



FAVORITA STORE SALES PREDICTION

OVERVIEW



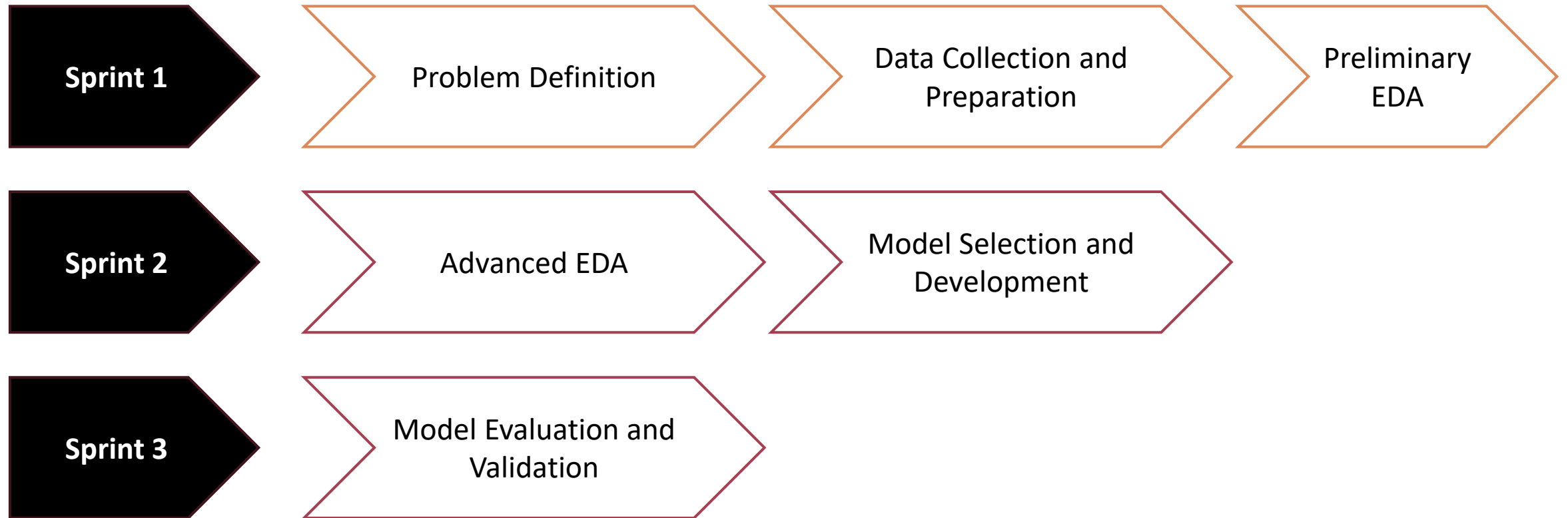
About the Business

- Favorita is one of the **largest supermarket chains** in **Ecuador**, known for its extensive selection of **groceries, household items, and other goods**. It has **numerous locations** across the country.

Purpose of the Project

- Give past sales data of different categories and stores, **predict future daily sales of each category in different stores**.
- Prevent **overstocking** and **understocking**
- Improve **customer experience**
- **Control business cost**

PROJECT CADENCE



IMPACT OF THE PROJECT

Lower Costs



**Improve Customer
Satisfaction & Business
Efficiency**






ABOUT THE DATASET

- **5** tables: **3** million rows and **21** columns, no duplicates, **43 null** values in the oil price table to be filled manually
- Category daily sales units between 2013 and 2017, promotions, oil price, holidays and festivals, store locations.
- Top10 families by sales units: 'GROCERY I', 'BEVERAGES', 'PRODUCE', 'CLEANING', 'DAIRY', 'BREAD/BAKERY', 'POULTRY', 'MEATS', 'PERSONAL CARE', 'DELI'
- to predict **daily sales** for **33 categories** across **54 stores** in Ecuador.





MY QUESTIONS

- After using a time series model, should I compare the predictions with those from other models?
 - What are the general steps for the project? What are the timelines for each procedure? Do I need to build a GUI to take data and make predictions in real-time?
 - For my data, if I want to predict daily sales for each family in different stores in different cities, do I need to convert all the text into numeric values before running a time series model? (There are many cities and families that are in text format)?
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The background is a dark grey, almost black, field. Overlaid on this are several abstract, glowing white structures. These structures consist of small, circular nodes connected by thin, straight lines. Some of these structures form dense, interconnected clusters, while others are more sparse and linear. The overall effect is reminiscent of a molecular model, a network diagram, or perhaps a stylized representation of a celestial system. The lighting is soft, with the nodes and lines appearing to glow against the dark background.

THANK YOU