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Abstract

[Draw your reader in with an engaging abstract. It is typically a short summary of the document.   
When you’re ready to add your content, just click here and start typing.]

Beverage sales TECHNICAL REPORT

[PEPSI VS. COKE: SODA WARS]

# Soda Wars: A Comparison of Beverage Sales

## Executive Summary

Summarises the report in plain English. The Executive Summary should be able to be read and understood independently of the main body of the report. It is often easiest to write after completing the rest of the report.

**1: Introduction**

The company we are contracted for has recently switched it’s primary beverage vendor from Coco-Cola Company as its primary beverage vendor to Pepsi. This provided an opportunity to compare sales between these rival companies using real world data. The data that will be compared is from Fiscal Year 2019-2020 and Fiscal Year 2020-2021. In consideration of the effect COVID had on businesses during this time period, data will be normalized using year over year sales. It is assumed that there is a normal proportion of beverage sales vs total sales.

**2: Methodology**

**2.1. Experimental/sampling design**

A description of the study area and study design, including detail such as equipment used in field and laboratory work, methodology for selecting sampling sites, field work undertaken and methods of laboratory analysis. For a WQM program this detail needs to include what parameters were tested and any standards and protocols used in the laboratory analysis of samples.

Our datasets came from purchasing data for Pepsi and Coke over the two-year span selected for comparison. Purchasing data from the vendor Jack and Jill were also brought in. This is due to the face this vendor carried the fresh line of Coke beverages.

- Pull general sales data to create a metric for normalizing year over year data.

**2.2. Data analysis**

To begin the data cleaning, we removed the headers and unnecessary pieces using Excel.

-Remove headers and other unnecessary clutter from data

-Drop unnecessary columns

-trim unit information into simple numeric value, fix any incorrect units

**Data Joining, Filtering, Aggregating:**

-merge Coke and Jack & Jill data to create full Coke dataset. Only Odwalla and Simply Juice purchasing history is needed from Jack & Jill to complete Coke dataset.

-EDA filtering to determine appropriate comparisons

-aggregate items by category, etc. - for side-by-side comparisons between vendors

**Loading into Relational Database with at least these three tables:**

-Cleaned base data sets by vendor

-Year over year sales data for normalization

-comparison table with key metrics explained

**3: Results**

A description of the results obtained without any explanation or interpretation of them. Visual aids such as graphs, tables and maps may be used to summarise the results. If raw data is to be included in the report, it should be placed in an appendix rather than in the results section.

**4: Discussion**

The results of the study are interpreted and implications of these results in terms of the project objectives are discussed. A discussion of how the results relate to other studies is also common. An evaluation of the methodology used may also be undertaken.

**5: Conclusions**

Summarises specific conclusions drawn from the results in terms of the project objectives and working hypotheses.

**6: Recommendations**

Recommendations as to future management actions and/or studies are made based on the findings of the study.

# References

Lists the literature cited in the report.

# Appendices

May contain detailed information such as data tables, laboratory reports or photographs.

*For further information on the format of technical reports refer to:*

[Australian Guidelines for Water Quality Monitoring and Reporting 2000](http://www.deh.gov.au/water/quality/nwqms/monitoring.html)

[University of Wollongong: Unilearning](http://unilearning.uow.edu.au/main.html)