Marketing Sales Analyser

Version 1.0 (2020-2021)

Computer Science (083) Project

Developed By

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Certificate

This is to certify that the Marketing Sales Analyser Computer Science project is developed by **Ananya Kumar** under my supervision in the session 2020-2021.

The work done by her is original.

Ms. Sarika Kaushal
Computer Science Teacher

Date: 6th January, 2021

Acknowledgement

I would like to express my sincere gratitude to my computer teacher Ms. Sarika Kaushal for her vital support, guidance and encouragement without which this project would not come forth from my side. Who helped me complete the project by giving ideas, thoughts and made this project easy and accurate.

I wish to thank my parents for their undivided support and interest who inspired me and encouraged me to go my own way, without which I would be unable to complete my project.

Reference

- 1. Classnotes
- 2. CS Bhasha Youtube Channel
- 3. Python Documentation
- 4. StackExchange

Introduction

Keeping in view of growing requirements of effective and efficient solutions for various problems, with my knowledge of Python and SQL, in this project, I have tried to provide a simple solution for the Marketing Sector.

The project has complete sales analysis solutions to take care of all the day to day purchases in a multipurpose shop.

I have divided the program into small user defined packages to take care of all future upgrades and expansion. The main.py program borrows functions from the database.py and csvfiles.py packages.

The following is the list of all functions in each package along with their description.

Package Name: database.py

Sno	Function Name	Description	
1	create_db()	To create database	
2	check()	To check for existing database/table	
3	create_t1()	To create table user_info with the following attributes : CID, Name, Age, Gender, ItemID, Quantity, Date, Location	
4	create_t2()	To create table items with the following attributes : ItemID, Name, Category, Price	
5	create_t3()	To create table locality with the following attributes : AreaID, Name	
6	fill_t3()	To fill the table locality with accepted values	
7	fill_t1()	To add a row(s) to the table user_info	
8	add_purchase()	To add purchase to the table user_info	
9	take_user_data()	To input purchase details with data validation	
10	add_item_data()	To input item details with data validation	
11	display_all()	To print all records in table user_info	
12	item_sales()	EXTRA	
13	printtable()	To print tables in a tabular format (with horizontal and vertical lines)	

Package Name: csvfiles.py

Sno	Function Name	Description	
1	open_csv()	To open csv file given by user with exception handling	
2	fill_t2()	To fill the table items with pre installed item data	
3	csv_to_db()	To transfer csv data to the database	
4	db_to_pd()	EXTRA	

Package Name: main.py

Sno	Function Name	Description
1	printmenu()	To print the menu
2	set_up()	To create all the tables and fill them with pre installed data

Package Name: graphs.py

Sno	Function Name	Description	
1	graphmenu()	To print the menu for graphical operations	
2	main()	To run the graphical operations in a loop	
3	barplot0()	To plot bar graph for comparing product wise sales	
4	barplot1()	To plot bar graph for comparing gender wise sales for each product	
5	barplot2()	To plot bar graph for comparing area wise sales	
6	piechart0()	To plot pie chart for comparing area wise sales	
7	piechart1()	To plot pie chart for comparing product wise sales	

Tables with structure used in the program

Table Name: user_info

Sno	Field Name	Data Type	Description
1	CID	decimal(10,0)	Primary Key for customer phone number
2	Name	varchar(20)	Name of the customer
3	Age	decimal(2,0)	Age of the customer
4	Gender	char(1)	Gender of the customer (M/F)
5	ItemID	varchar(6)	Foreign Key; ItemID of the purchase
6	Quantity	decimal(5,2)	Numeric value for purchase quantity
7	Date	date	Purchase date
8	ArealD	varchar(6)	Foreign Key; 3 letter Area code based on locality table

Table Name: items

	FieldName/ Column Name	Data Type	Description
1	ItemID	varchar(6)	Primary Key; ItemID for each item
2	Name	varchar(20)	Name of the item
3	Category	varchar(15)	Item category from five decided categories
4	Price	decimal(6,2)	Numeric price of the purchase

Table Name: locality

	FieldName/ Column Name	Data Type	Description
1	AreaID	varchar(3)	Primary Key for 3 letter area code
2	Name	varchar(20)	Name of the locality

External Packages/Modules used in the Program/Software

- 1. pymysql
- 2. datetime
- 3. csv
- 4. pyfiglet
- 5. numpy
- 6. pandas
- 7. matplotlib (pyplot)

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Salient Features of the Project

- User friendly menu driven options
- Exceptions used for date and csv file name to avoid inconvenience to users
- Data Validation for all purchase details to avoid ambiguous/wrong/invalid data entry:
 - CID Cross checks entered phone number with previous entries. If no match is detected, a new user is added. If a match is found, then it compares the customer names and proceeds with data entry only if the names match
 - o Name No numeric values are accepted
 - Age Only numeric values below 100 are accepted
 - Gender Either male(M) or female(F)
 - o ItemID Only products added to the table items are accepted
 - Quantity Only positive numeric values are accepted
 - Date All dates are checked using datetime module
 - o AreaID Only area codes added to the table locality are accepted
- Data Validation for all purchase details to avoid ambiguous/wrong/invalid data entry:
 - ItemID Only unique item ids are accepted
 - Name No numeric values are accepted
 - Price Only positive numeric values are accepted
 - Category Only five categories are accepted Electronic, Grocery, Stationary, Medicines and Clothing
- Preloaded csv file named Users.csv with sample data
- Preloaded csv file named InstalledInfo.csv with common purchase items
- Tabular representation of all tables for quick navigation
- Check for existence of tables and database
- Automatic creation and data addition for all three tables used
- Attractive and easy to understand graphs for comparing products
- Sales comparison on the basis of area, gender and product
- Direct addition of sales from CSV file provided to database

