



# AMAZON FORECAST CREAZIONE DEI FORECAST

INTEGRAZIONE CON QUICKSIGHT



# Amazon QuickSight

**Recent Performance and 3 Month Forecast:**  
Total # of orders for last month Dec 2020 **decreased by 0.34% (-96)** from 28,624 to 28,528.

We are forecasting the # of orders 3 months from now to be **16,118** in Mar 2021

## Sales by Industry



## Profit Segmentation



## Sales Trend



\$4,478K 20.34% ↑ -19.45% ↓

## Orders Trend

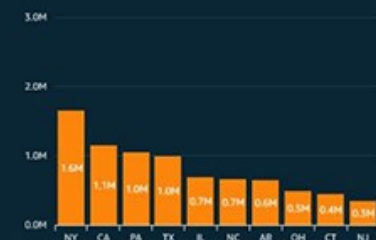


159,904 28.09% ↑ 6.71% ↑

## Sales vs Goal



## Orders by State



## Top Customers by Sales and Profit



Region	Segment	Q4' 2020	Q3' 2020	Q2' 2020	Q1' 2020	Q4' 2019	Q3' 2019	Q2' 2019	Q1' 2019
Central	Enterprise	1,088	1,088	832	480	1,280	800	592	496
	SMB	2,496	1,344	1,248	1,280	1,648	1,776	848	592
	Strategic	848	624	528	592	416	592	576	128
East	Enterprise	1,904	1,296	1,040	384	1,504	1,024	672	576
	SMB	2,688	2,368	1,280	1,088	1,936	1,280	2,240	960
	Strategic	976	784	576	368	688	688	368	304
West	Enterprise	2,176	1,568	672	960	1,472	1,344	672	496
	SMB	2,960	2,736	1,776	1,008	2,464	1,872	1,536	624
	Strategic	1,232	720	848	928	1,184	528	448	192



Vendite

12 Settimane

24.335

Forecasts [P50]

12 Settimane

38.592

Forecasts [P70]

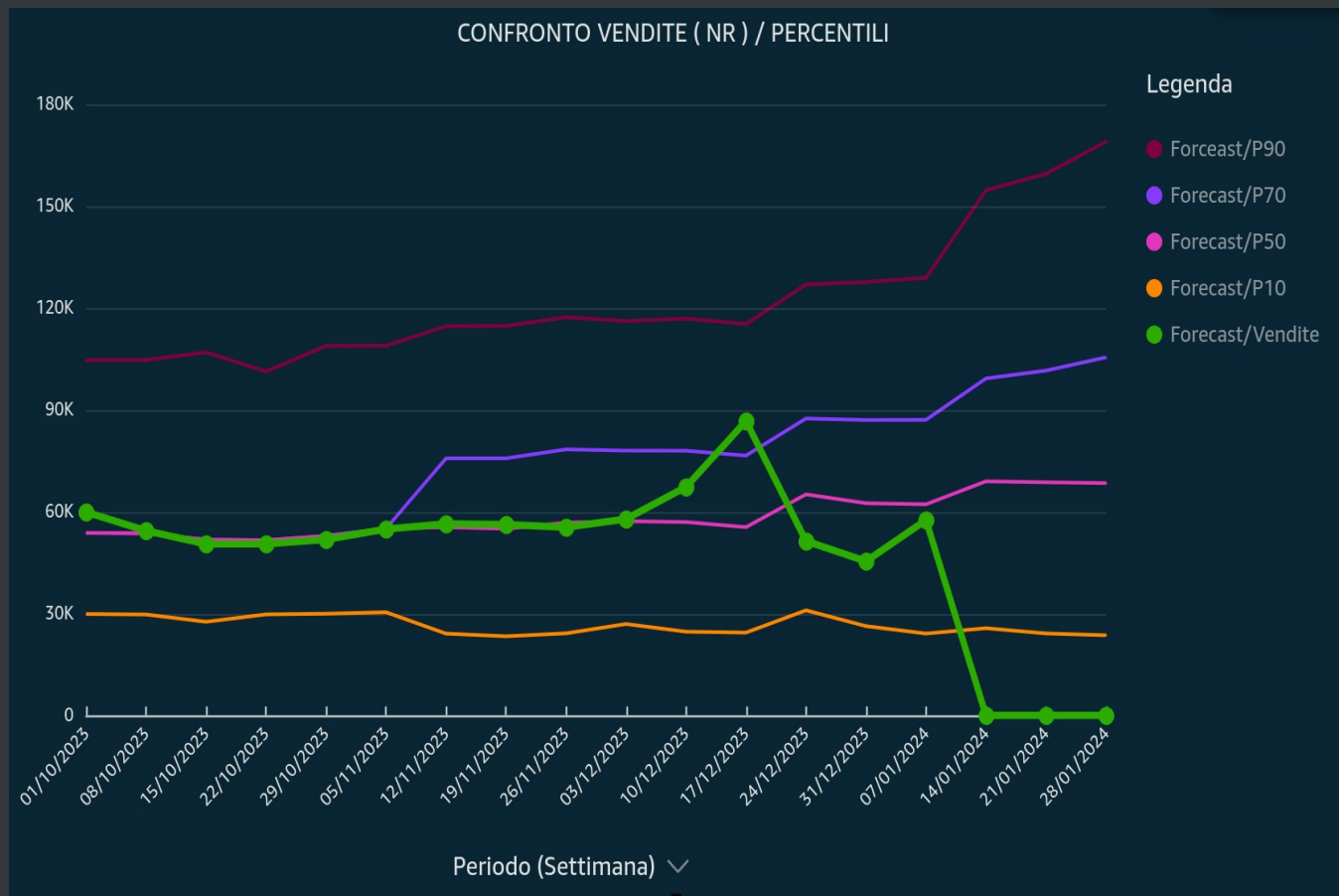
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43.886

