


Insights:

Train rookie employees to improve sales

Introduce promotions and combo offers on low selling items

Happy hours on slow moving weekdays to attract customers



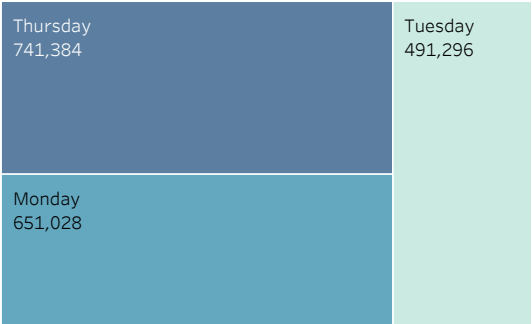
Scat Desc
All



Slow runners by items

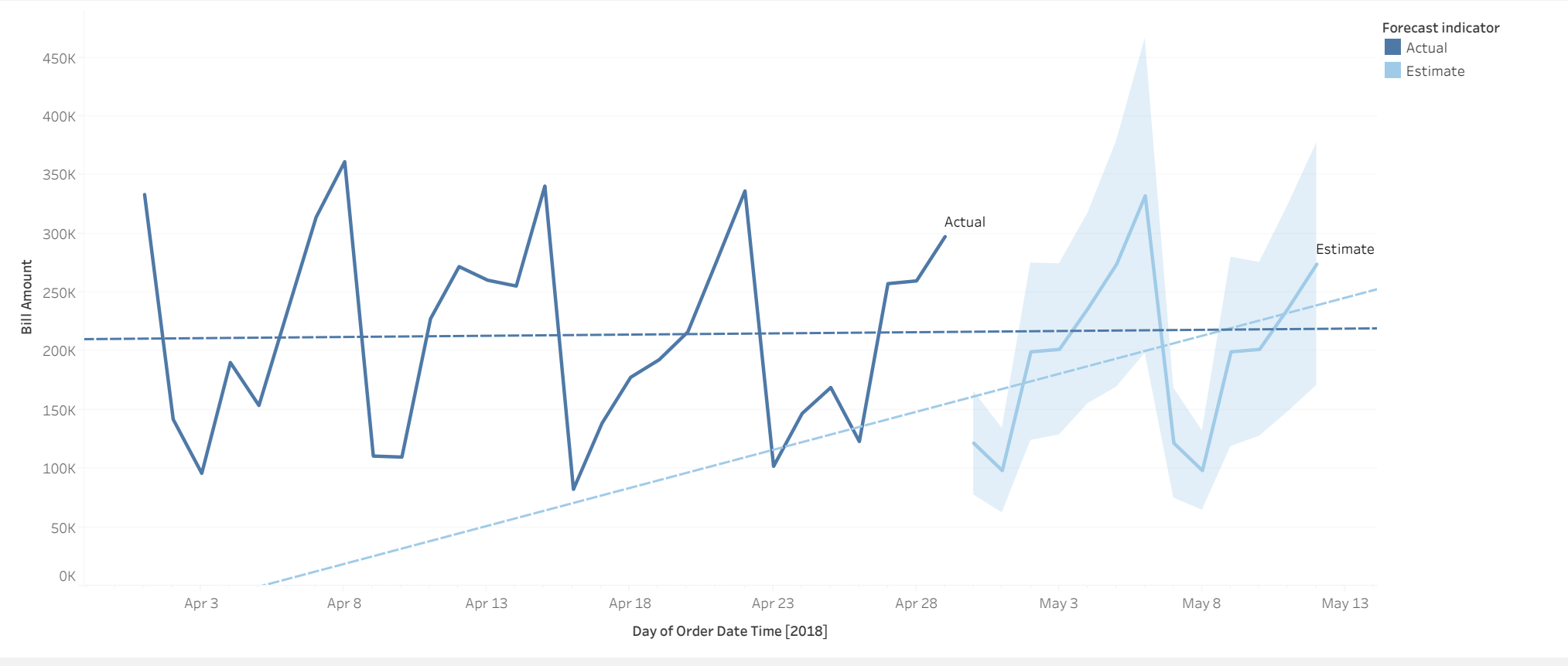
Item Desc		
BREEZER BACARDI BLACK..	0	
BURNT GARLIC FISH (TDH)	0	
COCKTAIL IRISH MELLOW	0	
GREEN TEA TIRAMISU	0	
HOLLOW NOODLES SICHU..	0	
IND BEER BIRA 91 WHITE	0	
SOFT DRINK DIET COKE	0	
PRAWN BLACK PEPPER (T..	943	
TDH - SLICED DUCK WITH ..	943	

