

2020 SALES - SQL ANALYSIS



## Data Import from Excel

```
-- Importing data from Excel
-- Creating Table 1 - delivery info
CREATE TABLE delivery_info(
    delivery_id int, rider_name varchar(50), location_type varchar(50),
    distance_km float, order_time varchar(50), deliverytime_mins int,
    delivery_location varchar(50));
-- Creating Table 2 - order info
CREATE TABLE order_info(
    order_id int, order_channel varchar(50), order_date varchar(50),
    pizza_size varchar(50), pizza_type varchar(50), side_order varchar(50),
    order_amount float, tip float, payment_method varchar(50));
-- Creating Table 3 - pizza info
CREATE TABLE pizza_info (
    pizza_type varchar(50), menu_name varchar(50), category varchar(50),
    ingredients varchar(250));
```

December

15823.57

623

25.4

```
-- Calculate Sales, Quantity, Average Order Price for each month in 2020
-- Function used - Table Update, Aliases, Round(), Sub-Queries
Initial step involves converting order_date colmn to datetime format
Update order_info
Set order_date = str_to_date(order_date, "%m/%d/%Y");
Select *, Round(Month_Sales/Month_Quantity,2) as average_ticket
From (Select monthname(order_date) as month_Name, Round(SUM(order_amount ),2)
 as Month_Sales, count(order_id) as quantity
From order_info
Group By Month_Name
Order By FIELD(Month_Name, 'January', 'February', 'March', 'April', 'May', 'June',
'July', 'August', 'September', 'October', 'November', 'December'))a;
-- Result
                                             Average_Ticket
               Month_Sales Month_Quantity
   Month_Name
    January
                                 268
                                                22.21
                  5952.17
    February
                  6228.4
                                 288
                                                21.63
    March
                  10552.64
                                 482
                                                21.89
    April
                  9822.9
                                 441
                                                22.27
                                                22.19
    May
                  13248.22
                                 597
                                                21.67
    June
                  9947.53
                                 459
    July
                  5299.74
                                 241
                                                21.99
    August
                                 461
                  9958.29
                                                21.6
    September
                  7889.9
                                350
                                                22.54
    October
                  6602.37
                                                21.93
                                 301
    November
                  10134.58
                                 472
                                                21.47
```



```
-- Question 2 - Rank Days of week in terms of sales and quantity sold.
```

```
-- Functions used: DateTime, Rank
```

# -- Query

```
Select dayname(order_date) as day_name , round(sum(order_amount),2)
as day_sales, count(order_id) as day_quantity,
  rank() over (Order By Sum(order_amount) Desc) as sales_Rank
From order_info
Group By Day_of_Week;
```

# -- Result

day_name	day_sales	day_quantity	sales_rank
Sunday	29333.39	1306	1
Saturday	23701.61	1045	2
Friday	21010.03	944	3
Thursday	10661.61	488	4
Tuesday	9860.28	433	5
Wednesday	8992.37	404	6
Monday	7901.03	363	7

```
-- Question 3 - Get Total Sales, Total Quantity, Total Tip, Tip Percent by Rider

-- Function used: Generated Columns, Joins

--Query

-- First step is to create a new column for tip percent using generated column function
Alter Table order_info
Add Column tip_percent float Generated Always as ((tip/order_amount)*100);

Select d.rider_name as rider_name , round(sum(o.order_amount),2)
as sales_amount, count(o.order_id) as order_no,
round(avg(d.deliverytime_mins),2) as avg_del_mins,
round(sum(o.tip),2) as total_tips, round(tip_percent,2) as tip_percent
From delivery_info as d
join order_info as o ON delivery_id = order_id
Group by Rider_Name
Order by Sales_Amount Desc;
```

#### -- Result

rider_name	sales_amount	order_no	avg_del_mins	total_Tips	tip_percent
Angel	37600.75	1709	20.12	5768.36	38.85
Sammie	33326.95	1488	19.69	5089.25	8.7
Tim	21565.08	939	19.89	2981.99	6.96
Paul	18967.55	847	21.09	3132.04	26.13

```
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```

Late Orders

66

```
-- Divide deliveries into time periods with quantity and percentage total of quantity
-- Functions used: With Clause, Datatype conversion, Case When Statements
--Query
-- First step is converting the order_time column in delivery_info table
Update delivery_info
Set order_time = TIME_FORMAT(order_time, '%H:%i');
with total as
    ( select count(delivery_id) as total
    from delivery_info )
Select order_period, count(order_period) as period_quantity,
round(count(order_period)/t.total*100,2) as percent_of_total
From (Select delivery_id, rider_name,location_type, deliverytime_mins,
       Case When order_time < '13:00' then 'Early Orders'
       When order_time > '13:00' and order_time < '17:00' then 'Lunch Orders'
       When order_time > '17:00' and order_time < '21:00' then 'Dinner Orders'
       Else 'Late Orders'
       End as 'order_period'
From delivery_info) as period, total as t
Group by order_period
Order by period_quantity Desc;
-- Result
order_period
                 period_quantity
                                   percent_of_total
                 2303
Dinner Orders
                                   46.21
Lunch Orders
                 1810
                                   36.32
Early Orders
                 805
                                   16.15
```

1.32



