

Marina Cvijetić IT60-2019

Project presentation

# Regionalna prodaja u SAD



# Motivacija

- Uvid u trenutno stanje **LOOK**
- Praćenje toka poslovanja i analiza
- Unapređenje poslovanja



# Uvod

## Specifikacija zahteva korisnika

- 01** Preko kog kanala prodaje je ostvaren najveći prihod u Kaliforniji, Tenesiju, Koloradu i Floridi u 2019. godini?
- 02** Grafički prikaz linijskog kretanja prihoda prodavnica po regijama u periodu od marta do jula 2020. godine?
- 03** Koliko proizvoda na popustu većem od 10% je prodao svaki tim prodaje u mesecu septembru, oktobru, novembru i decembru za svaku državu?
- 04** U kojim državama je ostvaren najveći broj porudžbina?
- 05** Top pet proizvoda najprodavanijih proizvoda za svaku godinu?

# Izvor podataka

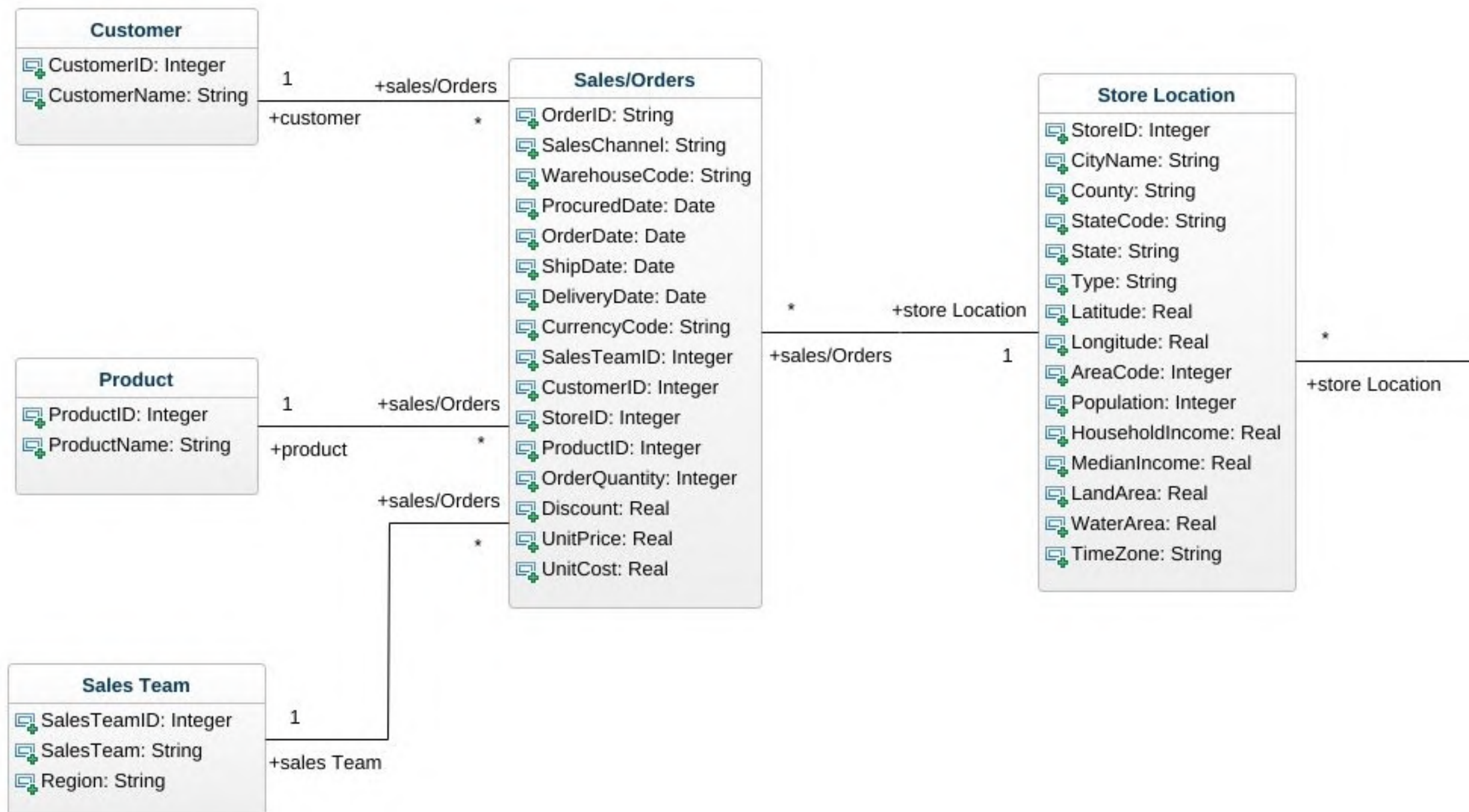


**data.world**

**Web site link:**

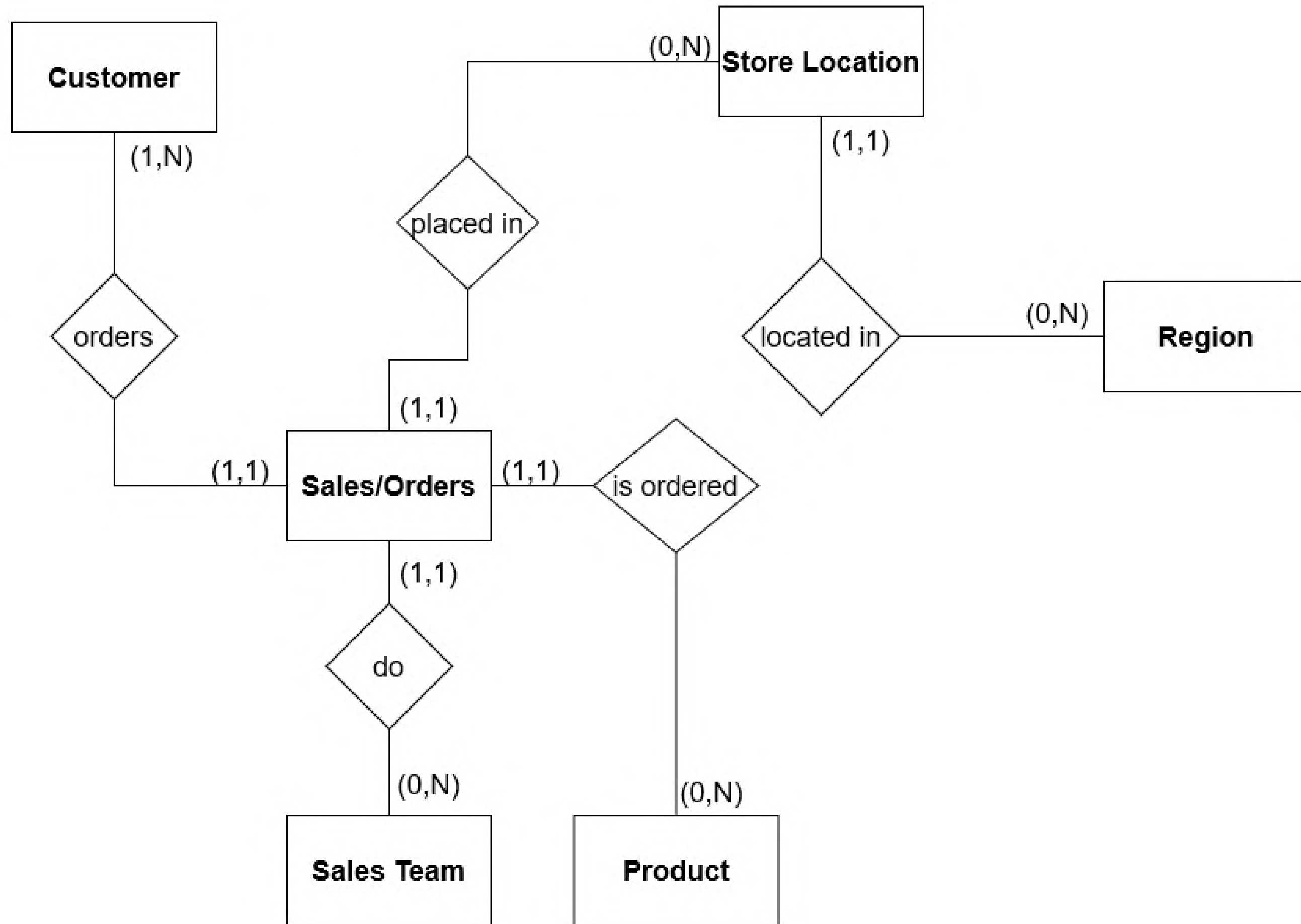
<https://data.world/>





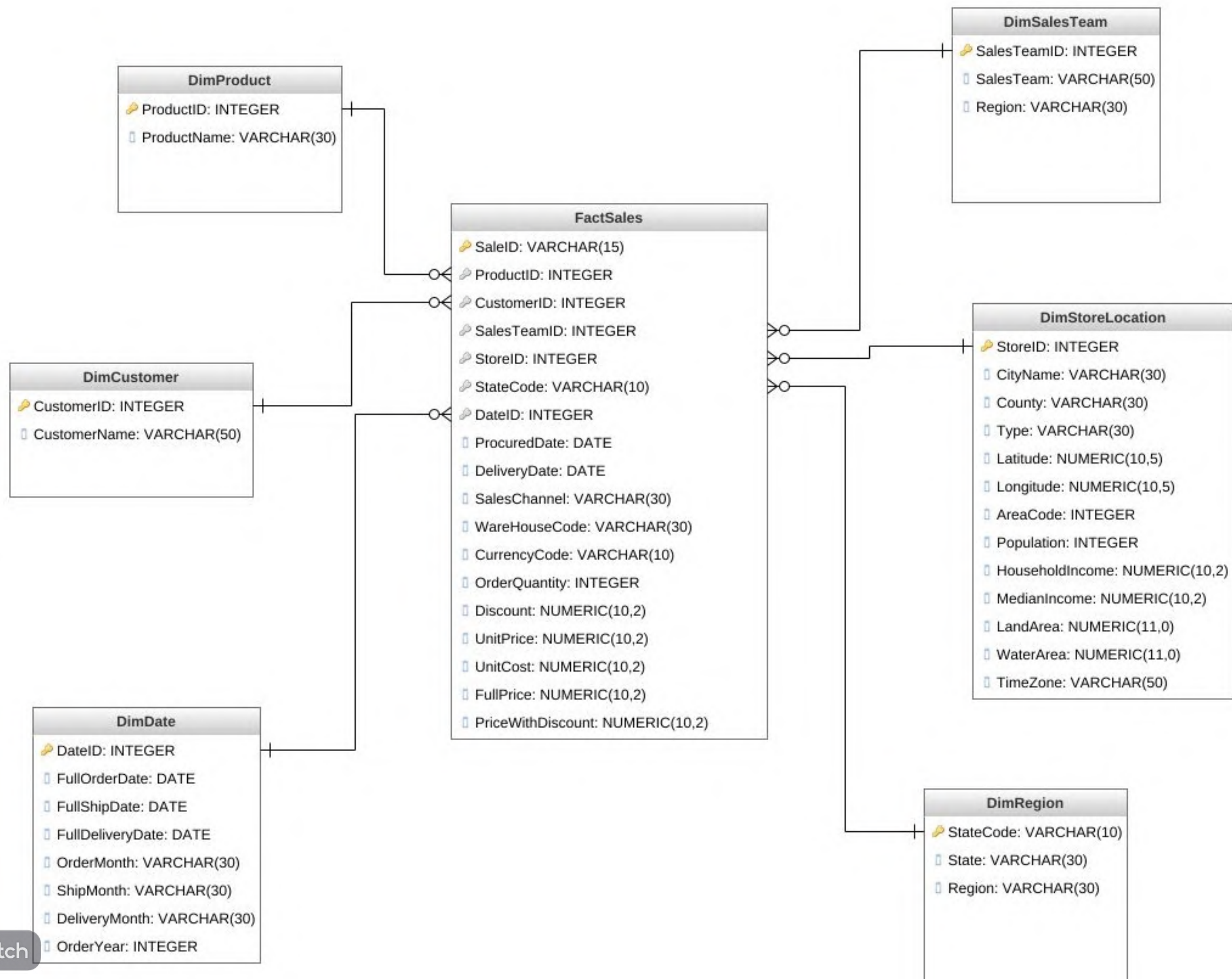
# OLTP ŠEMA

## Class Diagram



# OLTP ŠEMA

EER Diagram



# OLAP ŠEMA

Star schema

# Our Process

## Kick-off

Introduction and alignment to make sure you're okay with how much we cost

## Concepts

Present the output of our many, many brainstorm sessions and hope you don't have major revision requests

## Delivery

Select one concept and refine into final delivery



# Očekivani rezultati

Preko kog kanala prodaje  
je ostvaren najveći  
prihod?