Low sales



Analysis and Report

Overview	Sales over time	Employee Stats	Employee Performance	Top of the charts	Poor Performers	Forecast	Conclusion
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Analysis and Report

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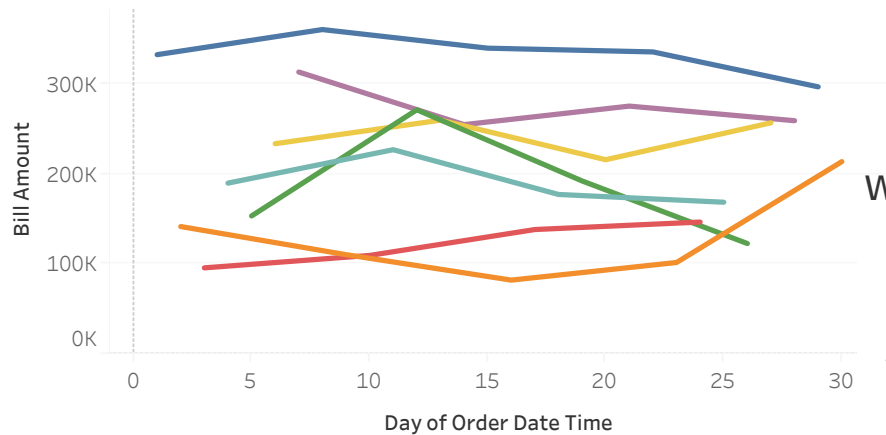
* *

- Rectify discrepancies in the data source for the following parameters
- 1. Duplicate 'Bill Amount' on each order of item
 - 2. 'Settle Bill date' does not follow 'Order Bill date' resulting in wrong datetime value
 - 3. 'Pay Amount" doesn't tally with the paid bill amount with a difference of Rs. 550345. Reason being 'Cash debtors'
 - 4. Provide demographic information of the customers to personalize the analysis. Opening up one-to-one marketing with promotions, campaigns and loyalty points.