Source Code

```
# Project Title : Marketing Sales Analyser
               : 1.0 2020-2021
# Version
# Developed By : Ananya Kumar
                : Sarika Kaushal
# Guide
# Last Updated On: 2021-03-22
# To run the entire project
# t1 - User table with the following attributes :
       CID, Name, Age, Gender, ItemID, Quantity, Date, Location
# t2 - Item table with price and item category
# t3 - Locality table with locality name, pincode and ID
# Importing libraries
import pymysql
import datetime
import pandas
import database as dbop
import csvfiles as cvf
import graphs as gr
from pyfiglet import figlet format
result = figlet format("
                                Sales", font = 'bulbhead')
result2 = figlet format("
                            Analysis", font = 'bulbhead')
print(result, result2, sep='\n')
def printmenu() :
   print()
   print("A. Add purchase detail")
   print("B. Display all purchases")
   print("C. Add a new item")
   print("D. Import purchase history from csv file")
   print("E. Graphical Analysis")
   print("Q. Quit")
   print()
def set up() :
    if not dbop.check('tables', 'user_info',cr) :
        dbop.create t1(cr)
    if not dbop.check('tables', 'items',cr) :
        dbop.create t2(cr)
        cvf.fill t2(cr,db)
    if not dbop.check('tables', 'locality',cr) :
        dbop.create t3(cr)
        cvf.fill t2(cr,db)
```

```
# Connecting to MySQL
print("Connecting to MySQL... ","", sep='\n')
db = pymysql.connect(host = "localhost", user = "root", passwd = "@Ananya5492")
print("Database connected... ","", sep='\n')
cr = db.cursor()
print("Cursor created... ","", sep='\n')
# Creating database
dbop.create db(cr)
set up()
while True :
   printmenu()
    ch = input("Enter choice : ").upper()
    if ch == 'A':
        dbop.fill t1(cr,db)
    elif ch == 'B' :
        dbop.display all(cr,db)
    elif ch == 'C' :
        dbop.add item data(cr,db)
    elif ch == 'D' :
        cvf.csv to db(cr,db)
    elif ch == 'E' :
        gr.main(cr,db)
    elif ch == 'Q' :
       print("Thank you ...")
       break
    else :
        print("Invalid input, please try again")
# To run the database part of program
# Importing libraries
import pymysql
import datetime
def create db(cr) :
    # Creating database
    if check("databases",'sales analysis',cr) :
        cr.execute("use sales analysis")
    else :
        cr.execute("create database sales analysis")
        cr.execute("use sales analysis")
def check(category, name, cr) : # to check for a table/database
    sql = "show " + category
    cr.execute(sql)
    re = cr.fetchall()
```

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```
for i in re :
        if i[0].lower() == name :
            return True
    return False
def create t1(cr) : # user info -> [CID, Name, Age, Gender, ItemID, Quantity,
Date, Location]
    sql = "create table user info(CID decimal(10) primary key, Name
varchar(20), Age decimal(2,0),
    Gender char(1), ItemID varchar(6), Quantity decimal(5,2), Date date, AreaID
varchar(6))"
    cr.execute(sql)
def create t2(cr) : # items -> [ItemID, Name, Category, Price]
    sql = "create table items(ItemID varchar(6) primary key, Name varchar(20),
Category varchar(15),\
    Price decimal(6,2))"
    cr.execute(sql)
def create t3(cr) : # locality -> [AreaID, Name]
    sql = "create table locality(AreaID varchar(3) primary key, Name
varchar(20))"
    cr.execute(sql)
def fill t3(cr,db) :
    # Accepted localities -
    loc = [ ['North West Delhi', 'NWS'],
            ['North Delhi','NTH'],
            ['North East Delhi', 'NES'],
            ['Central Delhi', 'CEN'],
            ['New Delhi','NEW'],
            ['East Delhi', 'EAS'],
            ['South Delhi', 'STH'],
            ['South West Delhi', 'SWD'],
            ['West Delhi','WES']
    # Adding each locality
    for area in loc :
        sql = 'insert into locality(AreaID, Name) values("' + area[1] + '","' +
area[0] + '")'
        cr.execute(sql)
        db.commit()
def fill_t1(cr,db) :
    # Taking user input [CID, Name, Age, Gender, ItemID, Quantity, Date,
Location]
    inputs = take user data(cr)
    # Adding user data
    add purchase(inputs,cr,db)
```

```
# Asking if user wants to add again
    ch = input("Do you wish to add another purchase ? (Y/N) :")
    if ch.upper() == 'Y' :
        fill t1(cr,db)
def add purchase(details,cr,db) : # For adding data to user info table
    sql = "insert into user info values( %s, %s, %s, %s, %s, %s, %s, %s, %s)"
    cr.execute(sql,details)
    db.commit()
def take user data(cr) :
    # Taking customer name
    while True :
        name = input("Enter customer name : ")
        for i in name :
            if i.isnumeric() :
                print("Invalid name")
                break
        else :
            break
    # Taking customer ID
    while True :
        cusID = input("Enter phone number (without extention): ")
        if cusID.isnumeric() and len(cusID) == 10 :
            cr.execute('select Name, CID from user info')
            re = cr.fetchall()
            if re == () :
                break
            for j in re :
                if j[1] == cusID and name == j[0].lower():
                    print('User identified')
                    break
                elif j[1] != cusID and name != j[0].lower() :
                    print('New user added')
                    k = 0
                    break
            if k == 0: break
            print("Invalid number")
    # Taking customer age
    while True :
        age = input("Enter customer age : ")
        if age.isnumeric() and len(age) < 3 : break
        print("Invalid age")
    # Taking customer gender
    while True :
        gen = input("Enter customer gender (M/F): ")
        if gen.upper() in ['M', 'F'] : break
```

```
print("Invalid gender")
# Taking item ID
while True :
    # Printing accepted ItemID values
   print("Accepted ItemID values :")
    cr.execute('select * from items')
    re = cr.fetchall()
   printtable(re)
    # Asking is user wants to add item
    ch = input("Do you wish to add a new item ? (Y/N) :")
    if ch.upper() == 'Y' :
        add item data(cr,db)
    t = True
    # Inputing item ID
    itemID = input("Enter item ID : ")
    cr.execute('select ItemID from items')
    re = cr.fetchall()
    for j in re :
        if itemID == j[0]:
            print("Item matched")
            t = False
    if not t:
        break
   print("Invalid item ID")
# Taking purchase quantity
while True :
    quan = input("Enter purchase quantity : ")
    if quan.isnumeric() and int(quan) > 0 : break
   print("Invalid quantity")
# Taking purchase date
while True :
   yr = input("Enter purchase year (YYYY): ")
   mon = input("Enter purchase month (MM): ")
   dd = input("Enter purchase date (DD): ")
    try:
        newDate = datetime.datetime(int(yr),int(mon),int(dd))
        date = '%s/%s/%s' % (yr, mon, dd)
        break
    except ValueError :
        print("Invalid date")
# Taking locality
while True :
```

