**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.