MIS 300: Final Project

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## Analysis

The requested sales data from 2015 for Cedar Country includes the following information and datatype: invoice number, date of order, store number, store name, street address, city, zip code, county, product category number, product category name, vendor number, vendor name, item number, item description, pack quantity, state bottle cost, state bottle retail, number of bottles sold, and sales for the particular product on that date. These data will be used to calculate the total sales per product throughout the 2015 CY. Thereafter, the top 10 products can be listed.

The data collected from all six (6) spreadsheets, however, do not match all across the board. The “Iowa\_Liquor\_Sales\_52337” has an extra column of data for the county number, while “Iowa\_Liquor\_Sales\_52358” is missing the sales column data. The county number is unnecessary, but the sales for the “Iowa\_Liquor\_Sales\_52358” will need to be calculated when queried.

Since we are interested only in the total sales per product, the only columns that will be looked at are the state bottle retail, number of bottles sold, item description, and product category name. These columns will be queried into one table.

Based on my analysis, we can address the performance per product per vendor. We can also measure when products perform better according to the dates queried – it can be month to month, season by season, or by quarters of the year.

This data will effectively answer what the total sales are by net revenue and what the top 10 products because the data is not consistent and accurate across all tables. The formatting of the date is unnecessary because we are measuring the total sales by net revenue for the entire year. This questions beg for simpler and less data necessities.

The enterprise-level report shows the top 10 products that were sold cumulatively throughout the year for Iowa Liquor Sales. You can easily identify the top 10 as they are sorted in descending order of total sales by item. You will also see the total sales for the entire year in the report.

To address the management’s inquiry of how this report was generated, this summary report was carefully calculated by consolidating the data from all the different tables into one master table and thereby creating a query that will calculate the sum of the sales per item description. The data must be cleaned up prior to performing this task and to ensure its accuracy to avoid any duplicates or otherwise compromised data.

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