

# Staples Inc. Sales Analysis

## BIBA Project Presentation

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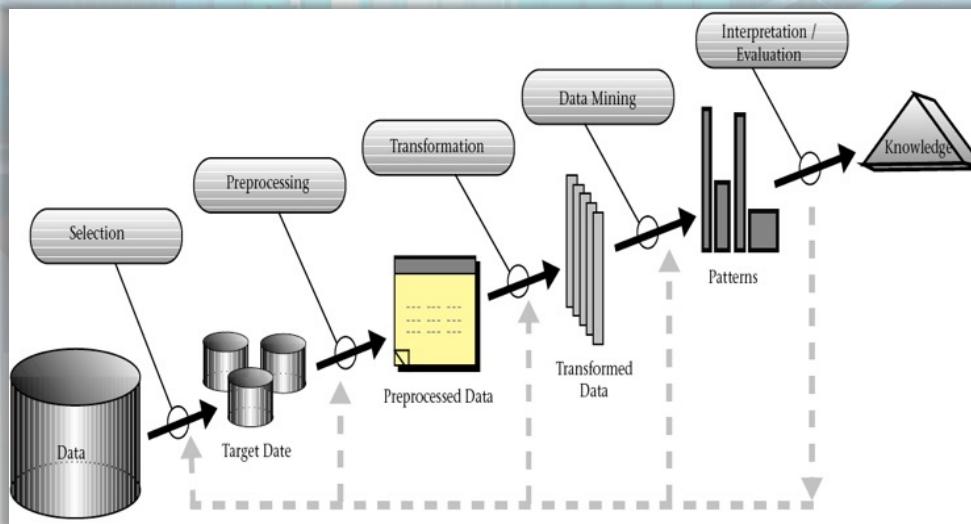
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# Project Overview

- **Background of the organization**

Staples Inc. fulfils corporate demands related to furnishing products, office accessories via its retail stores across 6 countries.

- **KDD Methodology:**



# Project Overview

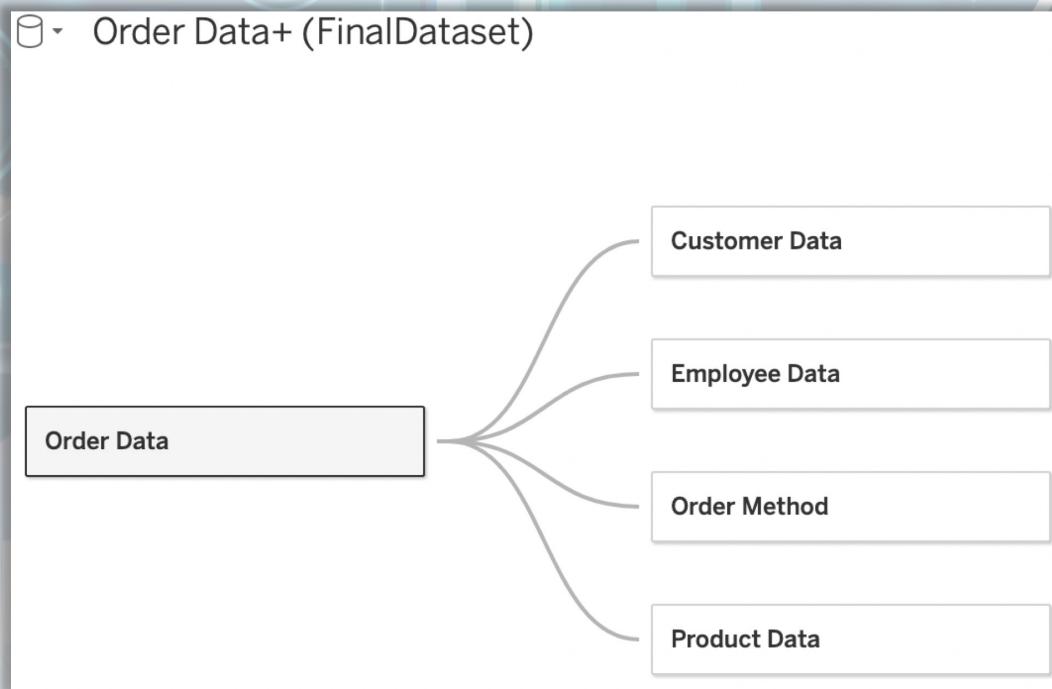
- **Organization Statistics**  
2020-21 combined Gross Profit (\$275M) & Revenue (\$1.45B)
- **Past Revenue Performance of Staples Inc. (2009-16)**



