Dell Customer Service Data Analysis

ZHENWEN PAN

Overview

- ▶ Here is the general layout of this presentation
- Analysis on Products and Customer Services:
 - Initial Data QC and Data Cleansing
 - Data Exploration and Analysis (focusing on products and services)
 - ▶ Observation, Conclusion and More Questions
- Exploring Graph DB with the Same Data Set

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First Glance at the Data Table

- ► For the raw input table, 99999 instances and 19 columns are included (data size: 15mb)
- ► For the data type, both categorical and numerical type data are included:
 - For the categorical data, the main information is mainly about product types, instance/product region, product issues/topics, service and fixes (diagnostics and parts)
 - For the numerical data, except for the assistant ID, manufacturing and warranty time(year + week), sent part count and agent tenure days
 - The service data all happened in the same week (the 40th week of 2018)

First Glance at the Data Table (Continued)

- Main issues for the data:
 - Duplications
 - Missing values (missing values are the largest proportion in some of the columns)
 - ► For the manufacturing and warranty time data, the information is not accurate (i.e., warranty started earlier than the manufacturing time)
- ▶ Each individual issue is to be QC and addressed

Other Initial QC

Summary for Categorical Data

Data type:

df.dtypes	
asst_id	int64
product_type	object
mnfture_wk	int64
contract_st	int64
contract_end	int64
contact_wk	int64
contact_type	object
issue_type	object
topic_category	object
parts_sent	object
repair_type	object
repeat_ct	int64
parts_ct	int64
agent_tenure_indays	float64
contact_manager_flg	int64
diagnostics	object
repeat_parts_sent	object
region	object
country	object
repetition	int64
contract_dur_wk	int64
mnf_contract_wk	int64
contact_contract_wk	int64
mn_year	int64
contract_st_year	int64
contact_year	int64
dtype: object	

Number of categories for Laptops 5744 Desktops 1873 Other Electronics 243 NaM 3 Name: product_type, dtype	14 19 34 15
Number of categories for VOICE 66170 CHAT 11304 EMAIL 1044 UNKNOWN 94 Name: contact_type, dtype	
Number of categories for NaN System Board Components Fee Based Support Operating System Hard Drive	11358 10188 8177 7550 6759
Shipping Error / Factory Compellent - Hardware Lost / Stolen in Transit Order Tracking MWD Name: issue_type, Length	1 1 1 1
	" topic_category " : 63 25983 12095 4194 3759 3330

Summary for Numerical Data

inp_ra	aw.describe()								
	asst_id	mnfture_wk	contract_st	contract_end	contact_wk	repeat_ct	parts_ct	agent_tenure_indays	contact_manager_flg
count	100000.000000	100000.000000	100000.000000	100000.000000	100000.0	100000.000000	100000.00000	99986.000000	100000.000000
mean	35702.117890	201672.108910	201671.595910	201951.897740	201840.0	0.074090	1.15955	985.886844	0.012430
std	25038.092288	156.139692	158.940598	186.777325	0.0	0.262491	1.56942	862.044503	0.110795
min	0.000000	201001.000000	200547.000000	201006.000000	201840.0	0.000000	0.00000	218.000000	0.000000
25%	12382.750000	201612.000000	201612.000000	201903.000000	201840.0	0.000000	0.00000	536.000000	0.000000
50%	32898.500000	201719.000000	201720.000000	201938.000000	201840.0	0.000000	1.00000	801.000000	0.000000
75%	57701.250000	201808.000000	201809.000000	202045.000000	201840.0	0.000000	2.00000	1018.000000	0.000000
max	82441.000000	201927.000000	202630.000000	202953.000000	201840.0	3.000000	51.00000	8922.000000	1.000000

Duplications

- Duplications were handled in two stages:
 - Simply removing the obvious duplicated instances
 - Further removing duplications with same product and services information but only different country/region information (or one record with country and the other one without)
 - There may be ways to further reduce the instance number, but the safest way is to only isolate the country/region columns

Duplications

- Step QC and actions after removing duplications:
 - After first stage removal. Instance number reduced to 86536 rows × 19 columns
 - In the second stage, duplications were removed one more time after dropping off the country and region columns. After this operation, the instance number further were reduced to 83172 R83172 rows × 19 columns
 - The country/region columns were merged back afterwards
 - An instance repetition attribute/column was created to keep track of the repeated records collections.Counter(df edit['repetition'])

This summary is after dropping some records with time ____issue and so total number is smaller than the one above. Will mention this in the later slide

```
Counter({1: 77361, 2: 1190, 6: 6, 7: 7, 3: 36, 4: 12})
```

Missing Values

- There were quite some missing values in the table. Especially for the following information:

 - Sent part and resent part (But it makes sense since lot of fixes didn't need to sent parts)
 - Imputation doesn't seem to be easy for these columns and 'unknown' was added to replace the missing values for these columns

Manufacturing and Warranty Weeks

- The manufacturing week and warranty (start/end) weeks were explored.
- Some situations of in inaccuracy were observed:
 - Warranty started later than customer contact week (729 records)

```
negative value count: 729

-406 -297 -39 -38 -37 -36 -35 -34 -33 -32 -31 -30 -29 -28 -27 -26 -25 -24 -23 -22 -21 -20 -19 -18 -17 -16 -15 -14 -13 -12 -11 -10 -9 -8 -7 -6 -5 -4 -3 -2 -1 0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100 101 102 103 104 105 106 107 108 109 110 111 112 113 114 11
```

Manufacturing week was later than customer contact week (1243 records)

```
negative value count: 1243
-39 -38 -37 -36 -35 -34 -33 -32 -31 -30 -29 -28 -27 -26 -25 -24 -23 -22 -21 -20 -19 -18 -17 -16 -15 -14 -13 -12 -11 -10 -9 -8 -
7 -6 -5 -4 -3 -2 -1 0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38
39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 8
1 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100 101 102 103 104 105 106 107 108 109 110 111 112 113 114 115 116 117
```

Warranty started earlier than manufacturing week (3861 records)

```
negative value count: 3861

-524 -493 -484 -458 -456 -447 -431 -372 -371 -369 -361 -358 -352 -334 -327 -313 -291 -288 -272 -269 -265 -262 -257 -253 -252 -250 -249 -248 -243 -240 -233 -232 -230 -227 -226 -225 -222 -221 -219 -215 -214 -213 -212 -210 -208 -207 -206 -205 -204 -203 -202 -201 -199 -197 -195 -194 -193 -191 -190 -189 -186 -184 -183 -182 -181 -180 -179 -177 -173 -172 -170 -169 -168 -167 -166 -165 -1 63 -162 -161 -160 -159 -158 -157 -156 -155 -154 -153 -152 -151 -150 -149 -148 -147 -146 -145 -144 -143 -142 -141 -140 -139 -138 -137 -136 -135 -134 -133 -132 -131 -130 -129 -128 -127 -126 -125 -124 -123 -122 -121 -120 -119 -118 -117 -116 -115 -114 -113 -1 12 -111 -109 -108 -107 -106 -105 -104 -103 -102 -101 -100 -98 -97 -96 -95 -94 -93 -92 -91 -90 -89 -88 -87 -86 -85 -84 -83 -82 -81 -80 -79 -78 -77 -76 -75 -74 -73 -72 -71 -70 -69 -68 -67 -66 -65 -64 -63 -62 -61 -60 -59 -58 -57 -56 -55 -54 -53 -52 -51 -50 -49 -48 -47 -46 -45 -44 -43 -42 -41 -40 -39 -38 -37 -36 -35 -34 -33 -32 -31 -30 -29 -28 -27 -26 -25 -24 -23 -22 -21 -20 -19 -18 -17 -16 -15 -14 -13 -12 -11 -10 -9 -8 -7 -6 -5 -4 -3 -2 -1 0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25
```

Manufacturing and Warranty Weeks

- The manufacturing week and warranty (start/end) weeks were explored.
- Some situations of in inaccuracy were observed:
 - Warranty started later than customer contact week (729 records)
 - Manufacturing week was later than customer contact week (1243 records)
 - Warranty started earlier than manufacturing week (3861 records)
- Some of the discrepancy are not even small (i.e., warranty started 406 weeks after customer contacting for issues)
- The correct information is hard to inferred. Especially when the discrepancy is large
- Since number of these problematic records is less than 5%, we can drop them especially when doing some time related analysis
- The total number of instance is 78612 after dropping those problematic records

Header Created for Convenience

- Instance Repetition (mentioned in the previous slides)
- Manufacturing, contract start year, contract end year and customer contact year(all 2018 though)
- Weeks of issue happening after warranty start (how soon the problem happened after the products being used)
- Agent tenure in days group (The days were grouped by every 2000 days)

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Data Exploration and Analysis

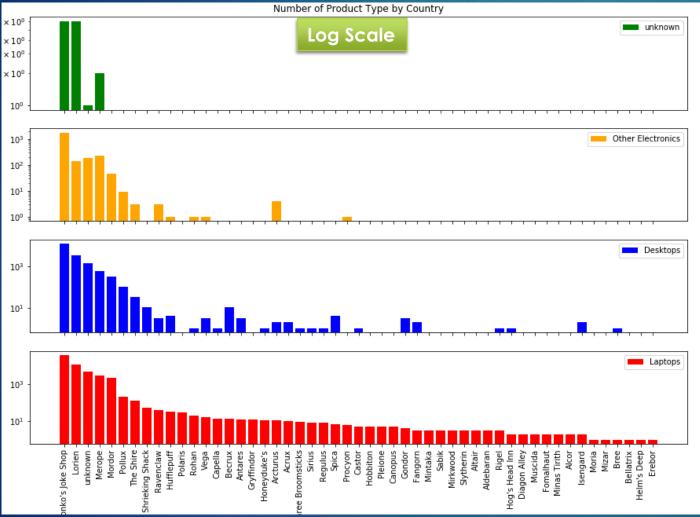
- ▶ The are two focuses for this analysis: **Product** and **Services**
 - For **product analysis**, here are aspect for the analysis:
 - ▶ Instances counts/distributions by product type, country and region
 - Extract top issues (identified by customers) and topics (identified by tech support agents) segmented by product type, region
 - Product type issue county by year and how soon the products having issue after warranty start
 - For the service/fixing analysis, several aspects were also explored:
 - ▶ Top issues and topics reported by different contact type
 - Top issues and topics handled by different repair types (Hard of Soft)
 - ▶ Top issues involving managers
 - Parts:
 - Top sent/resent parts to be replaced for the issues/fixing
 - ▶ Year distribution for the top sent/resent parts and how soon needing replacement after warranty started
 - Something about the agents: Diagnostic usages, number of sent parts and contacting manager flag vs. agent tenure in days

