



# **SALES REPORT AND ANALYSIS**

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# Strategic Planning

- Dataset Overview
- Exploratory Data Analysis
- Data Preprocessing
- Modeling
- Insights and Recommendation

# Specific Task

- Extract new features from the original dataset
- Testing with several model (linear and tree based method)
- Project deployment with software engineer team

# Model Insights

- Unit Price is important variable to predict estimated stock percentage
- Category data that we've built before weren't that important as predictive variable



# Next Journey:

## **1. Need additional data**

Approximately 50% accuracy with the current set of data and features that were created. In order to test this model for production, we need larger samples.

## **2. Need More Deliberate Feature Extraction**

We have few features that have high predictive power, we need to extract more features or join with another dataset that related to this case

A photograph of a person with long hair sitting at a desk. They are holding a smartphone in their right hand and looking at it. On the desk in front of them is an open laptop, a keyboard, and a white mug on a saucer. There are also some papers and a pen. The background is slightly blurred.

# Thank You