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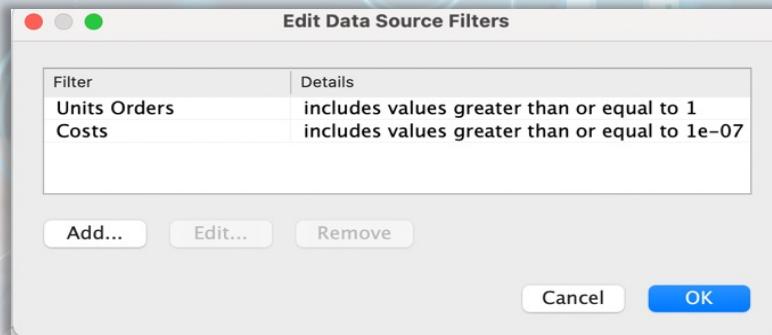
# Dataset Explanation

- Star Schematic representation of data tables

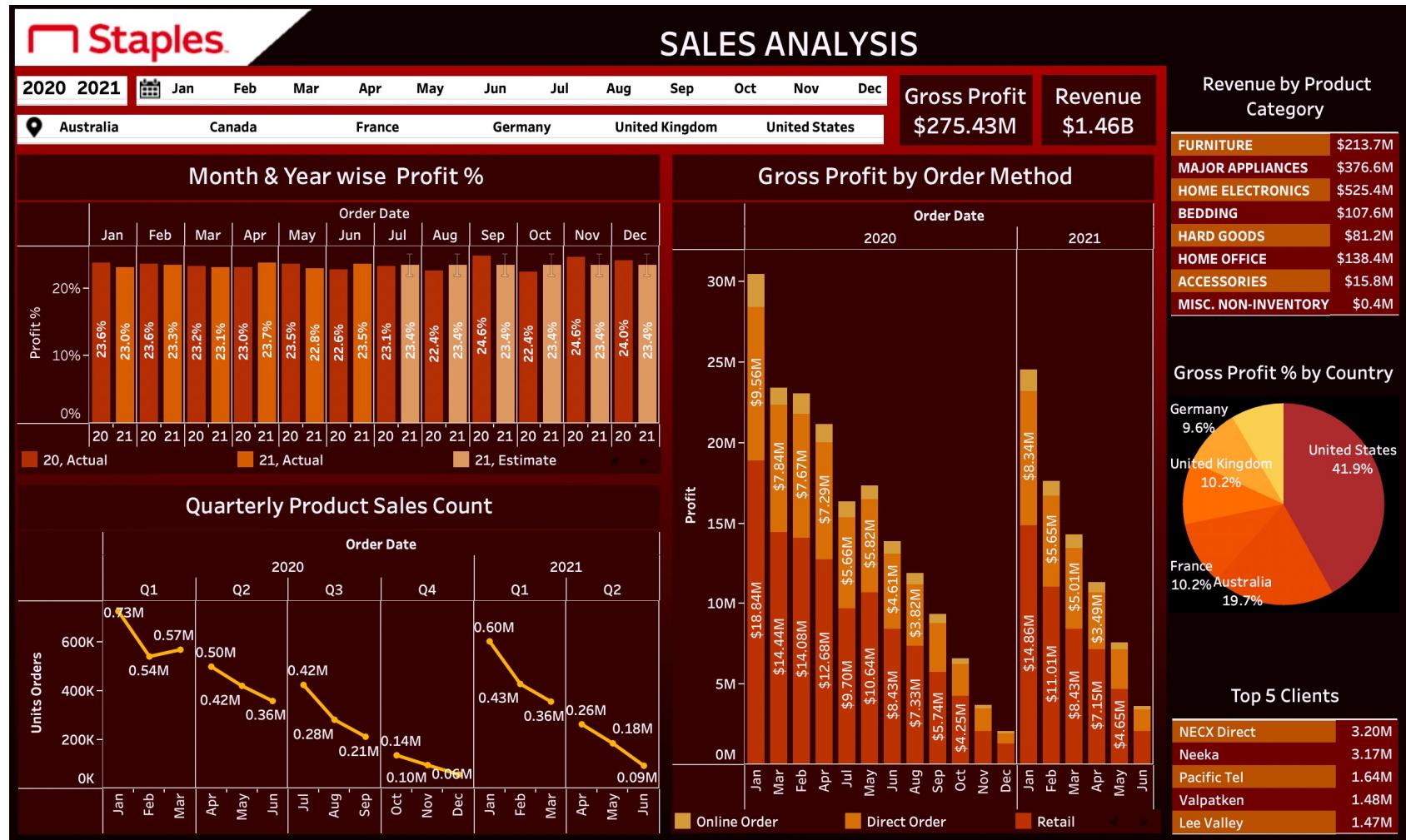


# Dataset Pre-Processing and Transformation

- Data Filters and calculated measures:



# Dashboard Implementation



# Business Optimization and Conclusion

- Sales trend pattern:



# Business Optimization and Conclusion

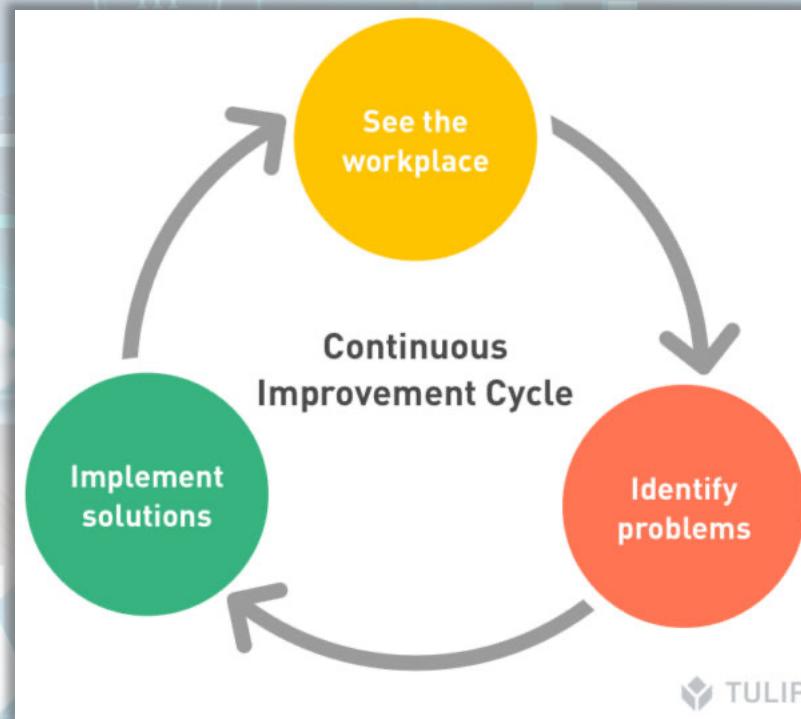
- By looking at the business statistics of Staples Inc. we can see decreasing trend for both the years 2020 and 2021.
- So, there is a necessity of business optimization by bringing some new strategies

## Few Optimizations:

- Improvisation in Online sales method.
- Engagement with one or more delivery partners.
- Focus on non-operational areas.

# Business Optimization and Conclusion

- **Kaizen Implementation:**



# THANK YOU



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