Product

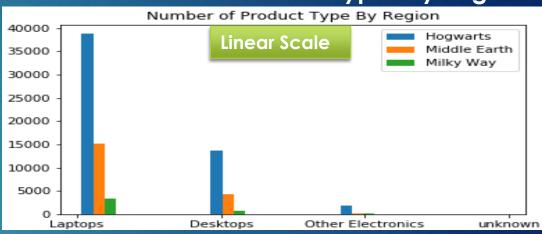
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 - Product type issue county by year and how soon the products having issue after warranty start
- Some notes for the charts for the analysis:
 - Word clouds are introduced to visualize the most prominent issues/topics for different segmentation at the first place
 - Some charts (mostly for region and country comparisons) will include both linear and log scales since some of the segments are way large than the others
 - The bar chart for top issue/topics/parts will have both count and in-group proportion on the same chart

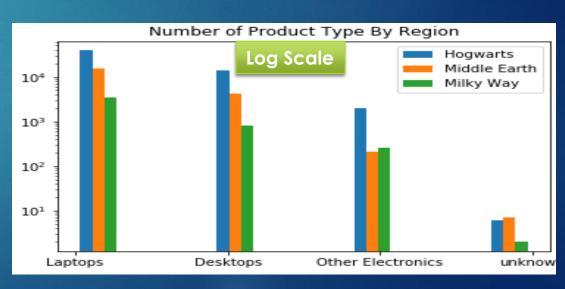
Number of Product Type by Region





Counts for Different Product Types by Regions





**Laptop is the largest products/issues among all the sale countries and regions (about 2.5 times of the Desktops)

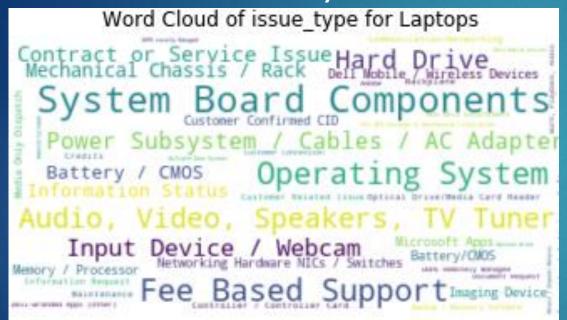
Issue and Topic by Product Type

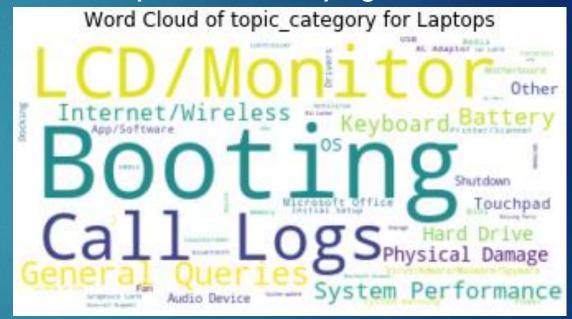
- Product types:
 - Laptop
 - Desktop
 - Other Electronics

- ▶ Items included:
 - Word Cloud
 - Bar Charts including both counts and proportions

Issue and Topic by Product Type (Laptop)

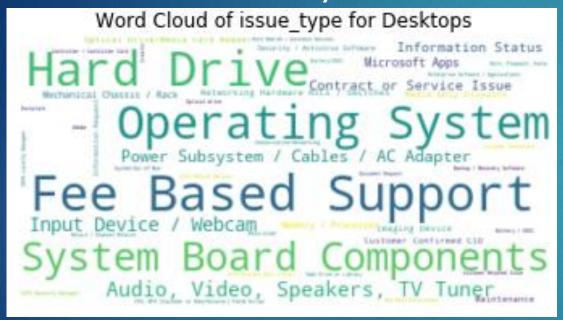
Issues Identified by Customers

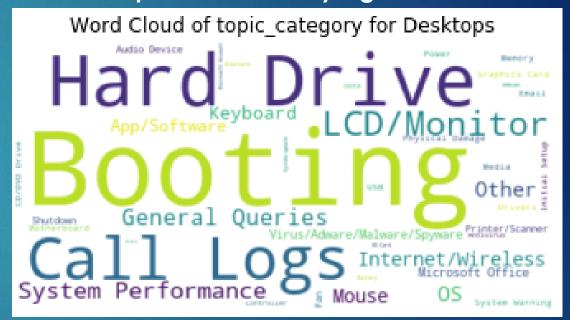




Issue and Topic by Product Type (Desktop)

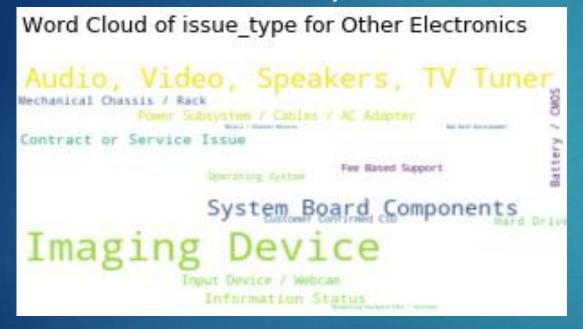
Issues Identified by Customers

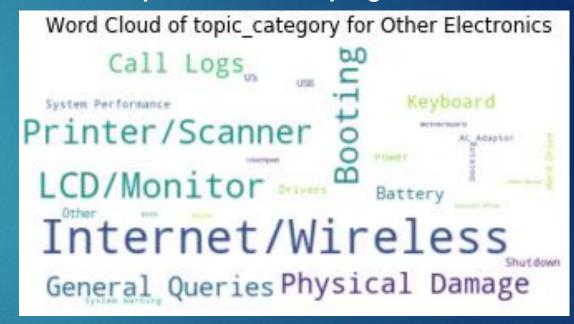




Issue and Topic by Product Type (Other Electronics)

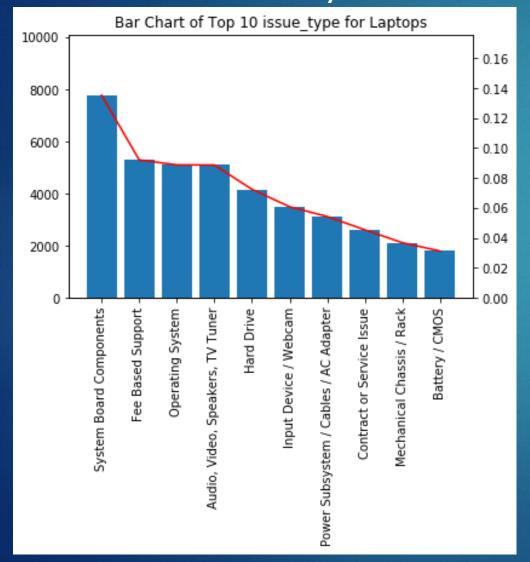
Issues Identified by Customers



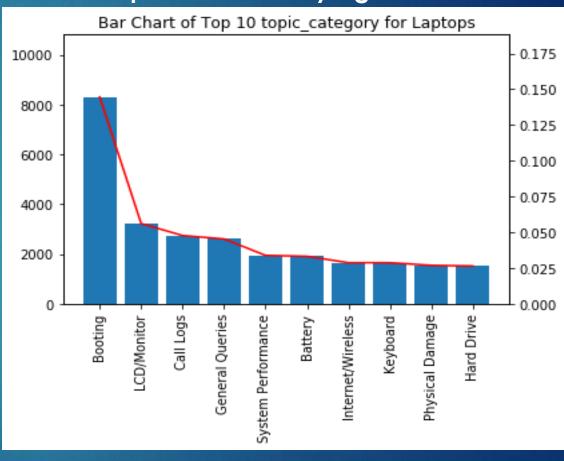


Issue and Topic by Product Type (Laptop)

Issues Identified by Customers



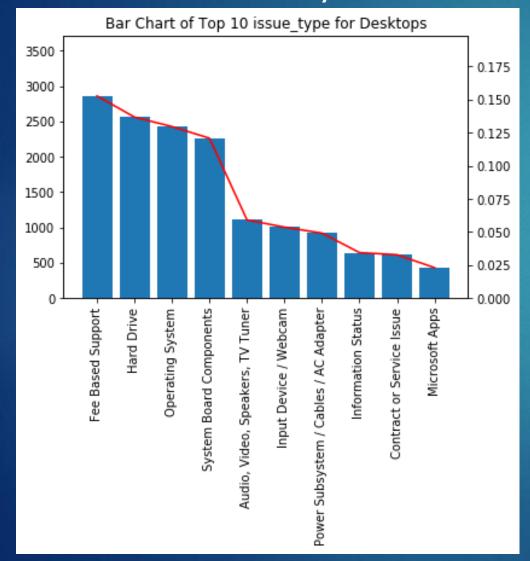
Topics Identified by Agents



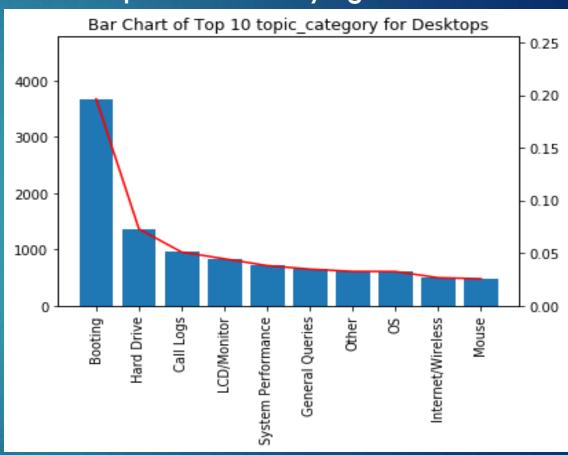
*Booting is always the biggest issue

Issue and Topic by Product Type (Desktop)

