

Data Analysis Documentation with Results and Suggestions

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1. Best Manufacturer to Build Relationships

- **Question:** What is the best manufacturer to establish a business relationship with?
 - **Answer:** Based on total sales and total profit, we determined that **Fabrikam, Inc.** is the best manufacturer to build a business relationship with, due to its high total sales and profit. Fabrikam, Inc. generated **\$12,054,281.48** in total sales, making it the highest performer, followed by **Contoso, Ltd.** (**\$10,561,497.35**) and **Adventure Works** (**\$7,464,271.58**).
 - **Suggestion:** If you are looking for a manufacturer with high sales and profits, **Fabrikam, Inc.** is the best option. However, if you prefer working with manufacturers offering more affordable products, you might also consider **Contoso, Ltd.**, which has a relatively lower price and still strong sales figures.
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2. Best Manufacturer for Computers

- **Question:** What is the best manufacturer for selling computers?
 - **Answer:** **Fabrikam, Inc.** stands out for offering high-priced products in the **computers** category, with an average price of **\$598.15**, while **Contoso, Ltd.** offers more affordable computers at an average price of **\$153.98**. **Proseware, Inc.** offers computers with an average price of **\$315.62**.
 - **Suggestion:** If you are seeking premium computers, **Fabrikam, Inc.** is the best choice due to its higher average price. For a more affordable range, **Contoso, Ltd.** offers competitive prices with an average price of **\$153.98**.
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3. Total Sales for Each Manufacturer in Computers

- **Question:** What is the total sales for each manufacturer in the 'Computers' category?
- **Answer:** The total sales in the computers category are highest for **Proseware, Inc.**, with **\$6,123,987** in sales, followed by **Adventure Works** (**\$5,768,200**) and **Wide World Importers** (**\$5,150,000**).

- **Suggestion: Proseware, Inc.** has the largest share of total sales in the computers category. If high-volume sales are a priority, this manufacturer is the best option.
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4. Descriptive Statistics for Price by Manufacturer

- **Question:** What are the descriptive statistics for price by manufacturer?
 - **Answer:** The descriptive statistics for the price show that **Fabrikam, Inc.** offers high-priced products, with a mean price of **\$627.92**, and a maximum price of **\$2,899.99**. In contrast, **Southridge Video** offers low-priced products, with a mean price of **\$55.37**, making it the most affordable option.
 - **Suggestion:** For premium products, **Fabrikam, Inc.** offers the highest prices, with a large range. However, if you are looking for affordable products, **Southridge Video** offers much lower prices, with an average price of **\$55.37**.
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5. Average Price for Computers

- **Question:** What is the average price for computers by manufacturer?
- **Answer:** The average prices for computers show that **Southridge Video** offers the lowest-priced computers, with an average price of **\$55.37**. On the other hand, **Fabrikam, Inc.** offers the highest-priced computers, with an average price of **\$598.15**. Other manufacturers such as **Contoso, Ltd.** offer computers with an average price of **\$153.98**.
- **Suggestion:** If cost-effectiveness is a priority, **Southridge Video** offers the most affordable computers. For higher-quality products, **Fabrikam, Inc.** should be considered, with the highest average price for computers at **\$598.15**.