In - Store

Stabilnost prihoda u  
periodu od 5 meseci  
prema regijama?

Na srednjem zapadu i  
zapadu se očekuju  
najmanje oscilacije

Koliko proizvoda na popustu  
većem od 10% je prodao svaki  
tim prodaje u mesecu  
septembru, oktobru, novembru  
i decembru za svaku državu?

Očekuje se porast prodaje

U kojim državama je  
ostvaren najveći broj  
porudžbina?

Teksas i Kalifornija

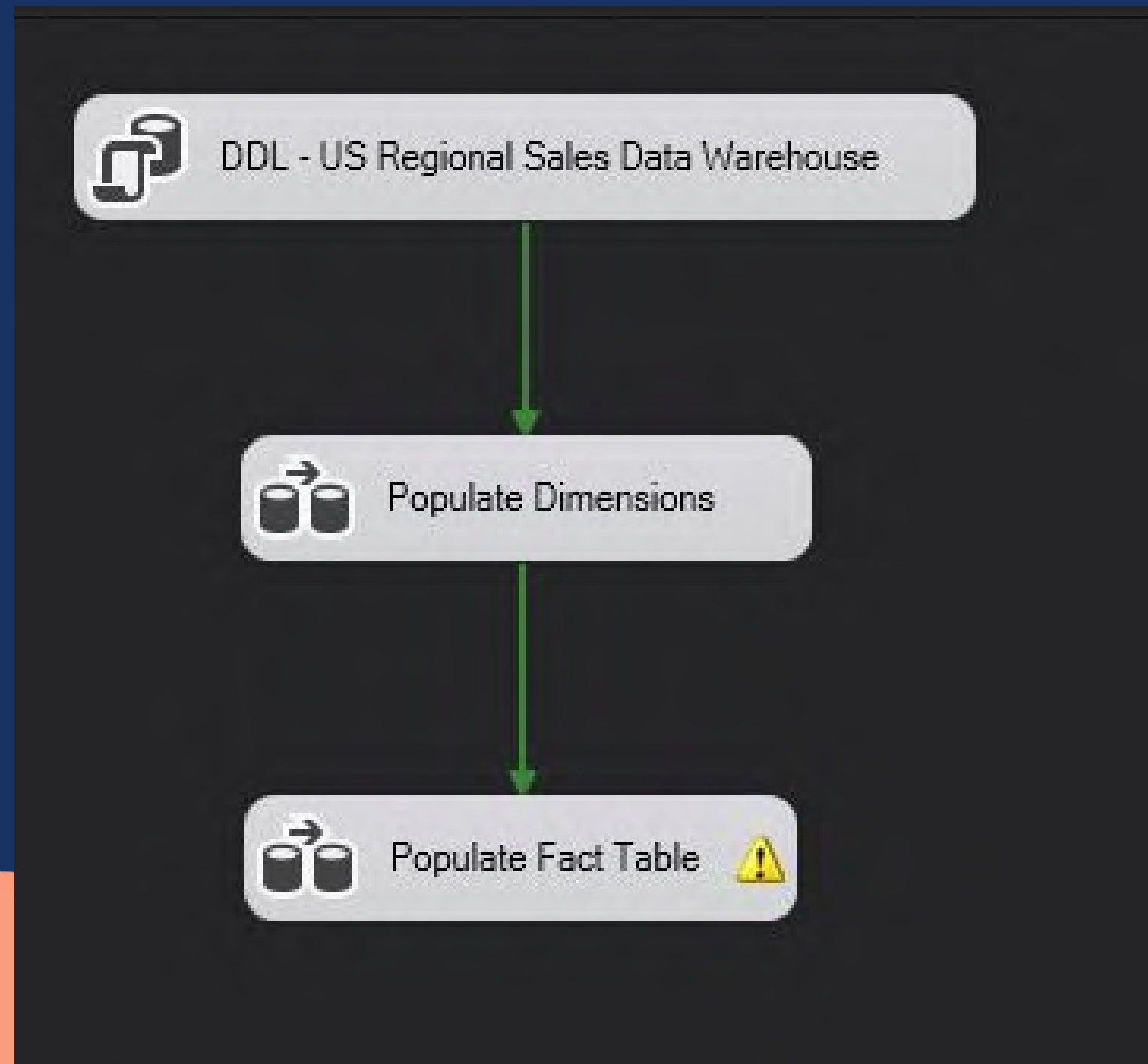
Top pet proizvoda  
najprodavanijih proizvoda  
za svaku godinu?