Issues Identified by Customers



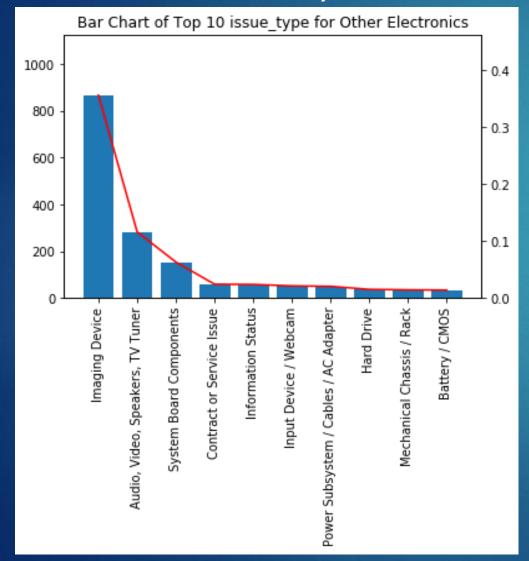
Topics Identified by Agents



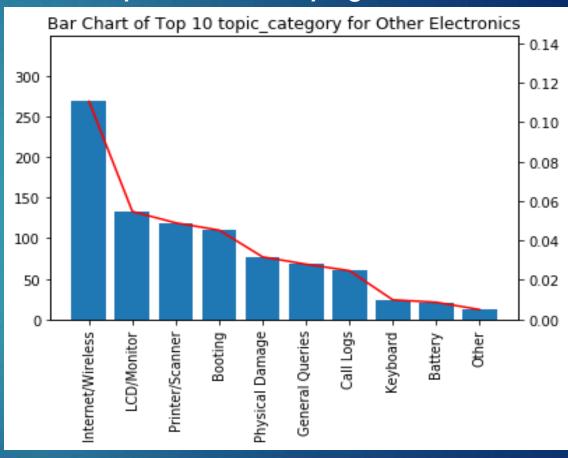
*Need to pay more attention to the second place of the list that is hard drive for desktops

Issue and Topic by Product Type (Other Electronics)

Issues Identified by Customers



Topics Identified by Agents



*Internet/Wireless issue turns out to dominate the other electronics cases

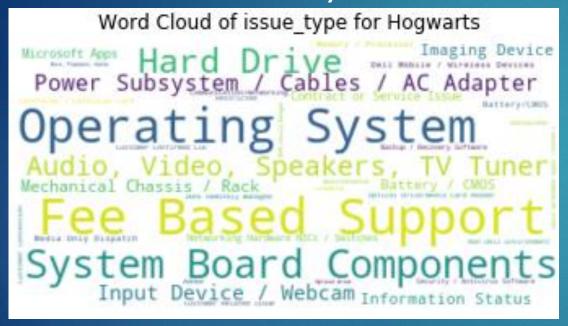
Issue and Topic by Region

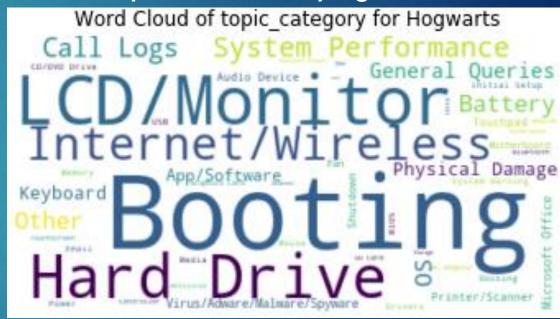
- Regions include:
 - ► Hogwarts
 - Middle Earth
 - Milky Way

- ▶ Items included:
 - Word Cloud
 - Bar Charts including both counts and proportions

Issue and Topic by Region (Hogwarts)

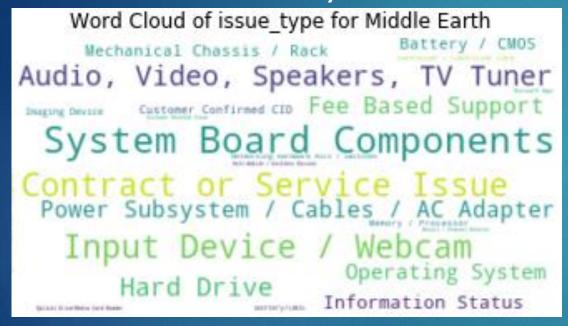
Issues Identified by Customers

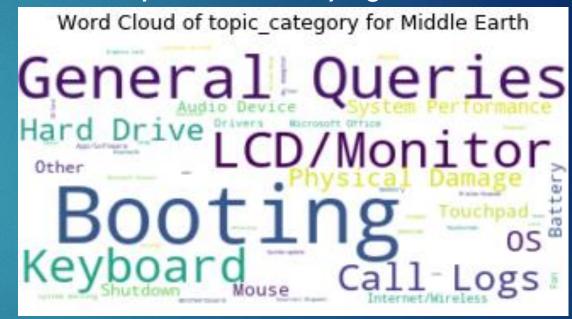




Issue and Topic by Region (Middle Earth)

Issues Identified by Customers

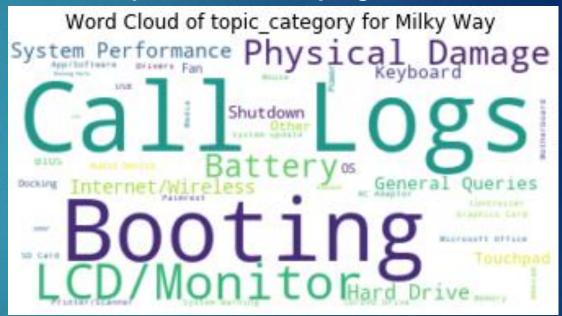




Issue and Topic by Region (Milky Way)

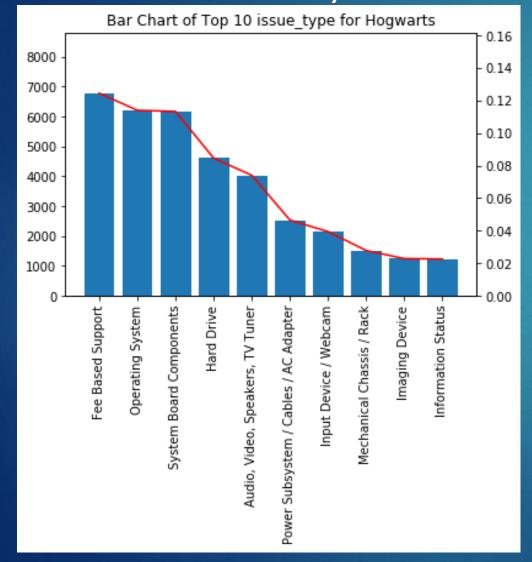
Issues Identified by Customers

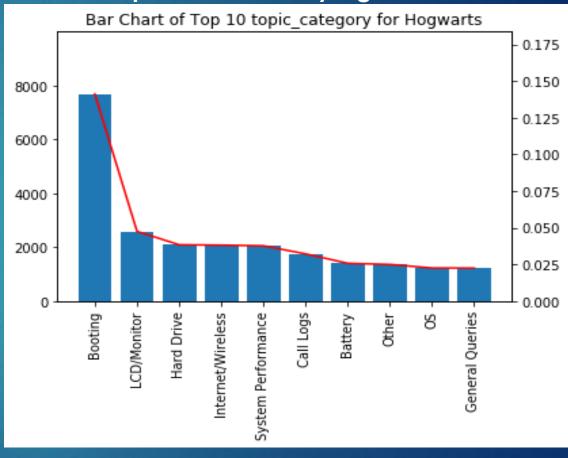




Issue and Topic by Region (Hogwarts)

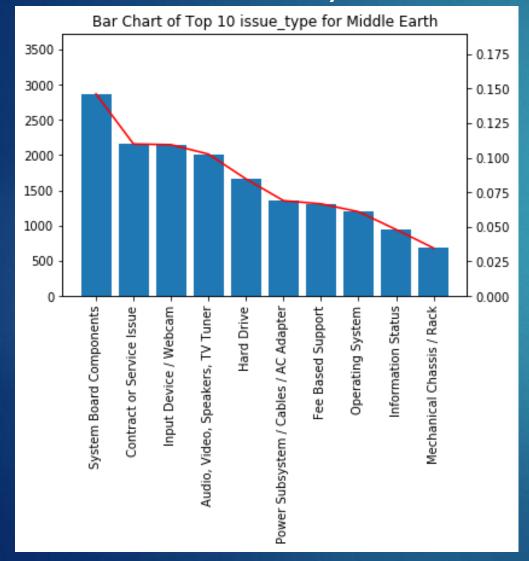
Issues Identified by Customers

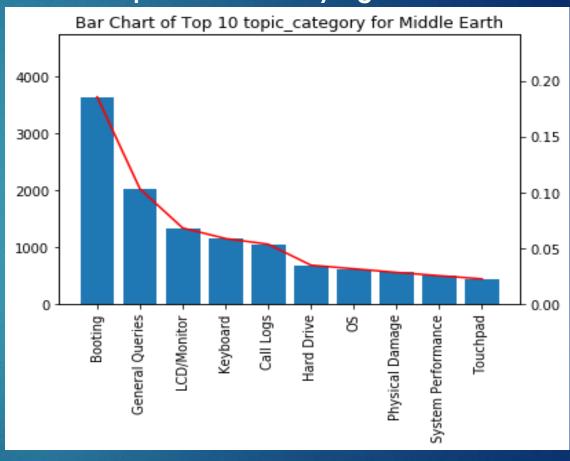




Issue and Topic by Region (Middle Earth)