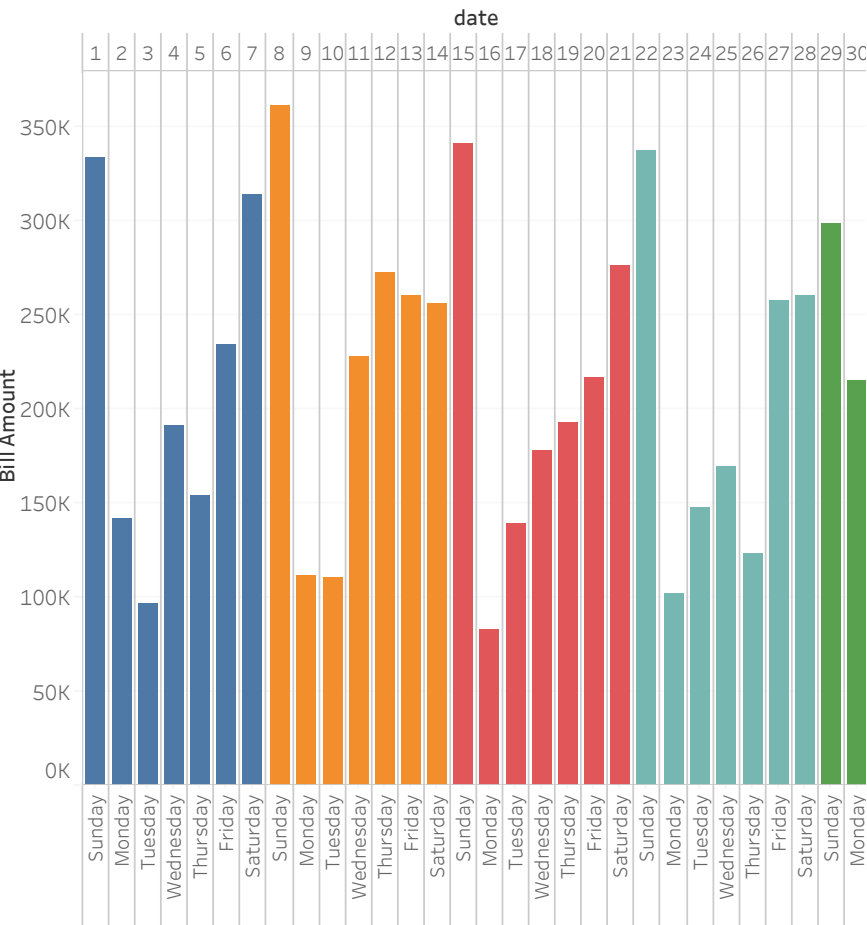
Scope of further analysis

- 1. Market-basket analysis
- 2. Trip segmentation and visit trend analysis on providing 'hashed' customer data
- 3. Menu mix solutions based on performance of each item in quantities sold
- 4. Pricing solutions based of performance of each item in sales and also the market
- 5. Additional dashboards with more information and insights