Posuđe, nameštaj  
akcesoari, suveniri

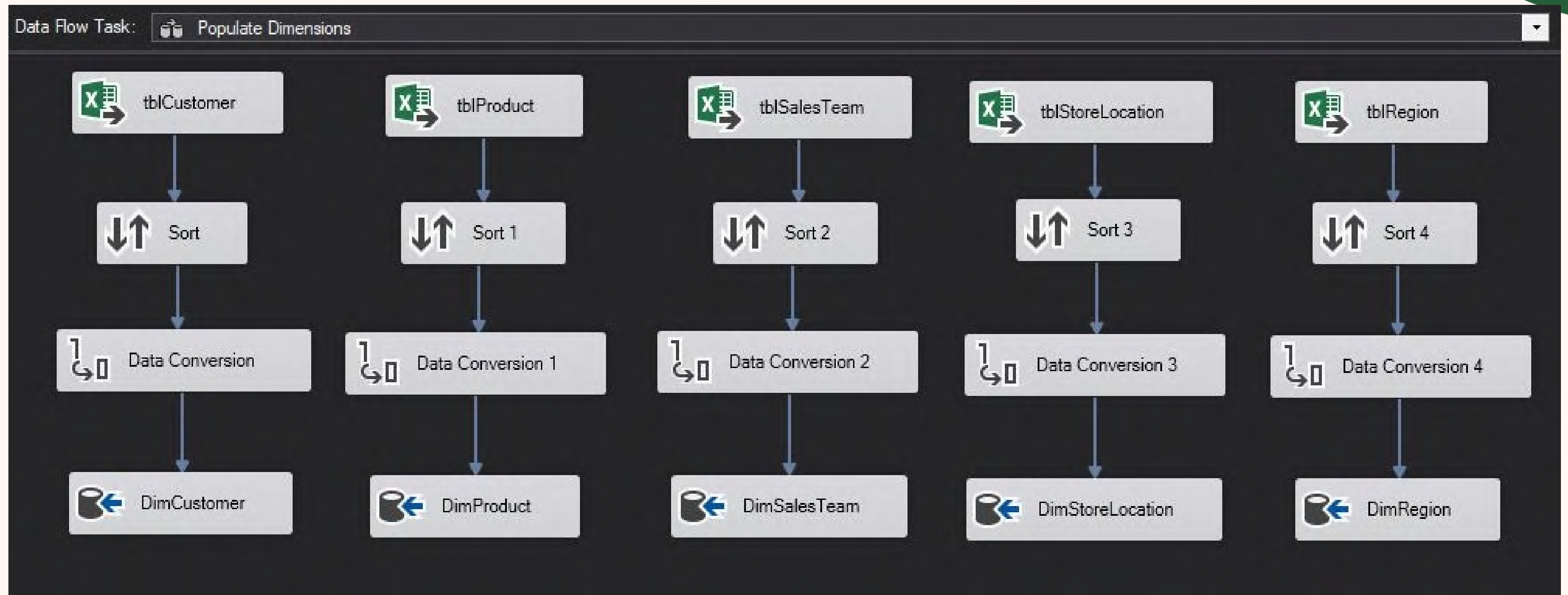
# ETL PROCES

## Control Flow kartica

- Prikaz kompletnog flow-a ETL procesa