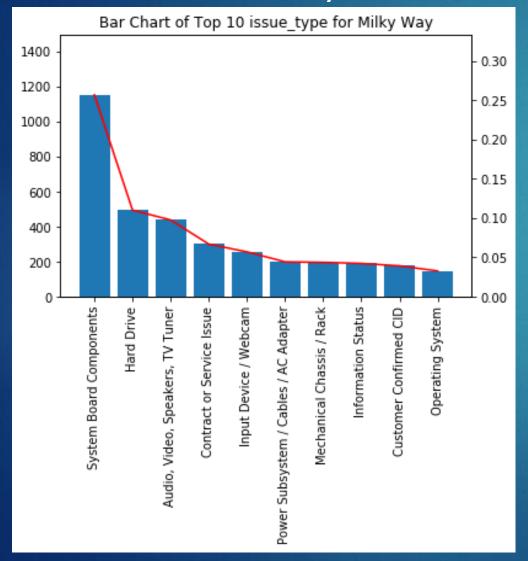
Issues Identified by Customers



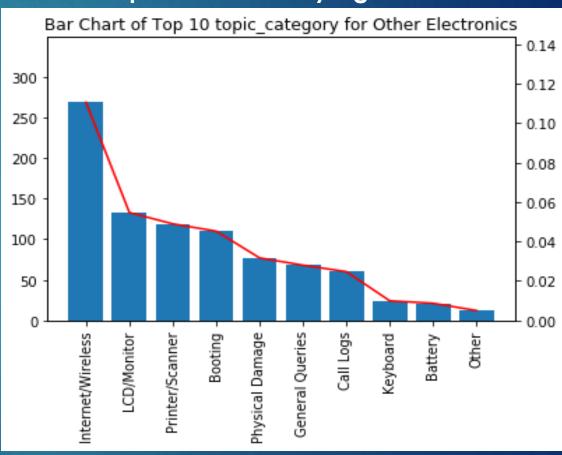


Issue and Topic by Region (Milky Way)

Issues Identified by Customers



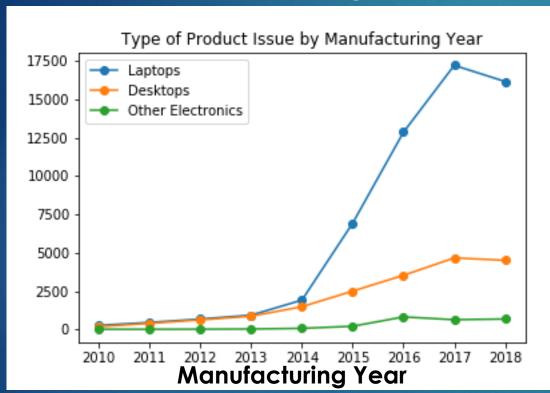
Topics Identified by Agents



*while booting, LCD and hard drive are usually the main issue, internet/wireless had a bigger portion of issue in Milky Way.

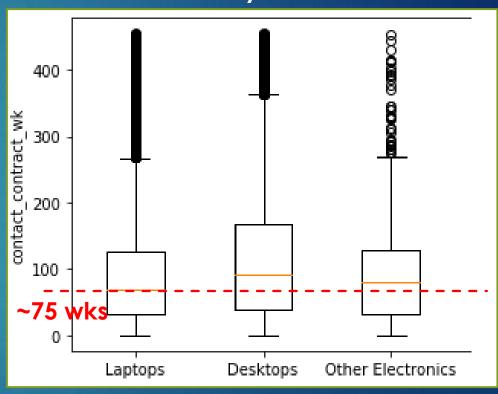
Year Distribution and Time for Product to start having Issues

Number of Instances for Product Types by Manufacturing Year



*Even though more instances were spotted after 2013, but it also implied sales were also increasing. Need to have the sales number for each category for the proportion number.

How soon customer contacted after the warranty started



** Most of contacts came in around 75 weeks after warranty started. Desktop seems to have more robust quality but more variations than the others

Services/Fixing

- For the service/fixing analysis, several aspects were also explored:
 - ▶ Top issues and topics reported by different contact type
 - ▶ Top issues and topics handled by different repair types (Hard of Soft)
 - ► Top issues involving managers
 - ▶ Parts:
 - ▶ Top sent/resent parts to be replaced for the issues/fixing
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 - Something about the agents: Diagnostic usages, number of sent parts and contacting manager flag vs. agent tenure in days

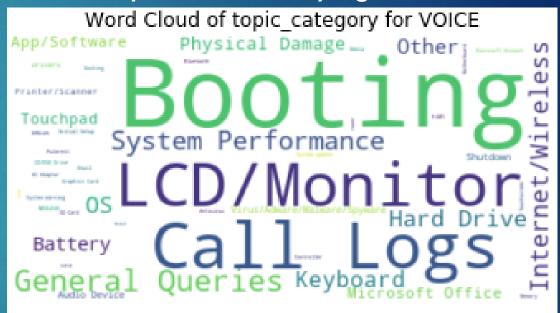
Issue and Topic by Contact Type

- Contact Type:
 - Voice
 - ▶ Chart
 - **▶** Email
- ▶ Items included:
 - Word Cloud
 - Bar Charts including both counts and proportions

Issue and Topic by Contact Type (Voice)

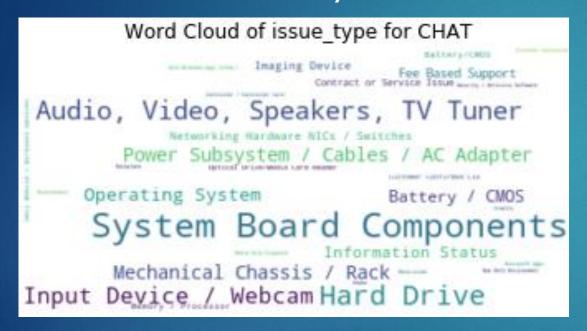
Issues Identified by Customers





Issue and Topic by Contact Type (Chat)

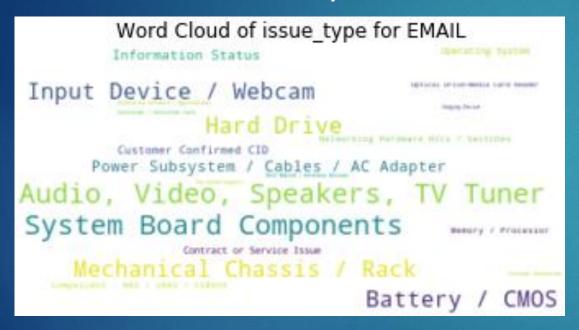
Issues Identified by Customers

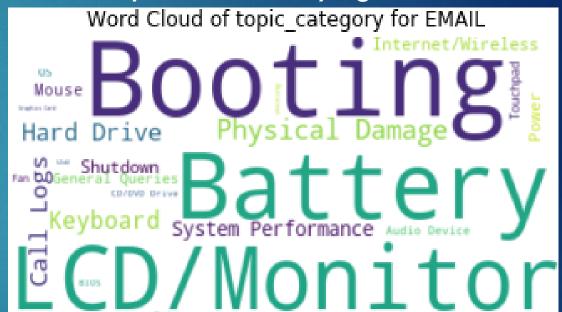




Issue and Topic by Contact Type (Email)

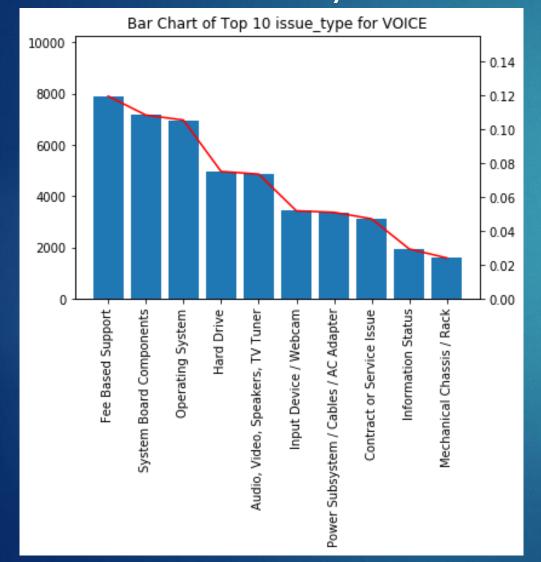
Issues Identified by Customers

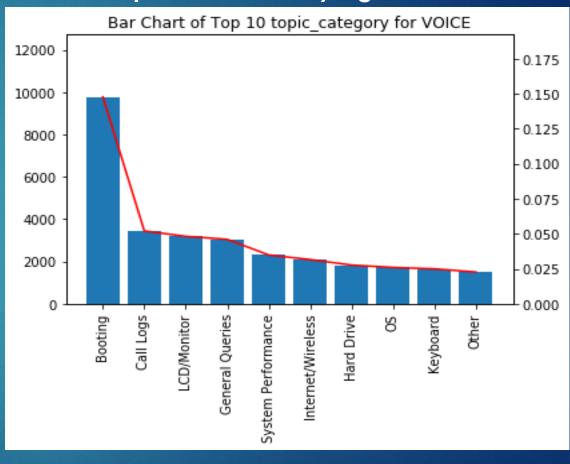




Issue and Topic by Contact Type (Voice)

