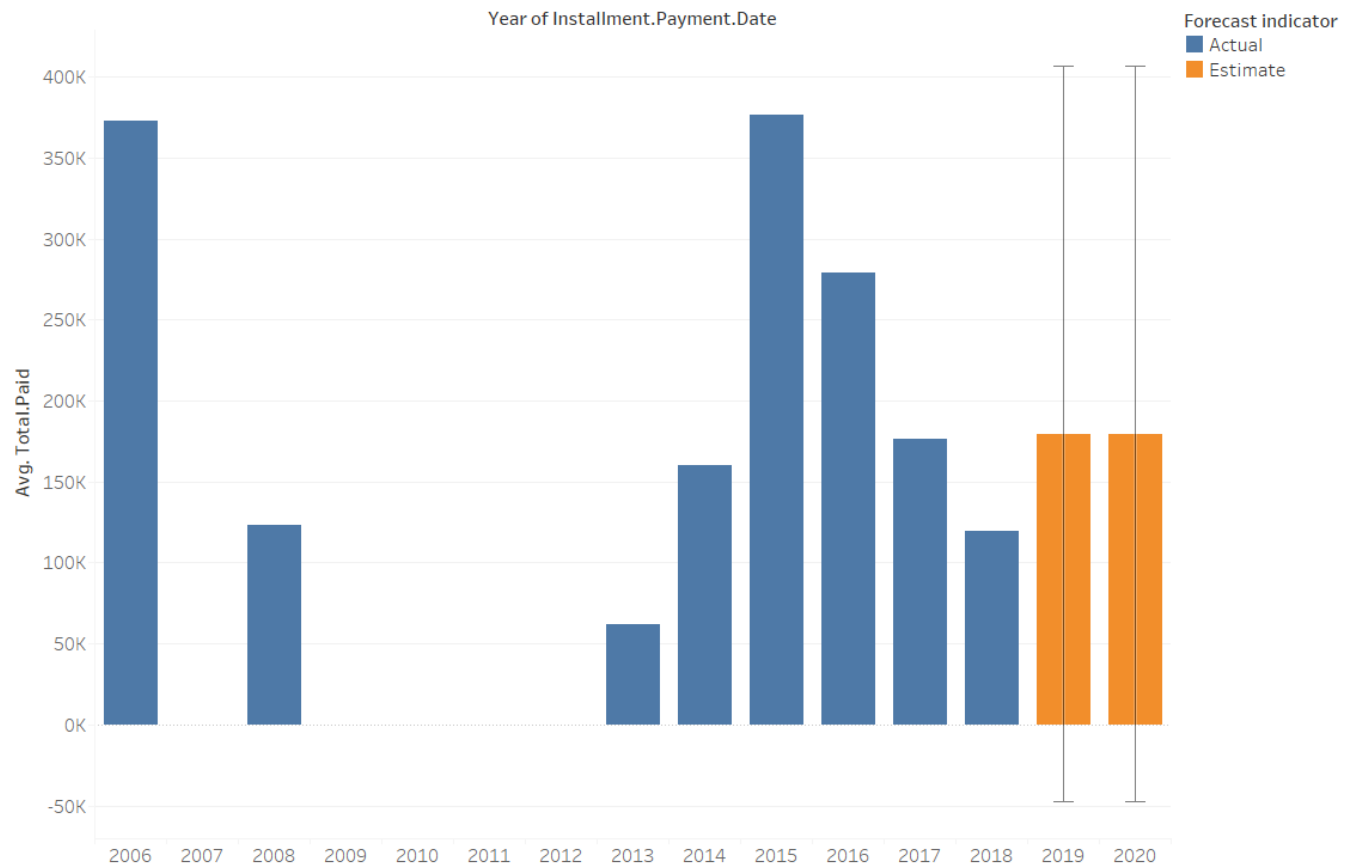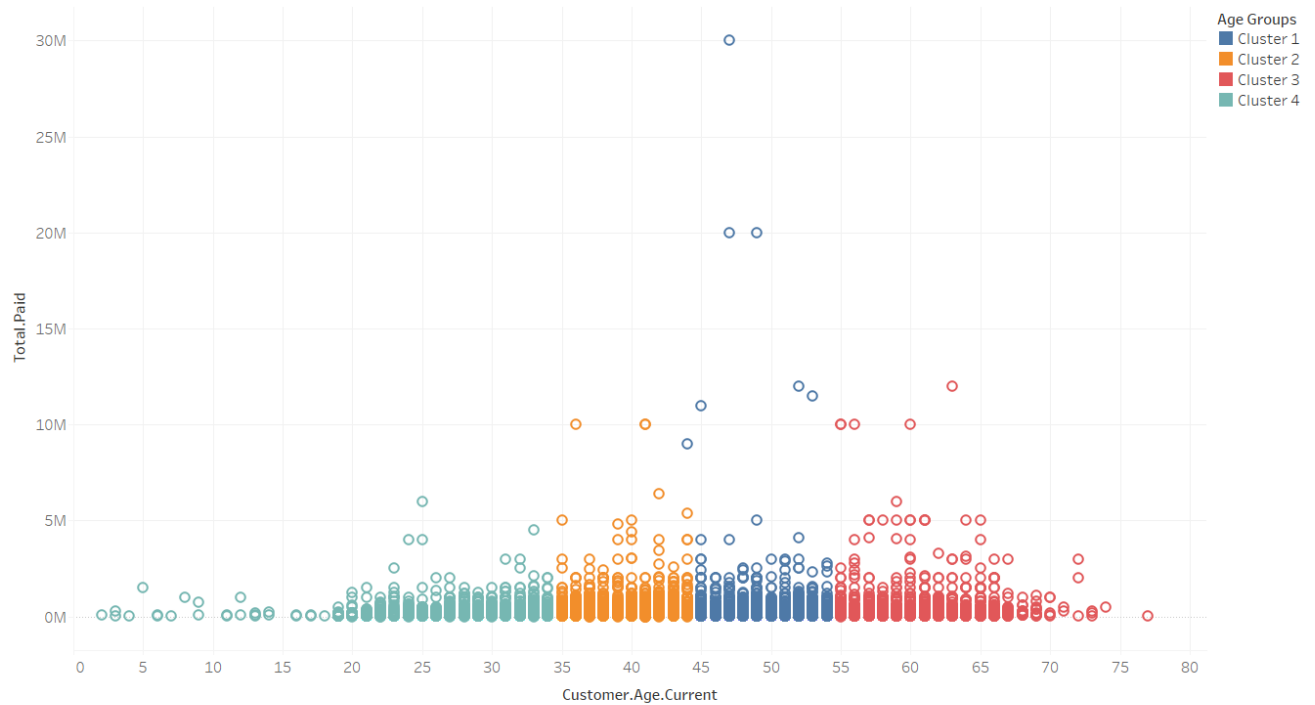## Forecast

