



11. Which customers forecast_accuracy has dropped from 2020 to 2021

with columns

-- customer code

-- customer name

-- market

-- forecast_accuracy 2020

-- forecast_accuracy 2021



```
with abs_error_table_2020 as (select
customer_code,
sum(sold_quantity) as sold_quantity,
sum(forecast_quantity) as forecast_quantity,
sum(forecast_quantity-sold_quantity) as net_error,
sum(forecast_quantity-sold_quantity)/sum(forecast_quantity)*100 as net_error_pct_2020,
sum(abs(forecast_quantity-sold_quantity)) as abs_error,
sum(abs(forecast_quantity-sold_quantity))/ sum(forecast_quantity)*100 as abs_error_pct_2020
from fact_act_est
where fiscal_year = 2020
group by customer_code),
abs_error_table_2021 as (select
customer_code,
sum(sold_quantity) as sold_quantity,
sum(forecast_quantity) as forecast_quantity,
sum(forecast_quantity-sold_quantity) as net_error,
sum(forecast_quantity-sold_quantity)/sum(forecast_quantity)*100 as net_error_pct_2021,
sum(abs(forecast_quantity-sold_quantity)) as abs_error,
sum(abs(forecast_quantity-sold_quantity))/ sum(forecast_quantity)*100 as abs_error_pct_2021
from fact_act_est
where fiscal_year = 2021
group by customer_code),
```

```
forecast_accuracy_table as (select
c.customer_code,
c.customer,
c.market,
if(a20.abs_error_pct_2020 > 100, 0, 100-a20.abs_error_pct_2020) as forecast_accuracy_pct_2020,
if(a21.abs_error_pct_2021 > 100, 0, 100-a21.abs_error_pct_2021) as forecast_accuracy_pct_2021
from abs_error_table_2020 a20
join
abs_error_table_2021 a21
using(customer_code)
join
dim_customer c using(customer_code))
select *, (forecast_accuracy_pct_2021-forecast_accuracy_pct_2020) as forecast_accuracy_change
from forecast_accuracy_table
having forecast_accuracy_change <0
order by forecast_accuracy_change;
```

	customer_code	customer	market	forecast_accuracy_pct_2020	forecast_accuracy_pct_2021	forecast_accuracy_change
	90014140	Radio Popular	Netherlands	38.5260	0.0000	-38.5260
	70014143	Atliq e Store	Netherlands	38.3174	0.0000	-38.3174
	90014137	Media Markt	Netherlands	37.8548	0.0000	-37.8548
	90014138	Mbit	Netherlands	37.8277	0.0000	-37.8277
	90014136	Reliance Digital	Netherlands	37.5855	0.0000	-37.5855
	70014142	Atliq Exclusive	Netherlands	37.4290	0.0000	-37.4290
	90014141	Amazon	Netherlands	37.3913	0.0000	-37.3913