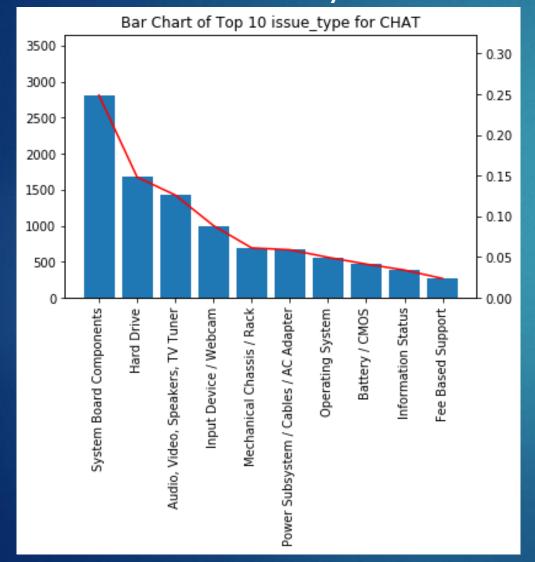
Issues Identified by Customers

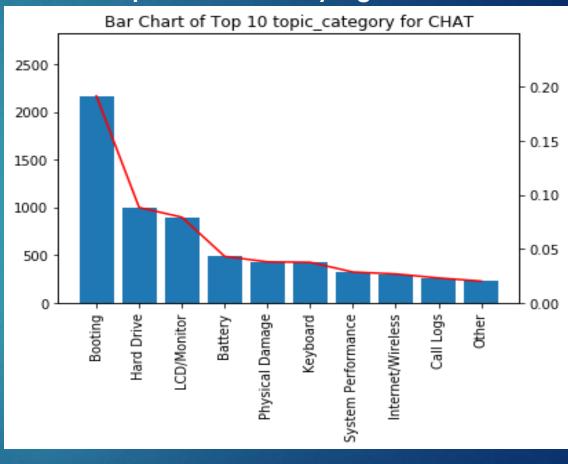




Issue and Topic by Contact Type (Chat)

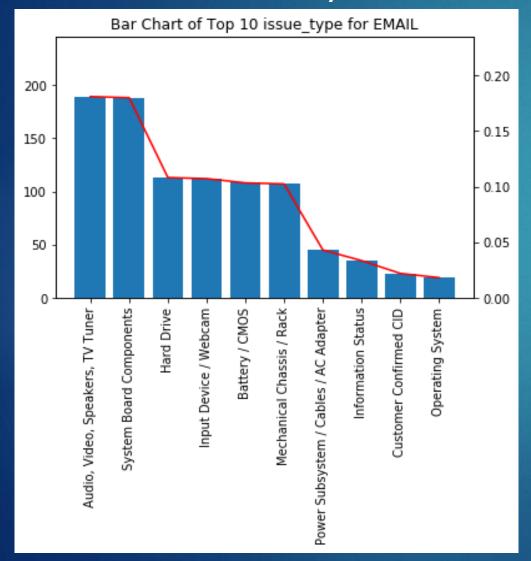
Issues Identified by Customers



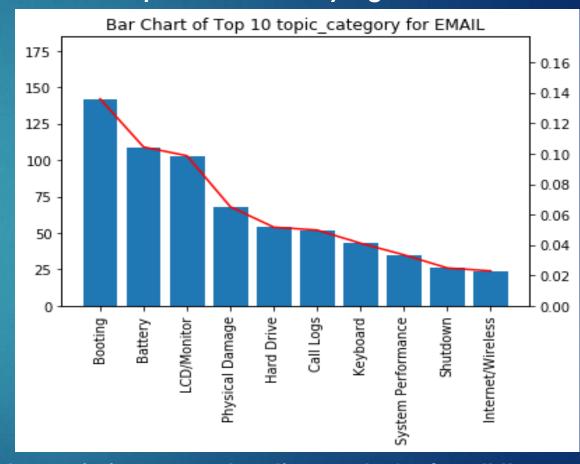


Issue and Topic by Contact Type (Email)

Issues Identified by Customers



Topics Identified by Agents



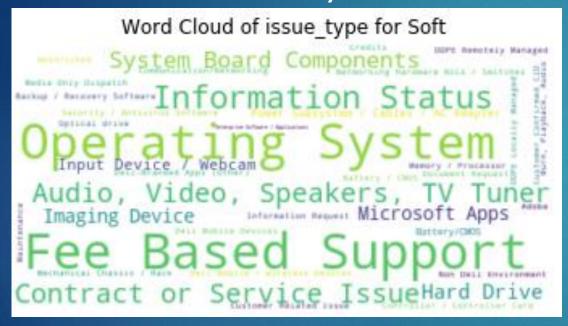
*The main issues are booting and LCD for all three contact types

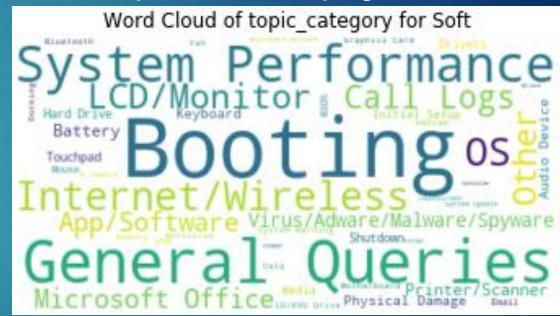
Issue and Topic by Repair Type

- Repair Type: Soft and Hard
- ▶ Items included:
 - Word Cloud
 - ▶ Bar Charts including both counts and proportions

Issue and Topic Solved by Repair Type (Soft)

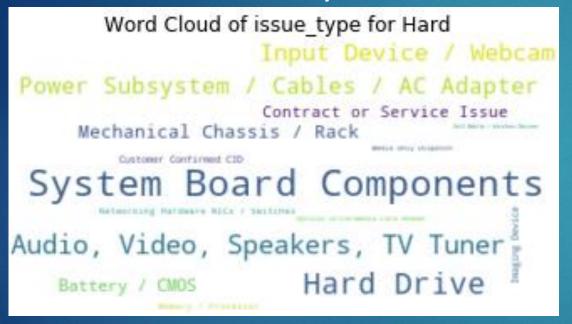
Issues Identified by Customers





Issue and Topic Solved by Repair Type (Hard)

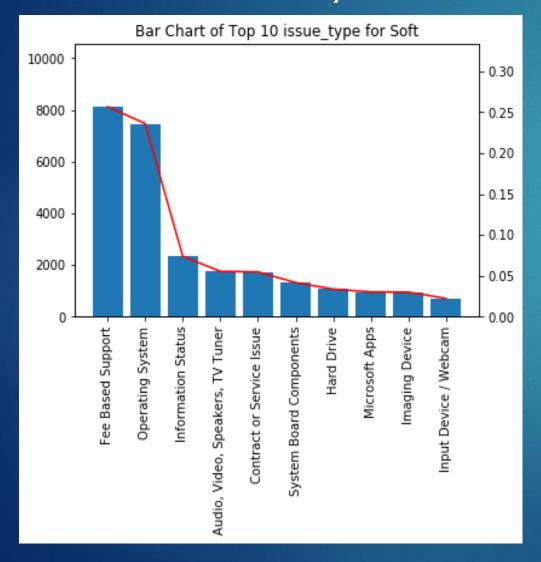
Issues Identified by Customers

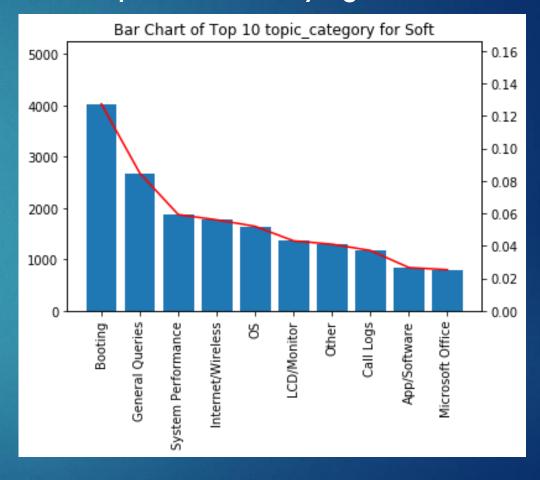




Issue and Topic Solved by Product Type (Soft)

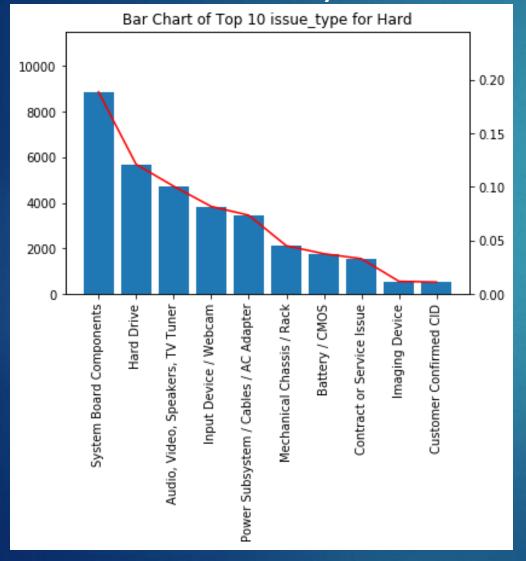
Issues Identified by Customers



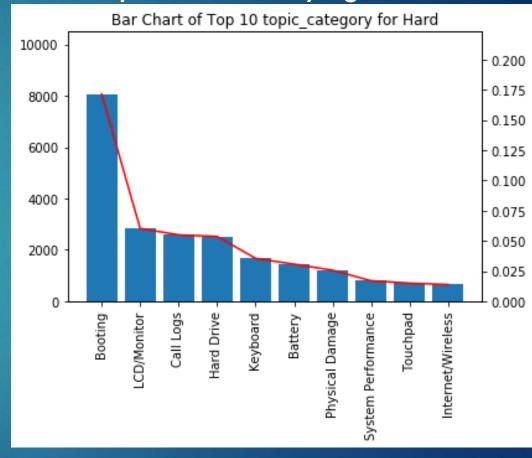


Issue and Topic Solved by Product Type (Ha<mark>rd</mark>)

