

Nama: Aji Sakti Saputra (2C2230012)

Kelas: Sains Data

1.



Interpretasi:

Terjadi peningkatan penjualan secara signifikan dari tahun ketahun. Ini menunjukan bahwa penjualan terus berkembang setiap tahunnya.

2.

Trend Penjualan (3)

		Order Date							
Month of O.	Category	2012		2013		2014		2015	
		% Differ	Sales	% Differ	Sales	% Differ	Sales	% Differ	Sales
January	Furniture	54.46%	24.08%	42.76%	91.3%	81.85%	14.6%	68.79%	
	Office Supplies	33.52%	40.97%	47.26%	37.49%	64.96%	17.96%	76.66%	
	Technology	30.90%	53.39%	47.41%	10.52%	62.39%	80.95%	94.81%	
February	Furniture	35.79%	5.13%	37.63%	57.08%	59.11%	-2.39%	57.70%	
	Office Supplies	26.13%	-7.03%	24.29%	112.17%	51.53%	7.04%	65.18%	
	Technology	41.79%	-11.63%	36.92%	53.21%	56.56%	27.19%	71.95%	
March	Furniture	40.27%	36.76%	55.08%	18.59%	65.32%	97.33%	89.76%	
	Office Supplies	31.57%	70.12%	53.72%	15.43%	62.00%	25.11%	77.57%	
	Technology	63.89%	-15.05%	54.27%	31.30%	71.26%	34.46%	95.81%	
April	Furniture	30.69%	78.24%	54.70%	-0.21%	54.58%	29.24%	70.55%	
	Office Supplies	45.58%	-3.68%	43.88%	27.07%	55.76%	45.92%	81.37%	
	Technology	38.08%	64.03%	62.46%	8.01%	67.46%	34.65%	90.84%	
May	Furniture	49.76%	26.46%	61.93%	16.16%	74.37%	32.13%	96.11%	
	Office Supplies	49.73%	22.79%	61.06%	22.42%	74.75%	31.06%	97.97%	
	Technology	58.72%	43.55%	84.36%	32.05%	111.37%	47.29%	92.11%	
June	Furniture	76.58%	6.39%	81.48%	41.45%	115.25%	18.11%	136.12%	
	Office Supplies	61.79%	22.74%	75.84%	46.99%	111.48%	7.94%	120.34%	
	Technology	69.19%	42.86%	98.84%	71.76%	169.78%	14.99%	145.35%	
July	Furniture	31.38%	32.21%	41.49%	73.18%	71.85%	14.65%	82.34%	
	Office Supplies	42.80%	8.27%	46.34%	51.66%	70.29%	9.50%	76.97%	
	Technology	44.24%	29.73%	57.39%	52.94%	87.78%	13.22%	99.39%	
August	Furniture	68.00%	24.48%	84.64%	32.67%	112.25%	12.46%	126.28%	
	Office Supplies	58.39%	66.57%	97.26%	-4.23%	93.15%	66.86%	155.43%	
	Technology	81.67%	48.44%	121.23%	-0.16%	121.04%	44.50%	174.90%	
September	Furniture	93.93%	2.38%	96.16%	32.79%	127.70%	37.65%	175.77%	
	Office Supplies	73.01%	-21.15%	78.84%	40.48%	110.74%	21.80%	154.88%	
	Technology	90.66%	36.18%	114.37%	20.79%	138.15%	23.77%	170.98%	
October	Furniture	79.09%	7.24%	84.82%	5.30%	89.31%	46.33%	130.70%	
	Office Supplies	55.70%	6.61%	59.38%	30.33%	77.38%	49.69%	115.77%	
	Technology	81.32%	33.71%	108.73%	16.52%	126.69%	59.15%	176.29%	
November	Furniture	96.58%	24.57%	120.27%	2.10%	122.80%	37.50%	168.84%	
	Office Supplies	88.08%	13.56%	100.02%	10.71%	110.73%	47.57%	163.85%	
	Technology	107.15%	53.52%	101.21%	54.08%	140.45%	69.42%	222.53%	
December	Furniture	119.53%	-19.00%	94.81%	47.51%	143.20%	19.95%	171.74%	
	Office Supplies	82.42%	30.11%	107.24%	19.38%	127.93%	17.47%	150.27%	

SUM(Profit)

-1,811 31,298

Highlight Category

Technology

Interpretasi:

Terjadi peningkatan secara signifikan disetiap tahunnya di khususya sub-category , baik dari furniture,technology dan office supplies. Ini menunjukan kesuksesan penjualan dari semua sub-category yang terjadi selama bertahun-tahun.

3.

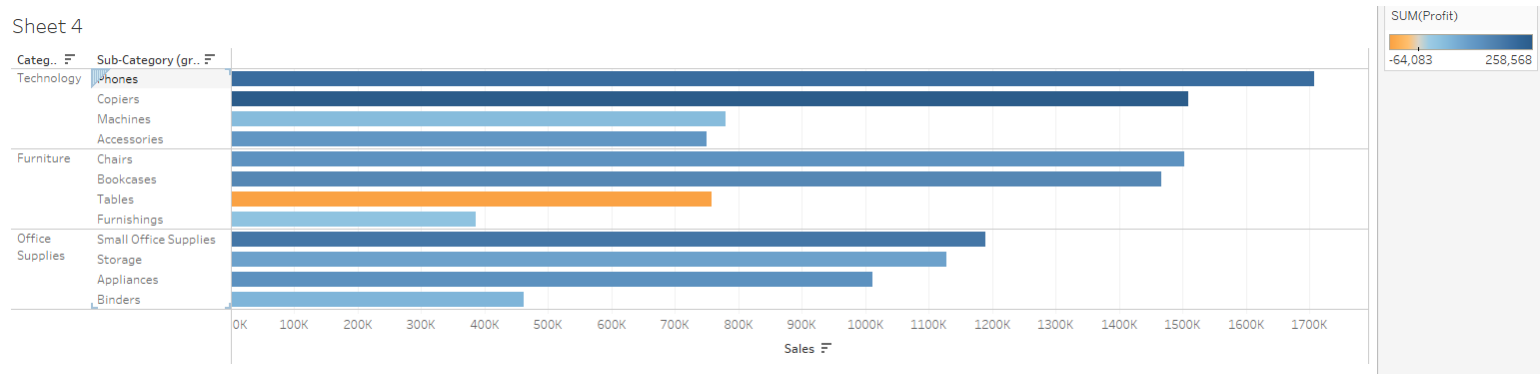


Interpretasi:

Data di atas menunjukan kestabilan profit dari 21 provinsi yang ada di negara Indonesia. Namun ada beberapa penurunan profit dari beberapa provinsi yaitu NTB, Papua, dan Riau. Dari ketiga provinsi ini profit yang terjadi kerugian yaitu provinsi Riau yaitu sebesar -719, disusul dengan Papua (-85), dan NTB (-45). Namun secara keseluruhan profit di 18 provinsi cukup stabil.

4.

Sheet 4



Interpretasi:

Dari data di atas terjadi kestabilan profit dalam semua profit di berbagai sub category. Terutama dalam kategori technology (phones) terjadi peningkatan yg tinggi dibanding category sejenisnya. Meskipun terjadi kerugian dalam category furniture yaitu tables. Namun secara keseluruhan profit di semua sub category justru stabil.