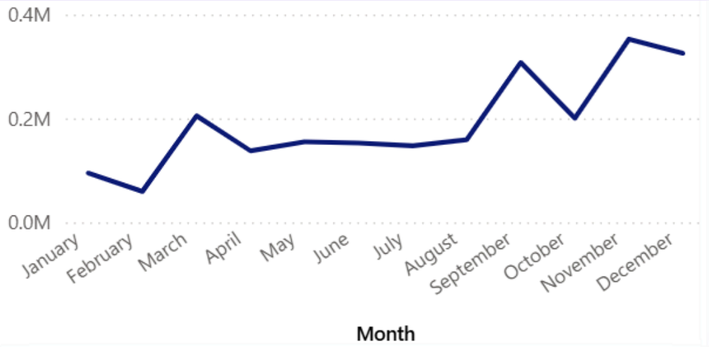
POWER BI

Sales Forecasting & Anomaly Detection (AI Project)

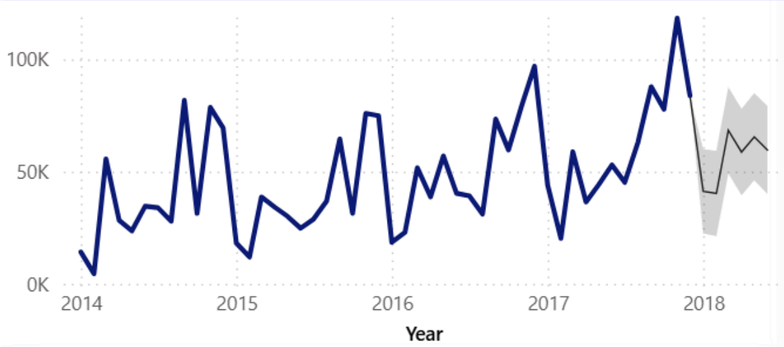
Sales Dashboard \ Overview

2.30M	5K	191.43K	733.22K
Sum of Sales	Total Orders	Avg Monthly Sales	Sales YTD

Sum of Sales by Month



Sum of Sales by Year, Quarter and Month

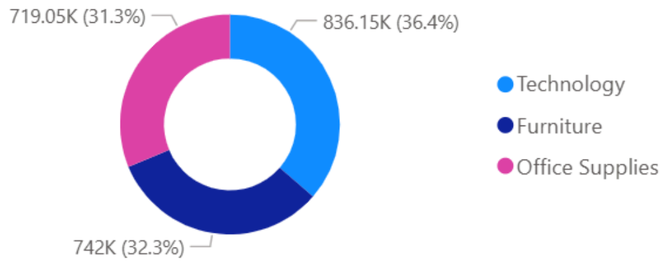


NARRATIVE

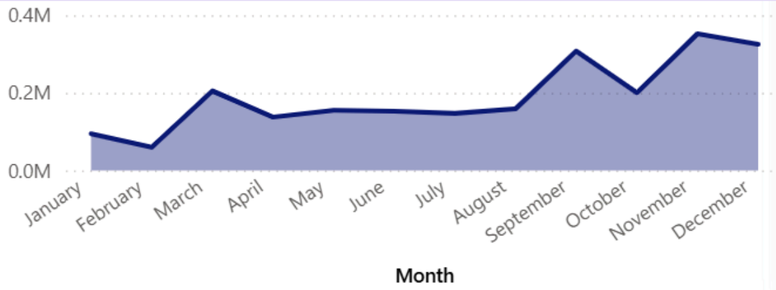
At 352,461.07, November had the highest Sum of Sales and was 489.88% higher than February, which had the lowest Sum of Sales at 59,751.25.

November accounted for 15.34% of Sum of Sales.