```
print("Accepted area ID values :")
        cr.execute('select * from locality')
        re = cr.fetchall()
        biglist = []
        for tup in re :
            biglist.append(list(tup))
        printtable(biglist)
        # Inputing item ID
        t = True
        loc = input("Enter area ID : ")
        cr.execute('select AreaID from locality')
        re = cr.fetchall()
        for j in re :
            if loc == j[0].upper():
                t = False
        if not t : break
        print("Invalid area ID")
    details = (cusID, name, age, gen, itemID, quan, date, loc)
    return details
def add item data(cr,db) :
    # Taking item name
    while True :
        name = input("Enter item name : ")
        if name.isalpha() : break
        print("Invalid item name")
    # Taking item price
    while True :
        price = input("Enter item price : ")
        if price.isnumeric() : break
        print("Invalid price")
    # Taking item category
    while True :
        # Printing accepted categories -
        acats = ['Electronic', 'Grocery', 'Stationary', 'Medicines',
'Clothing']
        print("Accepted categories are : ")
        printtable([acats])
        # Inputing category
        cat = input("Enter item category : ")
        if cat.isalpha() and cat in acats : break
        print("Invalid category")
```

Printing accepted Area ID values

```
# Taking item category
   while True :
        itemID = input("Enter new item id : ")
        cr.execute('select ItemID from items')
        re = cr.fetchall()
        if itemID in re :
            print("Item ID already exists.")
            pass
        else :
            print("Adding new item ... ")
            break
    # Adding item to items table
   T = (itemID, name, cat, price)
   sql = "insert into items(ItemID, Name, Category, Price) values(%s,%s,%s,%s)"
   cr.execute(sql, T)
   db.commit()
   # Printing added item
   print("Item added to items table :")
   cr.execute('select * from items')
   re = cr.fetchall()
   printtable (re)
   # Asking if another item is to be added
   ch = input("Do you wish to add another item ? (Y/N) :")
    if ch.upper() == 'Y' :
        add_item_data(cr,db)
def display all(cr,db) :
   sql = "select * from user_info"
   cr.execute(sql)
   table = cr.fetchall()
   printtable(table)
def printtable(biglist) : # to print tablular stuctures using nested lists/tuples
   col = len(biglist[0])
   row = len(biglist)
   larg = [0 for i in range(col)]
   for row in biglist :
        for i in range(col) : #column
            if len(str(row[i])) > larg[i] :
                larg[i] = len(str(row[i])) + 1
   print()
   ch = sum(larg)
   print('|', "-" * (ch+col-1), '|', sep="")
    for row in biglist :
       print('|', end='')
        for ind in range(len(row)):
```

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```
remaining = larg[ind] - len(str(row[ind]))
            print(row[ind], end = ' '*remaining + '|')
        print()
        print("|","-" * (ch+col-1), '|', sep="")
    print()
# To handle csv and panda related operations
# Importing libraries
import database as dbop
import pandas as pd
import csv
def open csv() :
    while True :
        fil = input("Enter csv file name : ")
        fil += '.csv'
        try:
            sample = open(fil)
            return fil
        except FileNotFoundError :
            print("File Not Found")
def fill t2(cr,db) :
    with open("InstalledInfo.csv", "r") as fil :
        records = csv.reader(fil)
        for record in records :
            row = tuple(record)
            sql = "insert into items values( %s, %s, %s, %s )"
            cr.execute(sql, row)
            db.commit()
def csv to db(cr,db) :
    fname = open csv()
    with open(fname, "r") as fil :
        records = csv.reader(fil)
        for row in records :
            row = tuple(row)
            try:
                dbop.add purchase(row,cr,db)
            except :
                print("This value could not be added :")
                print(dbop.printtable([row]))
        print("All csv file records successfully added")
```

```
# Importing libraries
import matplotlib.pyplot as plt
import pymysql
import datetime
import pandas as pd
import database as dbop
import csvfiles as cvf
import numpy as np
# Graphical Menu
def graphmenu() :
   print()
   print("Select a graph : ")
   print("A. Product wise comparison using bar graph")
   print("B. Gender wise product comparison using bar graph")
   print("C. Area wise sales using bar graph")
   print("D. Area wise sales using pie chart")
   print("E. Product wise sales using pie chart")
   print("F. Go back to main menu")
   print()
# Running all graphical operations
def main(cr,db) :
    while True :
        # Printing menu and asking choice
        graphmenu()
        ch = input("Enter choice : ").upper()
        if ch == 'A' :
            barplot0(cr,db)
        elif ch == 'B' :
            barplot1(cr,db)
        elif ch == 'C' :
            barplot2(cr,db)
        elif ch == 'D' :
            piechart0(cr,db)
        elif ch == 'E' :
            piechart1(cr,db)
        elif ch == 'F' :
            break
        else :
            print("Invalid input")
# Creating bar graph to compare product wise sale
def barplot0(cr,db) :
    # Declaring variables
```

