



Northeastern University

College of Engineering

INFO 7290: Data Warehousing and Business Intelligence

Sales Data Warehouse

Group 8

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Revision History:

Date	Version	Changes	Author
03/27/2021	1.0	Initial Document	All members
04/06/2021	1.1	Added pipelines for managing SCD in the tables. Created facts and dimensions for all the tables. Built Dimension Model Chart. Added Professor's comment as appendix	All members
04/18/2021	1.2	Added how the data is getting populated to fact tables, expanded the business scenarios. Explained how the data is analyzed and insights were drawn to business users using OLAP cubes.	All members
04/20/2021	1.3	Created and populated data into dimensions. Used required transformations in SSIS process.	All members
04/21/2021	1.4	Added SCD's and populated fact tables with data.	All members
04/22/2021	1.5	Created OLAP cubes and extracted data into Excel.	All members
04/26/2021	1.6	Analysis in PowerBI	All members
04/27/2021	1.7	Documentation and Presentation	All members

1. Objective

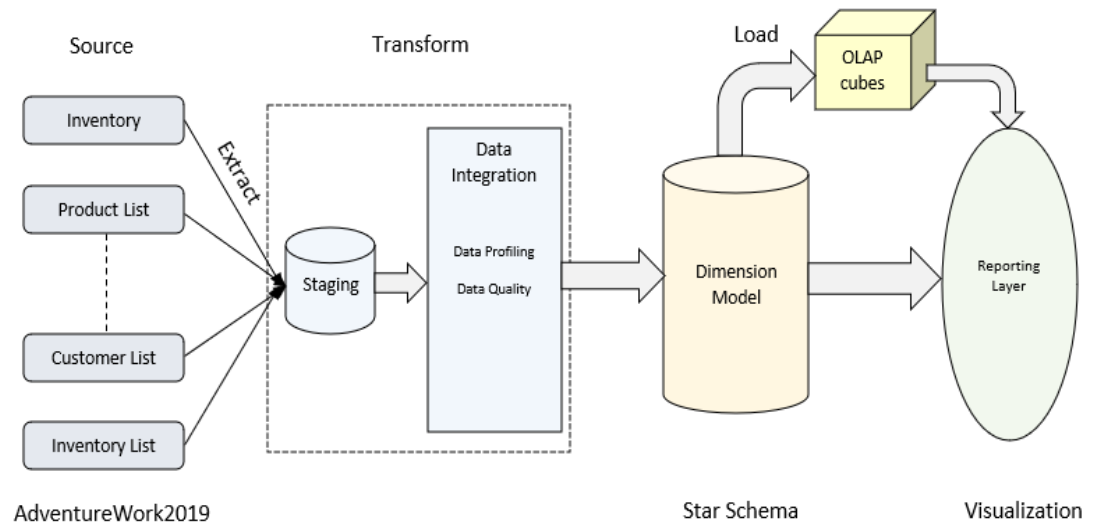
We are using AdventureWorks19 database to understand and analyze the sales by monitoring costs, discounts and selling prices. We are identifying factors that influence sales and analyze the Sales based on different quarters and periods. We understand the sales of products based on their geographical location and analyze the list price and standard cost based on the product category.

2. Data Description

Adventure Work is a fictional company that manufactures the bicycles and other related accessories products such as Helmet, Water bottle, Clothing, Frames, and other premium services. It distributes its products primarily through retail stores located across multiple countries and directly to individual customers through the internet.

AdventureWorks database is meant to be a one-stop solution for all data-related needs of the organization, and with time, more data will be added to the Database. Our process for warehousing and analysis will concern only with the Products, Sales, Customers, along with geographical data.

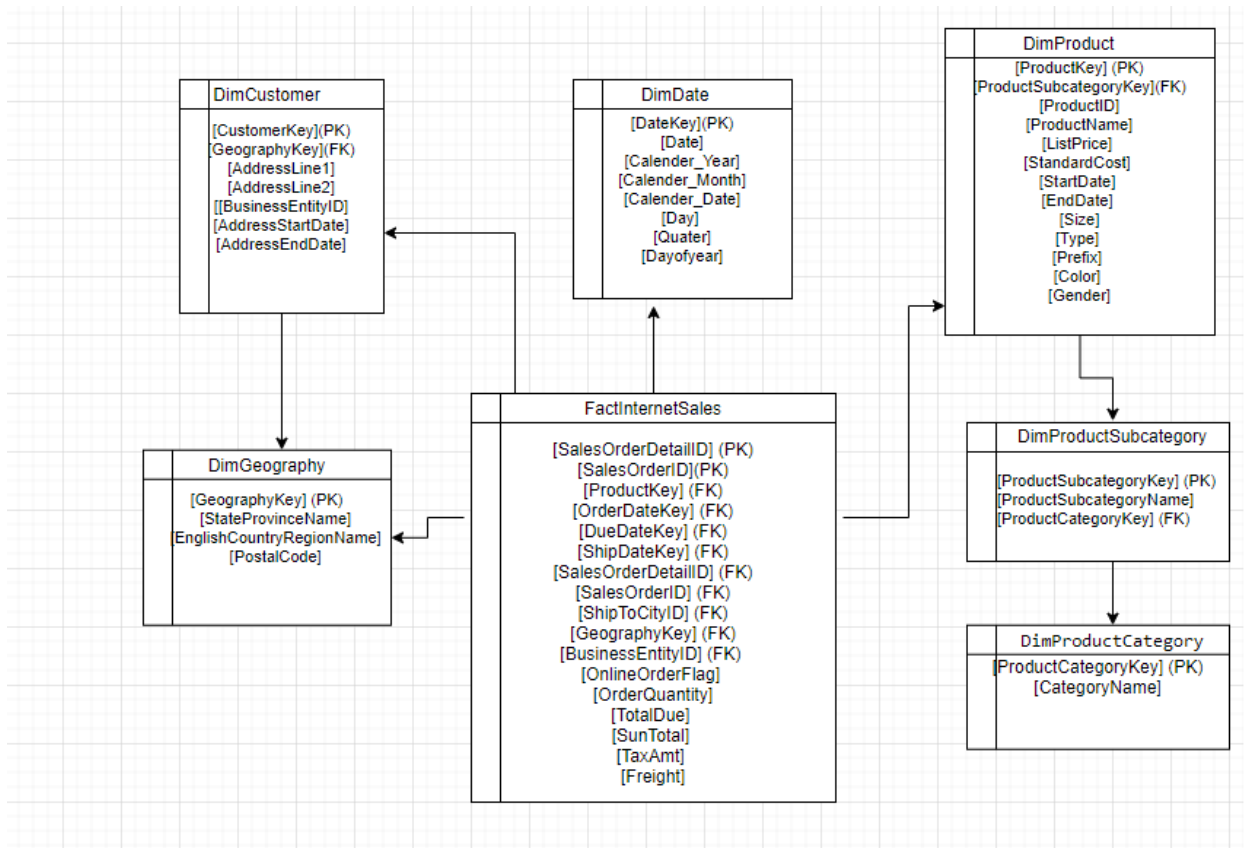
3. Business Intelligence Dataflow Architecture



4. Workflow:

- Data is extracted from the AdventureWork2019 database. We extracted tables according to business purpose and load the data into the centralized platform, i.e., staging area. We do not make any changes to data while loading into the Staging area.
- We apply transformations where required; we also perform integration tasks by applying business rules.
- After the integration process, data is then loaded into the dimensions and facts.
- With SQL Server Analysis Services, we build OLAP cubes and create hierarchies. We deploy the cubes and extract the data into excel files by creating offline cubes to analyze the relations between Product, Sales, Customers by different geographic territories and other factors.
- The final dimensional model is visualized using PowerBI to justify the use of DataWarehouse and answer various questions through visual techniques.

5. Dimension Model:



We built a snowflake schema, which is used to represent multidimensional data.

5.1 Dimensional Model Description

We have worked on one Fact table, i.e, FactInternetSales for analysis and the other fact table (FactInternetSalesReason) did not meet our business scenarios.

- **FactInternetSales**
Fact internetsales table consists of 15 columns with one primary key: SalesOrderDetailID. The FactInternetSales table has many to one relation with the dimension tables.
- **FactInternetSalesReason:**
FactInternetSalesReason table consists of 3 columns with three primary keys columns; SalesOrderNumber, SalesOrderLineNumber and SalesReasonKey.

In our dimensional model, the dimensions include:

DimProduct, DimDate, DimCustomer, DimGeography, DimProductSubCategory, DimProductCategory

- **DimProduct:**
This has 13 columns with one primary key (ProductKey), and DimProductSubCategory reference the DimProduct with the help of ProductSubCategoryKey.
- **DimDate:**
This has 8 columns with primary key (DateKey), it deals with the different dates that are present in various tables i.e, Ship Date, Order Date and Due Date.
- **DimCustomer:** This has 7 columns with one primary key (CustomerKey) and this table has complete details of the customer and has the reference to DimGeography using GeographyKey
- **DimGeography** has six columns with Geographykey as primary key this section tells about the geographical categories like city ,state, region zip code etc.
- **DimProductCategory** has two rows with productcategorykey as primary key, it gives information on product categories like Bikes,Components etc.
- **Dimproductsubcategory** has three columns with productsubcategorykey as primary key and productCategory key as foreign key, this section gives details about subcategories of the product.

5.2 First time load

Until loading files, it's critical to understand what kind of cleaning is needed. We need to double-check the rows after they've been loaded. After the data has been loaded, we would search to see how the rows in the original data source match the rows in the destination.

Staging:

- Raw data is loaded into the staging area from different tables, errors are handled, and we set referential integrity constraints as required.
- Each data flow task undergoes a truncation stage to avoid data loading duplication, even though the data flow task is run several times.
- Current data is loaded followed by an incremental load data from the AdventureWorks Database.