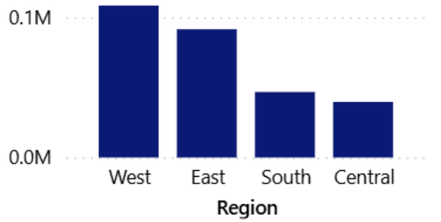
Sum of Sales by Category



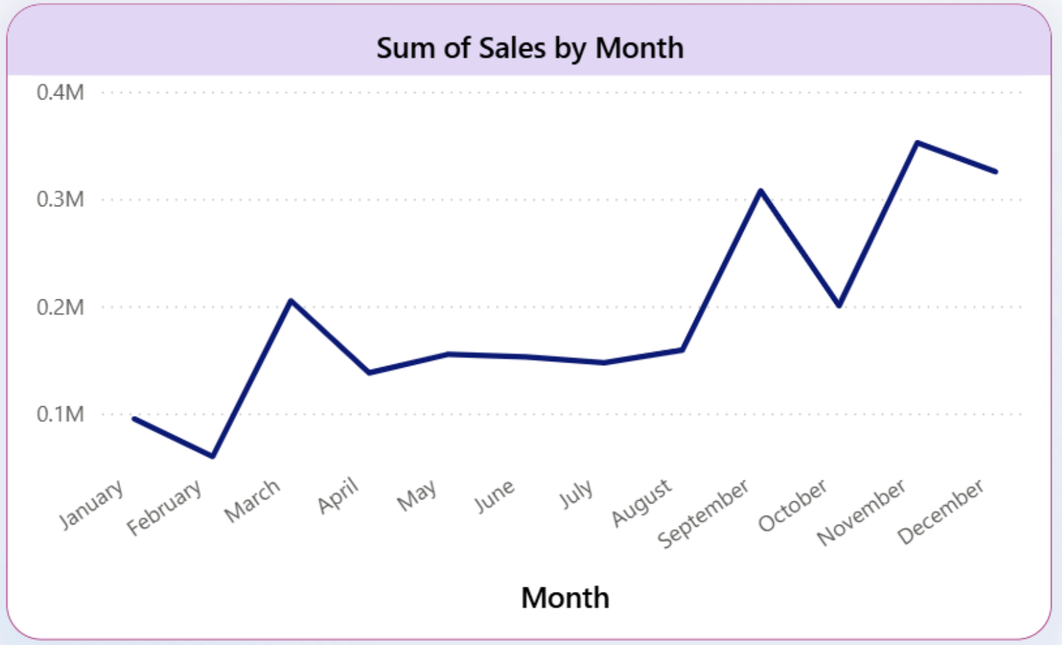
Sum of Sales by Month

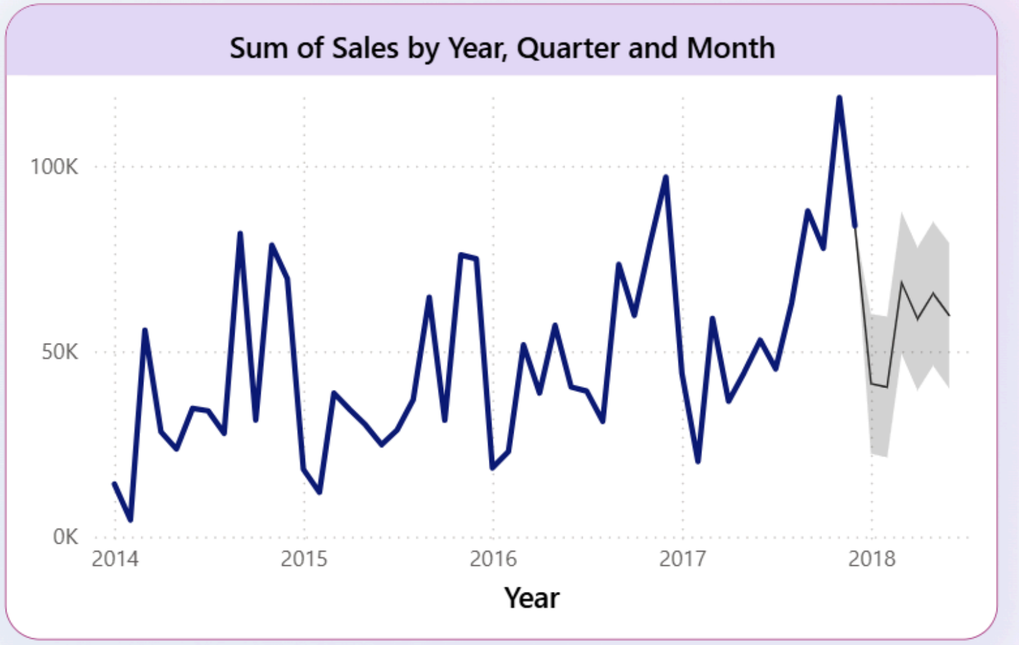


Sum of Profit by Region



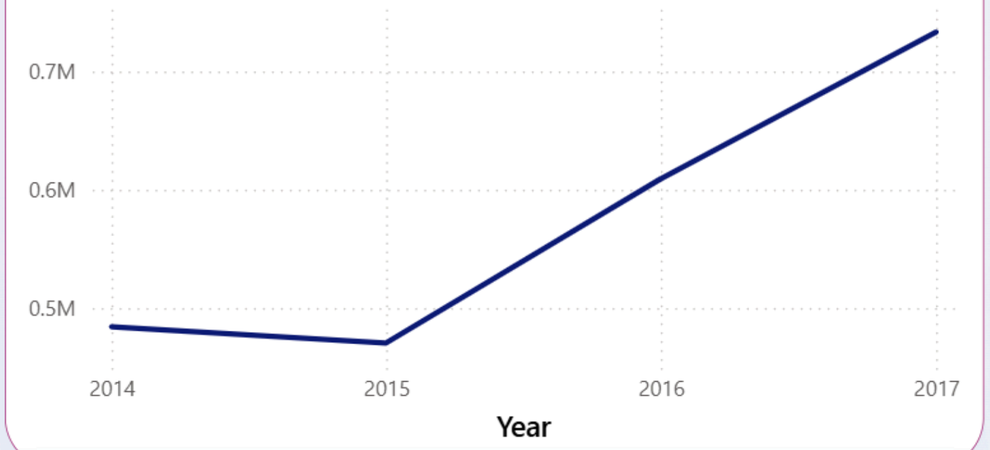
