



**ATLIQ** HARDWARE

# **CONSUMER GOODS**

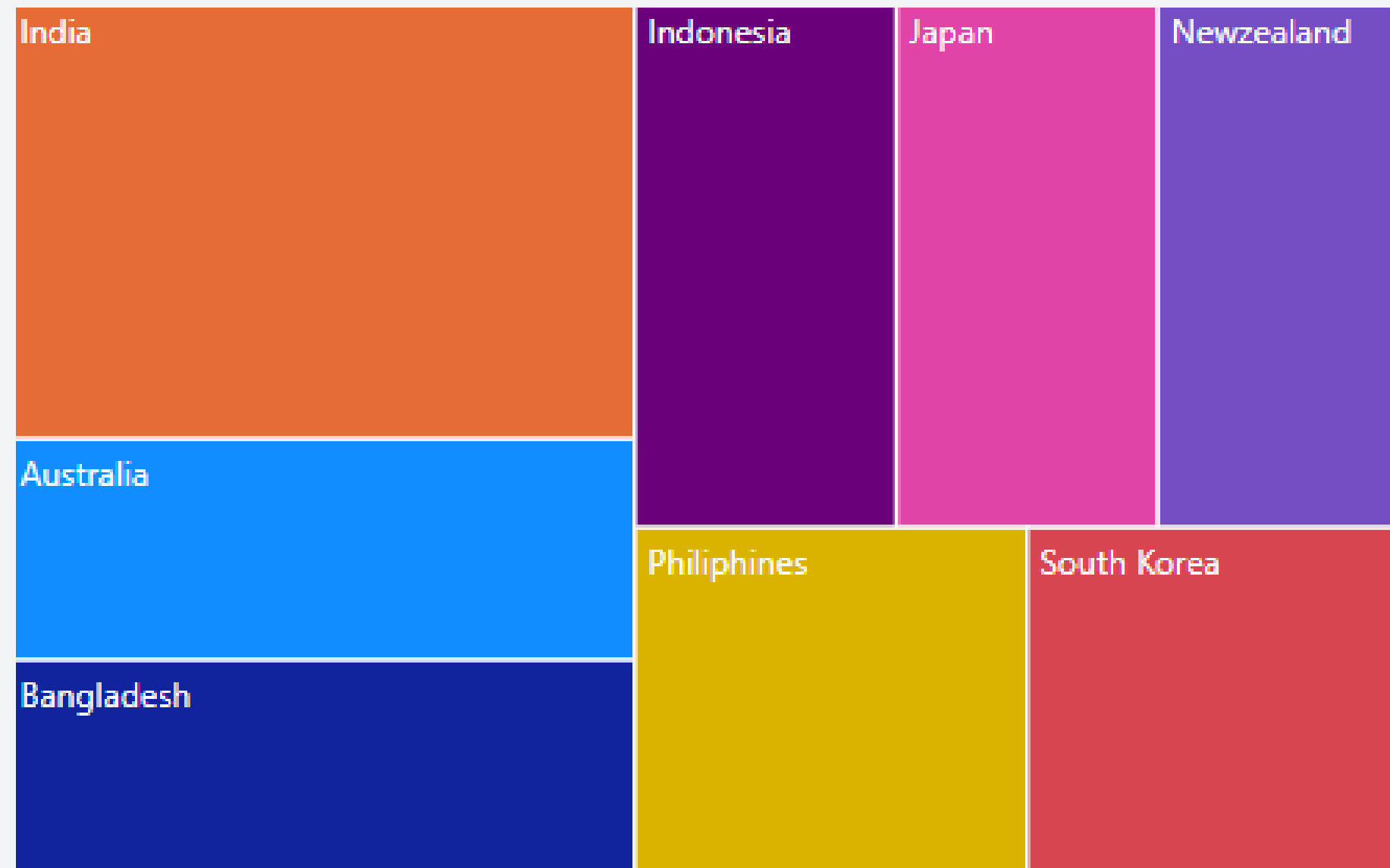
## **AD\_HOC** INSIGHTS

**BY MADHURI PADOLE**

## QUESTION

PROVIDE THE LIST OF MARKETS IN WHICH CUSTOMER "ATLIQ EXCLUSIVE" OPERATES ITS BUSINESS IN THE APAC REGION.