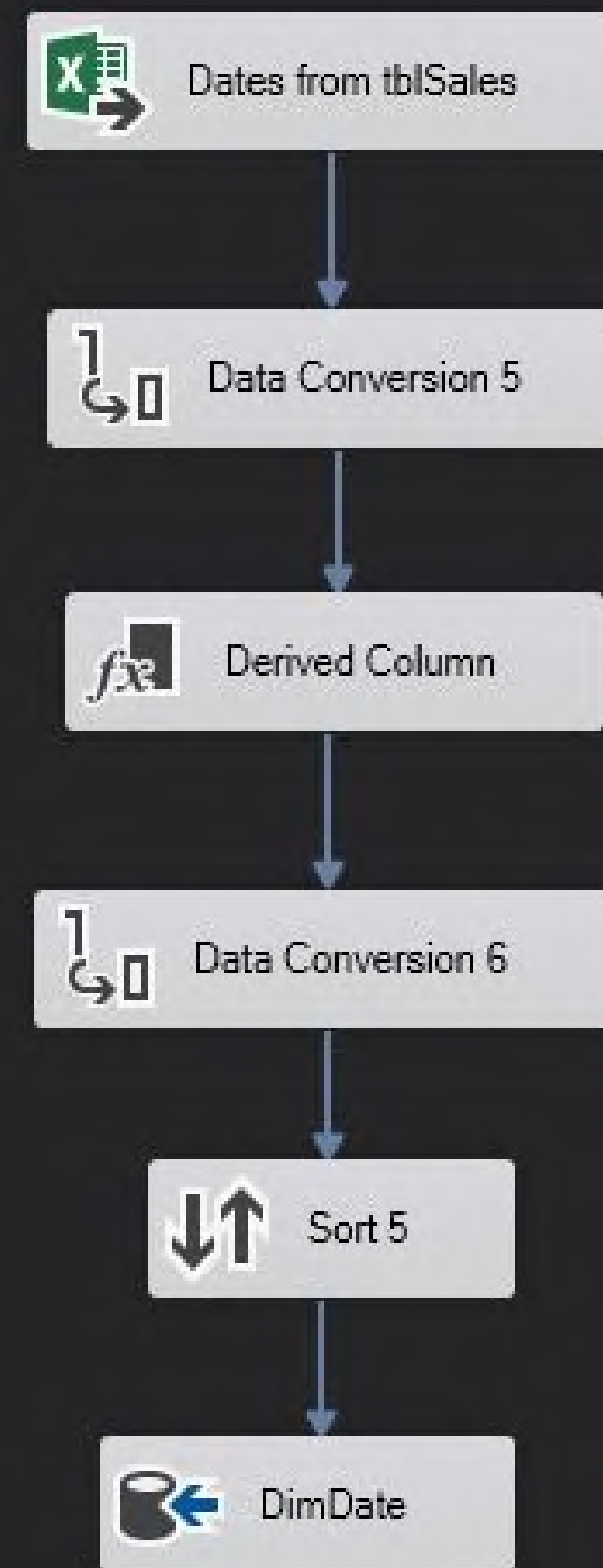
# Dimenzije



**Data Flow – Populate dimensions**

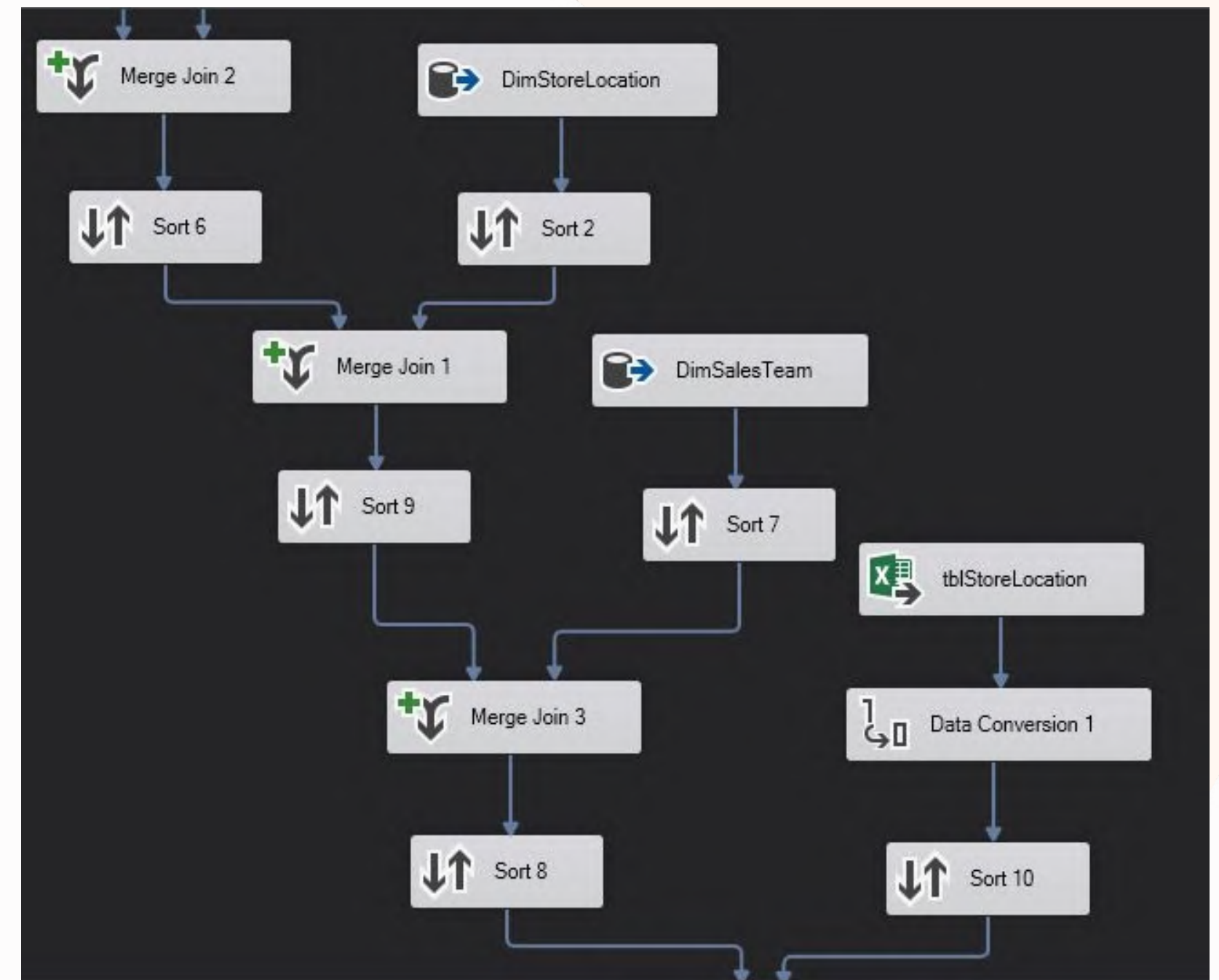
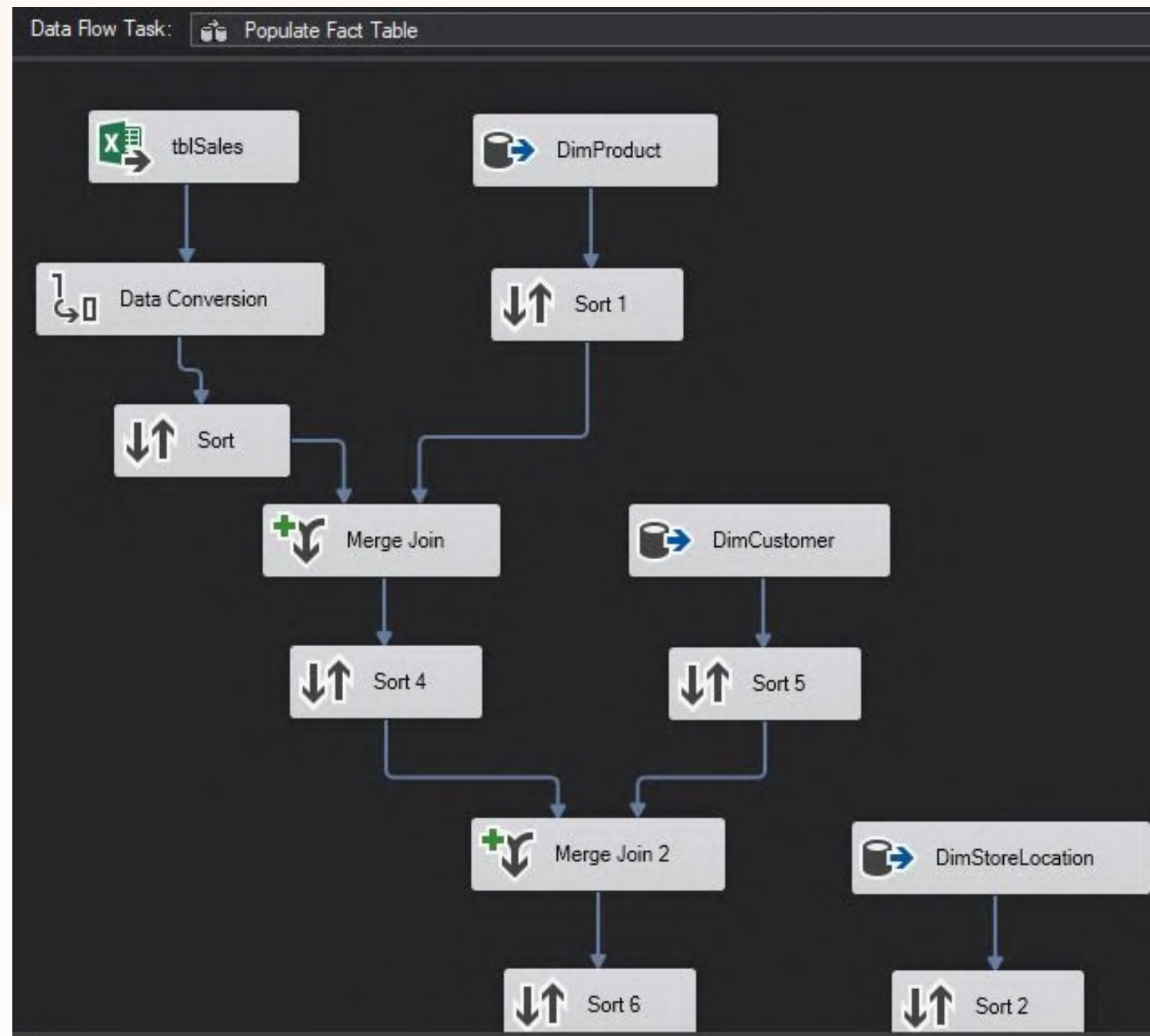
# Vremenska dimenzija