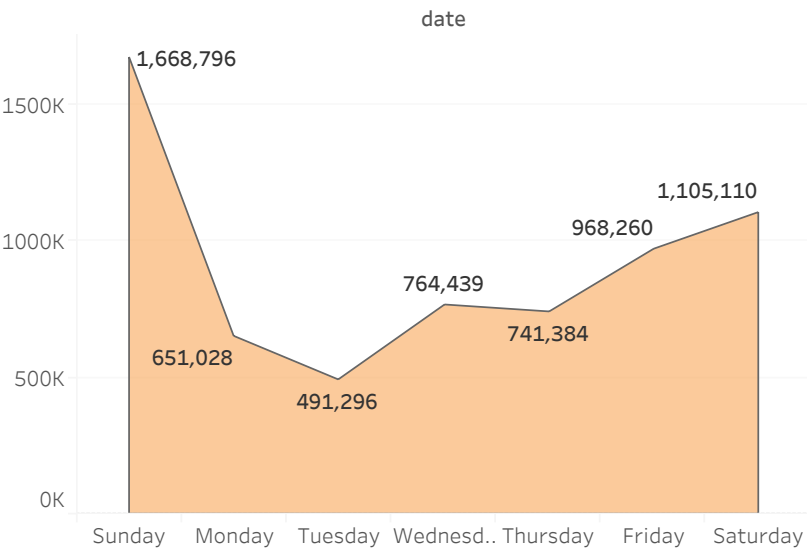
Weekday Sales/Month



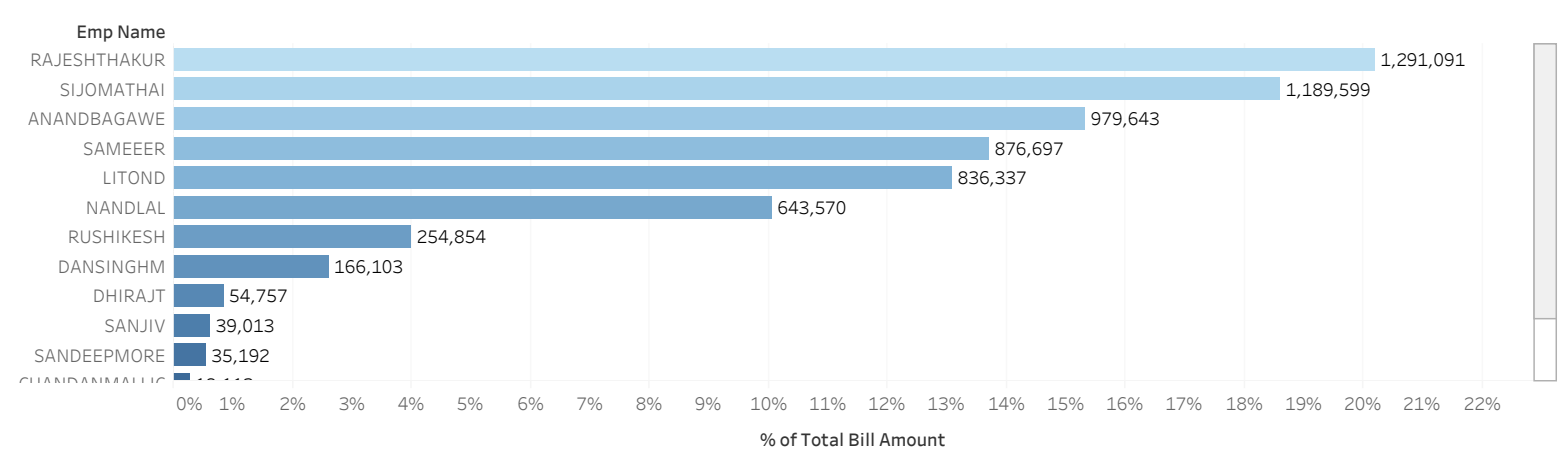
Weekly Sales



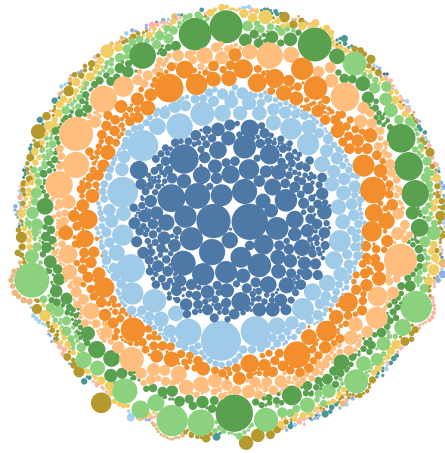
Weekday sales



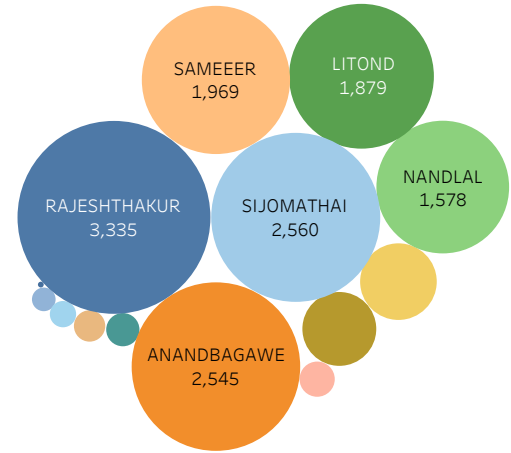
Total Sales by Employee(s)



