

Customer Orders and Profit

Analyzed from Excel Sheet Orders.

Almas Afrudheen

Orders Excel Sheet

Row ID	Order ID	Ship Date	Ship Mode	VendorID	Customer ID	Product ID	Category	Sub-Category	Product Name	Sales	Quantity	Discount	Profit	Surcharge
1	CA-2016-152156	11-11-2016	Second Class	VEN02	CG-12520	FUR-BO-10001798	Furniture	Bookcases	Prod889	261.96	2	0	41.9136	0.2
2	CA-2016-152156	11-11-2016	Second Class	VEN02	CG-12520	FUR-CH-10000454	Furniture	Chairs	Prod645	731.94	3	0	219.582	0.2
3	CA-2016-138688	16-06-2016	Second Class	VEN04	DV-13045	OFF-LA-10000240	Office Supplies	Labels	Prod1839	14.62	2	0	6.8714	0.2
4	US-2015-108966	18-10-2015	Standard Class	VEN01	SO-20335	FUR-TA-10000577	Furniture	Tables	Prod1819	957.5775	5	0.45	-383.031	0.5
5	US-2015-108966	18-10-2015	Standard Class	VEN02	SO-20335	OFF-ST-10000760	Office Supplies	Storage	Prod1425	22.368	2	0.2	2.5164	0.5
6	CA-2014-115812	14-06-2014	Standard Class	VEN01	BH-11710	FUR-FU-10001487	Furniture	Furnishings	Prod1819	48.86	7	0	14.1694	0.5
7	CA-2014-115812	14-06-2014	Standard Class	VEN05	BH-11710	OFF-AR-10002833	Office Supplies	Art	Prod1819	7.28	4	0	1.9656	0.5
8	CA-2014-115812	14-06-2014	Standard Class	VEN05	BH-11710	TEC-PH-10002275	Technology	Phones	Prod1458	907.152	6	0.2	90.7152	0.5
9	CA-2014-115812	14-06-2014	Standard Class	VEN01	BH-11710	OFF-BI-10003910	Office Supplies	Binders	Prod1841	18.504	3	0.2	5.7825	0.5
10	CA-2014-115812	14-06-2014	Standard Class	VEN05	BH-11710	OFF-AP-10002892	Office Supplies	Appliances	Prod1819	114.9	5	0	34.47	0.5
11	CA-2014-115812	14-06-2014	Standard Class	VEN05	BH-11710	FUR-TA-10001539	Furniture	Tables	Prod1819	1706.184	9	0.2	85.3092	0.5
12	CA-2014-115812	14-06-2014	Standard Class	VEN03	BH-11710	TEC-PH-10002033	Technology	Phones	Prod1458	911.424	4	0.2	68.3568	0.5
13	CA-2017-114412	20-04-2017	Standard Class	VEN05	AA-10480	OFF-PA-10002365	Office Supplies	Paper	Prod1856	15.552	3	0.2	5.4432	0.5
14	CA-2016-161389	10-12-2016	Standard Class	VEN04	IM-15070	OFF-BI-10003656	Office Supplies	Binders	Prod1841	407.976	3	0.2	132.5922	0.5
15	US-2015-118983	26-11-2015	Standard Class	VEN05	HP-14815	OFF-AP-10002311	Office Supplies	Appliances	Prod1819	68.81	5	0.8	-123.858	0.5
16	US-2015-118983	26-11-2015	Standard Class	VEN04	HP-14815	OFF-BI-10000756	Office Supplies	Binders	Prod1819	2.544	3	0.8	-3.816	0.5
17	CA-2014-105893	18-11-2014	Standard Class	VEN05	PK-19075	OFF-ST-10004186	Office Supplies	Storage	Prod1425	665.88	6	0	13.3176	0.5
18	CA-2014-167164	15-05-2014	Second Class	VEN05	AG-10270	OFF-ST-10000107	Office Supplies	Storage	Prod1425	55.5	2	0	9.99	0.2
19	CA-2014-143336	01-09-2014	Second Class	VEN01	ZD-21925	OFF-AR-10003056	Office Supplies	Art	Prod1819	8.56	2	0	2.4824	0.2
20	CA-2014-143336	01-09-2014	Second Class	VEN01	ZD-21925	TEC-PH-10001949	Technology	Phones	Prod1458	213.48	3	0.2	16.011	0.2
21	CA-2014-143336	01-09-2014	Second Class	VEN05	ZD-21925	OFF-BI-10002215	Office Supplies	Binders	Prod1841	22.72	4	0.2	7.384	0.2
22	CA-2016-137330	13-12-2016	Standard Class	VEN05	KB-16585	OFF-AR-10000246	Office Supplies	Art	Prod1819	19.46	7	0	5.0596	0.5
23	CA-2016-137330	13-12-2016	Standard Class	VEN05	KB-16585	OFF-AP-10001492	Office Supplies	Appliances	Prod1819	60.34	7	0	15.6884	0.5
24	US-2017-156909	18-07-2017	Second Class	VEN01	SF-20065	FUR-CH-10002774	Furniture	Chairs	Prod645	71.372	2	0.3	-1.0196	0.2
25	CA-2015-106320	30-09-2015	Standard Class	VEN01	EB-13870	FUR-TA-10000577	Furniture	Tables	Prod1819	1044.63	3	0	240.2649	0.5
26	CA-2016-121755	20-01-2016	Second Class	VEN05	EH-13945	OFF-BI-10001634	Office Supplies	Binders	Prod1819	11.648	2	0.2	4.2224	0.2
27	CA-2016-121755	20-01-2016	Second Class	VEN05	EH-13945	TEC-AC-10003027	Technology	Accessories	Prod1425	90.57	3	0	11.7741	0.2
28	US-2015-150630	21-09-2015	Standard Class	VEN01	TB-21520	FUR-BO-10004834	Furniture	Bookcases	Prod889	3083.43	7	0.5	-1665.0522	0.5
29	US-2015-150630	21-09-2015	Standard Class	VEN05	TB-21520	OFF-BI-10000474	Office Supplies	Binders	Prod1819	9.618	2	0.7	-7.0532	0.5
30	US-2015-150630	21-09-2015	Standard Class	VEN02	TB-21520	FUR-FU-10004848	Furniture	Furnishings	Prod1819	124.2	3	0.2	15.525	0.5
31	US-2015-150630	21-09-2015	Standard Class	VEN05	TB-21520	OFF-EN-10001509	Office Supplies	Envelopes	Prod353	3.264	2	0.2	1.1016	0.5
