

# **Business Requirement**

## **KPI's Requirements:**

1. Total Sales: The overall revenue generated from all the items sold.
2. Average Sales: The average revenue per sale.
3. Number of Items: The total count of different items sold.
4. Average Rating: The average customer rating for each item sold.

## **Granular Requirements:**

### 1) Total Sales by Fat Content:

- ❖ Objective: Analyze the impact of fat content on the sales.
- ❖ Additional KPI Metrics: Access how other KPIs (Average Sales, Number of Items, Average Rating) vary with fat content.

### 2) Total Sales by Item Type:

- ❖ Objectives: Identify the performance of different item types in terms of Total Sales.
- ❖ Additional KPI Metrics: Access how other KPIs (Average Sales, Number of Items, Average Rating) vary with fat content.

### 3) Fat Content by Outlet for Total Sales:

- ❖ Objectives: Compare Total Sales across different outlets segmented by the fat content.
- ❖ Additional KPI Metrics: Access how other KPIs (Average Sales, Number of Items, Average Rating) vary with fat content.

### 4) Total Sales by Outlet Establishment:

Objectives: Evaluate how the age or type of the outlet establishment influences total sales.

### **Chart's Requirements:**

5) Percentage of Sales by Outlet Size:

Objectives: Analyze the correlation between outlet size and total sales.

6) Sales by Outlet Location:

Objectives: Assess the geographical distribution of Sales across different locations.

7) All Metrics by Outlet Type:

Objectives: Provide a comprehensive view of all key metrics(Total Sales, Average Sales, Number of Items, Average Ratings) broken by different outlet types.