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	CODICE	DESCRIZIONE	PERIODO	VENDITE	50-90	UM	CHECK	QUERY API	UPDATE	ORA	
<input type="checkbox"/>	A901010004 0000001528	CATEGORIA ANONIMA / FAMIGLIA ANONIMA PRODOTTO ANONIMO	26.02.2024 03.03.2024	2.072 3.823	3.438 4.710	NR NR	46 % 46 %	26.02.2024 26.02.2024	25.02.2024 19.03.2024	20:27 03:45	
<input type="checkbox"/>	A901010004 0000001528	CATEGORIA ANONIMA / FAMIGLIA ANONIMA PRODOTTO ANONIMO	19.02.2024 25.02.2024	2.581 3.809	3.235 4.452	NR NR	32 % 32 %	09.02.2024 09.02.2024	09.02.2024 07.03.2024	07:02 23:16	
<input type="checkbox"/>	A901010004 0000001528	CATEGORIA ANONIMA / FAMIGLIA ANONIMA PRODOTTO ANONIMO	12.02.2024 18.02.2024	2.908 3.646	3.174 4.370	NR NR	20 % 20 %	09.02.2024 09.02.2024	09.02.2024 07.03.2024	07:02 23:16	
<input type="checkbox"/>	A901010004 0000001528	CATEGORIA ANONIMA / FAMIGLIA ANONIMA PRODOTTO ANONIMO	05.02.2024 11.02.2024	3.270 3.634	3.098 4.214	NR NR	10 % 10 %	09.02.2024 09.02.2024	09.02.2024 07.03.2024	07:02 23:16	
<input type="checkbox"/>	A901010004 0000001528	CATEGORIA ANONIMA / FAMIGLIA ANONIMA PRODOTTO ANONIMO	29.01.2024 04.02.2024	2.442 3.626	3.190 4.563	NR NR	33 % 33 %	14.01.2024 14.01.2024	14.01.2024 07.03.2024	18:22 23:16	
<input type="checkbox"/>	A901010004 0000001528	CATEGORIA ANONIMA / FAMIGLIA ANONIMA PRODOTTO ANONIMO	22.01.2024 28.01.2024	2.833 3.612	3.143 4.397	NR NR	22 % 22 %	14.01.2024 14.01.2024	14.01.2024 07.03.2024	18:22 23:16	
<input type="checkbox"/>	A901010004 0000001528	CATEGORIA ANONIMA / FAMIGLIA ANONIMA PRODOTTO ANONIMO	15.01.2024 21.01.2024	2.183 3.610	3.160 4.377	NR NR	40 % 40 %	14.01.2024 14.01.2024	14.01.2024 07.03.2024	18:22 23:16	
<input type="checkbox"/>	A901010004 0000001528	CATEGORIA ANONIMA / FAMIGLIA ANONIMA PRODOTTO ANONIMO	08.01.2024 14.01.2024	3.007 3.838	3.284 4.495	NR NR	22 % 22 %	07.01.2024 07.01.2024	07.01.2024 07.03.2024	18:08 23:16	
<input type="checkbox"/>	A901010004	CATEGORIA ANONIMA / FAMIGLIA ANONIMA	01.01.2024	2.556	3.180	NR	31 %	07.01.2024	07.01.2024	18:08	







## Amazon QuickSight

User Guide



# Forecasting and creating what-if scenarios with Amazon QuickSight

[PDF](#)

[RSS](#)

What is Amazon QuickSight?

How it works

- ▶ Reader experience: exploring dashboards
- ▶ Setting up
- ▶ Getting started
- ▶ Connecting to data
- ▶ Refreshing data
- ▶ Preparing data
- ▶ Visualizing data
- ▼ Gaining insights with ML
  - ▶ Understanding the ML algorithm
    - Dataset requirements
  - ▶ Adding insights
  - ▶ Autonarratives

Using ML-powered forecasting, you can forecast your key business metrics with point-and-click simplicity. No machine learning expertise is required. The built-in ML algorithm in Amazon QuickSight is designed to handle complex real-world scenarios. Amazon QuickSight uses machine learning to help provide more reliable forecasts than available by traditional means.

For example, suppose that you are a business manager. Suppose that you want to forecast sales to see if you are going to meet your goal by the end of the year. Or, suppose that you expect a large deal to come through in two weeks and you want to know how it's going to affect your overall forecast.

You can forecast your business revenue with multiple levels of seasonality (for example, sales with both weekly and quarterly trends). Amazon QuickSight automatically excludes anomalies in the data (for example, a spike in sales due to price drop or promotion) from influencing the forecast. You also don't have to clean and reprep the data with missing values because Amazon QuickSight automatically handles that. In addition, with ML-powered forecasting, you can perform interactive what-if analyses to determine the