To plot graphs

```
pronames = []
ref = []
PRICE = []
FPRO = []
# Extracting details from item table
sql = "select * from items"
cr.execute(sql)
re = cr.fetchall()
for row in re :
    pronames.append(row[1])
    ref.append([row[0], row[1], int(row[3])])
# Setting width of bar
barWidth = 0.25
fig = plt.subplots(figsize =(6, 4))
# Setting height of bar
for pro in ref :
    sql = "select Quantity from user info where ItemID = '" + pro[0] + "'"
    cr.execute(sql)
    price = 0
    while True :
        res = cr.fetchone()
        if res == None :
            break
        else :
            price += int(res[0]) * pro[2]
    if price != 0 :
        PRICE.append(price)
        FPRO.append(pro[1])
# Adding colors
n = len(PRICE)
c = ['pink', 'red', 'orange', 'yellow', 'green', 'cyan', 'blue', 'purple']
COLOR = []
if n>len(c):
    j = n - len(c)
    COLOR += c
    COLOR += c[:j+1]
else :
    COLOR += c[:n+1]
# Setting position of bar on X axis
br1 = np.arange(n)
# Make the plot
plt.bar(br1, PRICE, width = barWidth, edgecolor ='grey',
        color = COLOR)
# Adding Xticks
```

```
plt.xlabel('Product', fontweight ='bold')
    plt.ylabel('Sales', fontweight ='bold')
    plt.xticks([r for r in range(n)], FPRO)
   plt.title("Product wise comparison using bar graph")
   plt.show()
# Creating bar graph to compare gender wise product sale
def barplot1(cr,db) :
    # Declaring variables
   pronames = []
    ref = []
   MALE = []
   FEMALE = []
    FPRO = []
    # Extracting details from item table
    sql = "select * from items"
    cr.execute(sql)
    re = cr.fetchall()
    for row in re :
        pronames.append(row[1])
        ref.append([row[0], row[1], int(row[3])])
    # Setting width of bar
   barWidth = 0.25
    fig = plt.subplots(figsize =(6, 4))
    # Setting height of bar
    for pro in ref :
        sql = "select Gender, Quantity from user info where ItemID = '" +
pro[0] + "'"
        cr.execute(sql)
        mprice = 0
        fprice = 0
        while True :
            res = cr.fetchone()
            if res == None :
                break
            else :
                if res[0].upper() == 'M':
                    mprice += int(res[1]) * pro[2]
                elif res[0].upper() == 'F' :
                    fprice += int(res[1]) * pro[2]
        if mprice != 0 or fprice !=0 :
            MALE.append(mprice)
            FEMALE.append(fprice)
            FPRO.append(pro[1])
    # Setting position of bar on X axis
```

```
br1 = np.arange(len(MALE))
   br2 = [x + barWidth for x in br1]
    # Make the plot
   plt.bar(br1, MALE, color ='cyan', width = barWidth, edgecolor ='grey',
label ='Male')
   plt.bar(br2, FEMALE, color ='pink', width = barWidth, edgecolor ='grey',
label ='Female')
   # Adding Xticks
   plt.xlabel('Product', fontweight = 'bold')
   plt.ylabel('Sales', fontweight ='bold')
   plt.xticks([r + barWidth for r in range(len(MALE))], FPRO)
   plt.title("Gender wise product comparison using bar graph")
   plt.show()
# Creating bar graph to compare area wise product sales
def barplot2(cr,db) :
   # Declaring variables
   pronames = []
   SALE = {'NTH':0, 'NES':0, 'CEN':0, 'NEW':0, 'EAS':0, 'STH':0, 'SWD':0,
'WES':0}
    # Extracting details from item table
    sql = "select AreaID, Quantity, Price from user info, items where
user info.ItemID = items.ItemID"
   cr.execute(sql)
   re = cr.fetchall()
    for row in re :
       price = int(row[1]) * int(row[2])
       if price != 0 :
            pronames.append(row[0])
            SALE[row[0].strip()] += price
    # Setting width of bar
   barWidth = 0.5
    fig = plt.subplots(figsize = (6, 4))
   # Setting position of bar on X axis
   br1 = np.arange(len(SALE))
   # Make the plot
   plt.bar(br1, SALE.values(), width = barWidth, edgecolor = 'grey',
            color=['pink', 'red', 'orange', 'yellow', 'green', 'cyan', 'blue',
'purple'])
    # Adding Xticks
   plt.xlabel('Area', fontweight ='bold')
   plt.ylabel('Sales', fontweight ='bold')
```

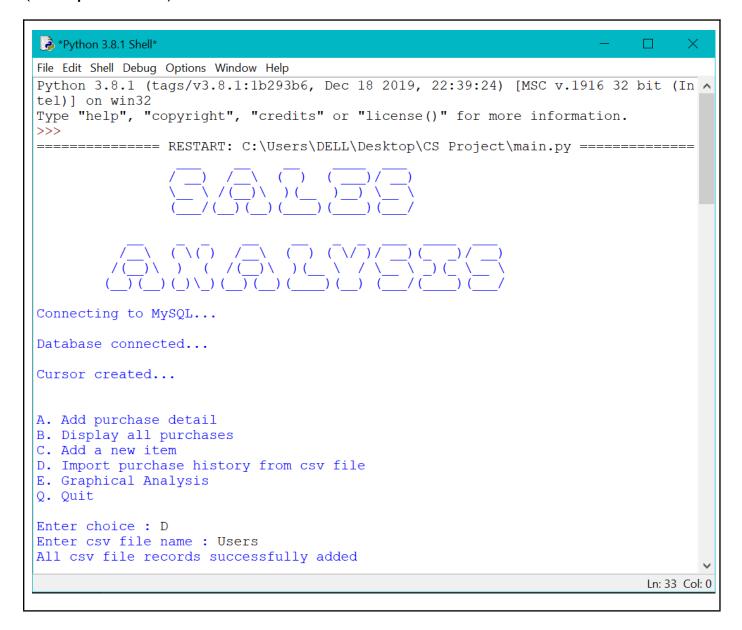
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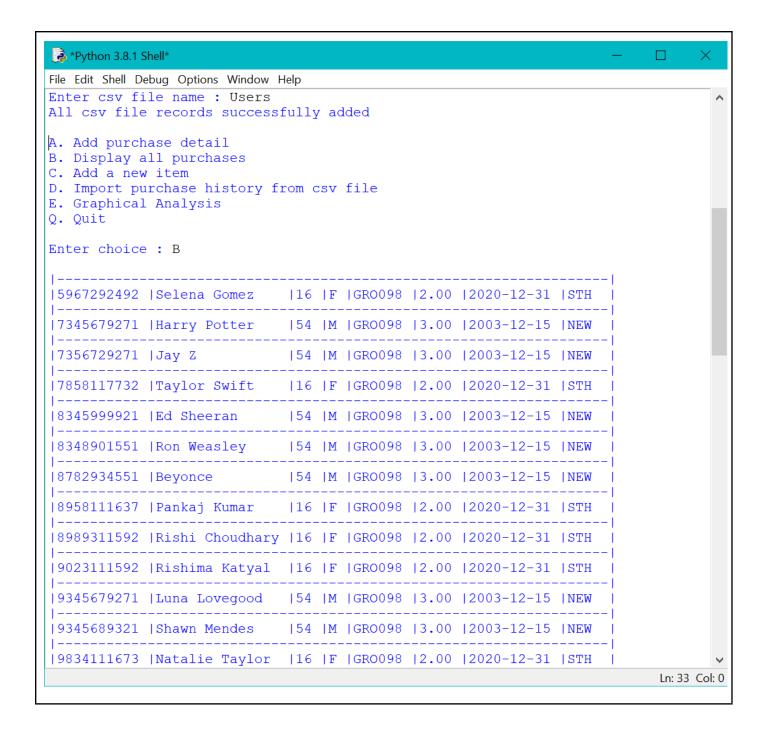
```
plt.xticks([r for r in range(len(SALE.values()))], pronames)
          plt.title("Area wise sales using bar graph")
          plt.show()
# Creating pie chart to compare area wise sale
def piechart0(cr,db) :
           # Declaring variables
           SALE = \{'NTH':0, 'NES':0, 'CEN':0, 'NEW':0, 'EAS':0, 'STH':0, 'SWD':0, 'STH':0, 'SWD':0, 'STH':0, 'SWD':0, 'S
'WES':0}
           # Extracting details from item table
           sql = "select AreaID, Quantity, Price from user info, items where
user info.ItemID = items.ItemID"
           cr.execute(sql)
           re = cr.fetchall()
           for row in re :
                      SALE[row[0].strip()] += int(row[1]) * int(row[2])
           # Removing values with no sales
           L = []
           for i in range(len(SALE.keys())) :
                      if SALE[list(SALE.keys())[i]] == 0 :
                                 L.append(list(SALE.keys())[i])
           for i in L :
                      del SALE[i]
           # Creating plot
           fig = plt.figure(figsize =(10, 7))
           plt.pie(SALE.values(), labels = SALE.keys())
          plt.title("Area wise sales using pie chart")
           # Show plot
          plt.show()
# Creating pie chart to compare product wise sale
def piechart1(cr,db) :
           # Declaring variables
          pronames = []
           ref = []
           PRICE = []
           FPRO = []
           # Extracting details from item table
           sql = "select * from items"
           cr.execute(sql)
           re = cr.fetchall()
           for row in re :
                      pronames.append(row[1])
```