Sales Forecasting



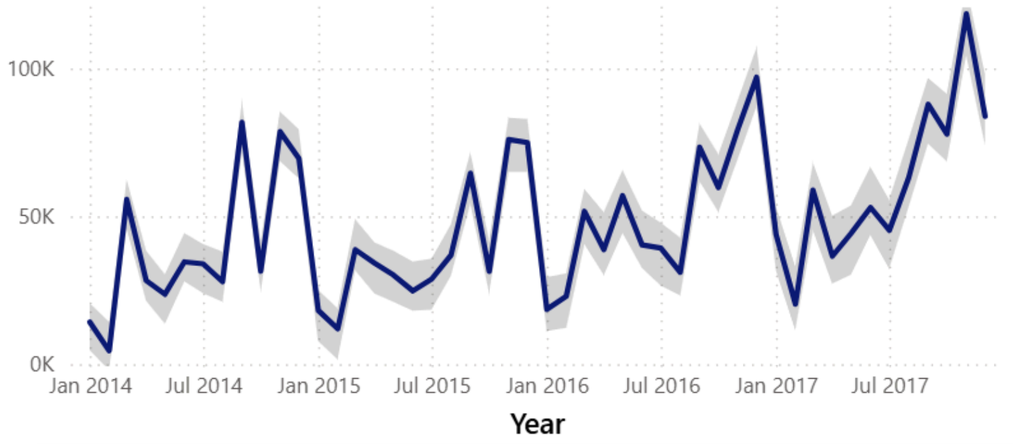


ANOMALY DETECTION

Sum of Sales by Year

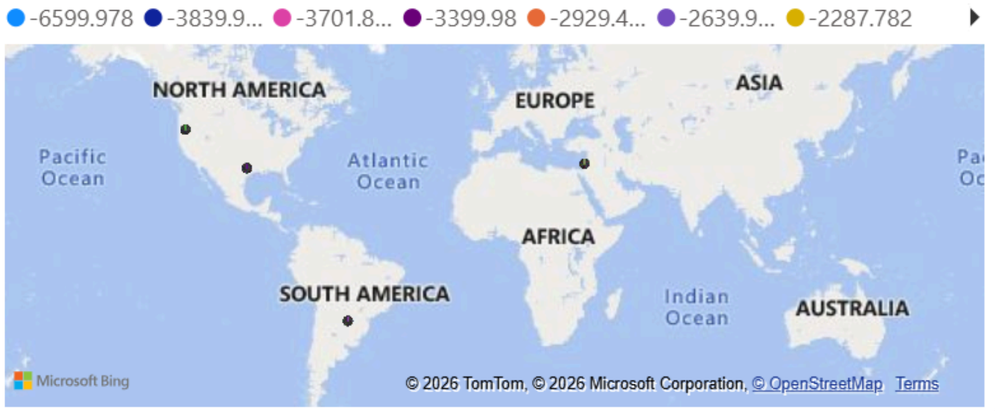


Sum of Sales by Year, Quarter and Month



⚠ This visual type is being retired soon. Contact your admin to upgrade.

