
Sales Forecasting. An approach

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Overview

Workplan

- EDA + Model Analysis
- How to consume the model
- Future work

Progress - EDA + Model Analysis

Let's see the results in file

`edama_decide4ai_sales_forecasting.ipynb`

Progress - EDA + Model Analysis

EDA Goals

- Data Model
- Top Products

Model Goals

- ML Approach
- Arima Approach
- DL Approach

Progress - How to consume the model

Let's execute the app under the root `./APP`

Progress - How to consume the model

Goals

- Get predictions easily
- Framework to deploy the model

Future work

Forecasting model

- Try other TS libraries (prophet)
- ML Approaches (model per step time)
- Try RNN
- Try SARIMAX
- Add other exogen variables

App

- Better UX/UI
- Monitoring tools

Future work

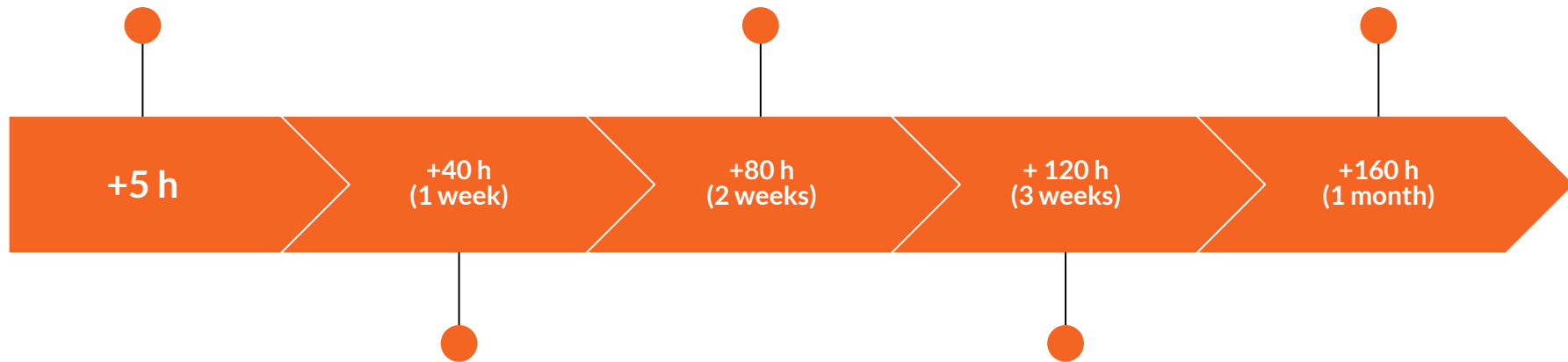
Data model

- Product prices (optimize losses)
- More data (marketing campaign, geolocation, product descriptions)

Only one model of the
ML Approach

Web App + Best model
selection

Redefine data model
and iterate



EDA + Analysis of more
approaches

Monitoring tools +
better understanding of
different approaches



Thank you!

