



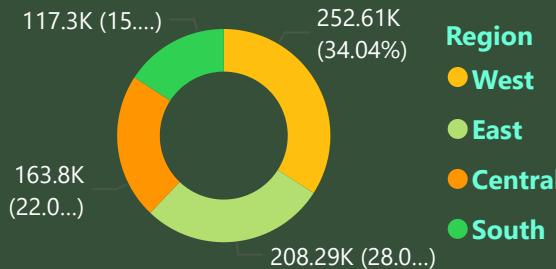
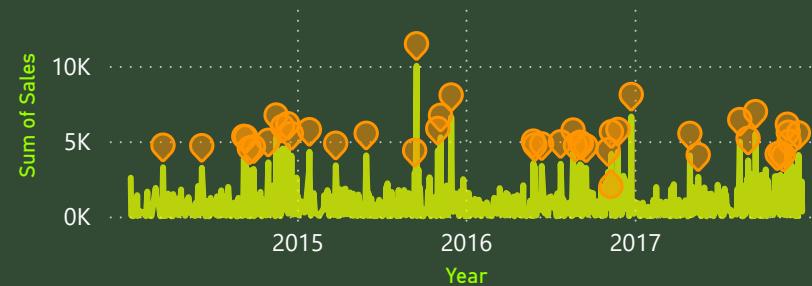
Sales Forecasting Dashboard

Region

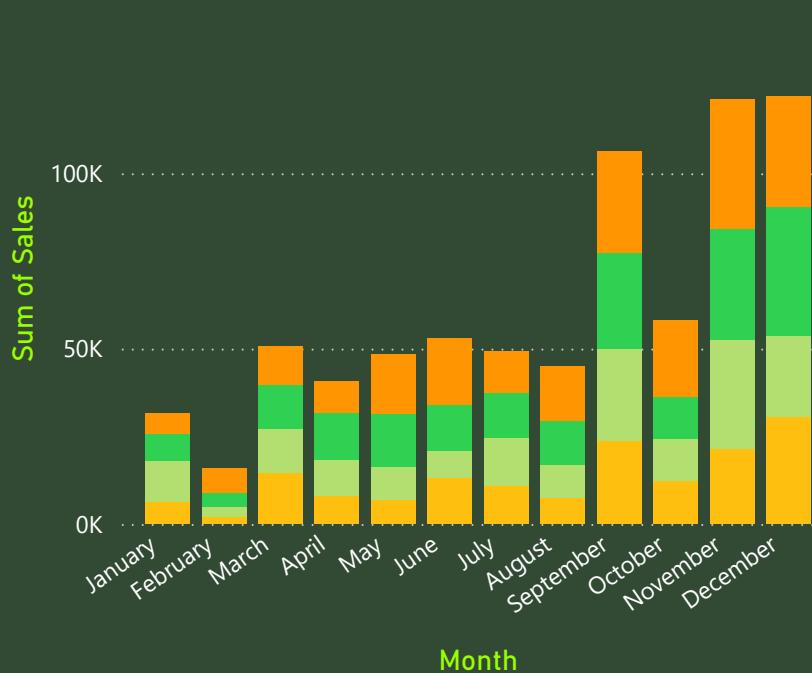
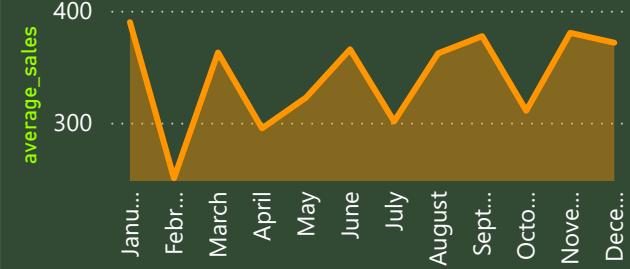
All

Calendar

All

Total Orders**1764****Total Sales****742.00K****Total Quantity****8028****Total Profit****18.45K****Sum of Sales by Region****Sum of Sales by Year and Month****Sum of Sales by Year, Quarter, Month and Day****Compare Actual sales with forecast value by Year and Month****Sum of Sales by Month and Year**

Year ● 2014 ● 2015 ● 2016 ● 2017

**average Sales by Month****Summary →**

1. Analyze historical sales trends using line charts.

This chart displays historical sales trends over time. Sales show an overall upward trend with periodic fluctuations, indicating steady growth along with seasonal variations.



3. Use forecasting to predict future sales

7. Analyze historical sales trends using line charts.
8. How reliable is the forecast model?

This chart compares historical sales with AI-generated forecasted values. Actual sales closely follow the forecast trend, while deviations highlight anomaly periods and external influences.



4. Detect anomalies in sales data using AI visuals.

5. Explain potential reasons for detected anomalies.

This chart highlights daily sales distribution and identifies unusual spikes and drops. The highlighted points represent anomalies where sales significantly deviate from normal patterns.



9. What actions should management take based on AI insights?

Based on the dashboard insights, management should:

1. Plan inventory using forecasted demand
2. Prepare targeted campaigns during seasonal peak months
3. Investigate anomalies immediately to reduce risk
4. Optimize discount strategies to protect profitability
5. Continuously monitor AI-driven insights for proactive decision-making

6. Use Smart Narratives to summarize insights.



1. Sum of Sales trended up, resulting in a 37.02% increase between 2014 and 2017.
2. Sum of Sales started trending up on 2014, rising by 37.02% (58,194.42) in 3 years.
3. Sum of Sales jumped from 1,57,192.85 to 2,15,387.27 during its steepest incline between 2014 and 2017.

Summary →

2. Identify seasonality patterns in sales data.

This chart clearly shows seasonality patterns. Sales are lower in the early months and peak toward the end of the year, especially in November and December, across multiple years.