Issues Identified by Customers

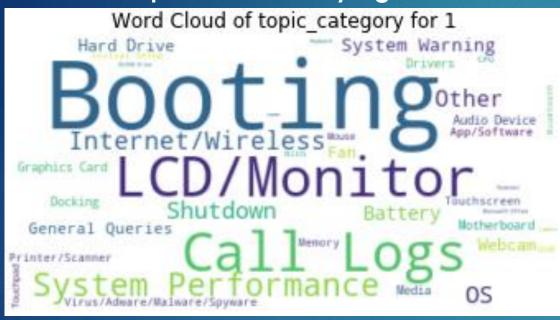


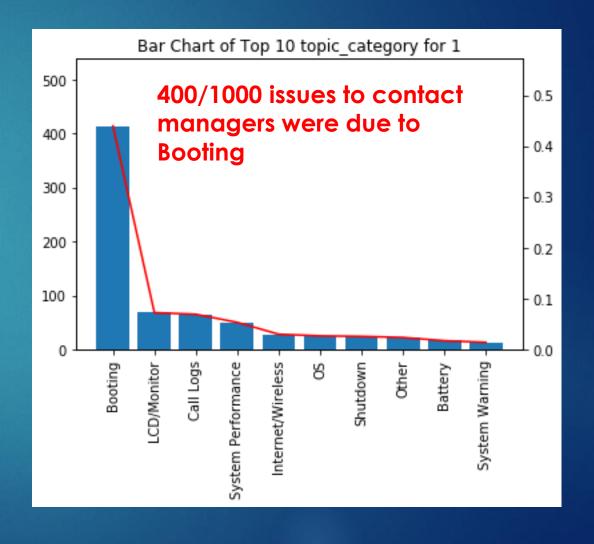
Topics Identified by Agents



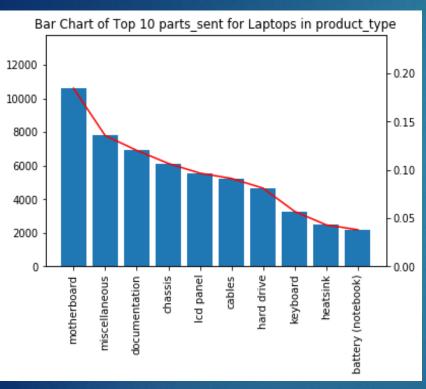
*Booting, LCD, Hard Drive and Battery requires more hard repairs.

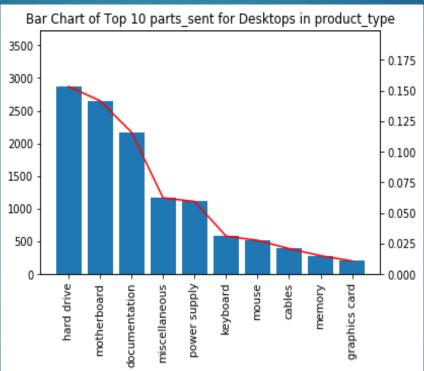
The Issues needing to Contact Managers

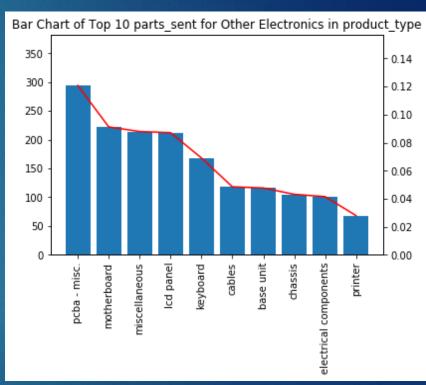




Top Sent Parts for Different Product Type







Laptop

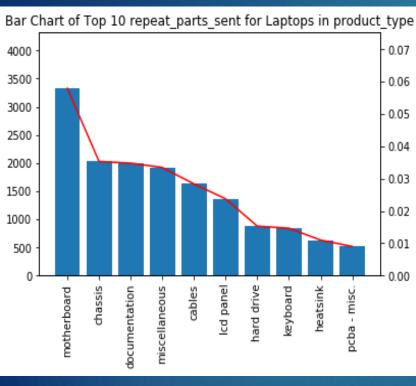
Desktop

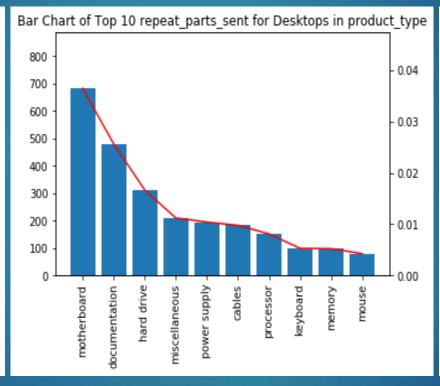
Other Electronics

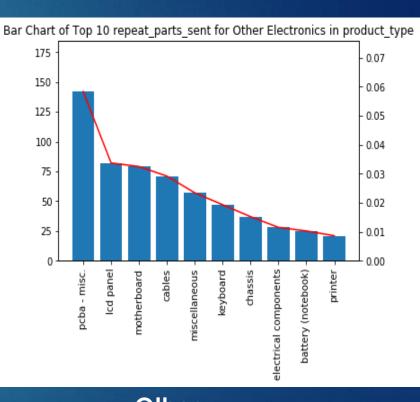
*Motherboard was the main problem requiring more part sent, and documentations were always something customers required

** As observed in the topics analysis, hard drive is another big problem for desktop

Top Re-sent Parts for Different Product Type







Laptop

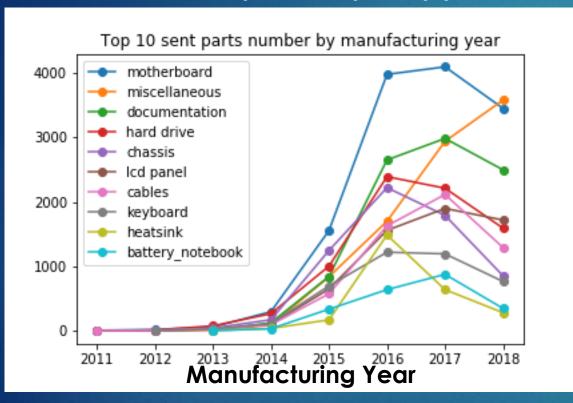
Desktop

*Motherboards is still the top of the list

Other Electronics

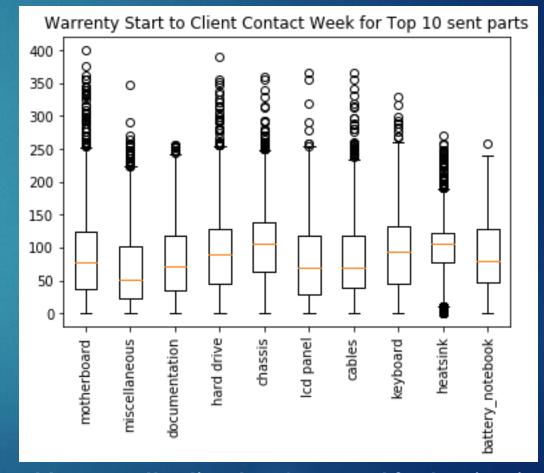
Top Sent Parts by Year and Duration

Number of top 10 sent part by year



*Same here needs to sales number to get the proportion
** Motherboard is always dominating the list while need to
pay attention to hard drive, LCD and documentations

How soon customer contacted after the warranty started



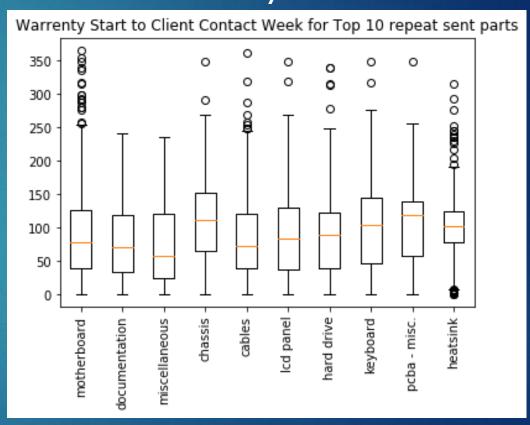
Need to pay attention to LCD panel for having issues relatively sooner and the larger variation