**Data Flow – Populate dimensions**



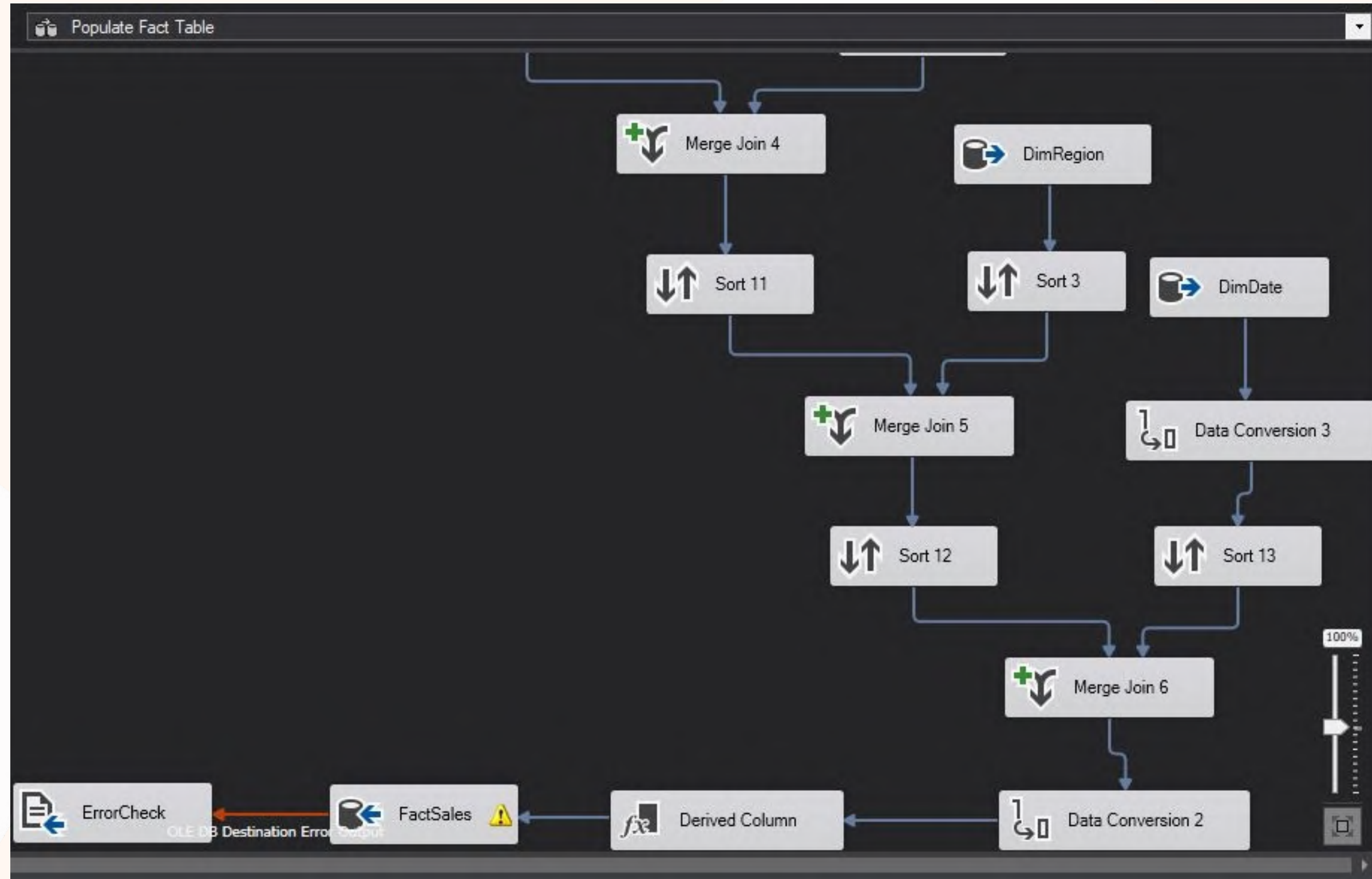


# Tabela činjenica



Data Flow - Populate Fact  
Table

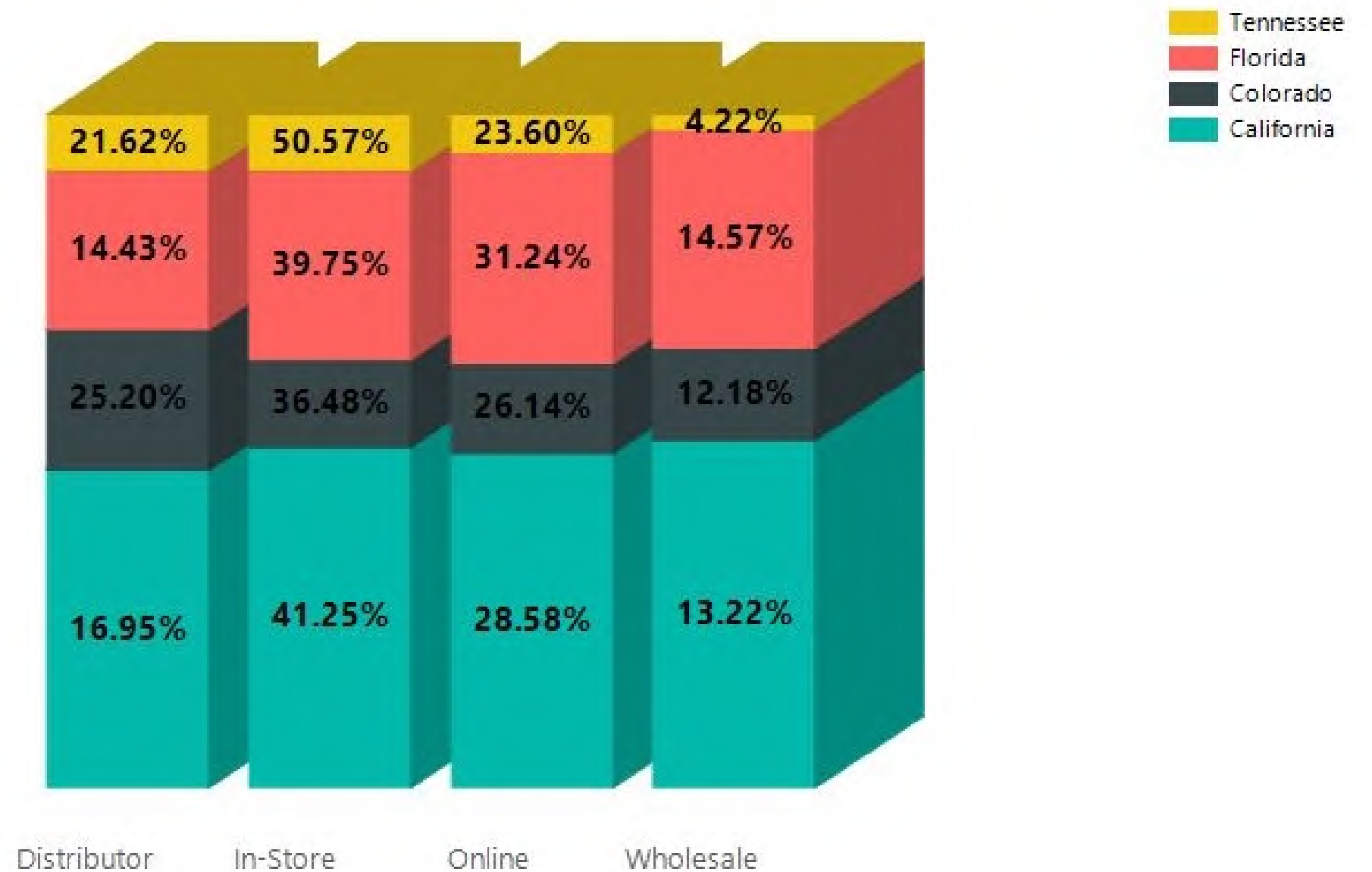
# Tabela činjenica



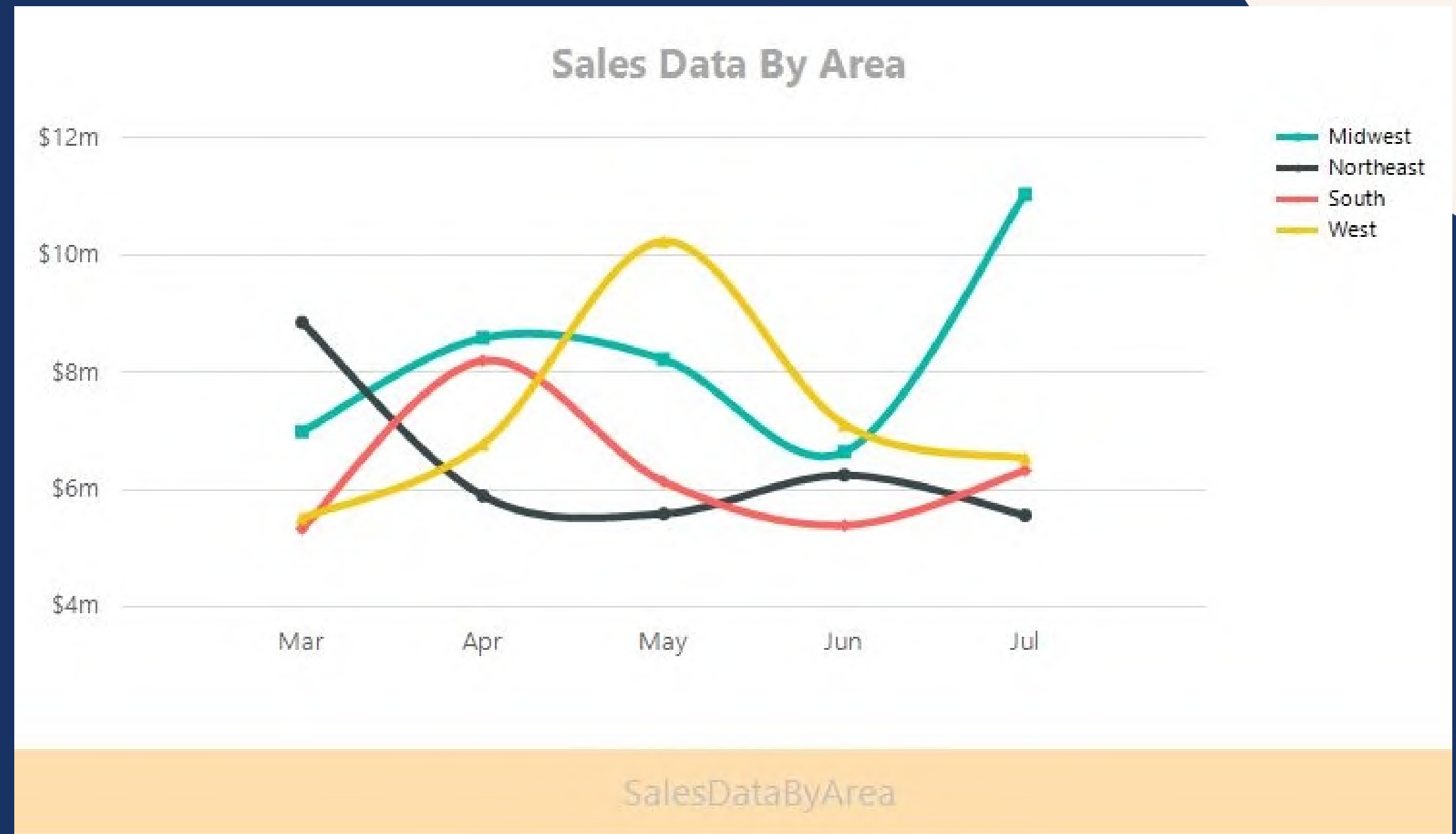
Data Flow - Populate Fact Table

# Prvi izveštaj

Sales Channel Success Rate



# Drugi izveštaj





# Treći izveštaj

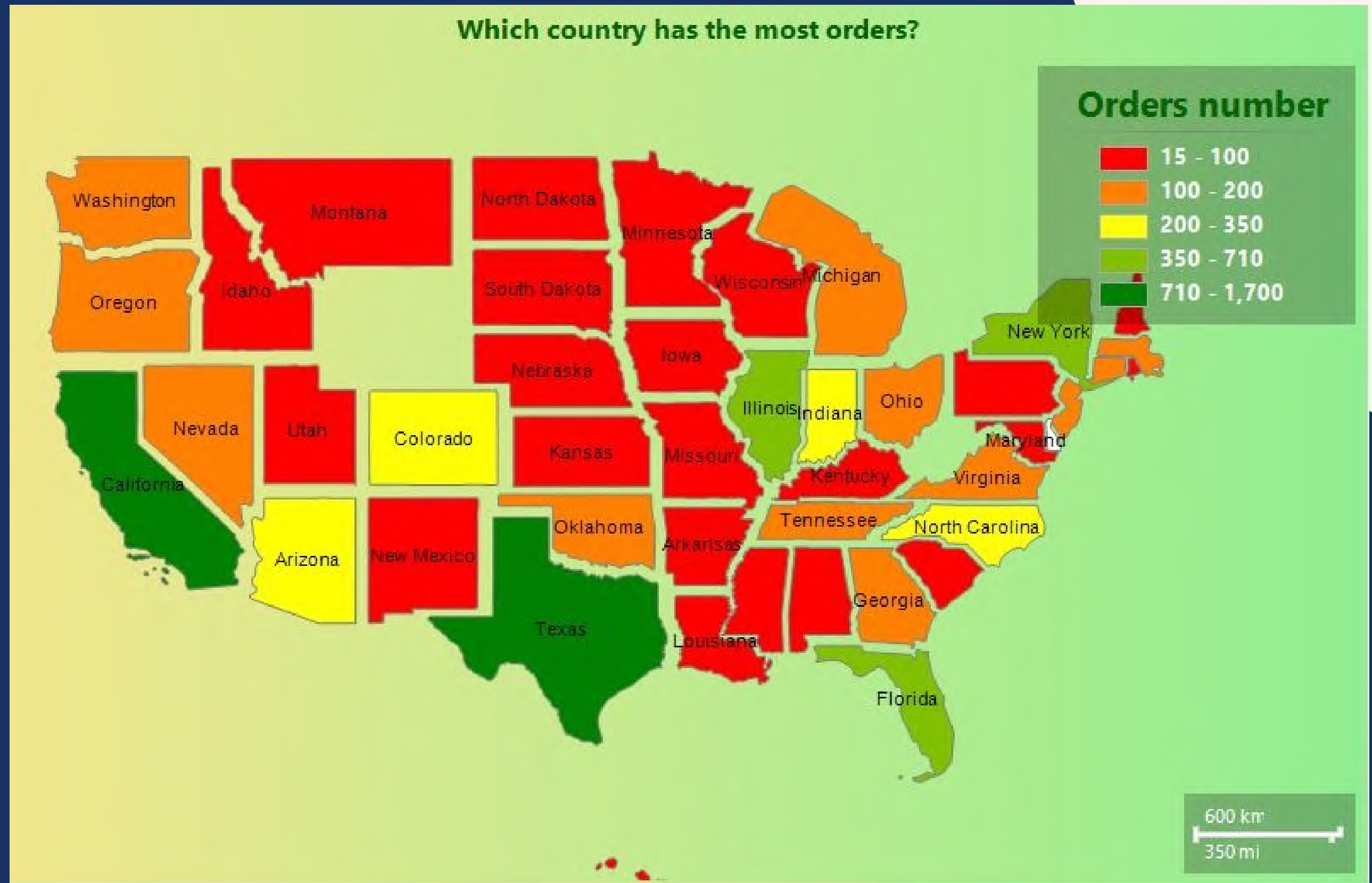
Products sold with discount grater than 10%		
Alabama	2018	
California	2018	
Connecticut	2018	
Florida	2018	
Illinois	2018	
Indiana	2018	
Massachusetts	2018	
New Jersey	2018	
North Carolina	2018	