```
-- Top 10 selling pizzas and their categories
-- Functions used: Limit
--Query
Select o.pizza_type, p.category, count(o.pizza_type) as quantity_sold
From order_info as o
Join pizza_info as p
ON o.pizza_type = p.pizza_type
Group by pizza_type
Order by quantity_sold desc
Limit 10;
-- Result
pizza_type
                             quantity_sold
                 category
ital_supr
                 Meat
                             433
pepperoni
                 Classic
                             304
bbq_ckn
                 Chicken
                             247
sicilian
                 Meat
                             238
thai_ckn
                 Chicken
                             234
cali_ckn
                 Chicken
                             230
classic_dlx
                 Classic
                             228
hawaiian
                 Classic
                             218
spicy_ital
                 Meat
                             185
                 Chicken
southw_ckn
                             183
```



```
-- Top 3 selling pizzas in each category categories

-- Functions used: Row Number, With Clause

--Query
with pizza_sales as (Select o.pizza_type, p.menu_name,
p.category, count(o.pizza_type) as qty_sold,
row_number() over (partition by category order by count(o.pizza_type) desc)
as category_rank from order_info as o
join pizza_info as p on o.pizza_type = p.pizza_type
Group by pizza_type, category
order by category)

Select *
From pizza_sales
Where category_rank ≤ 3;

-- Result
pizza_type menu_name category qty_sold cat_rank
bbq_ckn Barbecue Chicken Chicken 247 1
```

pizza_type	menu_name	category	qty_sold	cat_rank
bbq_ckn	Barbecue Chicken	Chicken	247	1
thai_ckn	Thai Chicken	Chicken	234	2
cali_ckn	California Chicken	Chicken	230	3
pepperoni	Pepperoni Pizza	Classic	304	1
classic_dlx	Classic Deluxe	Classic	228	2
hawaiian	Hawaiian Pizza	Classic	218	3
ital_supr	Italian Supreme	Meat	433	1
sicilian	Sicilian Pizza	Meat	238	2
spicy_ital	Spicy Italian	Meat	185	3
four_cheese	Four Cheese	Veggie	173	1
veggie_veg	Vegetables Pizza	Veggie	171	2
five_cheese	The Five Cheese	Veggie	149	3



## -- Location details

# --Query

Select d.delivery\_location, round(sum(o.order\_amount),2) as zone\_sales,
count(o.order\_id) as zone\_orders,round(avg(d.distance\_km),2) as avg\_dist\_km,
round(avg(d.deliverytime\_mins),2) as avg\_del\_min
From delivery\_info as d
Join order\_info as o ON d.delivery\_id = o.order\_id
Group by delivery\_location
Order by location\_sales desc;

### -- Result

delivery_location	zone_sales	zone_orders	avg_dist_km	avg_del_min
White Water	22917.05	1057	1.79	15.43
Collister North	20367.67	911	1.31	10.97
Garden City	19307.69	833	2.54	22.41
NorthEnd	15857.52	752	2.89	25.76
Collister South	11706.65	545	1.17	9.71
Bogus Basin	9780.58	412	3.23	29.34
West Glennwood	8266.86	357	3.02	26.83
HiddenSprings	3256.31	116	7.71	76.89

```
-- Divide deliveries into speed brackets based on deliverytime_mins
-- Calculate percentage of deliveries that are late
-- Functions used: With Clause, Sub-Queries
--Query
with total_deliveries as
(select count(delivery_id) as total_orders from delivery_info)
Select delivery_speed, round(delivery_count/td.total_orders*100,2) as del_percent
From(
Select delivery_speed, count(delivery_speed) as delivery_count
From (
Select *,
Case when deliverytime_mins ≤ 10 then 'Fast Delivery'
When deliverytime_mins > 10 and deliverytime_mins ≤30 then 'Standard Delivery'
Else 'Late Delivery'
End as 'delivery_speed'
From delivery_info)ds
Group by delivery_speed
Order by delivery_count desc)dc, total_deliveries as td
Having delivery_speed = 'Late Delivery';
-- Result 1
delivery_speed delivery_count
Fast Delivery
               1263
Standard Delivery 3081
Late Delivery
                640
-- Result 2
delivery_speed
                 delivery_percent
Late Delivery
                 12.84
```

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```
-- Calculate the number of fast deliveries per Rider
--Query
Select rider_name, count(delivery_speed) as no_of_deliveries
From(
Select *,
Case when deliverytime_mins < 10 then 'Fast Delivery'</pre>
When deliverytime_mins > 10 and deliverytime_mins < 30 then 'Standard Delivery'
Else 'Late Delivery'
End as 'delivery_speed'
From delivery_info)ds
Where delivery_speed = 'Fast Delivery'
group by delivery_speed, rider_name
Order by no_of_deliveries Desc;
-- Result
rider_name no_of_deliveries
Sammie
            382
Angel
            372
Tim
            199
Paul
            176
```

```
-- Calculate number of deliveries 30% above the average order amount
-- by location
-- Function used: Sub-Queries, With Clause, Joins
--Query
with big_order as (
Select *
From order_info
Where order_amount >
(Select round(avg(order_amount),2) * 1.3
From order_info))
Select d.delivery_location, count(bo.order_id) as big_orders
From big_order as bo
Join delivery_info as d
on bo.order_id = d.delivery_id
Group by d.delivery_location
Order by big_orders desc;
-- Result
delivery_location
                      big_orders
Garden City
                      161
Collister North
                      156
White Water
                      147
Bogus Basin
                      87
NorthEnd
                      84
Collister South
                      79
West Glennwood
                   75
HiddenSprings
                      24
```