5.3 How do Dimensions and Facts get populated with data?

Dimension tables are used as a collection of reference information about a business. In a snowflake schema model, dimension tables offer descriptive characteristics of the fact table with the help of their attributes.

Fact tables are loaded from the transaction tables such as Production.Product by mapping the fact columns.

The columns of the transaction tables become measures and the primary keys on the transaction table such as Productkey, Customerkey becomes the dimensional key columns of the fact table when loading the data from OLTP transaction table to Fact table.

For our analysis we are storing the details about the Products (Product, ProductCategory, ProductSubcategory) along with the Sales details with respect to the products. We are also creating and modifying the Date Columns according to our business scenarios.

The dimensions are populated with the following source tables from AdventureWork2019

- a. DimProduct
 - [Production].[Product]
 - [Production].[ProductCategory],
 - [Production].[ProductSubcategory],
 - [Production].[ProductModel]
- b. DimCustomer
 - [Person].[Person]
 - [Person].[PersonPhone]
 - [Person].[EmailAddress]
 - [Person].[Address]
- c. DimGeography
 - [Person].[Address]
 - [Person].[StateProvince]
 - [Person].[CountryRegion]
 - [person].[AddressType]
- d. DimDate
 - [sales].[SalesOrderHeader]
- e. DimProductCategory
 - [production].[ProductCategory]
- f. DimProductSubCategory
 - [production].[ProductSubcategory]

6. Slowly Changing Dimensions (SCD)

Slowly Changing Dimensions are used to capture the changing data within the dimension over time. In this project we are implementing Type 2 SCD for Customer and Product dimension. We are adding a new record when the change occurs on the dimension and updating the old record as inactive with the help of enddate attribute.

This helps the business to do the historical reporting purposes as the change is captured in the new record.

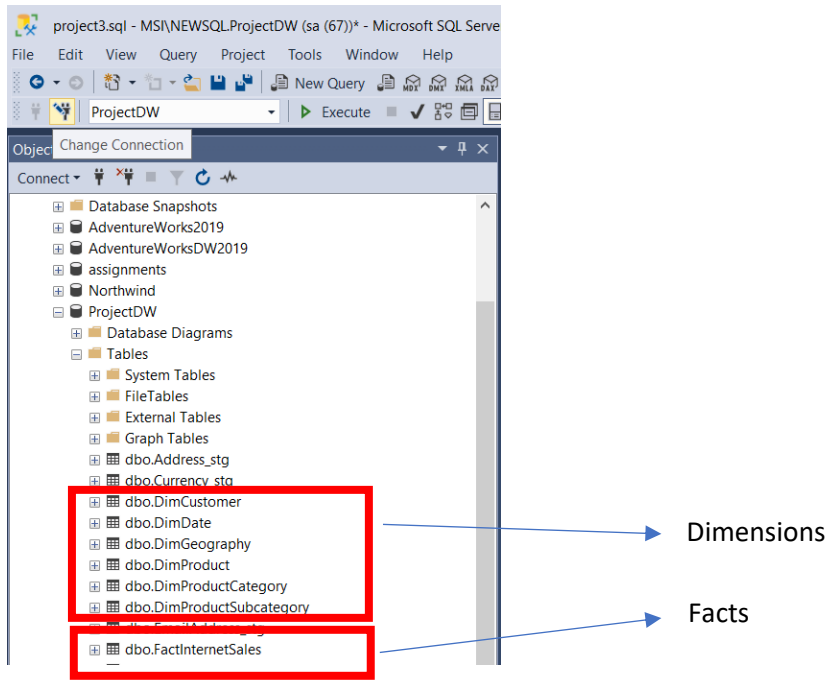
- AddressLine1 attribute on the DimCustomer dimension.

If Customer updates Address, then we track changes with AddressStartDate and AddressEndDate. (SCD Type2).

- StandardCost attribute on DimProduct

If StandardCost is updated, then we track changes with CostStartDate and CostEndDate. (SCD Type2).

7. Fact Tables and Dimension Tables Design- SSIS

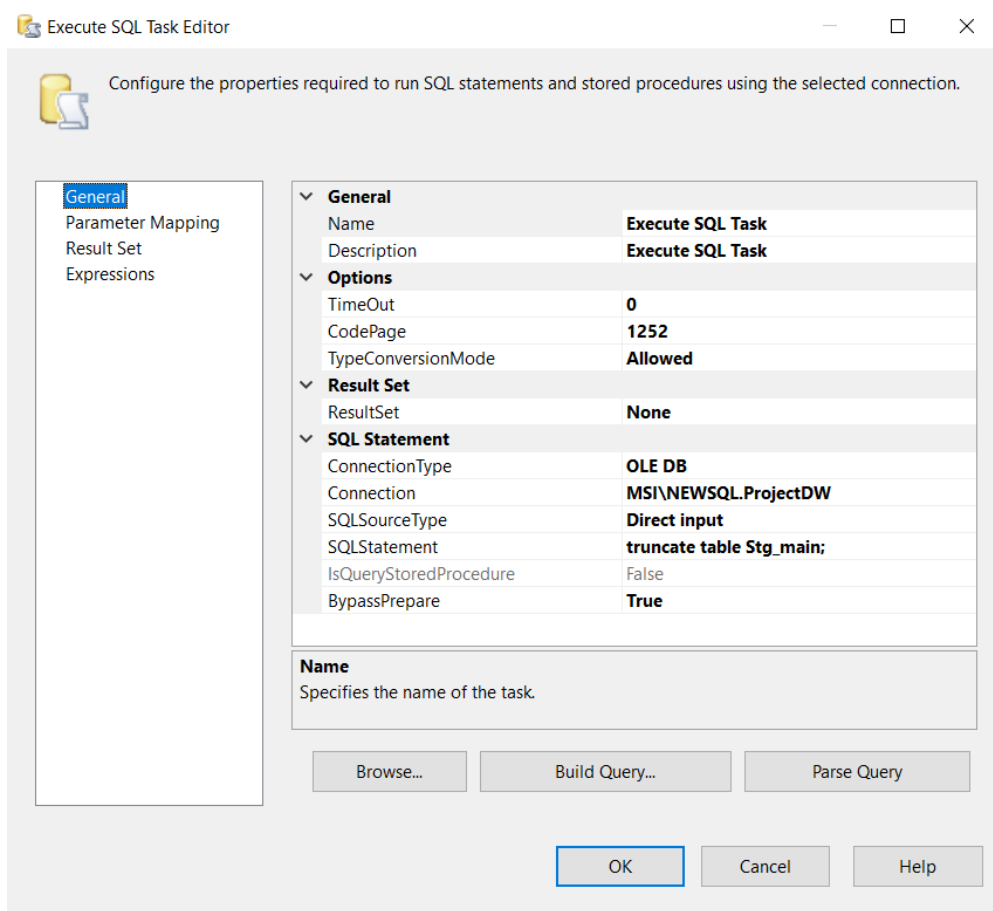


Control Flow:



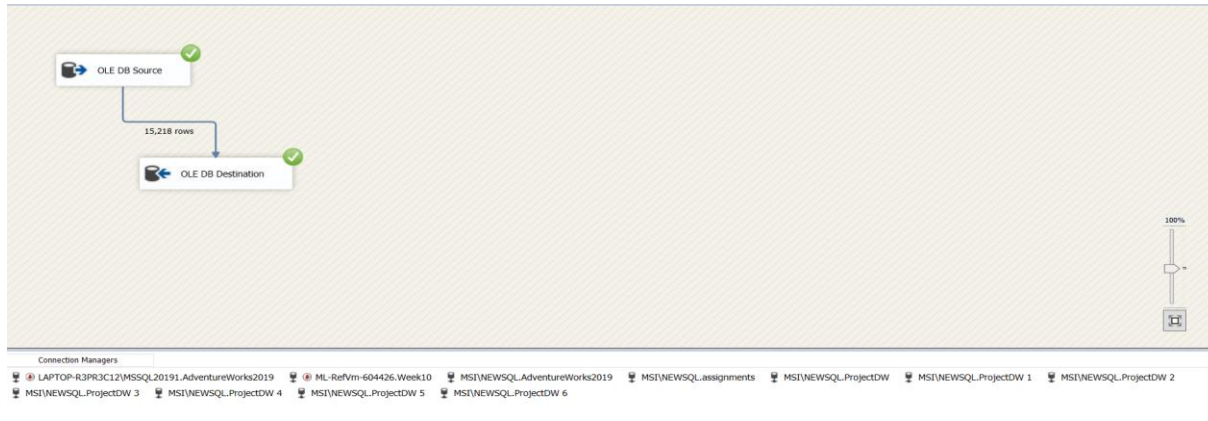
Execute SQL Task:

We are cleaning our staging area for every process.



