## Skincare and Beauty E-Commerce Analysis

The skincare and beauty e-commerce market are thriving and evolving rapidly. We have collected so much data, and now we are interested in gaining more insights about the market, product, customers and sales etc.

You are tasked with creating a comprehensive Power BI report using an order dataset from a global skincare and beauty e-store. Your report should analyze sales volumes and profitability across various product groups and markets, focusing on key performance indicators (KPIs) critical to the e-store's success. Specifically, the e-store aims to achieve an average annual profit margin of 15% across all product groups, 20% annual overall sales growth with a higher target of 30% for the corporate segment, and at least $400K in annual sales for each market. The final report should not only visualize these KPIs but also provide actionable insights that can drive strategic decision-making for the e-store's future growth.

**About**

The FP20 Analytics Challenge 19 is brought to you in collaboration with ZoomCharts. Thanks to this partnership, we're integrating ZoomCharts' exceptional Power BI solutions into this competition. You will gain skills to create Pro reports that help business users explore data faster and more intuitively.

To participate in the challenge with ZoomCharts, [register here](https://zoomcharts.com/en/microsoft-power-bi-custom-visuals/challenges/fp20analytics-march-2024?utm_source=challenge&utm_medium=fp20analytics&utm_campaign=fp20analytics_web_march&utm_term=register&utm_content=registration) and create a Power BI report including at least 2 ZoomCharts Drill Down Visuals in one report page.

**Why participate in the Challenge with ZoomCharts?**

1. **Personalized feedback ️**  
   The ZoomCharts team provides personalized feedback to EVERY report entry that meets the requirements. This gives all participants the chance to hone their skills and adjust their report before deadline, giving you an extra competitive edge in the challenge.
2. **Receive a free license**  
   Upon signing up for the challenge, you will receive a FREE Drill Down Visuals Developers License that lets you access the full Drill Down Visuals PRO library.  
   This license remains active for a year after the last challenge you take part in. This means that you can access the latest advanced data visualization tools to enhance your projects for a full year.
3. **Learning resources**   
   Participants receive all the latest information on upcoming workshops and events where our team of proven professionals share their knowledge and tips on how to approach visualizing the given dataset for the challenge.  
   You also have the chance to book 1:1 calls with a Power BI mentor who will analyse your report and give specific suggestions to improve it.
4. **The main prize**   
   Last but not least, entering the challenge with ZoomCharts puts you in the running for an additional **$300 Amazon gift card**!

**Introduction**

Below is your show time. Read me carefully!

**Timeline**

Start: **Saturday the 31st of August 2024** at 15:00 pm UK time

Submission Deadline: **Sunday** **the 29th of September** at 11:59 pm UK time

Winners’ announcement: **Thursday the 3rd of October**

**Access to the LinkedIn Group and Forum**

**https://www.linkedin.com/groups/12751070/**  
  
**NovyPro:**  
**https://www.novypro.com/**  
  
**Instructions Video:**  
[**https://www.youtube.com/watch?v=jkcAYgFGWUY**](https://www.youtube.com/watch?v=jkcAYgFGWUY)

**Questions:**

1. What were the most profitable segments from 2020 to 2023?
2. Can we have a map visual to interact with locations to see the profit distribution?
3. What were the most profitable markets since 2020?
4. What were the best seller products since 2020?
5. Following above, can we also view the best seller categories and subcategories?
6. In each market, can we view the sales trend of each product/category/subcategory from 2020 to 2023?
7. In each market, can we view the profits trend of each product/category/subcategory from 2020 to 2023?
8. Did we have a good discount strategy last a few years?
9. Can we list top 10 customers who spent most from each country every year?
10. Which countries contributed most profits to each category?

#### **Technical Requirements**

* All tools are permitted for FP20 Analytics Challenge.
* For ZoomCharts Challenge: create a Power BI report including at least 2 ZoomCharts Drill Down Visuals in one report page.
* Reports are restricted to a maximum of **3 pages**, including drill-through pages.
* Canvas size is 16:9 (Default Power BI size) or Full HD size = w:1920 - h:1080.

##### **Judging Criteria**

Business users use reports to make data-driven decisions. That’s why reports are called effective if they enable users to drill down and filter data quickly and intuitively to find answers to any question they might have and analyse data in all possible directions and dimensions. We will evaluate:

**1) How easy is it to understand the data? (max 10 points)**

* Is too much text used for explanation?
* Are the indicative colours in charts instinctually understandable?
* Does it tell a story?