Average of Total.Paid (actual & forecast) for each Installment.Payment.Date Year. Color shows details about Forecast indicator. The data is filtered on Next.Installment.Due.Date and Status. The Next.Installment.Due.Date filter ranges from 2/20/2018 to 12/1/2021. The Status filter keeps Active and Paid.

The dashboard is based on the creating forecast for the upcoming Insurance payments that will be due.

- The following steps were taken to create a suitable forecast:

    1. The status filter was used to filter out the data for only Active and Paid subscriber.
    2. The second filter of the next installation due is used for forecasting, how much will be collected if dues are cleared in 2019 and 2020
    3. Moreover, in order to create a more accurate forecast the dates are altered from 2015 to 2021, to create a more accurate forecast.

Clustering

Customer.Age.Current vs. Total.Paid. Color shows details about Clusters (2). The data is filtered on Status, which keeps Active and Paid.

The Dashboard is created to cluster the data of customers for more further analysis.

- The two KPI used here to cluster customers is **AGE** and the **Amount Paid** in Insurance
  1. The customers are divided in to 4 clusters of age:

     Cluster 1: 45 -55 = 8370 Customers

     Cluster 2: 35-45 = 13570 Customers

     Cluster 3: 55-80 = 4702 Customers

     Cluster 4: 0-35   = 12414 Customers

Without the use of clustering we can only find aggregate average age and total payment

Clustering
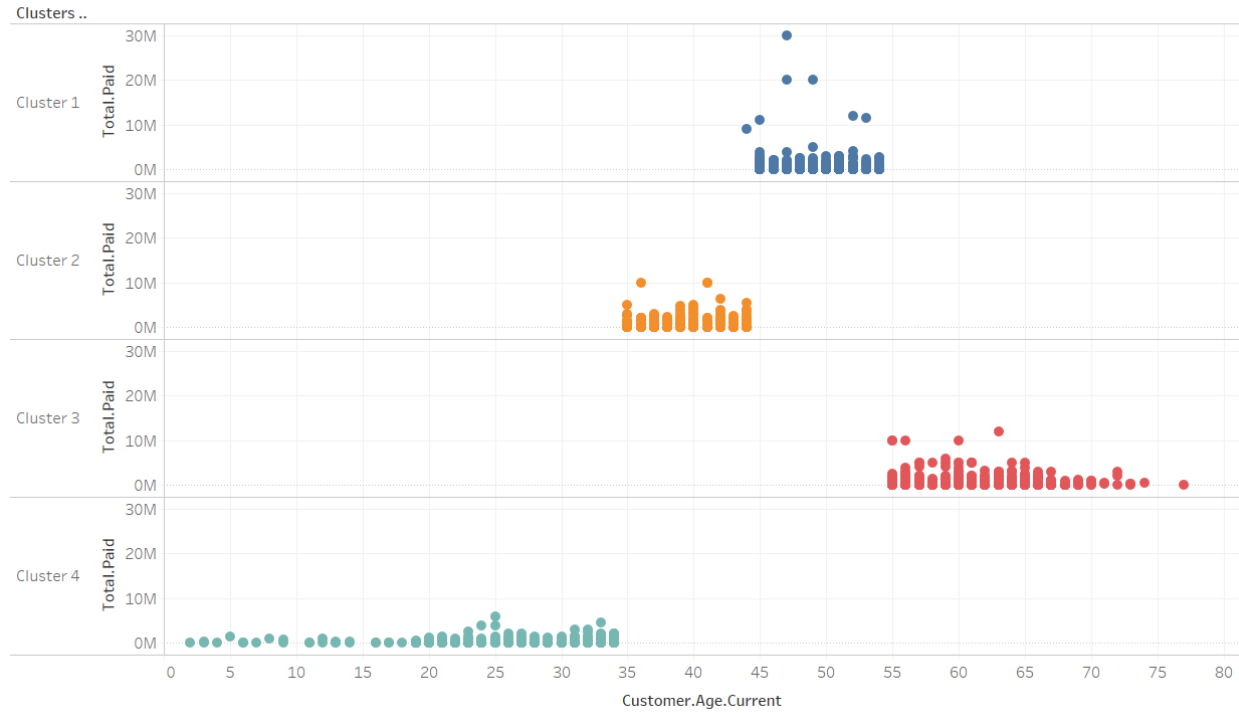
With clustering we can divide this age groups to find out total revenue from each age group hence allowing greater analysis