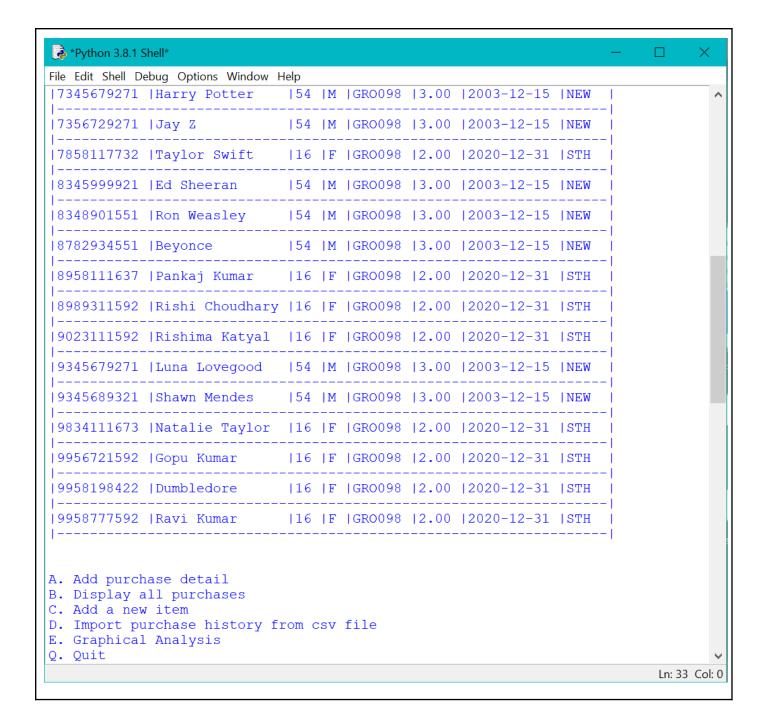
```
ref.append([row[0], row[1], int(row[3])])
# Setting height of bar
for pro in ref :
    sql = "select Quantity from user info where ItemID = '" + pro[0] + "'"
    cr.execute(sql)
   price = 0
    while True :
        res = cr.fetchone()
        if res == None :
            break
        else :
            price += int(res[0]) * pro[2]
    if price != 0 :
        PRICE.append(price)
        FPRO.append(pro[1])
# Creating plot
fig = plt.figure(figsize =(10, 7))
plt.pie(PRICE, labels = FPRO)
plt.title("Product wise sales using pie chart")
# Show plot
plt.show()
```