Region and Profit



NARRATIVE

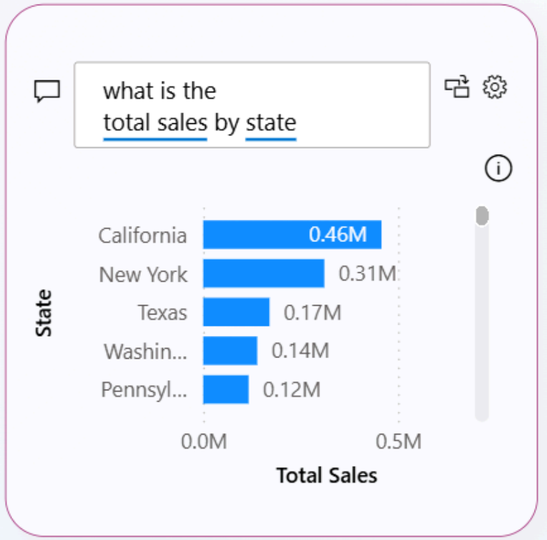
Sum of Sales trended up, resulting in a 51.41% increase between 2014 and 2017.

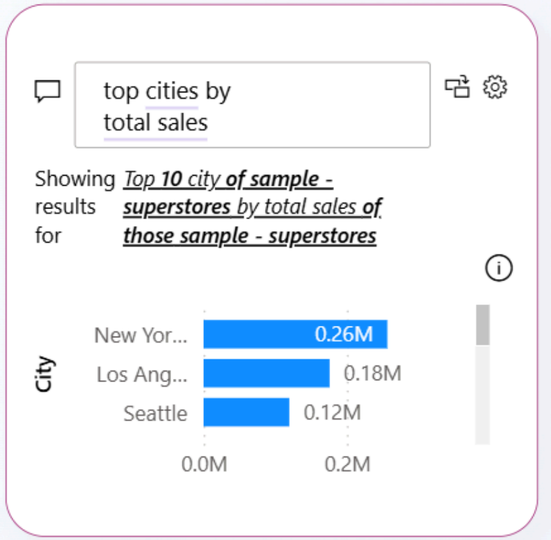
Sum of Sales started trending up on 2014, rising by 51.41% (248,967.76) in 3 years.

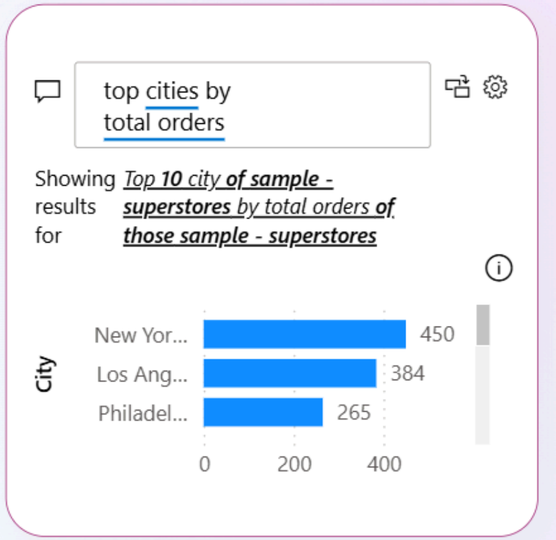
Sum of Sales jumped from 484,247.50 to 733,215.26 during its steepest incline between 2014 and 2017.

Sum of Sales experienced the longest period of growth (+54,980.43) between May 2014 and November 2014.

Q&A / Business Interpretation







How reliable is the forecast model?

The forecast model is reasonably reliable as it is based on historical sales patterns and seasonality. Confidence intervals show expected variation, making it suitable for short-term forecasting. However, unexpected market or external factors may impact accuracy.

What actions should management take based on AI insights?

Management should plan inventory based on forecasted demand, investigate anomalies to identify unusual events, focus on profitable regions, improve underperforming areas, and continuously monitor AI-driven insights for proactive decision-making