**2) How easy-to-use is the report? (max 14 points)**

* Cross-chart filtering implementation across the report. Can other visuals provide relevant data as the user explores the report?
* Response time
* Drill Down: multi-layer data exploration. Can the user drill down and gain additional insights within the report?
* Use of tutorial overlays and other elements to assist new users. Can a new user start using this report straight away with just the guidance provided within the report itself?

**3) How good is the report design and is it suitable for its purpose? (max 10 points)**

* Visual design: is the overall look consistent, no empty spaces, no overcrowding?
* Interface design: are there unnecessary visualisations/buttons/complexity in use?
* UX design: is the produced report usable?
* Report design: is the main challenge answered?
* Technical: are all the fonts used the same, are the sizes readable?

You are encouraged to use various techniques at your disposal, such as tooltips, drill-throughs, drill-downs, cross-chart filtering and page navigation features, to enhance your analysis.

### **The Resources.**

1. Excel Spreadsheet with dataset.

2. PDF with the Intro and Brief in English.

3. PDF with the Intro and Brief in Spanish.

### **Zoomcharts Resources.**

Resources that will inspire you to master Power BI reports that end-users will love:

1. [Use-Case Gallery](https://zoomcharts.com/en/microsoft-power-bi-custom-visuals/dashboard-and-report-examples/?utm_source=challenge&utm_medium=fp20analytics&utm_campaign=fp20analytics_web_march_2024&utm_term=resources&utm_content=use-case_gallery): Try live demos and download reports made by the ZoomCharts team

2. [Video tutorials](https://academy.zoomcharts.com/?utm_source=challenge&utm_medium=fp20analytics&utm_campaign=fp20analytics_web_march_2024&utm_term=resources&utm_content=video_tutorials): Watch engaging video guides on how to set up and use the visuals

3. [Documentation](https://zoomcharts.com/en/microsoft-power-bi-custom-visuals/documentation/general/getting-started/?utm_source=challenge&utm_medium=fp20analytics&utm_campaign=fp20analytics_web_march_2024&utm_term=resources&utm_content=documentation): Technical deep-dive about ZoomCharts visuals

4. [ZoomCharts Blog](https://zoomcharts.com/en/microsoft-power-bi-custom-visuals/blog/?utm_source=challenge&utm_medium=fp20analytics&utm_campaign=fp20analytics_web_march_2024&utm_term=resources&utm_content=blog): Useful tips & tricks for data visualization and report creation

5. [Visuals Gallery](https://zoomcharts.com/en/microsoft-power-bi-custom-visuals/gallery/?utm_source=challenge&utm_medium=fp20analytics&utm_campaign=fp20analytics_web_march_2024&utm_term=resources&utm_content=visuals_gallery): Explore all the possible customization options for Drill Down Visuals.

### **Submissions of Entries.**

**\*IMPORTANT\***

To submit your two-page report, please follow these steps, if you want to be considered for the Zoomcharts' prize, otherwise post your entry in the challenges group.

### **1.**[**Submit your entry .pbix file here.**](https://zoomcharts.com/en/microsoft-power-bi-custom-visuals/challenges/fp20analytics-march-2024?utm_source=challenge&utm_medium=fp20analytics&utm_campaign=fp20analytics_web_march&utm_term=register&utm_content=registration) Your report will undergo validation to ensure it meets all the technical requirements. If the report is valid, you will receive a 'Publish to Web' link. If it does not meet the requirements, you will receive a rejection reason and will have the opportunity to resubmit your report.

### **2. Post your submission on LinkedIn:**

1. Upload the report as a PDF document on your LinkedIn feed.

2. Use the caption "I am participating in FP20 Analytics Challenge 19”, along with screenshots from your report.

3. Include a summary of your report's key insights and publish it to the web or NovyPro link.

4. Use the hashtags #FP20Analytics, #FP20EcommerceAnalysis, #builtwithzoomcharts, tag @Federico Pastor and @Zoomcharts.

5. Additionally, post your report in [the FP20 Analytics LinkedIn Community Group.](https://www.linkedin.com/groups/12751070/)

### **Dataset.**

### **Click on the link below to get your dataset: The files contain all the necessary data and information to create your report.**

### **Dataset** **Intro & Brief in English** **Intro & Brief Español**

\*Any questions, please post them in the challenges group; a member of the team will get back to you ASAP. Please do not send challenge questions via private messages to the members of the team, these will not be answered.