#### **Problem Statement**

A. KPI's Requirements - Key Performance Indicators

#### 1. Total Revenue:

```
select sum(total_price) as Total_Revenue from pizza_sales;
```

Total\_Revenue

817860.049999993

#### 2. Average Order Value:

select sum(total\_price)/count(distinct order\_id) as Avg\_Order\_Value
from pizza\_sales;

Avg\_Order\_Value

38.307262295081635

#### 3. Total Pizzas Sold:

select sum(quantity) as Total\_Pizza\_Sold from pizza\_sales;

Total\_Pizza\_Sold

49574

#### 4. Total Orders:

select count(distinct order\_id) as Total\_Orders from pizza\_sales;

```
Total_Orders
21350
```

#### 5. Average Pizzas Per Order:

select sum(quantity)/count(distinct order\_id) as Avg\_Pizzas\_Per\_order
from pizza\_sales;

	Avg_Pizzas_Per_order
•	2.3220

# **B. Hourly Trend for Total Pizzas Sold**

```
select hour(orders_time) as order_hour,sum(quantity) as Total_Pizzas_Sold
from pizza_sales
group by order_hour
order by order_hour;
```

	order_hour	Total_Pizzas_Sold
•	9	4
	10	18
	11	2728
	12	6776
	13	6413
	14	3613
	15	3216
	16	4239
	17	5211
	18	5417
	19	4406
	20	3534
	21	2545
	22	1386
	23	68

# C. Weekly Trend for Orders

```
select week(order_dates,3) as ISO_Week_Number, year(order_dates) as Order_Year,
count(distinct order_id) as Total_Orders
from pizza_sales
group by ISO_Week_Number, Order_Year
order by ISO_Week_Number, Order_Year;
```

ISO_Week_Number	Order_Year	Total_Orders
1	2015	254
2	2015	427
3	2015	400
4	2015	415
5	2015	436
6	2015	422
7	2015	423
8	2015	393
9	2015	409
10	2015	420
11	2015	404
12	2015	416
13	2015	427
14	2015	433
15	2015	408
16	2015	414
17	2015	437
18	2015	423
19	2015	399

20	2015	458
21	2015	414
22	2015	390
23	2015	423
24	2015	418
25	2015	410
26	2015	416
27	2015	474
28	2015	417
29	2015	420
30	2015	433
31	2015	419
32	2015	426
33	2015	435
34	2015	407
35	2015	394
36	2015	397
37	2015	435
38	2015	423
39	2015	288

40	2015	433
41	2015	334
42	2015	386
43	2015	352
44	2015	371
45	2015	394
46	2015	400
47	2015	392
48	2015	491
49	2015	424
50	2015	417
51	2015	430
52	2015	298
53	2015	171

#### D. % of Sales by Pizza Category

```
select pizza_category, sum(total_price) as total_revenue,
(sum(total_price) * 100)/(select sum(total_price) from pizza_sales) as PCT
from pizza_sales
group by pizza_category;
```

pizza_category	total_revenue	PCT
Classic	220053.1000000001	26.9059602556699
Veggie	193690.45000000298	23.682590927384783
Supreme	208196.99999999822	25.45631126009884
Chicken	195919.5	23.955137556847493

#### E. % of Sales by Pizza Category and filtered by Month

```
select pizza_category,cast(sum(total_price) as decimal (10,2))as total_revenue,
cast(sum(total_price) * 100 / (select sum(total_price) from pizza_sales
where month(order_dates)=1) as decimal (10,2)) as PCT
from pizza_sales
where month(order_dates) = 1
group by pizza_category;
```

pizza_category	total_revenue	PCT
Classic	18619.40	26.68
Veggie	17055.40	24.44
Supreme	17929.75	25.69
Chicken	16188.75	23.20

#### F. % of Sales by Pizza Size

```
select pizza_size, sum(total_price) as total_revenue,
sum(total_price) * 100 /(select sum(total_price) from pizza_sales) as PCT
from pizza_sales
group by pizza_size
order by PCT desc;
```

pizza_size	total_revenue	PCT
L	375318.7000000087	45.8903329487743
М	249382.25	30.492044451859723
S	178076.49999999843	21.773468455880682
XL	14076	1.7210768517181052
XXL	1006.60000000000005	0.12307729176892906

#### G. Total Pizzas Sold by Pizza Category Filtered by Month

```
select pizza_category, sum(quantity) as Total_Quantity_Sold
from pizza_sales
where month(order_dates) = 4
group by pizza_category
order by Total_Quantity_Sold desc;
```

pizza_category	Total_Quantity_Sold
Classic	1253
Supreme	1013
Veggie	961
Chicken	924

## H. Top 5 Pizzas by Revenue

```
select pizza_name, sum(total_price) as Total_Revenue from pizza_sales
group by pizza_name
order by Total_Revenue desc
limit 5;
```

pizza_name	Total_Revenue
The Thai Chicken Pizza	43434.25
The Barbecue Chicken P	42768
The California Chicken P	41409.5
The Classic Deluxe Pizza	38180.5
The Spicy Italian Pizza	34831.25

## I. Bottom 5 Pizzas by Revenue

```
select pizza_name, sum(total_price) as Total_Revenue from pizza_sales
group by pizza_name
order by Total_Revenue
limit 5;
```

pizza_name	Total_Revenue
The Brie Carre Pizza	11588.4999999999
The Green Garden Pizza	13955.75
The Spinach Supreme Pi	15277.75
The Mediterranean Pizza	15360.5
The Spinach Pesto Pizza	15596

#### J. Top 5 Pizzas by Quantity

```
SELECT pizza_name, SUM(quantity) AS Total_Pizza_Sold
FROM pizza_sales
GROUP BY pizza_name
ORDER BY Total_Pizza_Sold DESC
limit 5;
```

pizza_name	Total_Pizza_Sold
The Classic Deluxe Pizza	2453
The Barbecue Chicken P	2432
The Hawaiian Pizza	2422
The Pepperoni Pizza	2418
The Thai Chicken Pizza	2371

# K. Bottom 5 Pizzas by Quantity

```
SELECT pizza_name, SUM(quantity) AS Total_Pizza_Sold
FROM pizza_sales
GROUP BY pizza_name
ORDER BY Total_Pizza_Sold
limit 5;
```

pizza_name	Total_Pizza_Sold
The Brie Carre Pizza	490
The Mediterranean Pizza	934
The Calabrese Pizza	937
The Spinach Supreme Pi	950
The Soppressata Pizza	961

#### L. Top 5 Pizzas by Total Orders

```
select pizza_name, count(distinct order_id) as Total_Orders
from pizza_sales
group by pizza_name
order by Total_Orders desc
limit 5;
```

pizza_name	Total_Orders
The Classic Deluxe Pizza	2329
The Hawaiian Pizza	2280
The Pepperoni Pizza	2278
The Barbecue Chicken P	2273
The Thai Chicken Pizza	2225

## M. Bottom 5 Pizzas by Total Orders

```
select pizza_name, count(distinct order_id) as Total_Orders
from pizza_sales
group by pizza_name
order by Total_Orders asc
limit 5;
```

pizza_name	Total_Orders
The Brie Carre Pizza	480
The Mediterranean Pizza	912
The Calabrese Pizza	918
The Spinach Supreme Pi	918
The Chicken Pesto Pizza	938