

1. State Wise Sale Report LY Vs CY

- **Description:** This report compares sales performance by state across two periods: Last Year (LY) and Current Year (CY).
- **Key Data Points:**
 - Sales by state for LY
 - Sales by state for CY
 - Percentage growth or decline in sales for each state
- **Steps:**
 - Group sales data by state.
 - Extract sales data for the same states for LY and CY.
 - Calculate the difference and percentage change between LY and CY sales.

2. Month Wise Sale Report LY Vs CY

- **Description:** This report compares monthly sales figures for LY and CY to track trends over time.
- **Key Data Points:**
 - Monthly sales for LY (Jan-Dec)
 - Monthly sales for CY (Jan-Dec)
 - Year-over-Year (YoY) growth for each month
- **Steps:**
 - Group sales data by month.
 - Extract sales for each month in LY and CY.
 - Calculate YoY growth (or decline) for each month.

3. District Wise Sale LY Vs CY

- **Description:** This report compares district-level sales performance for LY and CY.
- **Key Data Points:**
 - Sales data by district for LY
 - Sales data by district for CY
 - Growth/Decline analysis for each district
- **Steps:**
 - Aggregate sales data at the district level.
 - Compare LY and CY sales figures.
 - Calculate the growth or decline for each district.

4. TOP 10 Customer Sale LY Vs CY

- **Description:** This report compares the sales performance of the top 10 customers between LY and CY.
- **Key Data Points:**
 - Customer ID and name
 - Sales volume or revenue for each top 10 customer in LY and CY
 - YoY sales comparison for each top customer
- **Steps:**
 - Identify the top 10 customers based on sales in LY.
 - Identify the same customers in CY and compare sales performance.
 - Calculate the percentage change in sales for these customers.

5. TOP 10 Product LY Vs CY

- **Description:** This report focuses on comparing the sales of the top 10 products between LY and CY.
- **Key Data Points:**
 - Product ID and name
 - Sales volume or revenue for each top 10 product in LY and CY
 - YoY sales comparison for each product
- **Steps:**
 - Identify the top 10 products based on sales in LY.

- Compare sales data for the same products in CY.
- Calculate the sales growth or decline for each product.

6. Top 10 Category Wise Sale Report LY Vs CY

- **Description:** This report compares sales performance by product category between LY and CY, focusing on the top 10 categories.
- **Key Data Points:**
 - Product category name
 - Sales data for each category in LY and CY
 - YoY comparison of category sales
- **Steps:**
 - Identify the top 10 categories by sales volume or revenue in LY.
 - Compare the sales for these categories in CY.
 - Calculate percentage growth or decline for each category.

General Steps for Implementation:

1. **Data Collection:** Ensure you have access to sales data for both LY and CY, segmented by state, district, product, customer, and category.
2. **Data Analysis:** Use analytical tools like Excel, SQL, or a business intelligence tool (e.g., Tableau, Power BI) to create the comparisons.
3. **Visualization:** Create visual representations like bar charts, line graphs, or tables to clearly show the LY vs CY comparison for each report.
4. **Reports Generation:** Once data is analyzed, generate comprehensive reports that highlight key insights (growth, declines, top performers).
5. **Distribution:** Ensure reports are accessible to stakeholders and decision-makers, either by email, through a shared portal, or via a business intelligence dashboard.