Staging Area:

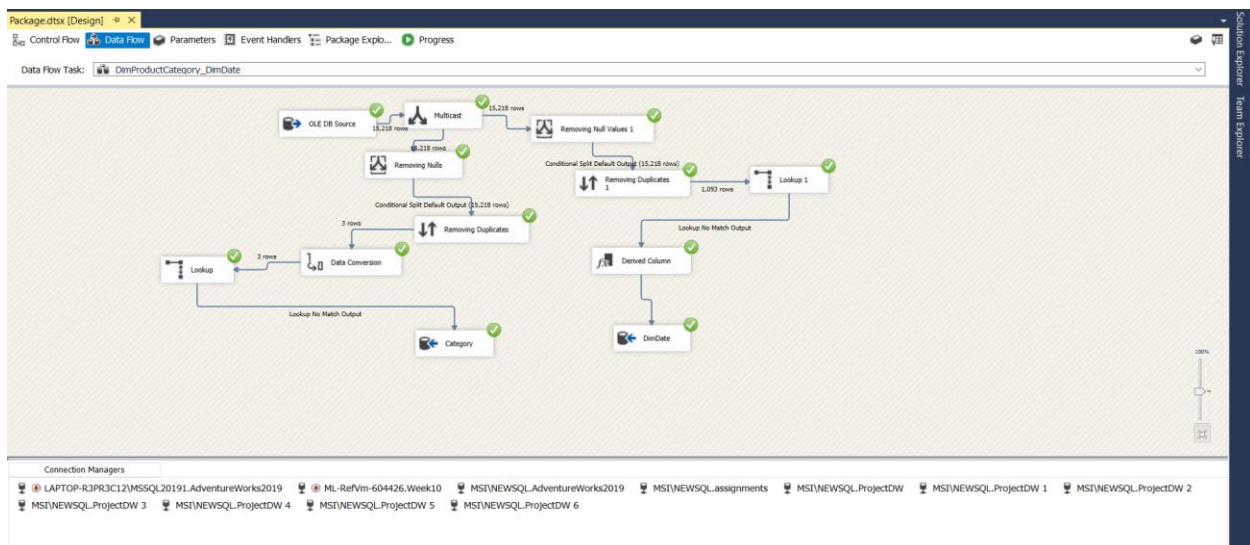
We are extracting data from Source table from AdventureWorks2019 and loading into the staging area



Following workflows shows tables being populated after performing cleansing and transformations:

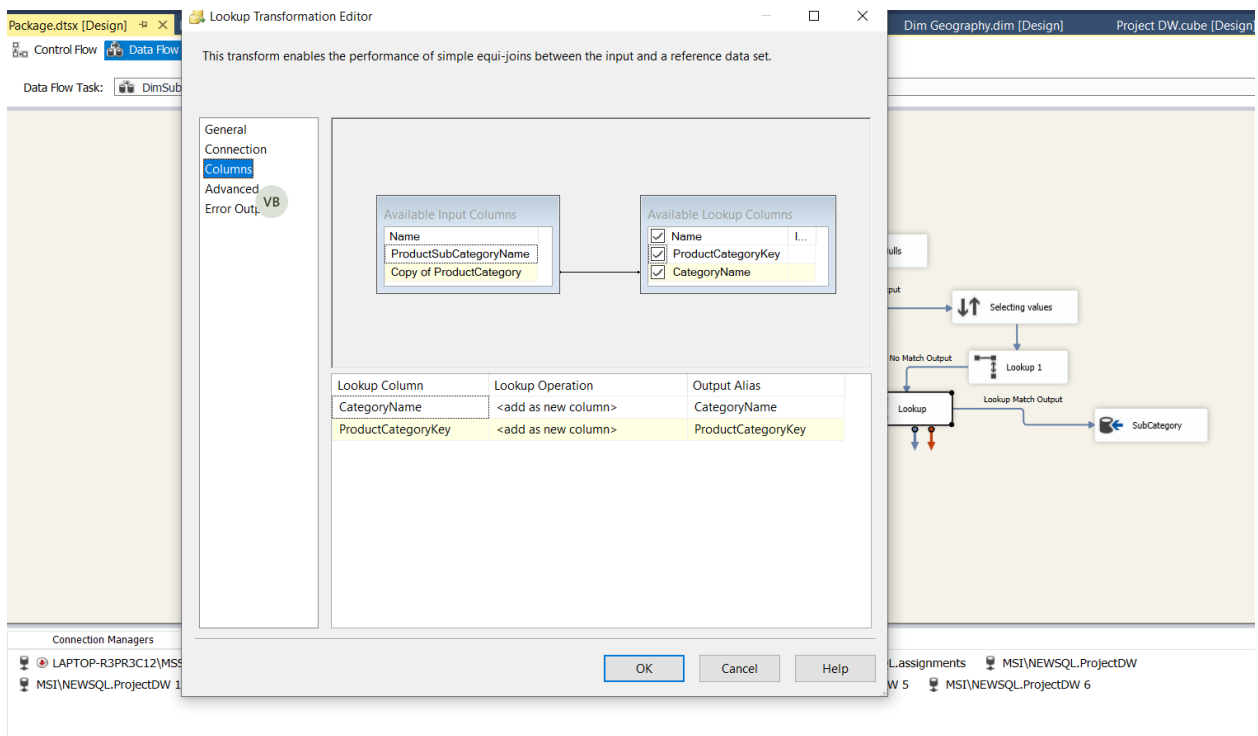
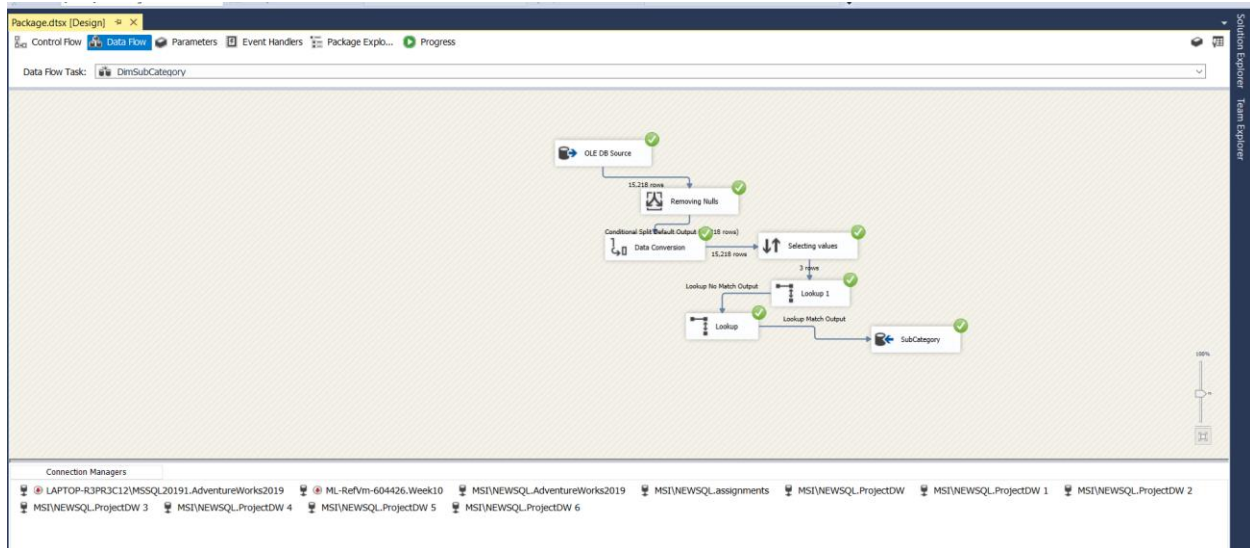
1. DimProduct Category and DimDate

We are populating DimProductCategory and DimDate(for ShipDate) by using a multicast, checking the nulls and removing nulls. We then further remove the duplicates and do data conversions as required and add lookups to get no match outputs only.



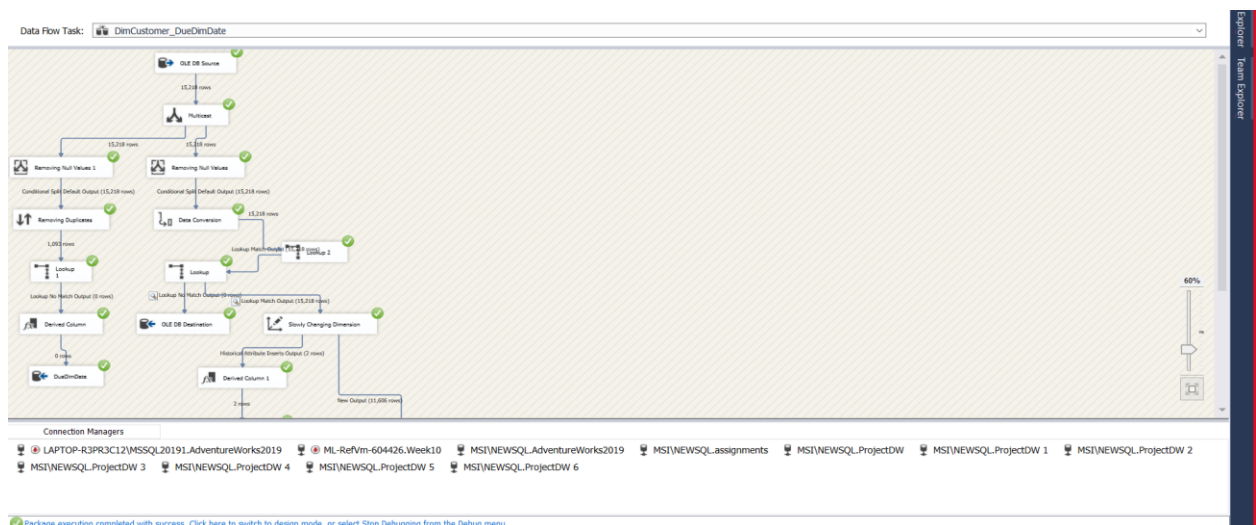
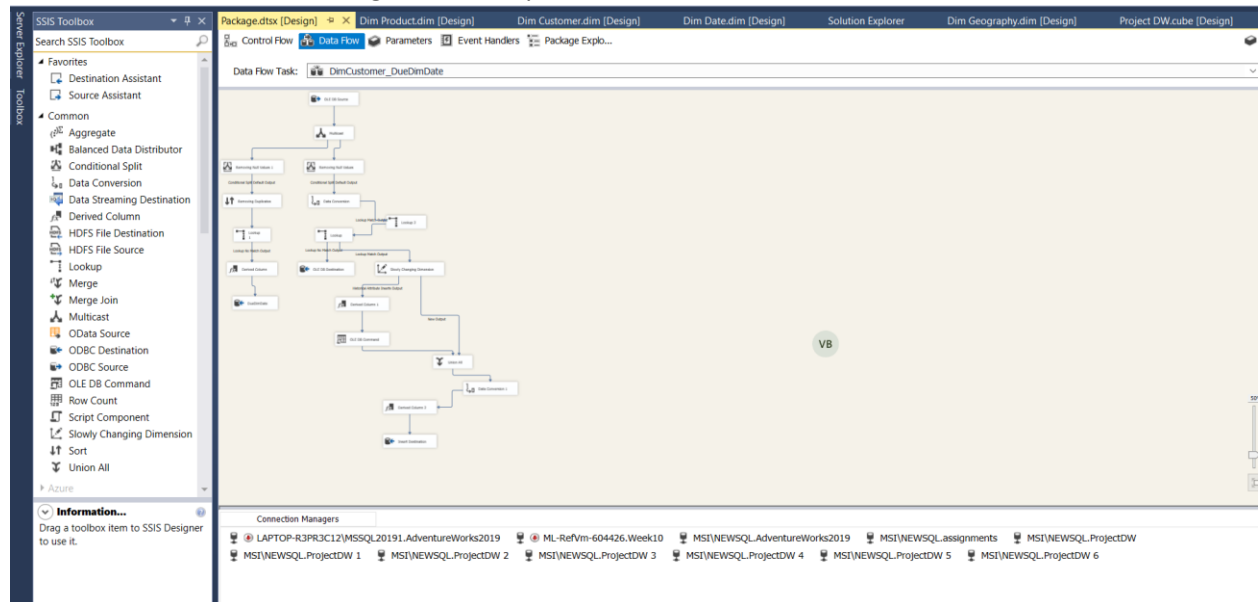
2. DimSubCategory