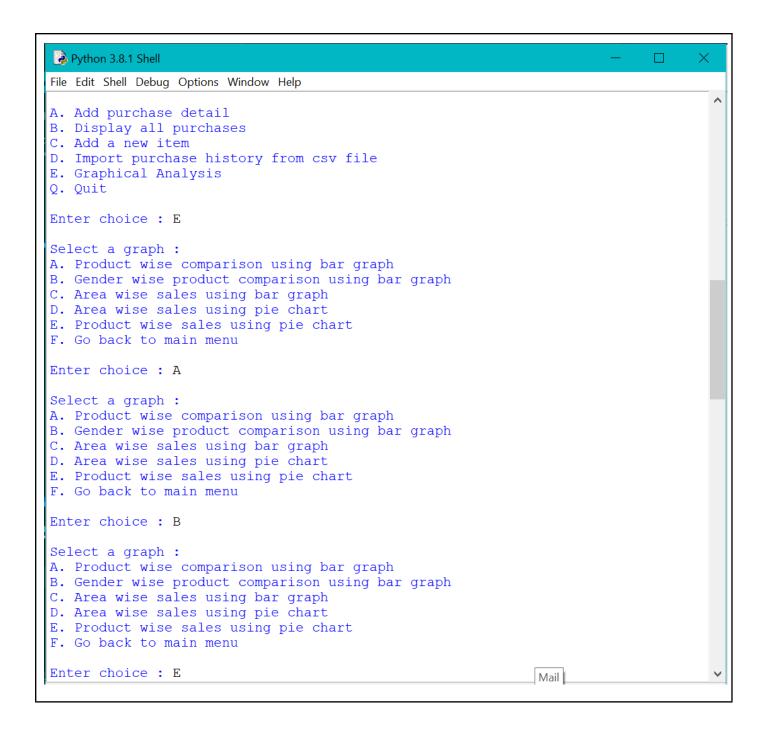
Output Screen

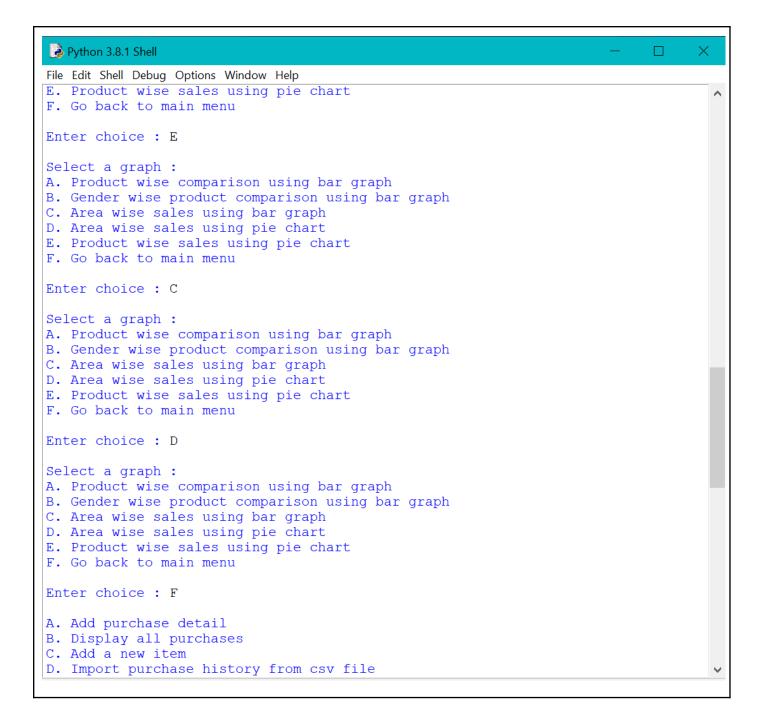
(All Operations)