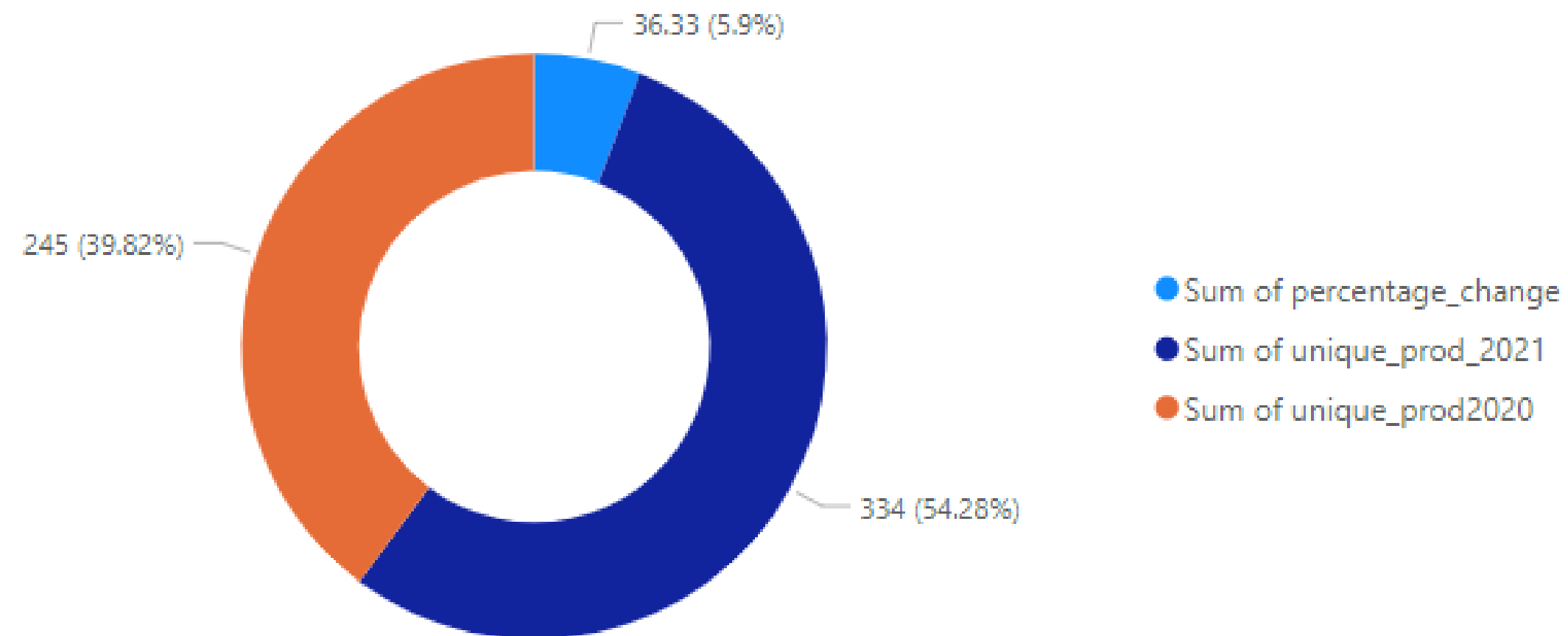
## OUTPUT



## QUESTION

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

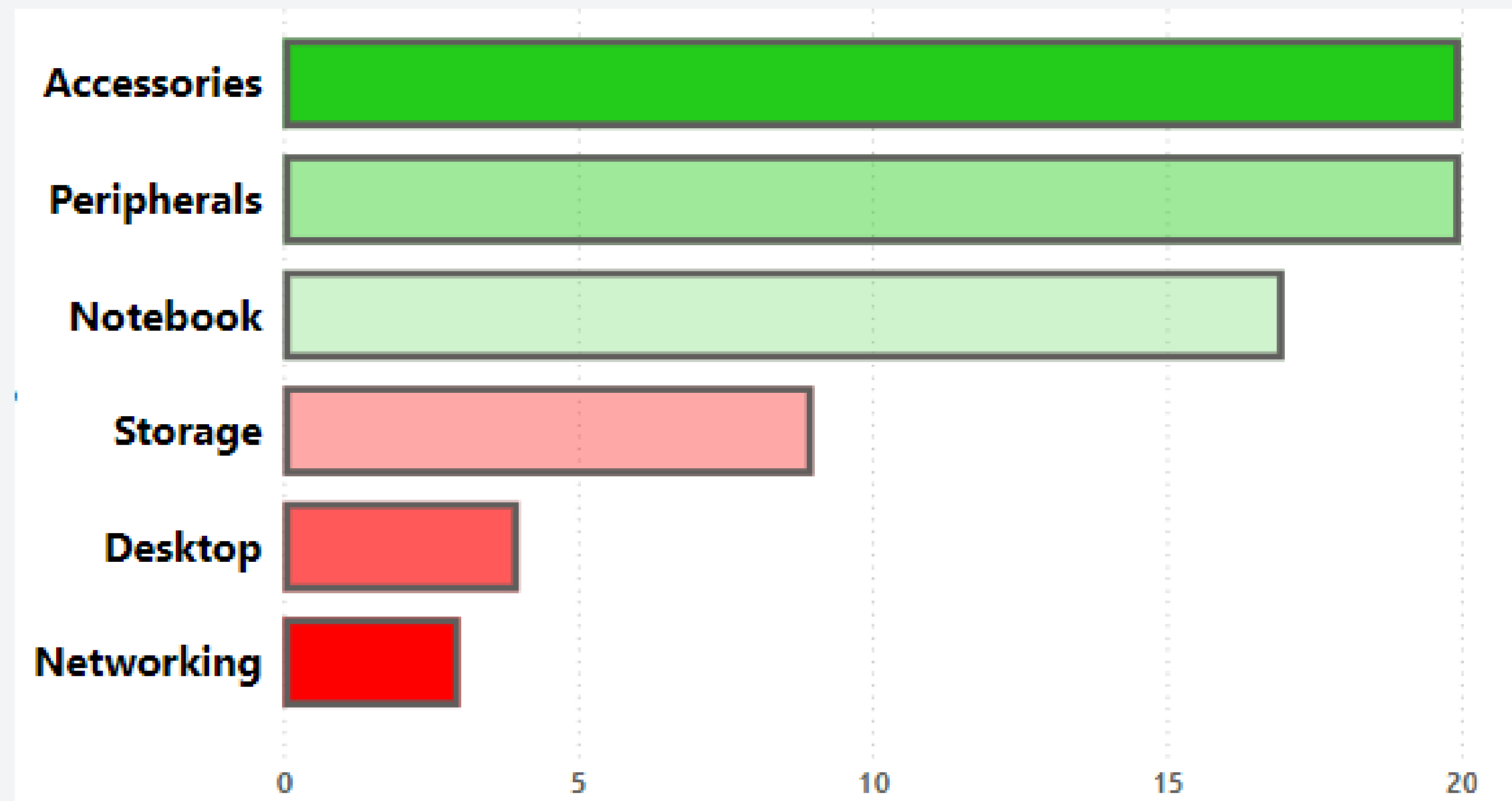
## OUTPUT



## QUESTION

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