Top Re-sent Parts by Year and Duration

Number of top 10 re-sent part by year

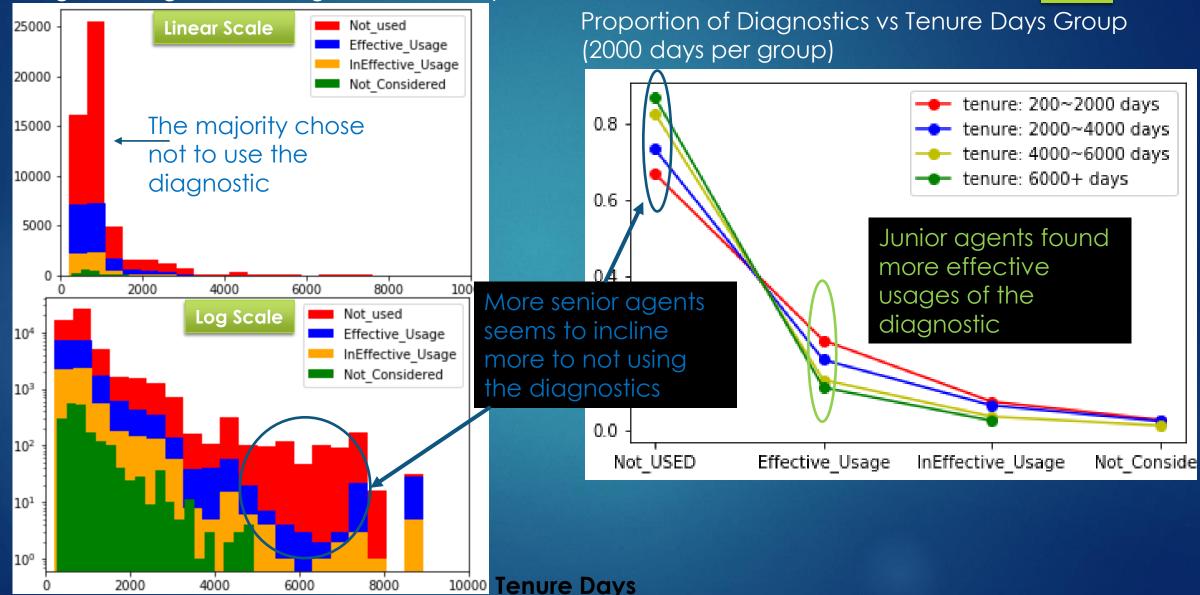


How soon customer contacted after the warranty started



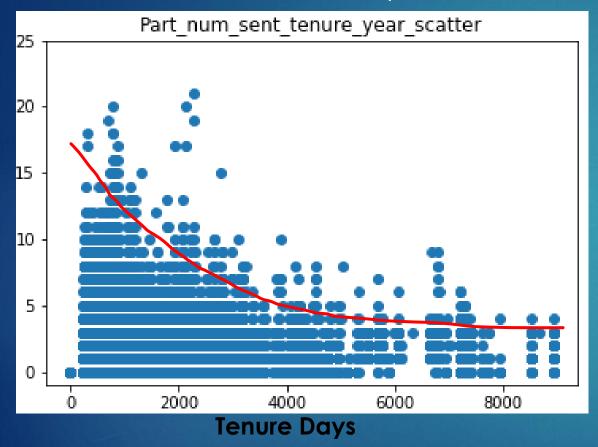
Agent Tenue Day vs. Diagnostics

Usage of Diagnostics vs Agent Tenure Days

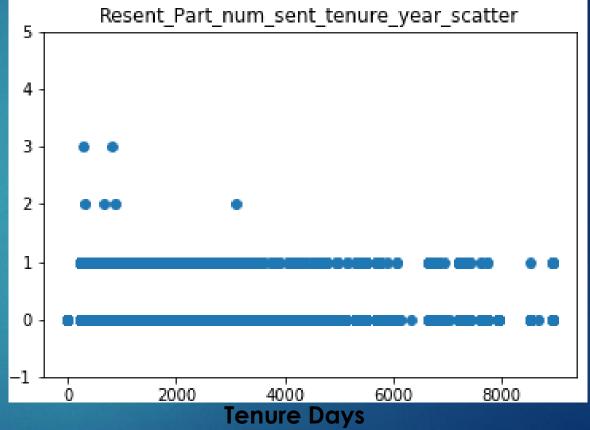


Part Number Sent vs Agent Tenure Days

Sent Part vs Tenure Days

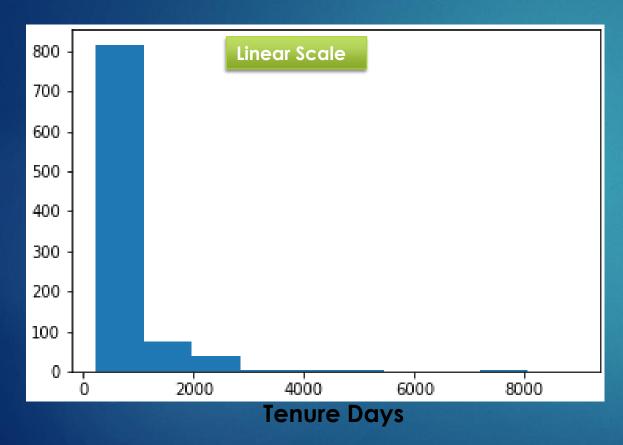


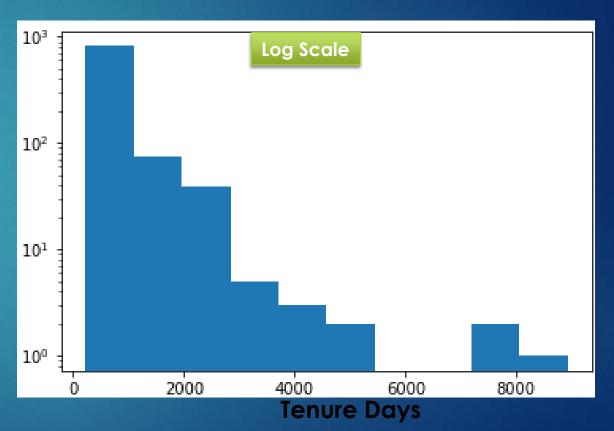
Re-Sent Part vs Tenure Days



*Junior agents tended to send more parts than senior agents

Tenure Day Distribution for Agents Contacting Manager





* 942 instances contacting managers

**Junior agents tended to contact manager more

Summary and Observation

- The input data (all from week 40 of 2018) were cleaned by duplication removal, missing value QC and in accurate data removal
- For data exploration and analysis:
 - ► The main issues for customer contacts were booting/motherboard problem followed by hard drive, LCD and documentation resent
 - Some subsets having specific issues: ie. Desktop had more hard drive issue; internet/wireless issues standing out more at area of Milky Way
 - Around 50~100 weeks after warranty started were the time customer started to contact for issue. But need to check individual item/part with different variations specifically
 - Junior agents inclined more to use diagnostics and contact manager for help while they also tended to consume more parts when fixing issues (more training needed for the junior agents and need to encourage senior agents to use the diagnostics more)
- Some questions:
 - For the time/year analysis, it would be helpful to have the year sale for different items/product types to extract the proportion information. So that we can QC the quality changes of different products

Overview

- ► Here is the general layout of this presentation
- Analysis on Products and Customer Services:
 - Initial Data QC and Data Cleansing
 - Data Exploration and Analysis (focusing on products and services)
 - ▶ Observation, Conclusion and More Questions
- Exploring Graph DB with the Same Data Set

Exploring Graph DB

- Explored the Graph DB with Dell customer services data
- Software: Neo4j Desktop (1.3.4) and the DBMS was built on local machine (originally considered using AuraDB. But latter switch back to local machine since the data set is not big. Moreover, AuraDB has node and relation number limit)
- py2neo was another option but haven't chance for more exploration.
- Used the cleaned data set (instead of the raw) as input for this work.

- The whole process including importing data and creating nodes/relationships was finished in one round. Here it was broken into setps.
- Import data:
 - Using periodic input with every 1000 rows
 - Seems quite slow with the LOAD CSV comments (it took several mins to load such a small data and almost 30 mins to build the all the nodes and relationships
 - Cypher may be faster

```
//Using Periodic Input with every 1000 rows
:auto USING PERIODIC COMMIT 1000
LOAD CSV WITH HEADERS FROM 'file:///data_bk3_af_drop_time.csv' as line
with line
```

- Building nodes in 2 stages:
 - Build basic nodes: instance/record, product, agent

```
6 //create instance/record nodes with product ID, issue and contact type as properties
7 MERGE (inst:instance {id: line.asst id,
8 issue: line.issue_type,
9 contact_type: line.contact_type})
   //create product nodes with different properties.
   //Some of the properties will be later reloaded as node for segmentation relation QC
  MERGE (pd:product
   {pd id: line.asst id,
15 type: line.product_type,
16 maunf wk: line.mnfture wk,
   contract_st: line.contract_st,
18 contact wk: line.contact wk,
19 contact contract wk: line.contact contract wk,
   topic: line.topic_category})
   //create agent nodes with tenure days. Also use tenure days as ID
   MERGE (ag:agent {
       ag id: line.agent tenure indays,
       tenure: line.agent_tenure_indays})
```

- Building nodes in 2 stages:
 - ▶ Build basic nodes: instance/record, product, agent
 - Build categorical nodes for more relationship display

```
//create nodes with the different categorical data
MERGE(pb:problem {pb_type: line.topic_category}) //Topics node
MERGE (pdt:product_type {Name: line.product_type}) //Product type node
MERGE (rg:region {Name: line.region}) //region node
MERGE (cntr:country {Name:line.country}) // country node
MERGE (mnfyr:mnf_yr {Year: line.mn_year}) //manufacturing year node
MERGE (contryr:contract_st_yr {Year: line.contract_st_year}) //contract start year node
MERGE (conttype:contact_type {Name: line.contact_type}) // customer contact type node
```

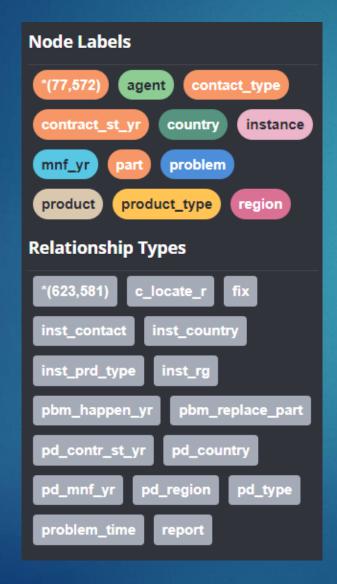
- Building Basic Relationship
 - ► Instance 'report' product
 - Agent 'report' product