We are populating DimSubCategory from the staging area. We are performing the required transformations and adding a lookup to get the foreign keys of 'ProductCategoryKey' from the DimProductCategory table.



3. DimCustomer and DimDate:

We have populated DimCustomer and DimDate(for DueDate) from the staging. We used a multicast, checking the nulls and removing nulls. We then further remove the duplicates and do data conversions as required and add lookups to get no match outputs only. We have used SCD on AddressLine1 to track changes when a update occurs.



Package.dtsx [Design] | Control Flow | Data Flow | Parameters | Event Handlers | Package Explorer | Progress

Data Flow Task: DimCustomer_DueDimDate

Historical Attribute Inserts Output Data Viewer at DimCustomer_DueDimDate

AddressLine1	AddressLine2	Busi...	persontype
602 Assilomar Dr.	NULL	14078	IN
602 Assilomar Dr.	NULL	14078	IN
500 BENZ CENTER	NULL	14065	IN
600 NELLORE Dr.	NULL	14079	IN
420 Guntur RD	NULL	14070	IN
52 NARAYANGUDA STREET	NULL	14075	IN
360 SAIBALAJI ENCLAVE	NULL	14076	IN
100 SAIBABA TEMPLE	NULL	14074	IN
900 GADWAL SAMSTHANAM	NULL	14073	IN
52 ARUNDATI ILLU	NULL	14072	IN
99 KPHF COLONY	NULL	14071	IN
50 BRABOUN STADIUM	NULL	14056	IN
771 Northridge Drive	# 495	17243	IN
40 Ellis St.	NULL	17691	IN

Attached Total rows: 0, buffers: 0 Rows displayed = 14

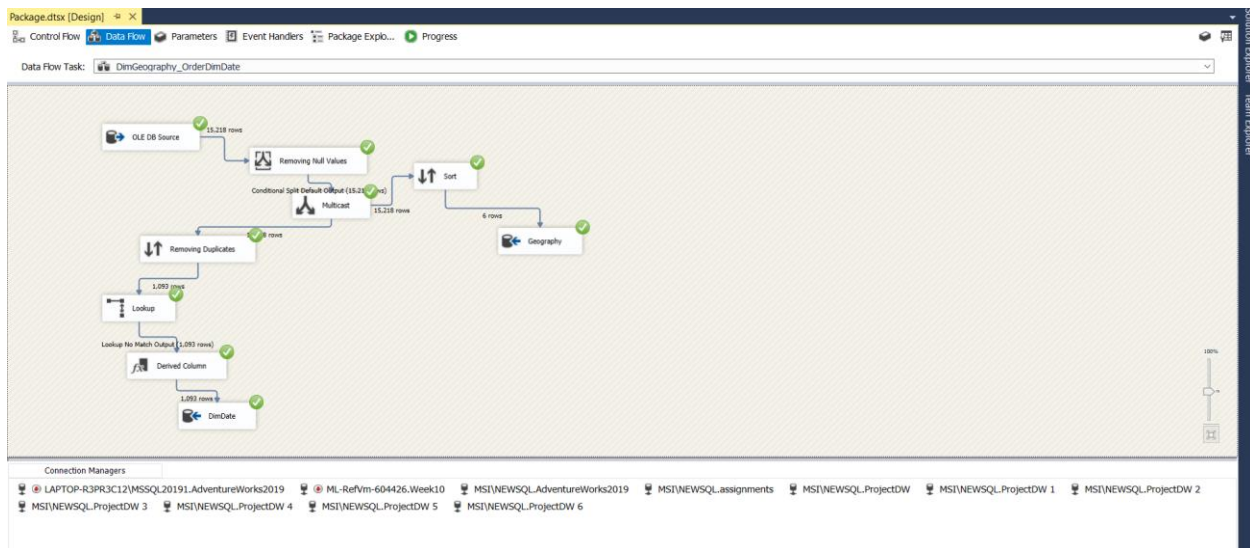
Connection Managers: LAPTOP-R3PR3C12\MSSQL20191.AdventureWorks2019, ML-RefVm-604426.Week10, MSI\NEWSQL-AdventureWorks2019, MSI\NEWSQL-Assignments, MSI\NEWSQL-ProjectDW, MSI\NEWSQL-ProjectDW 1, MSI\NEWSQL-ProjectDW 2, MSI\NEWSQL-ProjectDW 3, MSI\NEWSQL-ProjectDW 4, MSI\NEWSQL-ProjectDW 5, MSI\NEWSQL-ProjectDW 6

Data Flow Task: DimCustomer_DueDimDate

Connection Managers: LAPTOP-R3PR3C12\MSSQL20191.AdventureWorks2019, ML-RefVm-604426.Week10, MSI\NEWSQL-AdventureWorks2019, MSI\NEWSQL-Assignments, MSI\NEWSQL-ProjectDW, MSI\NEWSQL-ProjectDW 1, MSI\NEWSQL-ProjectDW 2, MSI\NEWSQL-ProjectDW 3, MSI\NEWSQL-ProjectDW 4, MSI\NEWSQL-ProjectDW 5, MSI\NEWSQL-ProjectDW 6