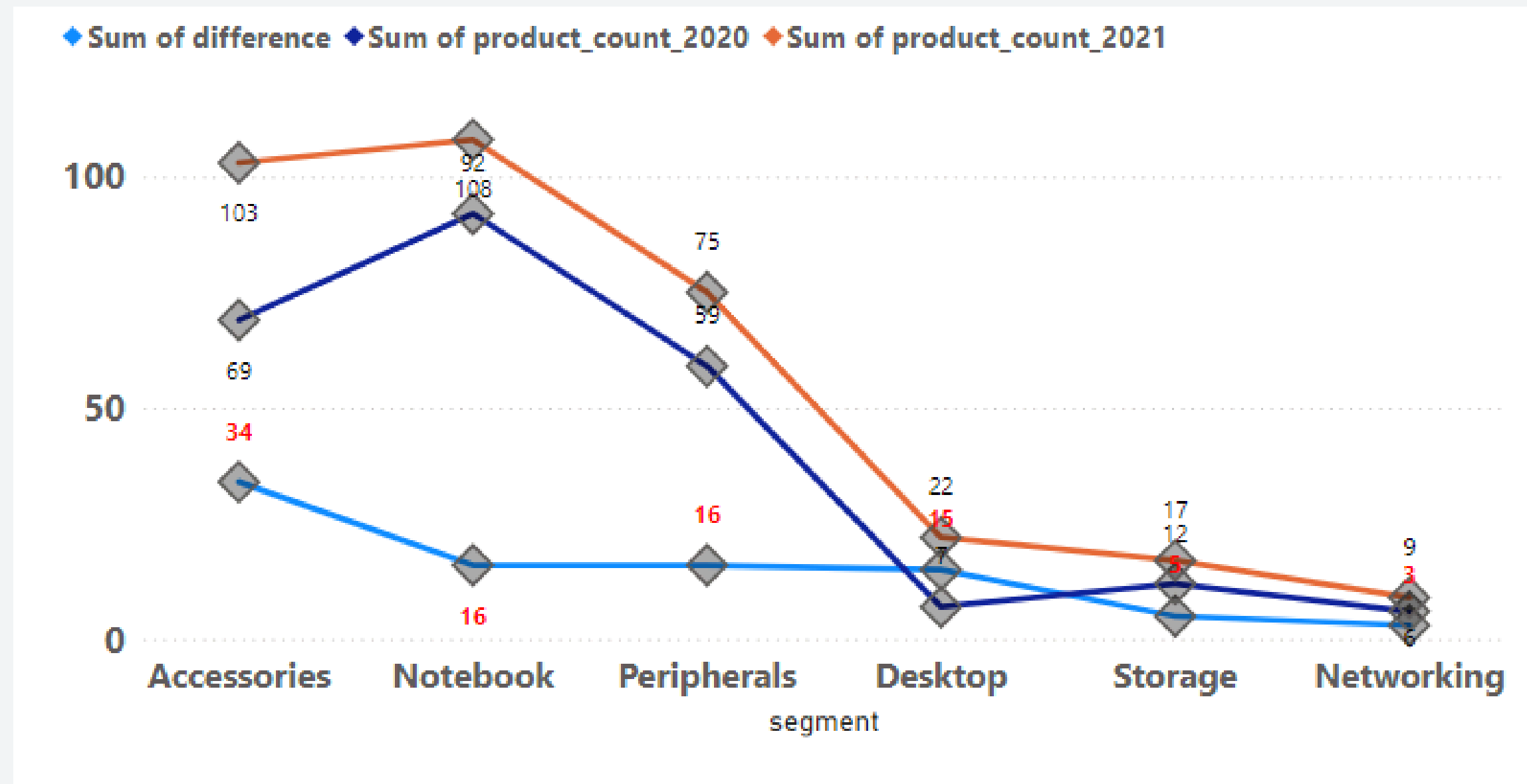
## OUTPUT



## QUESTION

. 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



## QUESTION

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	Sum of mfg_cost
A2118150101	AQ Master wired x1 Ms	1.81
A2118150102	AQ Master wired x1 Ms	1.05
A6119110202	AQ HOME Allin1 Gen 2	238.24
A6119110203	AQ HOME Allin1 Gen 2	238.62
A6119110204	AQ HOME Allin1 Gen 2	238.77
A6120110205	AQ HOME Allin1 Gen 2	240.31
A6120110206	AQ HOME Allin1 Gen 2	240.54
A6818160201	AQ Pen Drive DRC	1.82