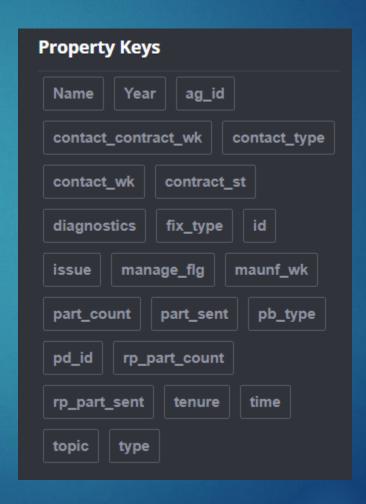
```
//create relationship: instance/record 'reporting about' product
   MERGE (inst)-[:report]\rightarrow(pd)
38
   //create relationship: agents 'fix' product.
   //Include some part, diagnostics and manager flag properties
   MERGE (ag)-[fx:fix]\rightarrow(pd)
   SET fx.fix_type = line.repair_type,
   fx.diagnostics = line.diagnostics,
   fx.part_sent = SPLIT(line.parts_sent,','),
   fx.part_count = line.parts_ct,
   fx.rp_part_sent = SPLIT(line.repeat_parts_sent,','),
   fx.rp_part_count = line.repeat_ct,
48 fx.manage_flg = line.contact_manager_flg
```

- Building Other Relationship
 - Products -> categorical nodes
 - Instances -> categorical nodes

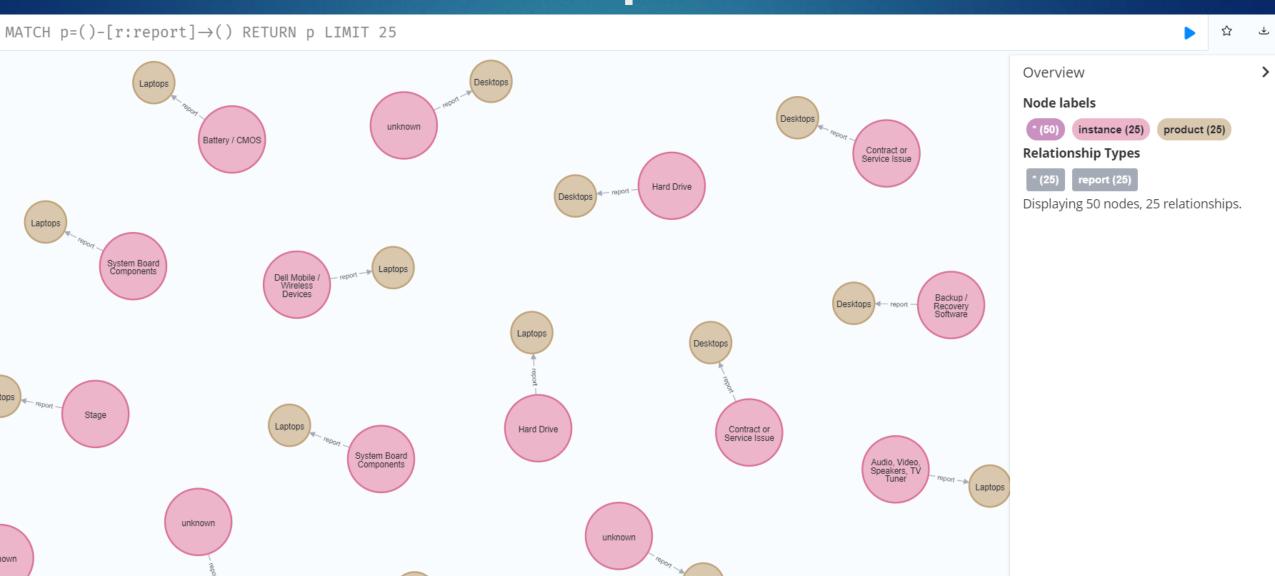
```
50 //create relationship for product with different categorical data
   MERGE (pd) -[:problem_time {time: line.contact_contract_wk}] → (pb)
   merge (pd) -[:pd_type] \rightarrow (pdt)
   merge (pd) -[:pd\_region] \rightarrow (rg)
   merge (pd) -[:pd\_country] \rightarrow (cntr)
   merge (pd) -[:pd_mnf_yr] \rightarrow (mnfyr)
   merge (pd) -[:pd contr st yr]\rightarrow(contryr)
57
    //create relationship for instances/records with different categorical data
   merge(inst) -[:inst_prd_type] → (pdt)
   merge(inst) - [:inst_rg] \rightarrow (rg)
   merge(inst) -[:inst_country] → (cntr)
   merge(inst) -[:inst_contact] → (conttype)
63
    //create relationship: country 'locate at' region
   MERGE (cntr)-[:c_locate_r]→(rg) Extra country 'locate' region node
```

model Build: Node/Relationship/Properties





Graph Display Example: Instances 'report' Products



Graph Display Example: Agents 'fix' Products

MATCH p=()-[r:fix] \rightarrow () RETURN p LIMIT 25 Overview Node labels agent (19) product (25) **Relationship Types** Displaying 44 nodes, 25 relationships.

Graph Display Example: **Exploring Multiple Relationship with 3 Products**

instance (3)

problem_time (3)

product_type (3)

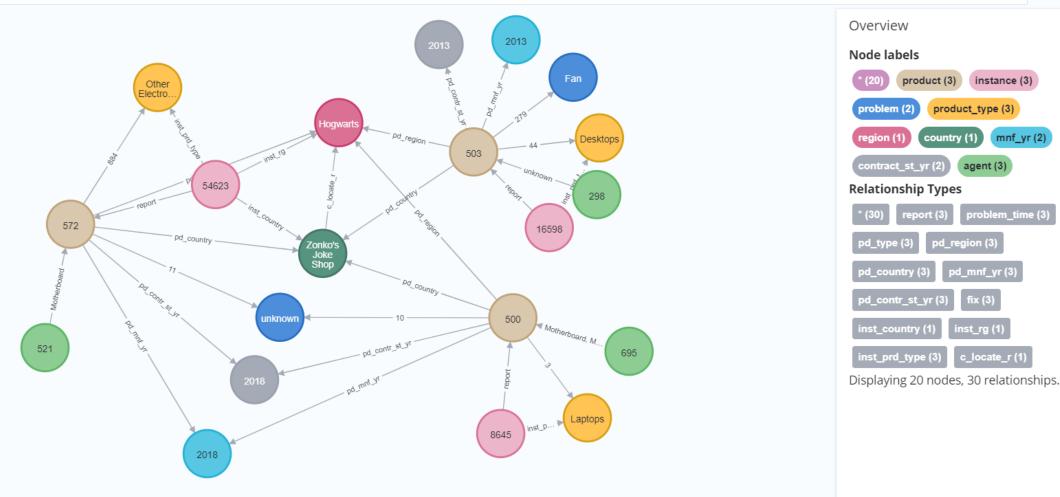
pd_region (3)

pd_mnf_yr (3)

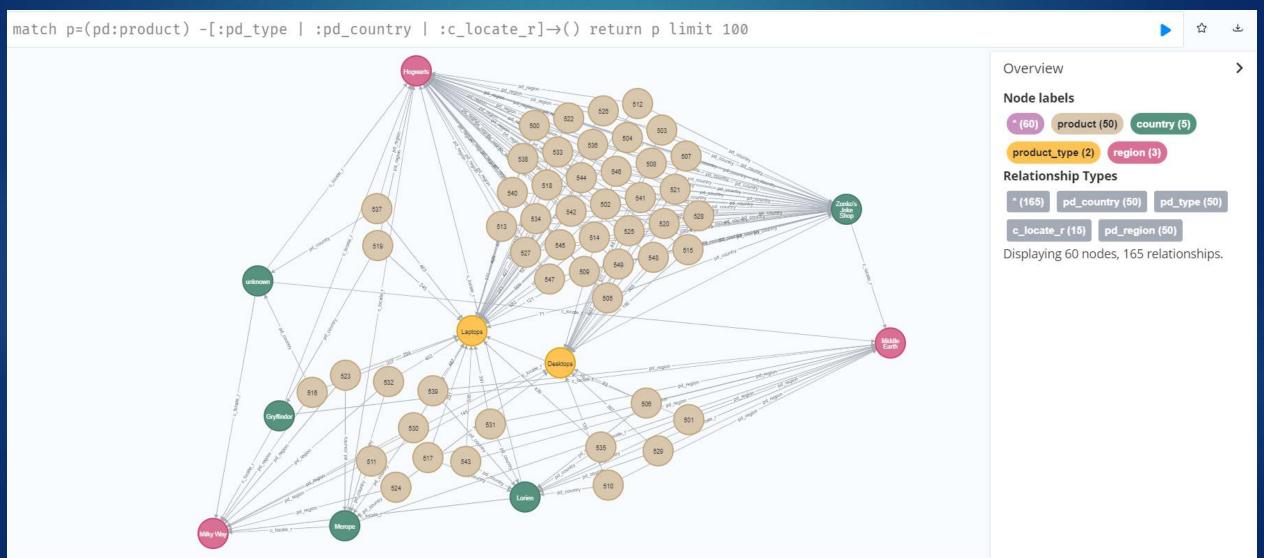
inst_rg (1)

c_locate_r (1)

match (n:product {type:'Laptops'}),(m:product {type:'Desktops'}),(l:product {type:'Other Electronics'}) return n,m,l limit 1



Graph Display Example: Exploring Multiple Relationship Focusing on 2 Main Product Types



Observations

- GRAPH DB is very power tool for visualization data relationship
- No joint is needed since the connection has been built in the data base
- Easy to use: the language is very similar to SQL. More exploration on Cypher and Py2neo to find faster and more versatile application with GRAPH DB
- The display is giving immediate information about nodes and relationships. But sometime may needs smarter and more concise display when the number of nodes involved is large the relation ship is complicated