32	US-2015-150630	21-09-2015	Standard Class	VEN01	TB-21520	OFF-AR-10004042	Office Supplies	Art	Prod1819	86.304	6	0.2	9.7092	0.5
33	US-2015-150630	21-09-2015	Standard Class	VEN02	TB-21520	OFF-BI-10001525	Office Supplies	Binders	Prod1819	6.858	6	0.7	-5.715	0.5
34	US-2015-150630	21-09-2015	Standard Class	VEN02	TB-21520	OFF-AR-10001683	Office Supplies	Art	Prod1819	15.76	2	0.2	3.546	0.5
35	CA-2017-107727	23-10-2017	Second Class	VEN04	MA-17560	OFF-PA-10000249	Office Supplies	Paper	Prod998	29.472	3	0.2	9.9468	0.2
36	CA-2016-117590	10-12-2016	First Class	VEN04	GH-14485	TEC-PH-10004977	Technology	Phones	Prod154	1097.544	7	0.2	123.4737	0.1
37	CA-2016-117590	10-12-2016	First Class	VEN05	GH-14485	FUR-FU-10003664	Furniture	Furnishings	Prod1819	190.92	5	0.6	-147.963	0.1
38	CA-2015-117415	31-12-2015	Standard Class	VEN01	SN-20710	OFF-EN-10002986	Office Supplies	Envelopes	Prod1839	113.328	9	0.2	35.415	0.5
39	CA-2015-117415	31-12-2015	Standard Class	VEN01	SN-20710	FUR-BO-10002545	Furniture	Bookcases	Prod889	532.3992	3	0.32	-46.9764	0.5
40	CA-2015-117415	31-12-2015	Standard Class	VEN02	SN-20710	FUR-CH-10004218	Furniture	Chairs	Prod645	212.058	3	0.3	-15.147	0.5
41	CA-2015-117415	31-12-2015	Standard Class	VEN01	SN-20710	TEC-PH-10000486	Technology	Phones	Prod1458	371.168	4	0.2	41.7564	0.5
42	CA-2017-120999	15-09-2017	Standard Class	VEN03	LC-16930	TEC-PH-10004093	Technology	Phones	Prod154	147.168	4	0.2	16.5564	0.5
43	CA-2016-101343	22-07-2016	Standard Class	VEN05	RA-19885	OFF-ST-10003479	Office Supplies	Storage	Prod1425	77.88	2	0	3.894	0.5
44	CA-2017-139619	23-09-2017	Standard Class	VEN04	ES-14080	OFF-ST-10003282	Office Supplies	Storage	Prod1425	95.616	2	0.2	9.5616	0.5
45	CA-2016-118255	13-03-2016	First Class	VEN02	ON-18715	TEC-AC-10000171	Technology	Accessories	Prod1425	45.98	2	0	19.7714	0.1
46	CA-2016-118255	13-03-2016	First Class	VEN02	ON-18715	OFF-BI-10003291	Office Supplies	Binders	Prod1841	17.46	2	0	8.2062	0.1
47	CA-2014-146703	25-10-2014	Second Class	VEN01	PO-18865	OFF-ST-10001713	Office Supplies	Storage	Prod1425	211.96	4	0	8.4784	0.2
48	CA-2016-169194	25-06-2016	Standard Class	VEN04	LH-16900	TEC-AC-10002167	Technology	Accessories	Prod1425	45	3	0	4.95	0.5
49	CA-2016-169194	25-06-2016	Standard Class	VEN05	LH-16900	TEC-PH-10003988	Technology	Phones	Prod154	21.8	2	0	6.104	0.5
50	CA-2015-115742	22-04-2015	Standard Class	VEN05	DP-13000	OFF-BI-10004410	Office Supplies	Binders	Prod1841	38.22	6	0	17.9634	0.5
51	CA-2015-115742	22-04-2015	Standard Class	VEN01	DP-13000	OFF-LA-10002762	Office Supplies	Labels	Prod998	75.18	6	0	35.3346	0.5
52	CA-2015-115742	22-04-2015	Standard Class	VEN05	DP-13000	FUR-FU-10001706	Furniture	Furnishings	Prod1819	6.16	2	0	2.9568	0.5
53	CA-2015-115742	22-04-2015	Standard Class	VEN02	DP-13000	FUR-CH-10003061	Furniture	Chairs	Prod645	89.99	1	0	17.0981	0.5
54	CA-2016-105816	17-12-2016	Standard Class	VEN03	JM-15265	OFF-PA-10000304	Office Supplies	Fasteners	Prod1839	15.26	7	0	6.2566	0.5
55	CA-2016-105816	17-12-2016	Standard Class	VEN05	JM-15265	TEC-PH-10002447	Technology	Phones	Prod1458	1029.95	5	0	298.6855	0.5
56	CA-2016-111682	18-06-2016	First Class	VEN02	TB-21055	OFF-ST-10000604	Office Supplies	Storage	Prod1425	208.56	6	0	52.14	0.1
57	CA-2016-111682	18-06-2016	First Class	VEN03	TB-21055	OFF-PA-10001569	Office Supplies	Paper	Prod998	32.4	0	0	15.552	0.1
58	CA-2016-111682	18-06-2016	First Class	VEN03	TB-21055	FUR-CH-10003068	Furniture	Chairs	Prod645	319.41	5	0.1	7.0988	0.1
59	CA-2016-111682	18-06-2016	First Class	VEN04	TB-21055	OFF-PA-10000587	Office Supplies	Paper	Prod998	14.56	2	0	6.9888	0.1
60	CA-2016-111682	18-06-2016	First Class	VEN02	TB-21055	TEC-AC-10002167	Technology	Accessories	Prod1425	30	2	0	3.3	0.1
61	CA-2016-111682	18-06-2016	First Class	VEN02	TB-21055	OFF-BI-10001460	Office Supplies	Binders	Prod1819	48.48	4	0.2	16.362	0.1
62	CA-2016-111682	18-06-2016	First Class	VEN02	TB-21055	OFF-AR-10001868	Office Supplies	Art	Prod1819	1.68	1	0	0.84	0.1
63	CA-2015-135545	30-11-2015	Standard Class	VEN04	KM-16720	TEC-AC-10004633	Technology	Accessories	Prod1460	13.98	2	0	6.1512	0.5
64	CA-2015-135545	30-11-2015	Standard Class	VEN03	KM-16720	OFF-BI-10001078	Office Supplies	Binders	Prod1819	25.824	6	0.2	9.3612	0.5