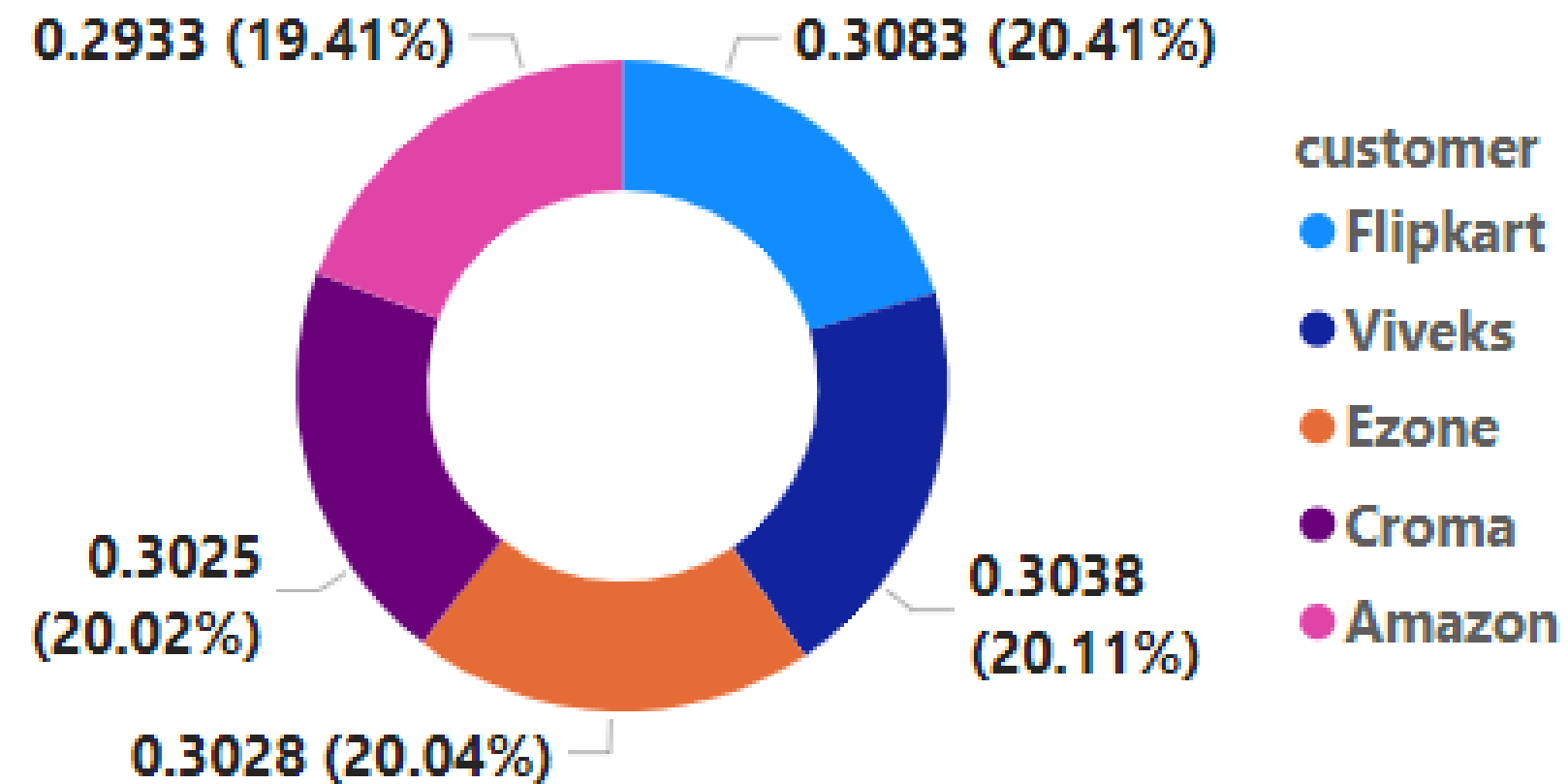


## QUESTION

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

Sum of discount\_percentage by customer



## QUESTION

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	fiscal_year	gross_sales_price
September	2020	9092670.34
October	2020	10378637.60
November	2020	15231894.97
December	2020	9755795.06
January	2020	9584951.94
February	2020	8083995.55
March	2020	766976.45
April	2020	800071.95
May	2020	1586964.48
June	2020	3429736.57
July	2020	5151815.40
August	2020	5638281.83

September	2021	19530271.30
October	2021	21016218.21
November	2021	32247289.79
December	2021	20409063.18
January	2021	19570701.71
February	2021	15986603.89
March	2021	19149624.92
April	2021	11483530.30
May	2021	19204309.41
June	2021	15457579.66
July	2021	19044968.82
August	2021	11324548.34

