

Ad_Hoc Insights Atliq Hardwares



Request 1

Provide the list of markets in which customer "Atliq Exclusive" operates its business in the APAC region.

Output

	customer_code	customer	platform	channel	market	sub_zone	region
▶	70002017	Atliq Exclusive	Brick & Mortar	Direct	India	India	APAC
	70003181	Atliq Exclusive	Brick & Mortar	Direct	Indonesia	ROA	APAC
	70004069	Atliq Exclusive	Brick & Mortar	Direct	Japan	ROA	APAC
	70006157	Atliq Exclusive	Brick & Mortar	Direct	Philippines	ROA	APAC
	70007198	Atliq Exclusive	Brick & Mortar	Direct	South Korea	ROA	APAC
	70008169	Atliq Exclusive	Brick & Mortar	Direct	Australia	ANZ	APAC
	70009133	Atliq Exclusive	Brick & Mortar	Direct	Newzealand	ANZ	APAC
	70010047	Atliq Exclusive	Brick & Mortar	Direct	Bangladesh	ROA	APAC
	90002011	Atliq Exclusive	Brick & Mortar	Retailer	India	India	APAC

Request 2

What is the percentage of unique product increase in 2021 vs. 2020?

The final output contains these fields,

unique_products_2020

unique_products_2021

percentage_chg

Output

	unique_products_2020	unique_products_2021	Pct_Chng
►	245	334	36.3265

Request 3

Provide a report with all the unique product counts for each segment and sort them in descending order of product counts.

The final output contains 2 fields,

segment

product_count

Output

	segment	product_count
▶	Notebook	116
	Accessories	104
	Peripherals	79
	Desktop	22
	Storage	17
	Networking	9

Request 4

Follow-up: Which segment had the most increase in unique products in 2021 vs 2020?
The final output contains these fields,
segment product_count_2020
product_count_2021
difference.

Output

	segment	product_count_2020	product_count_2021	Difference
►	Notebook	6	108	102
	Notebook	7	108	101
	Accessories	6	103	97
	Notebook	12	108	96
	Accessories	7	103	96
	Accessories	12	103	91
	Peripherals	6	75	69
	Peripherals	7	75	68
	Peripherals	12	75	63
	Notebook	59	108	49
	Accessories	59	103	44
	Notebook	69	108	39
	Accessories	69	103	34
	Desktop	6	22	16
	Notebook	92	108	16
	Peripherals	59	75	16
	Desktop	7	22	15
	Accessories	92	103	11
	Storage	6	17	11
	Desktop	12	22	10

Request 5

Get the products that have the highest and lowest manufacturing costs.

The final output should contain these fields,

product_code

product

manufacturing_cost

Output

	product_code	product	manufacturing_cost
▶	A2118150101	AQ Master wired x1 Ms	0.8920
	A6120110206	AQ HOME Allin1 Gen 2	240.5364

Request 6

Generate a report which contains the top 5 customers who received an average high pre_invoice_discount_pct for the fiscal year 2021 and in the Indian market.

The final output contains these fields,

customer_code

customer

average_discount_percentage

Output

	customer_code	customer	pct
►	90002009	Flipkart	30.83000000
	90002006	Viveks	30.38000000
	90002003	Ezone	30.28000000
	90002002	Croma	30.25000000
	90002016	Amazon	29.33000000

Request 7

Get the complete report of the Gross sales amount for the customer “Atliq Exclusive” for each month . This analysis helps to get an idea of low and high-performing months and take strategic decisions. The final report contains these columns:

Month

Year

Gross sales Amount

Output

	Month	year	Gross_sales_Amount
►	September	2020	2223.8251
	October	2020	649.2920
	November	2020	3084.1370
	December	2020	1168.7256
	January	2020	2613.4003
	February	2020	438.2721
	March	2020	48.6969
	April	2020	113.6261
	May	2020	64.9292
	June	2020	438.2721
	July	2020	1201.1902
	August	2020	649.2920
	September	2021	4726.2104
	October	2021	5660.0181

	November	2021	914.7504
	December	2021	1619.8705
	January	2021	2267.8187
	February	2021	3315.9702
	March	2021	3068.2253
	April	2021	686.0628
	May	2021	3563.7151
	June	2021	2344.0479
	July	2021	3449.3713
	August	2021	495.4898

Request 8

In which quarter of 2020, got the maximum total_sold_quantity?
The final output contains these fields sorted by the
total_sold_quantity,
Quarter, total_sold_quantity

Output

	Quarter	max
►	QTR1	21481813
	QTR2	20462294
	QTR4	15933538
	QTR3	13059826

Request 9

Which channel helped to bring more gross sales in the fiscal year 2021 and the percentage of contribution?

The final output contains these fields,

channel

gross_sales_mln

percentage

Output

	channel	gross_sales_mln	percentage
►	Direct	4726.2104	47.47975595
	Retailer	3849.5746	38.67302702
	Distributor	1378.3740	13.84721703

Request 10

Get the Top 3 products in each division that have a high total_sold_quantity in the fiscal_year 2021?

The final output contains these fields,
division, product_code,
product, total_sold_quantity,
rank_order

Output

	division	product_code	product	total_sold_quantity	rank_order
►	N & S	A6818160201	AQ Pen Drive DRC	2492352	1
	N & S	A6419160301	AQ Clx1	2173811	2
	N & S	A6218160101	AQ Digit SSD	2160254	3
	P & A	A2319150301	AQ Gamers Ms	4043543	1
	P & A	A2118150101	AQ Master wired x1 Ms	4025721	2
	P & A	A2218150201	AQ Master wireless x1 Ms	4012628	3
	PC	A4218110201	AQ Digit	203954	1
	PC	A4419110401	AQ Elite	202272	2
	PC	A4519110501	AQ Gen X	168489	3