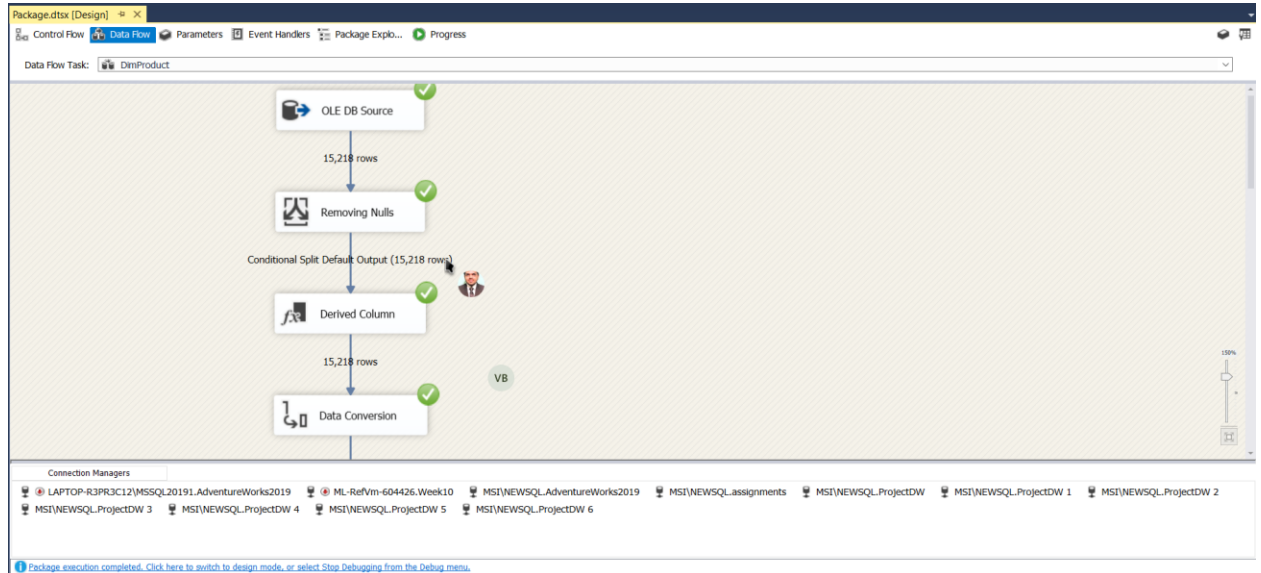
4. Geography and DimDate

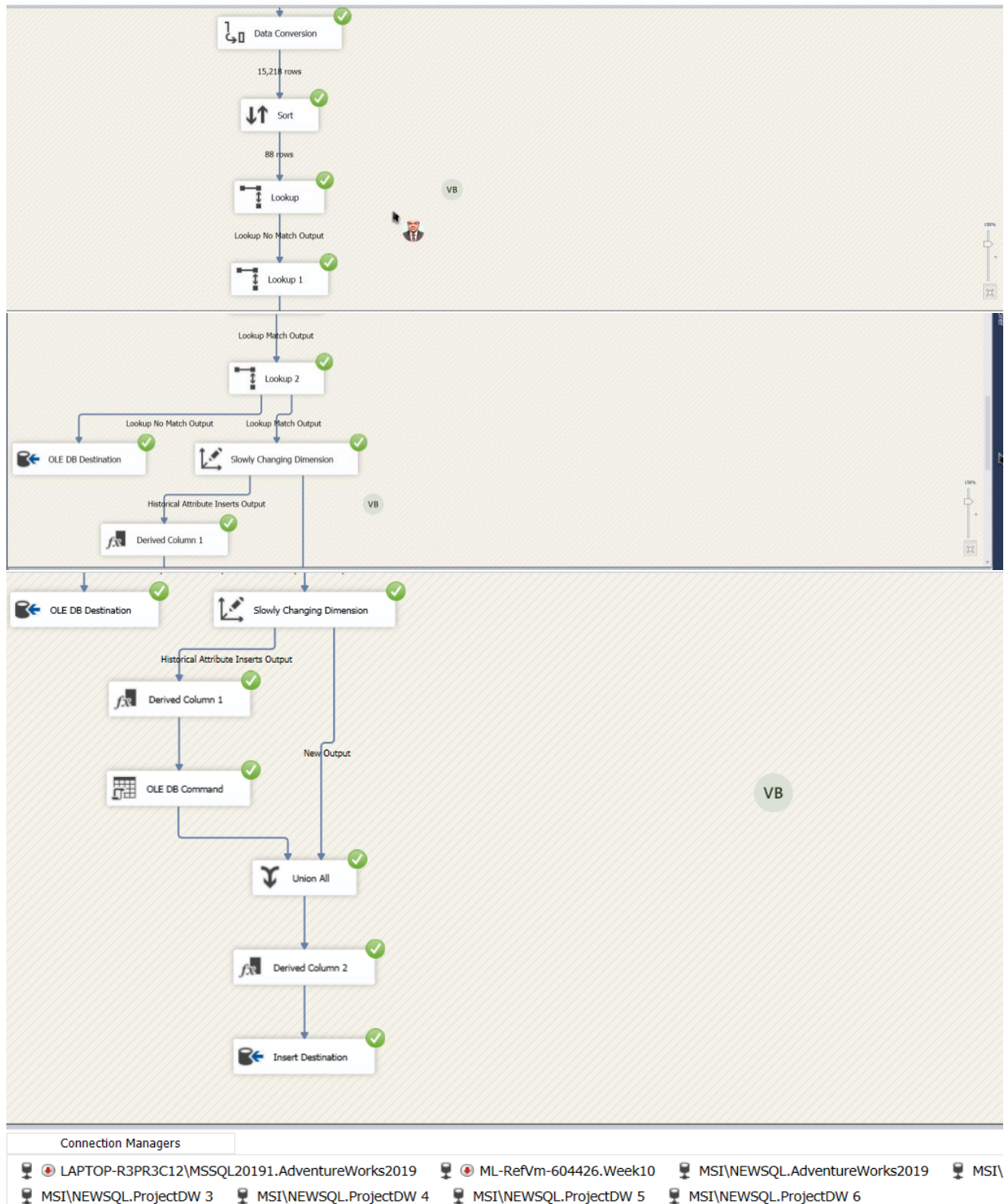
We are populating DimProductCategory and DimDate(for OrderDate) by using a multicast, checking the nulls and removing nulls. We then further remove the duplicates and do data conversions as required and add lookups to get no match outputs only.



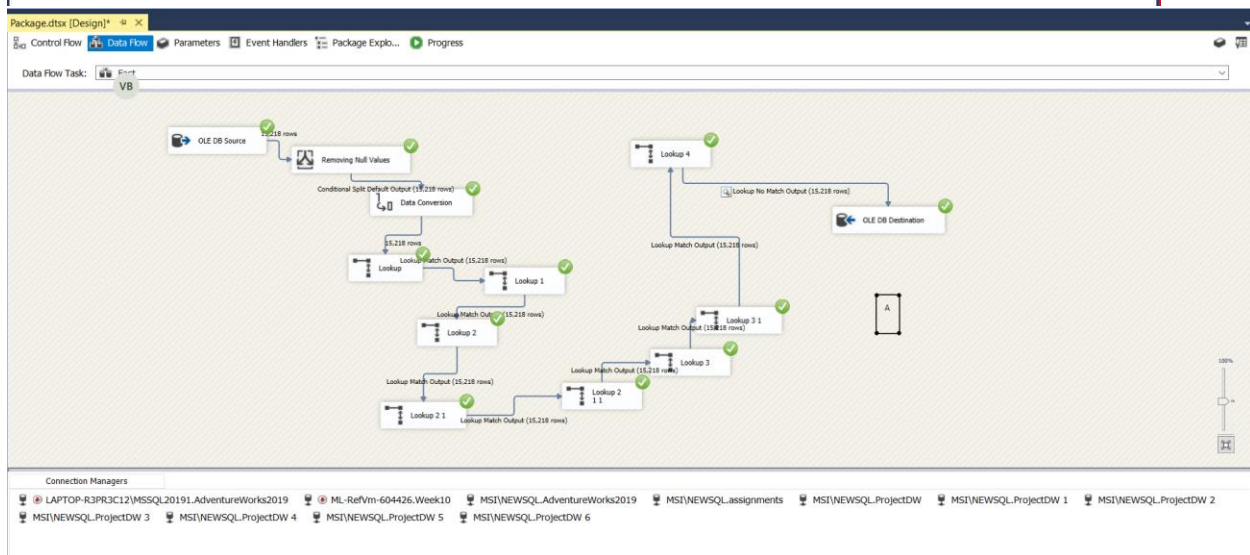
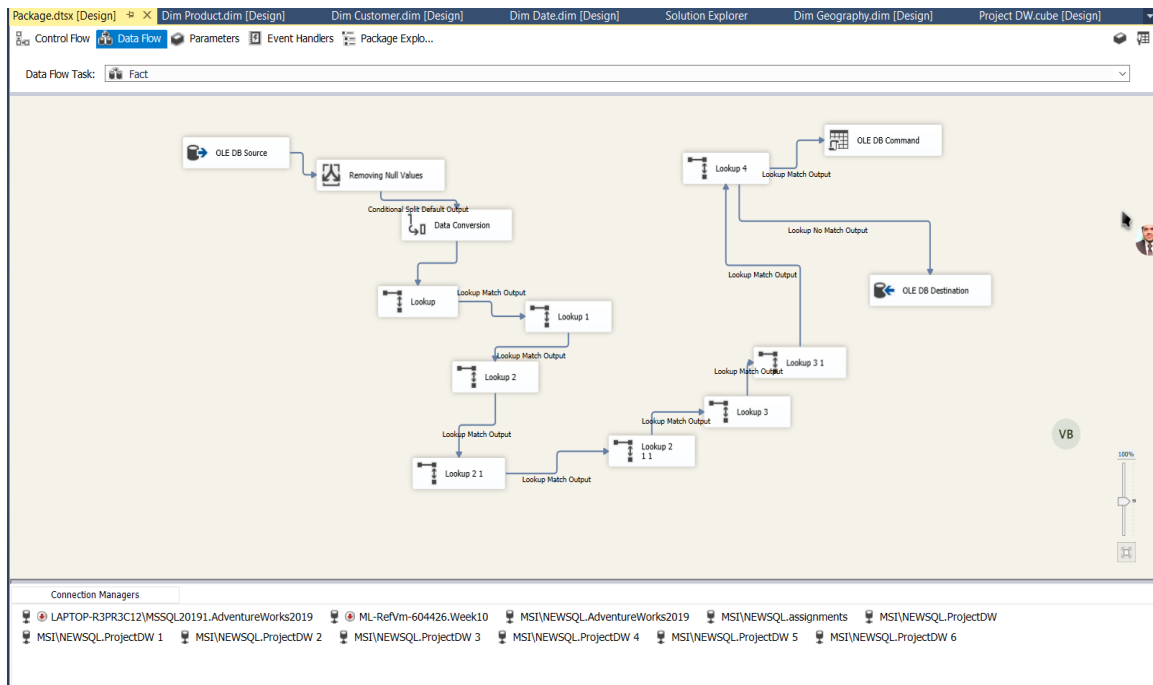
5. DimProduct:

We are populating DimProduct from the staging. We are performing the required transformations and adding a lookup to get the foreign keys of 'ProductSubCategoryKey' from the DimProductSubCategory table. We are adding an SCD to monitor any changes occurring in StandardCost.





1. Fact table:



Online analytical processing cubes are used to perform multidimensional analysis at high speeds on large volumes of data from a data warehouse. We created two hierarchies for Dimgeography and Dimdate to perform analysis and extract insights at a higher granular level.

SSIS Toolbox

This tool window can only be used by a SQL Server Integration Services package document.