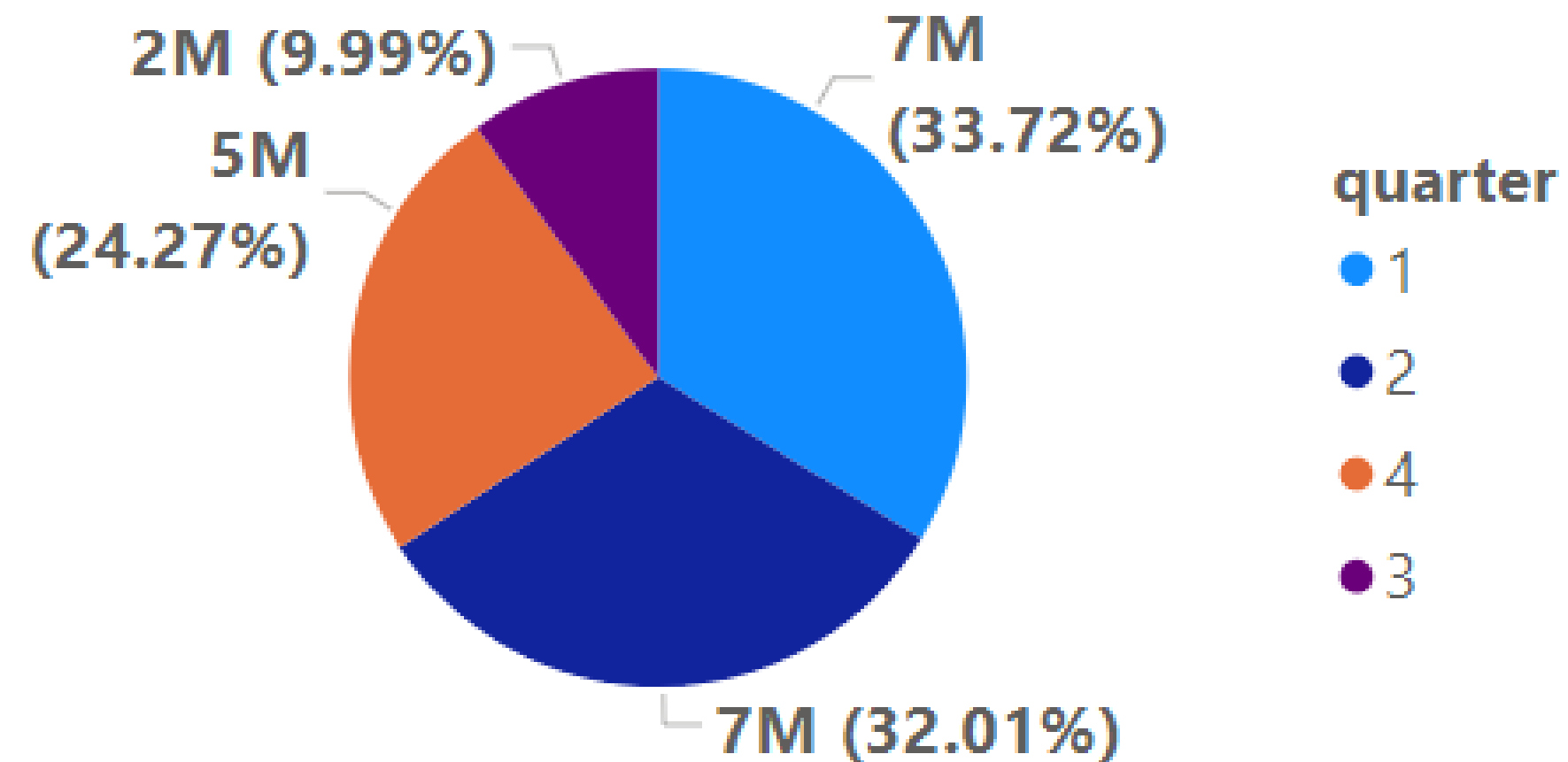


## QUESTION

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

Sum of total\_sold\_quantity by quarter

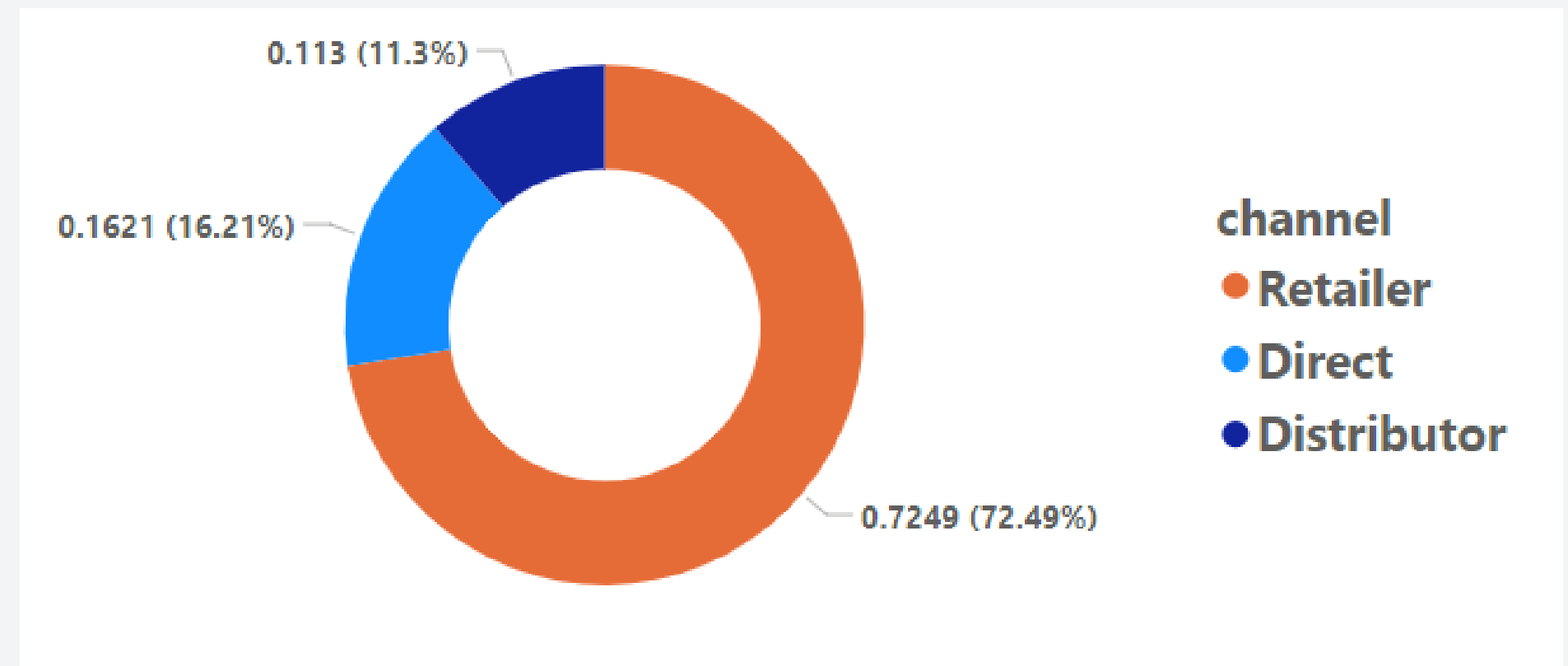


## QUESTION

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
Retailer	2690.56 M
Direct	601.71 M
Distributor	419.45 M



## QUESTION

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	A6720160103	AQ Pen Drive 2 IN 1	1159222	1
N & S	A6818160201	AQ Pen Drive DRC	1128104	2
N & S	A6419160301	AQ Clx1	729696	3
P & A	A2319150302	AQ Gamers Ms	683634	1
P & A	A2219150204	AQ Master wireless x1 Ms	682321	2
P & A	A2319150306	AQ Gamers Ms	681531	3
PC	A4218110202	AQ Digit	26012	1
PC	A4319110306	AQ Velocity	25978	2
PC	A4118110107	AQ Aspirom	25963	3



**THANK'S FOR  
SPECTATING**