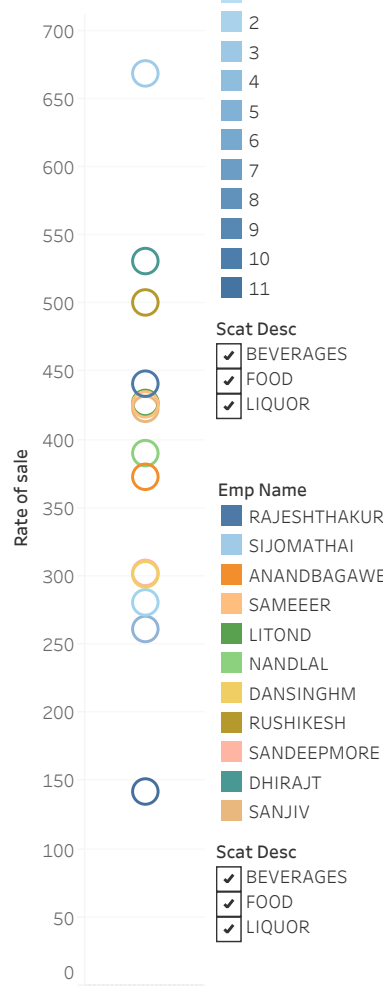
Item sales



Quantity of Item sales



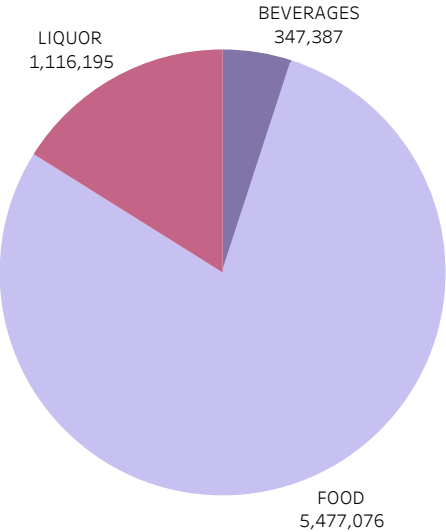
Avg sales



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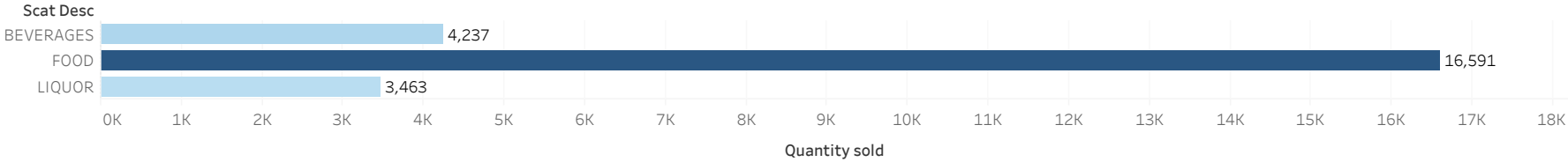
Sales by Item Category



Emp Name	
<input checked="" type="checkbox"/>	ANANDBAGAWA
<input checked="" type="checkbox"/>	CHANDANMALLIC
<input checked="" type="checkbox"/>	DANSINGHM
<input checked="" type="checkbox"/>	DHIRAJT
<input checked="" type="checkbox"/>	GANESH
<input checked="" type="checkbox"/>	GANESHANGRE
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<input checked="" type="checkbox"/>	NANDLAL
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<input checked="" type="checkbox"/>	RUSHIKESH
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Scat Desc	
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Price	
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Item category by Quantities sold