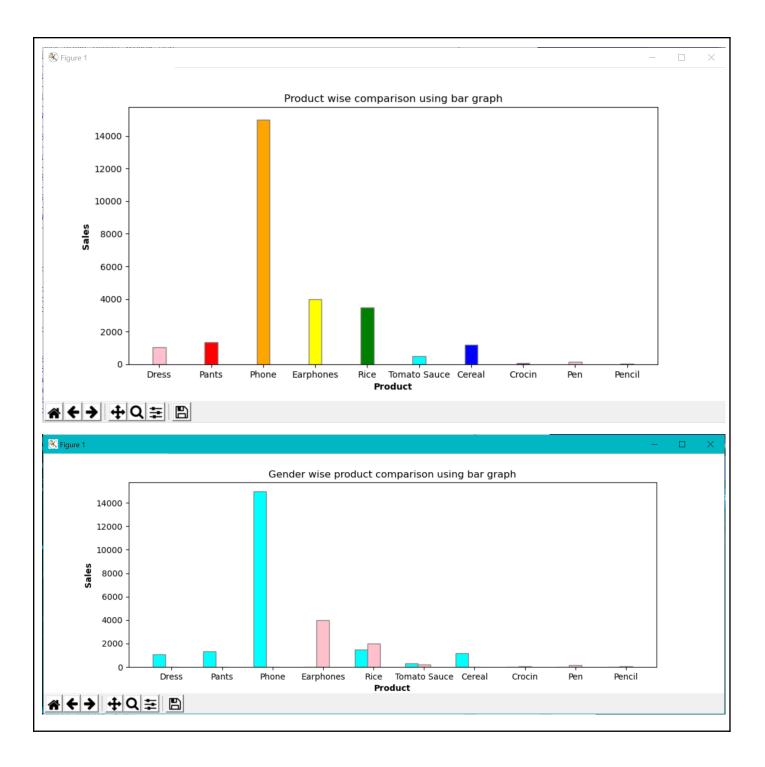


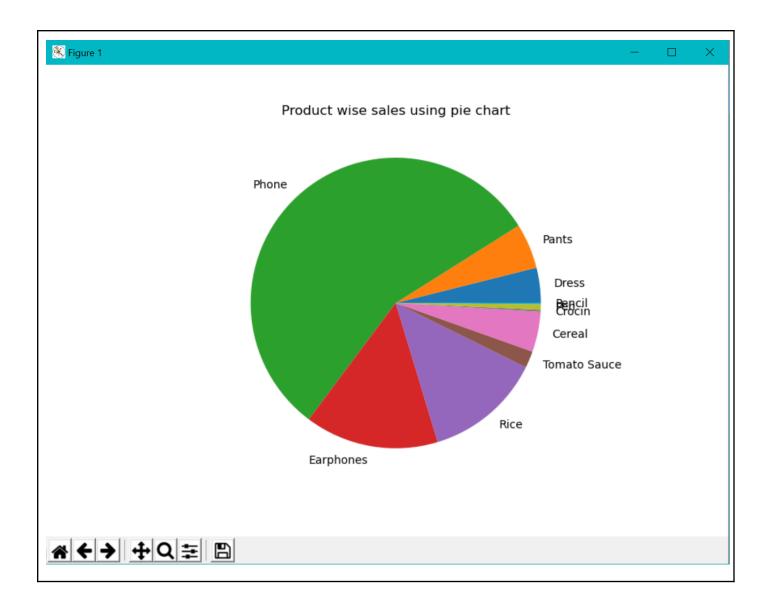


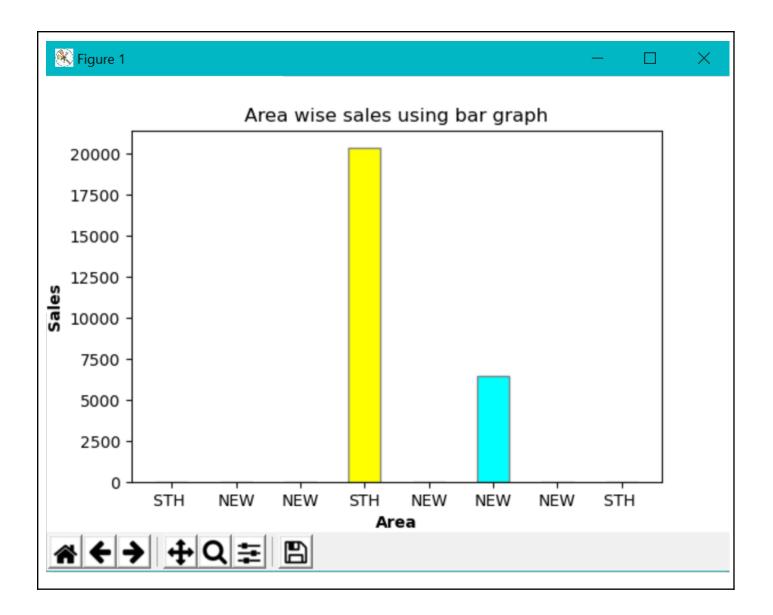


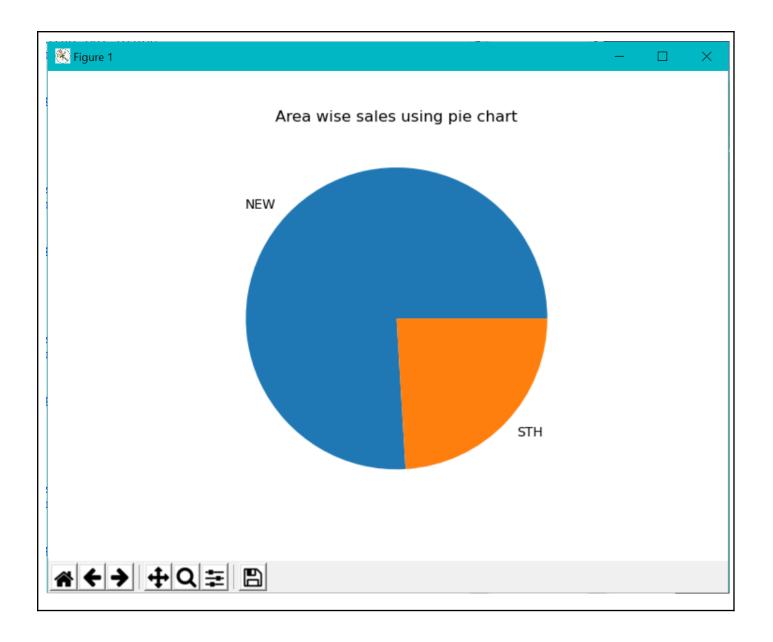


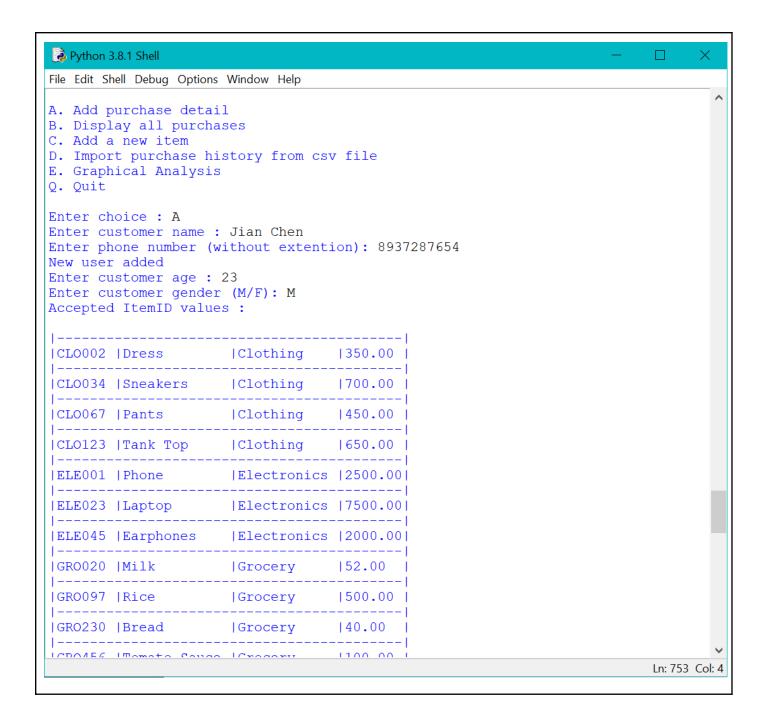


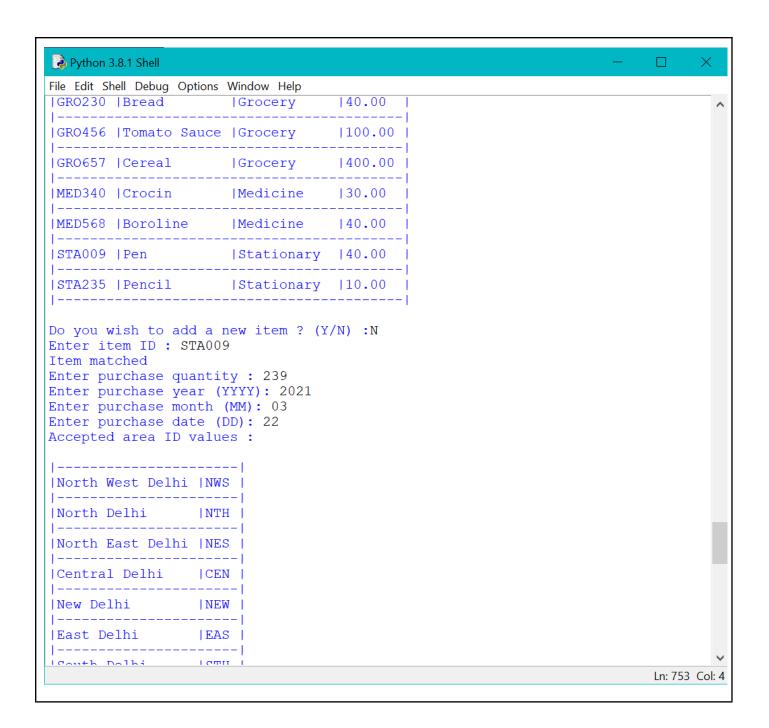


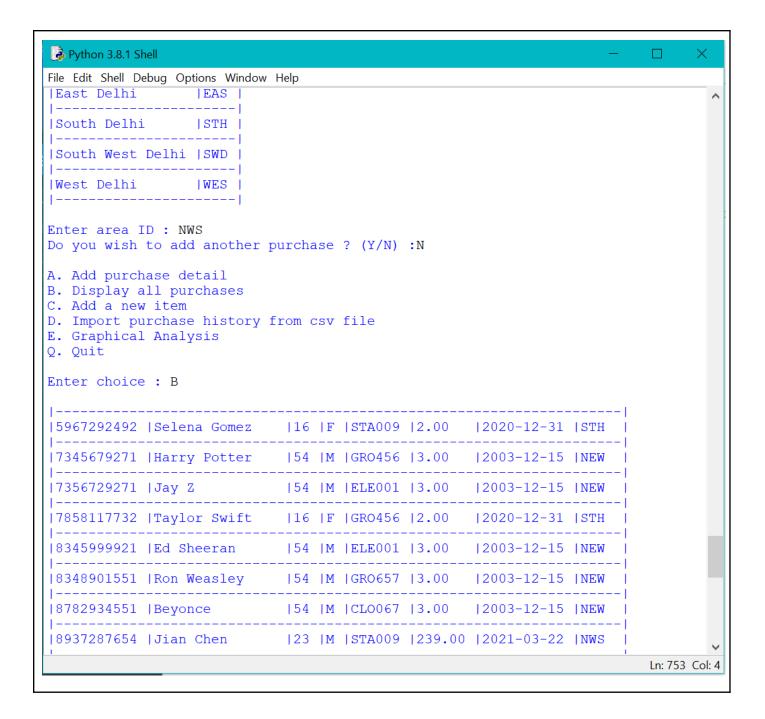


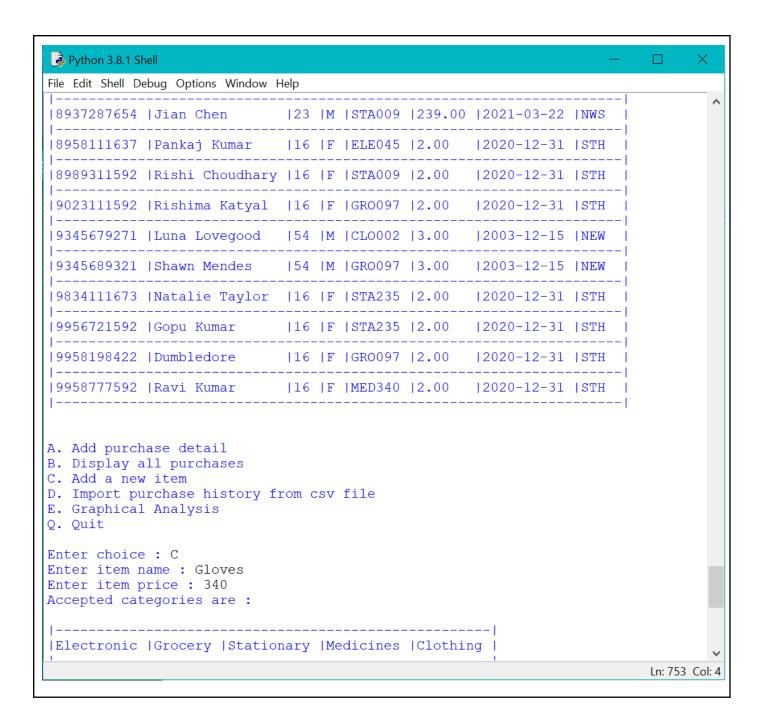