PROBLEM STATEMENT

- ▶ Problem : 1. Which product gives more profit?
 2. Figure Out overall Profit and Sales.
 3. Total Cost and Surcharge for each sales.
 4. Which region have most sales in showroom.

OVERALL ANALYSIS



ANALYSIS PROCESS

- ▶ 1. First Process was Analyzing data from Excel itself.
 - ▶ Removed duplicate records from data.
 - ▶ Then aligned properly and find the anomalies from data to correct it.
 - ▶ Added column 'Surcharge' by condition statement `[=IF(D2="Second Class",0.2,IF(D2="First Class",0.1,IF(D2="Standard Class",0.5,0)))]`.
 - ▶ Also added 'Total Cost' by calculation `[(K2-N2)*(1+O2)]`.
 - ▶ Solved third problem.
- ▶ 2. Analyzed using SQL for more information such as category analysis for knowing which category gave more profit.
 - ▶ By select `count(distinct(Category))` from Orders.
 - ▶ Solved first problem.

Continuation...

- ▶ 3. Created Dashboard using Power BI.
 - ▶ We got information such as Total Profit and Sales.
 - ▶ Solved second problem.
 - ▶ Along with that comparison 'Sales' with 'Category'.
 - ▶ Got Profit of category in each month.
 - ▶ Profit by Region which solved fourth problem.
 - ▶ Additional information such as count of customers, average of discount and total quantity sold which may help for further analysis.

CONCLUSION

- ▶ So we can conclude that, the most profitable category is 'Technology'.
- ▶ Total Profit are 286.40K and Total Sales are 2.30M.
- ▶ Western region plays an important role in making profit and sales.
- ▶ Need to improve sales process in central region.
- ▶ Need to take survey on why furniture is much low(whether not satisfied on design or something else).
- ▶ Which month is profitable for each category.

THANK YOU