Package dwh [Design] Dim Product.dim [Design] Dim Customer.dim [Design] Dim Date.dim [Design] Solution Explorer Dim Geography.dim [Design] Project DW.cube [Design]

Cube Structure Dimension Usage Calculations KPIs Actions Partitions Aggregations Perspectives Translations Browser

Measures

- Project DW
- Fact Internet Sales

Dimensions

- Project DW
- Dim Date
- Dim Geography
- Order Date
- Dim Product
- Ship To City
- Ship Date
- Business Entity - Geography
- Dim Customer

Data Source View

The Data Source View diagram illustrates the relationships between the FactInternetSales fact table and several dimension tables:

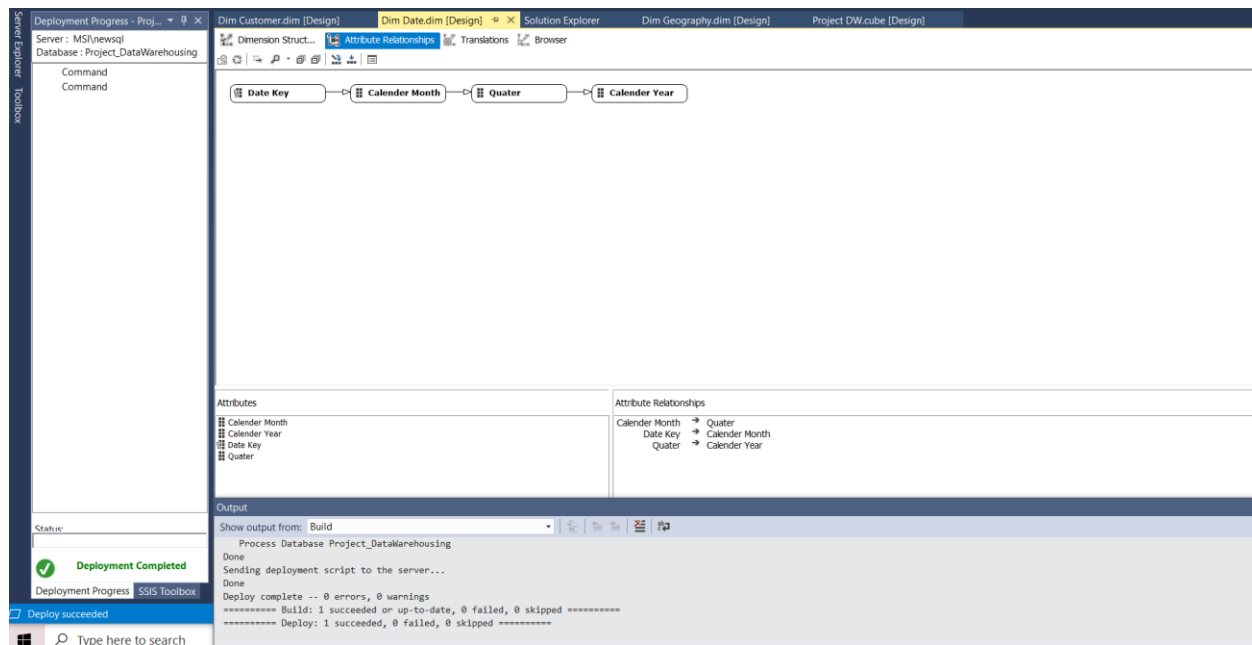
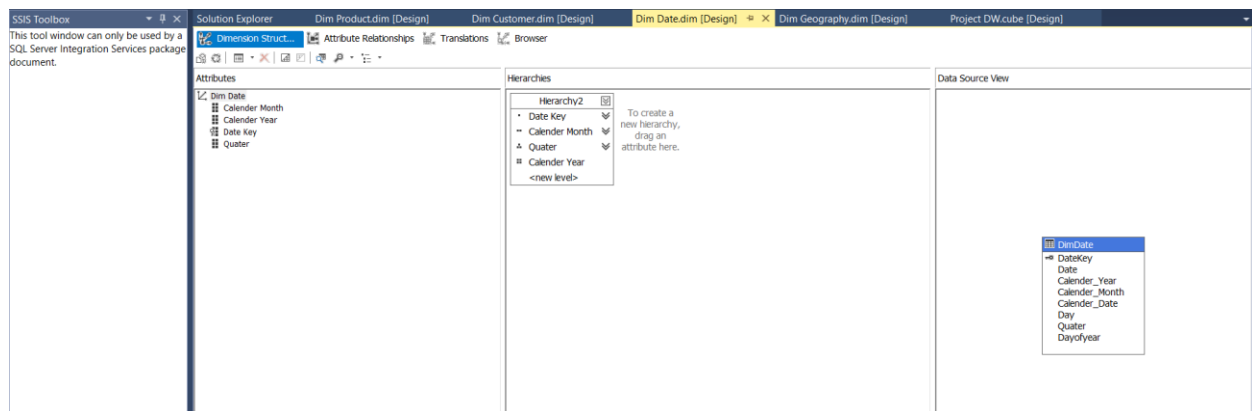
- FactInternetSales** (Fact Table):
 - ProductKey (FK to DimProduct.ProductKey)
 - ProductCategoryKey (FK to DimProductSubcategory.ProductCategoryKey)
 - ProductSubcategoryKey (FK to DimProductSubcategory.ProductSubcategoryKey)
 - OrderDateKey (FK to DimDate.Calendar_Year)
 - OrderQuantity (FK to DimCustomer.BusinessEntityID)
 - OrderQuantityPerUnit (FK to DimCustomer.BusinessEntityID)
 - OrderShipToCityKey (FK to DimGeography.City)
 - OrderShipToStateProvinceKey (FK to DimGeography.StateProvinceKey)
 - OrderShipToCountryKey (FK to DimGeography.CountryKey)
 - OrderShipToPostalCodeKey (FK to DimGeography.PostalCode)
 - OrderShipToCityKey (FK to DimGeography.City)
 - OrderShipToStateProvinceKey (FK to DimGeography.StateProvinceKey)
 - OrderShipToCountryKey (FK to DimGeography.CountryKey)
 - OrderShipToPostalCodeKey (FK to DimGeography.PostalCode)
- DimProduct** (Dimension Table):
 - ProductKey
 - ProductCategoryKey
 - ProductSubcategoryKey
 - ProductID
 - ProductLine
 - Manufacturer
 - StartDate
 - EndDate
 - Type
 - Color
 - Size
 - Material
 - Weight
- DimProductSubcategory** (Dimension Table):
 - ProductCategoryKey
 - ProductSubcategoryKey
 - ProductSubcategoryID
 - ProductSubcategoryName
 - ProductCategoryName
- DimDate** (Dimension Table):
 - DateKey
 - Date
 - Calendar_Year
 - Calendar_Quarter
 - Calendar_Month
 - Calendar_Day
 - Quarter
 - DayOfYear
- DimCustomer** (Dimension Table):
 - CustomerKey
 - AddressKey
 - AddressID
 - AddressLine1
 - AddressLine2
 - GeographyKey
 - BusinessEntityID
 - AddressStartDate
 - AddressEndDate
- DimGeography** (Dimension Table):
 - GeographyKey
 - City
 - StateProvinceKey
 - CountryKey
 - PostalCode
 - SelectEntityKey

VB

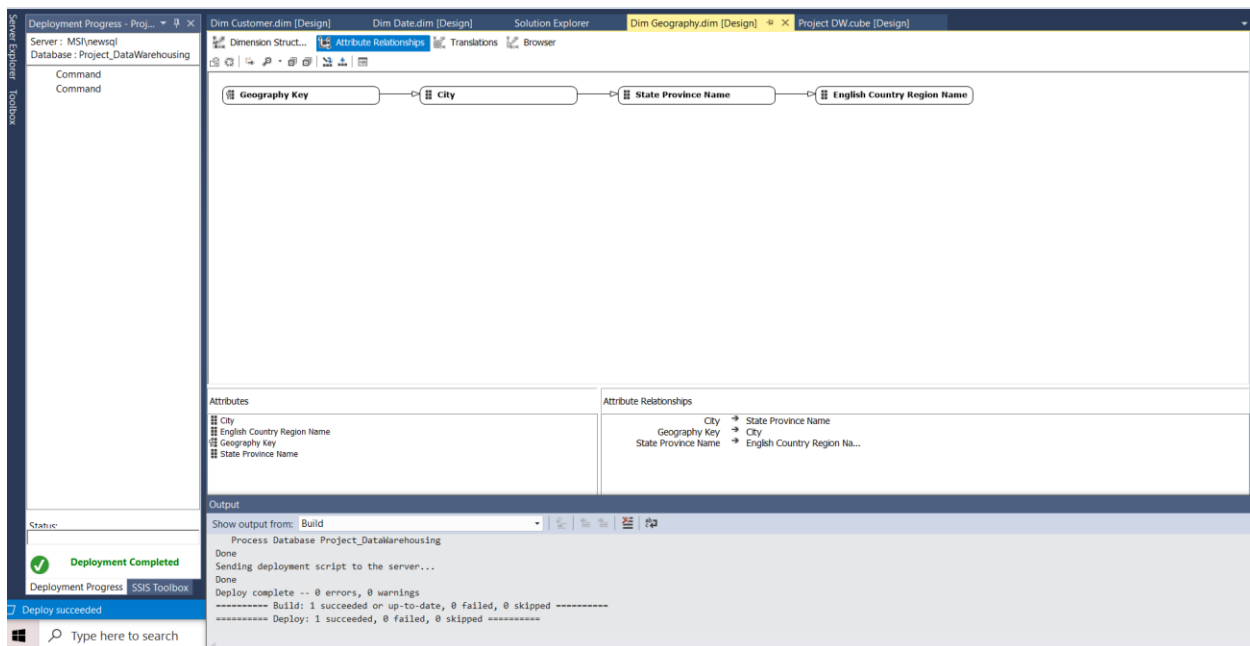
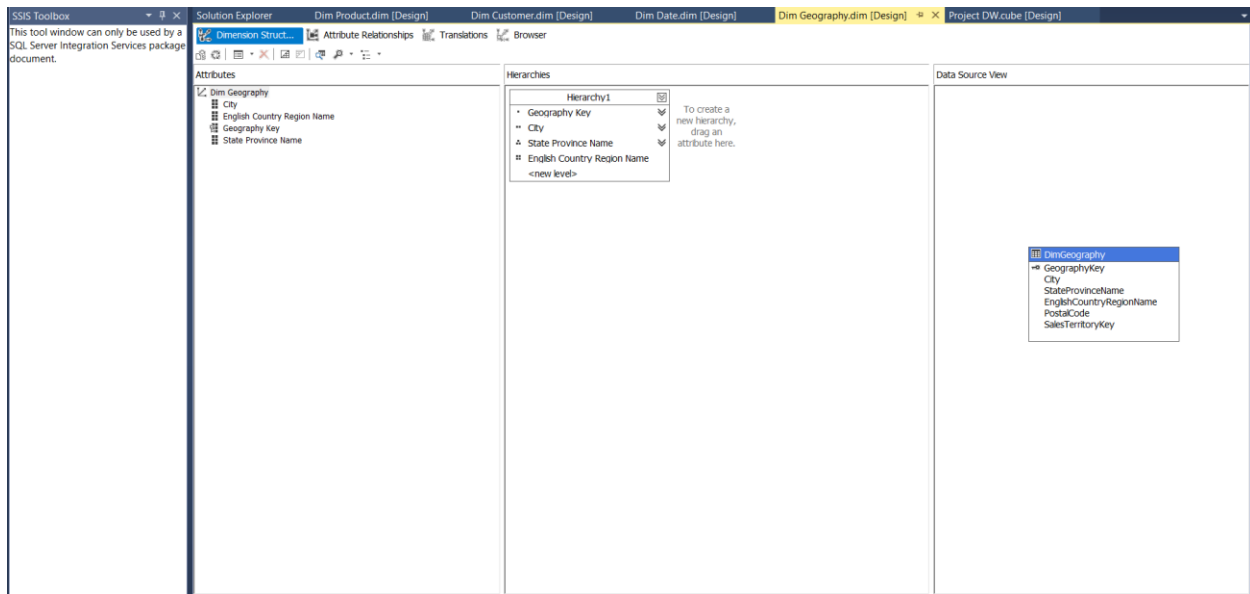
Ready Add to Source Control