Top 5 tables

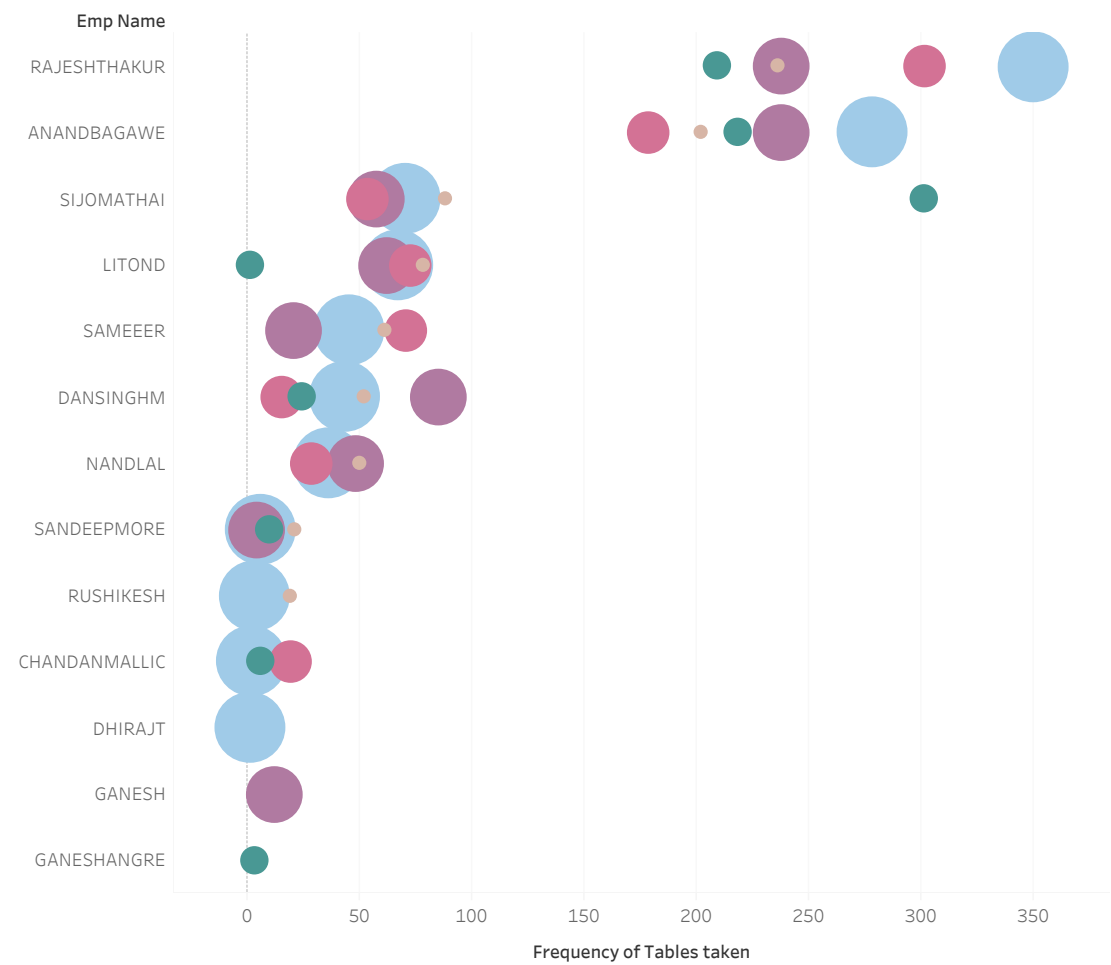
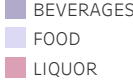