Texas	2018	
Virginia	2018	

1 of total 36

Pitch

Products sold with discount grater than 10%					
Alabama	2018				
	Sales Team	Products Sold	Full Price	Price with discount	Discount
	George Lewis	4	\$15302.80	\$13007.38	15.00%
	Roy Rice	2	\$2077.00	\$1453.90	30.00%
	Stephen Payne	1	\$1159.10	\$927.28	20.00%
	Total:	7	\$18538.90	\$15388.56	
Arizona	2018				
	Sales Team	Products Sold	Full Price	Price with discount	Discount
	Nicholas Cunningham	3	\$16884.00	\$13507.20	20.00%
	Paul Holmes	5	\$5862.50	\$3517.50	40.00%
	Shawn Wallace	5	\$6532.50	\$5552.62	15.00%
	Chris Armstrong	2	\$1340.00	\$938.00	30.00%
	Stephen Payne	3	\$562.80	\$450.24	20.00%
	Shawn Cook	8	\$20528.80	\$17449.48	15.00%
	Total:	26	\$51710.60	\$41415.04	

# Četvrti izveštaj



# Peti izveštaj



## TOP 5 BEST SELLING PRODUCTS



Year 2020	
Product Name	Orders number
Serveware	87
Wreaths	81
Collectibles	79
Vanities	79
Wall Frames	78

Year 2019	
Product Name	Orders number
Wardrobes	77
Platters	77
Phones	76
Blankets	76
Accessories	75

Year 2018	
Product Name	Orders number
Ornaments	59
Accessories	52
Platters	51
Dining Furniture	51
Cocktail Glasses	50
Sculptures	50

Tuesday, January 24, 2023

# Hvala na pažnji!