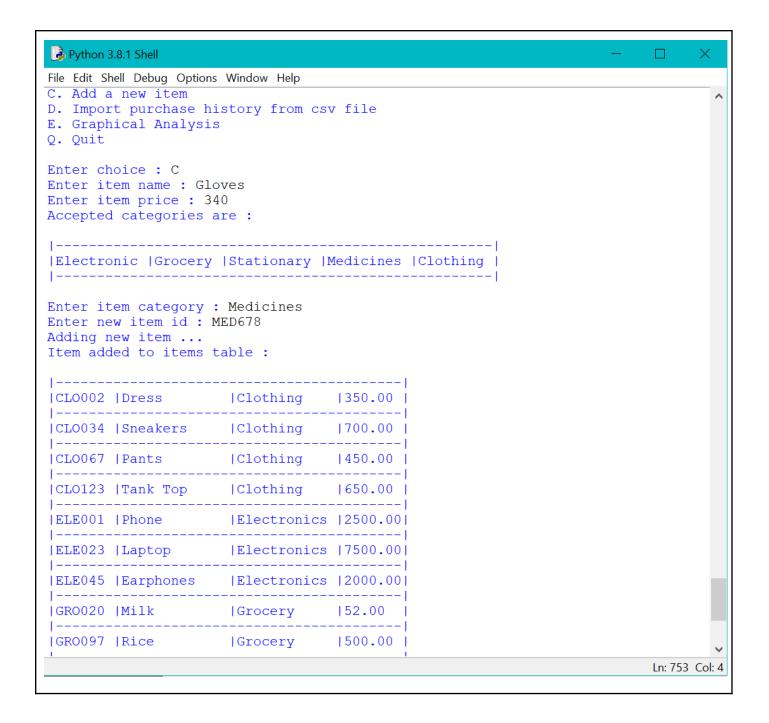














Hardware & Software Requirement

Hardware Requirement

PC/Laptop/MacBook with Intel core i7 or any equivalent With at least 2 GB RAM 10 MB free space on Hard Disk LCD/LED

Operating System & Compiler

MS Windows/Ubuntu/MacOS

Python IDLE 3.8.1 OR colab.research.google.com (gmail account)

and MySQL 8.x