Table Id



Scat Desc



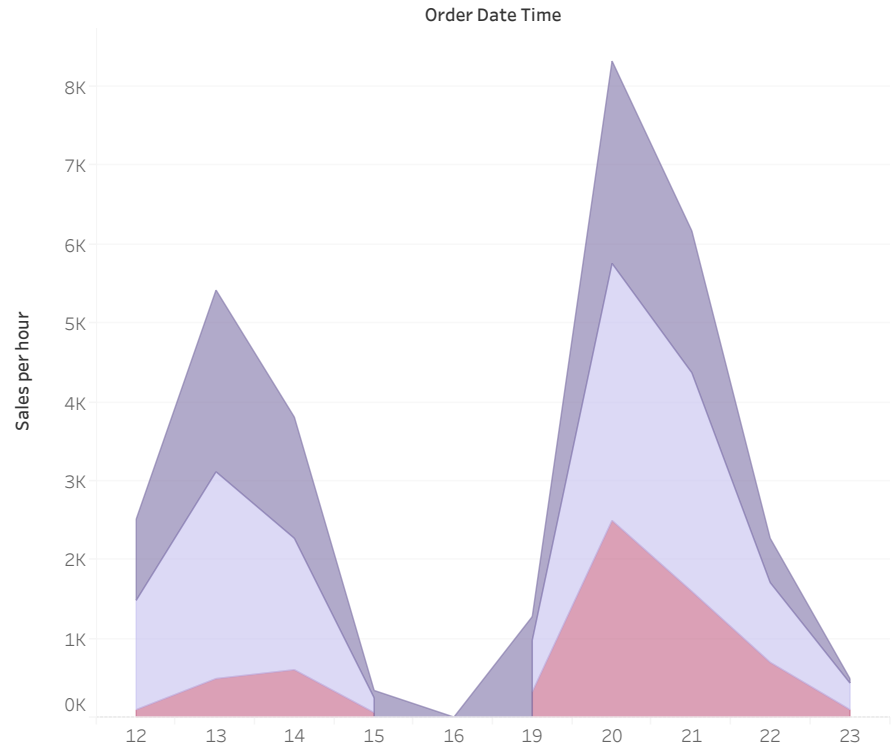
Emp Name

LITOND

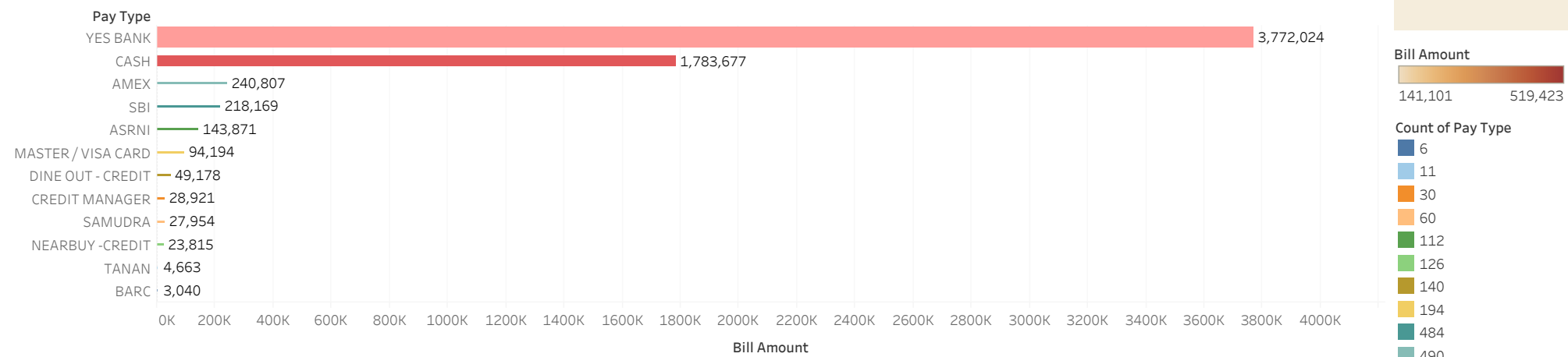
Limit

Top 10 by [Sales per hour]

Average Sales over the hour



Payment type ranking



Top 5 employees

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SIJOMATHAI	1,189,599
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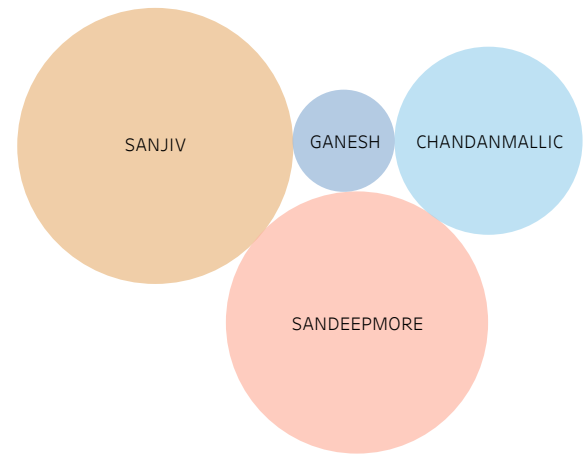
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COCKTAIL LIIT	166,387
RUM BACARDI CARTA BLA..	163,980
VODKA SMIRNOFF TRIPPL..	155,271
IND BEER HEINEKEN PINT	141,101

Busiest days



Employees



- Emp Name
- GANESHANGRE
 - GANESH
 - CHANDANMALLIC
 - SANDEEPMORE
 - SANJIV



Scat Desc
All



Slow runners by items

Item Desc		
BREEZER BACARDI BLACK..		0
BURNT GARLIC FISH (TDH)		0
COCKTAIL IRISH MELLOW		0
GREEN TEA TIRAMISU		0
HOLLOW NOODLES SICHU..		0
IND BEER BIRA 91 WHITE		0
SOFT DRINK DIET COKE		0
PRAWN BLACK PEPPER (T..	943	
TDH - SLICED DUCK WITH ..	943	
CORIANDER POT NOODLE ..	1,134	

Low sales