17

Hierarchy of DimDate:



Hierarchy of DimGeography



Deployment Progress - Proj... | Dim Customer.dim [Design] | Dim Date.dim [Design] | Solution Explorer | Dim Geography.dim [Design] | Project DW.cube [Design]

Server: MS\newsql | Database: Project_DataWarehousing

Command | Command

Project DW

Metadata

Search Model

Measure Group:

<All>

Project DW

Measures

- Fact Internet Sales Count
- Fact Internet Sales Count
- Freight
- Online Order Flag
- Order Quantity
- Sales Order ID
- Sun Total
- Tax Amt
- Total Due

KPIs

- Business Entity - Geography
- Business Entity - Geography.City
- Business Entity - Geography.English Cour
- Business Entity - Geography.Geography K
- Business Entity - Geography.State Proven
- Business Entity - Geography.Hierarchy1
- Dim Customer

Calculated Members

Output

Show output from: Build

Deployment Completed

Deployment Progress SSIS Toolbox

Ready

Type here to search

Geography Key	City	State Province Name	English Country Region Name	Total Due
1	Ballard	Washington	United States	45297.1...
2	Baltimore	Maryland	United States	5165.3668
3	Banow	California	United States	3953.9884
5	Beaverton	Oregon	United States	168387...
6	Bel Gardens	California	United States	6541.8653
7	Bellevue	Washington	United States	4528.5072
8	Belflower	California	United States	328456...
9	Bellingham	Washington	United States	221294...
11	Berkeley	California	United States	278917...
15	Beverly Hills	California	United States	216738...
18	Bluffton	South Carolina	United States	2690.5866
21	Bothell	Washington	United States	13662.9...
25	Bountiful	Utah	United States	4812.9491
27	Braintree	Massachusetts	United States	2264.2536
29	Bremerton	Washington	United States	244798...
31	Burbank	California	United States	299933...
32	Burien	Washington	United States	245732...
33	Burlingame	California	United States	242777...
38	Camden	California	United States	1381.0732

Creating Offline files using Excel:

AutoSave On | Project_Excel - Saved | Search | Vysnavi Bhayravajoula

File | Home | Insert | Page Layout | Formulas | Data | Review | View | Help | Team | PivotTable Analyze | Design

Clipboard | Font | Alignment | Merge & Center | Number | Styles | Cells | Editing | Analysis | Sensitivity

A5 | Washington

Row Labels	Total Due	Freight	Online Order Flag	Order Quantity	Sales Order ID	Sun Total	Tax Amt	Fact Internet Sales Count
United States								
Washington	45297.1392	1024.8226	-21	21	1224059	40992.8857	3279.4309	21
United States								
Maryland	5165.3668	116.8636	-2	2	140128	4674.54	373.9632	2
United States								
California	3953.9884	89.4568	-1	1	44668	3578.27	286.2616	1
United States								
Oregon	168387.855	3809.682	-77	77	4416997	152387.197	12190.976	77
United States								
California	6541.8653	148.0061	-2	2	109468	5920.24	473.6192	2
United States								
Washington	4528.5072	102.455	-2	2	93494	4098.1964	327.8558	2
United States								
California	328456.3879	7431.1441	-159	159	9268941	297245.5957	23779.6481	159
United States								
Washington	221294.0695	5006.6559	-112	112	6435246	200266.1232	16021.2904	112
United States								
California	278917.0987	6310.345	-137	137	7979921	252413.6605	20193.0932	137
United States								
California	216738.2883	4903.584	-99	99	5794204	196143.2445	15691.4598	99
United States								
South Carolina	2690.5866	60.873	-1	1	70714	2434.92	194.7936	1
United States								
Washington	13662.9882	309.1176	-10	10	583206	12364.695	989.1756	10

PivotTable Fields

Choose fields to add to report:

Search

Ship To City

Ship To City.Hierarchy1

More Fields

Ship To City.City

English Country Region Name

Ship To City.Geography Key

State Province Name

Drag fields between areas below:

Filters

Columns

Values

Rows

English Country Region...

State Province Name

Values

Total Due

Freight

Online Order Flag

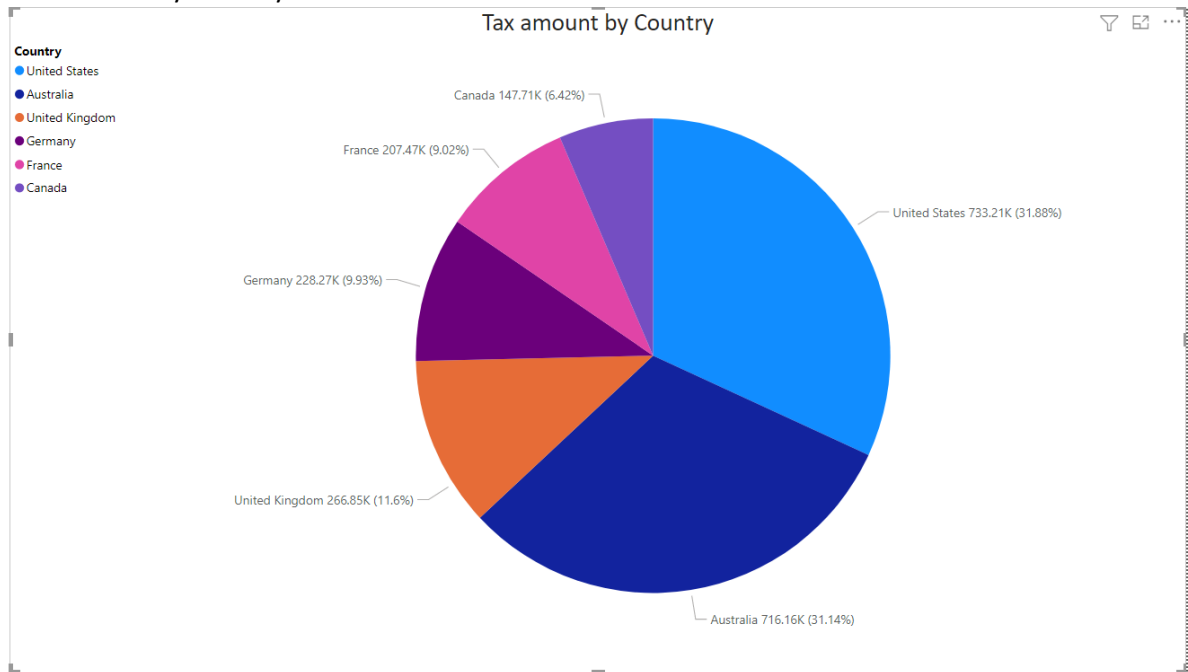
Defer Layout Update

Update

Ready

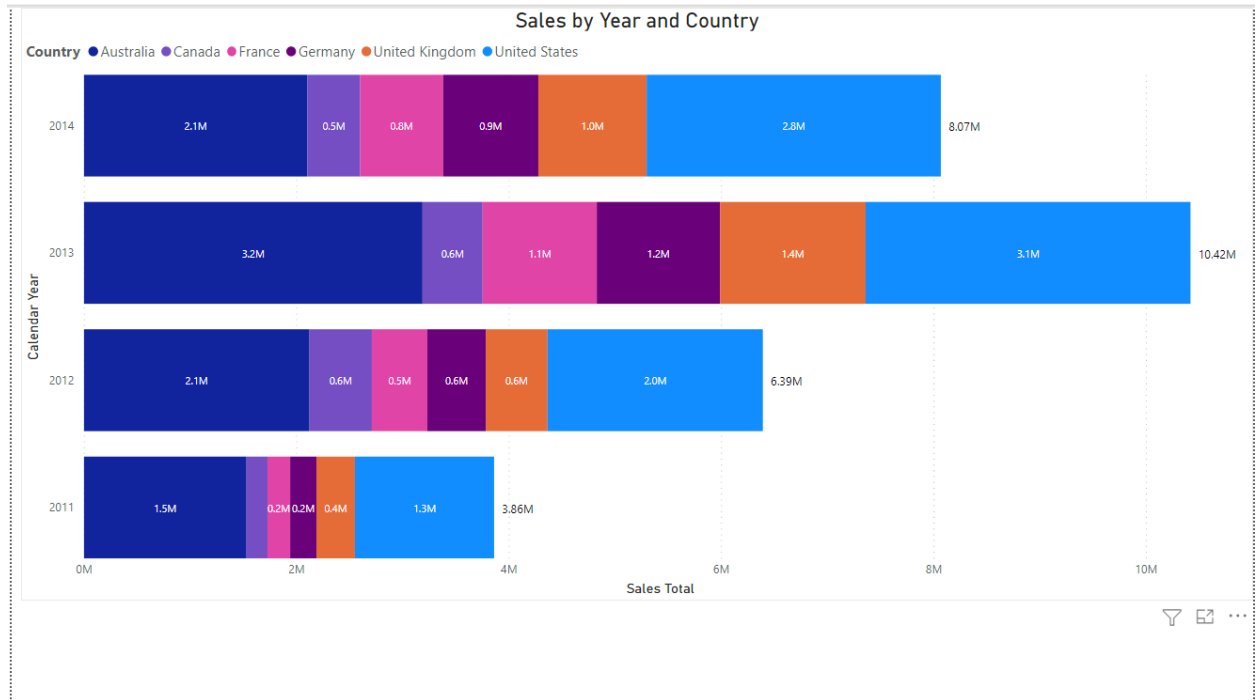
9. Analysis and Visualizations Using PowerBI:

1. Tax Amount by Country:



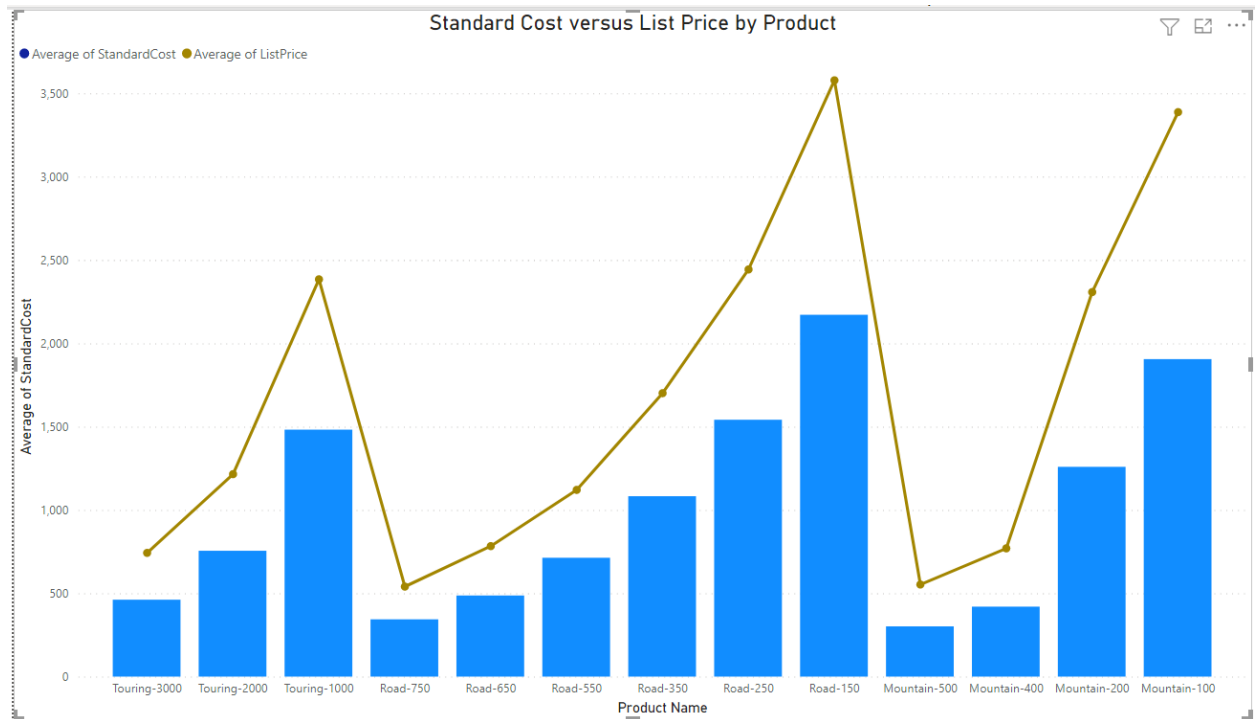
The above pie chart Company has paid highest amount of tax in USA and Australia. Both sharing total 62% of company's total tax payment in between. While other countries account for less than 10% of tax.

2. Sales by Year and Country:



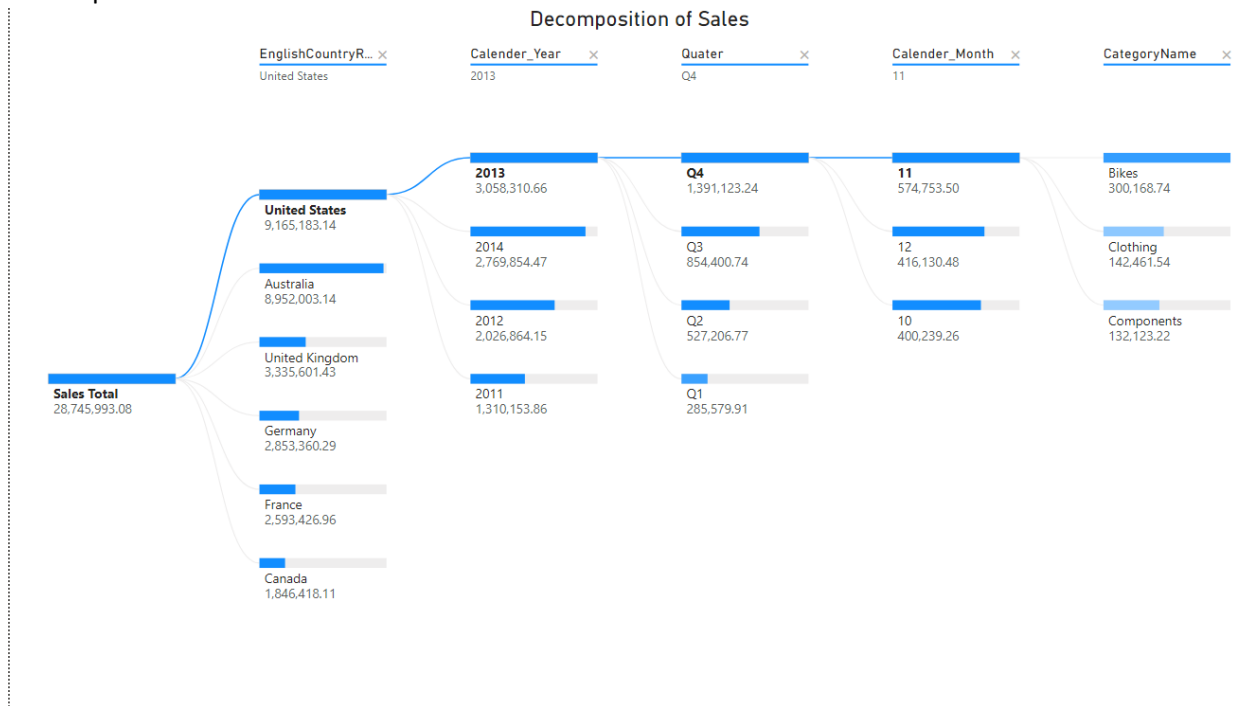
The highest sales are seen by United States and Australia. Company sales are less in European countries. Hence, it is suggested that company should maintain market in these countries. However, Company also needs to focus on increasing it's sales in European Countries.

3. Standard cost versus List price by Product



While some Product category has higher than average Standard cost, Mountain Bikes can be sold for higher Margin. Road bike - 250 and Road bike-150 have higher Margin as Mountain Bike.

4. Decomposition of Sales



In USA, Q4 of fiscal year 2013 has highest company had highest sales in November. Possibly because of the Holiday season occurring in November and December.

5. Top 10 States by Total due

Top 10 States by Total due						
EnglishCountryRegionName	StateProvinceName	TotalDue	Sales Total	TaxAmt	Freight	OrderQuantity
United States	California	6,174,983.32	5,588,220.11	447,057.62	139,705.58	2995
Australia	New South Wales	4,295,807.30	3,887,608.36	311,008.68	97,190.27	1944
United Kingdom	England	3,685,839.63	3,335,601.43	266,848.12	83,390.08	1858
United States	Washington	2,657,470.12	2,404,950.30	192,396.03	60,123.79	1310
Australia	Victoria	2,488,573.62	2,252,102.78	180,168.23	56,302.60	1117
Australia	Queensland	2,171,457.79	1,965,120.14	157,209.62	49,128.03	974
Canada	British Columbia	2,015,845.46	1,824,294.51	145,943.56	45,607.39	914
United States	Oregon	1,253,017.74	1,133,952.69	90,716.22	28,348.83	594
Germany	Saarland	785,722.99	711,061.52	56,884.92	17,776.55	395
Germany	Hamburg	765,614.28	692,863.59	55,429.09	17,321.60	388
Total		26,294,332.24	23,795,775.43	1,903,662.08	594,894.73	12489

Company must receive the above amount from the respective Countries. It also shows the Tax amount and Order Quantity in those countries. We can see highest selling regions in each country.

10. Software and Tools Used:

- Microsoft SQL Server Management Studio
- ER/Studio
- Microsoft Visual Studio 2017(SSDT)
- PowerBI
- Excel

References

- <https://www.mssqltips.com/>
- <https://www.sqlshack.com/>

Professors Comments (03/28/2021):

- Intro paragraph telling me what the project / document is for. You have some of it later in the document but you s
- As the document gets large you would want to consider a table of contents.
- I don't understand what the Timeline section is for
- Data pipeline looks good. I'd like a full list of tables...
- You only show me one fact table and you are strictly reverse engineering the DW dbase, you can make your life easier but trimming it back.
- You will need a real model not just a reversed engineered one. They have a number of columns. I need to know the full list -- Analyse the business queries for our model and find redundant columns.
- The business scenarios are good to list
- Softwares typically isn't used as a plural-done
- I see no mention of SCDs

-

Professors Comments (04/11/2021):

- Pipeline is a good level of detail
- Explain how the sources will also populate the facts
- Telling me the number of columns doesn't tell me anything... tell me what you are storing
- SCD descriptions are good
- Add a modification history to the document
- Expand the business scenarios some more
- Explain your olap model
- Describe the visualizations