Gasbarro Capstone Project: Data Story - FINAL VERSION

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Introduction

A years ago, our company created an entire working group devoted to developing a professional expertise and sophisticated software products for customers in the Energy & Engineering sector. The decision to form this group was based on the fact that a significant number of our customers were in these business sectors, and were trying to use our software to accomplish industry-specific goals and practices.

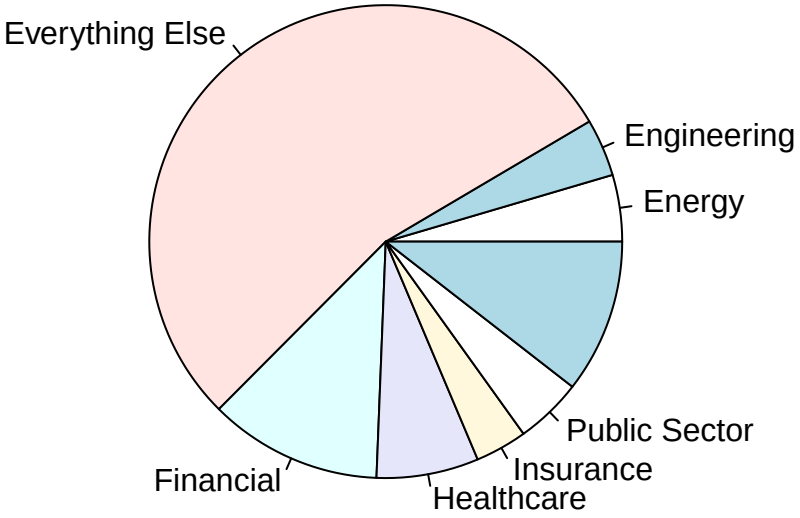
The big question we want to know is: How are we doing? The following sections and charts answer the targeted questions that feed the big question, and should give us a good picture of how are Energy & Engineering business development is doing.

Basic Information

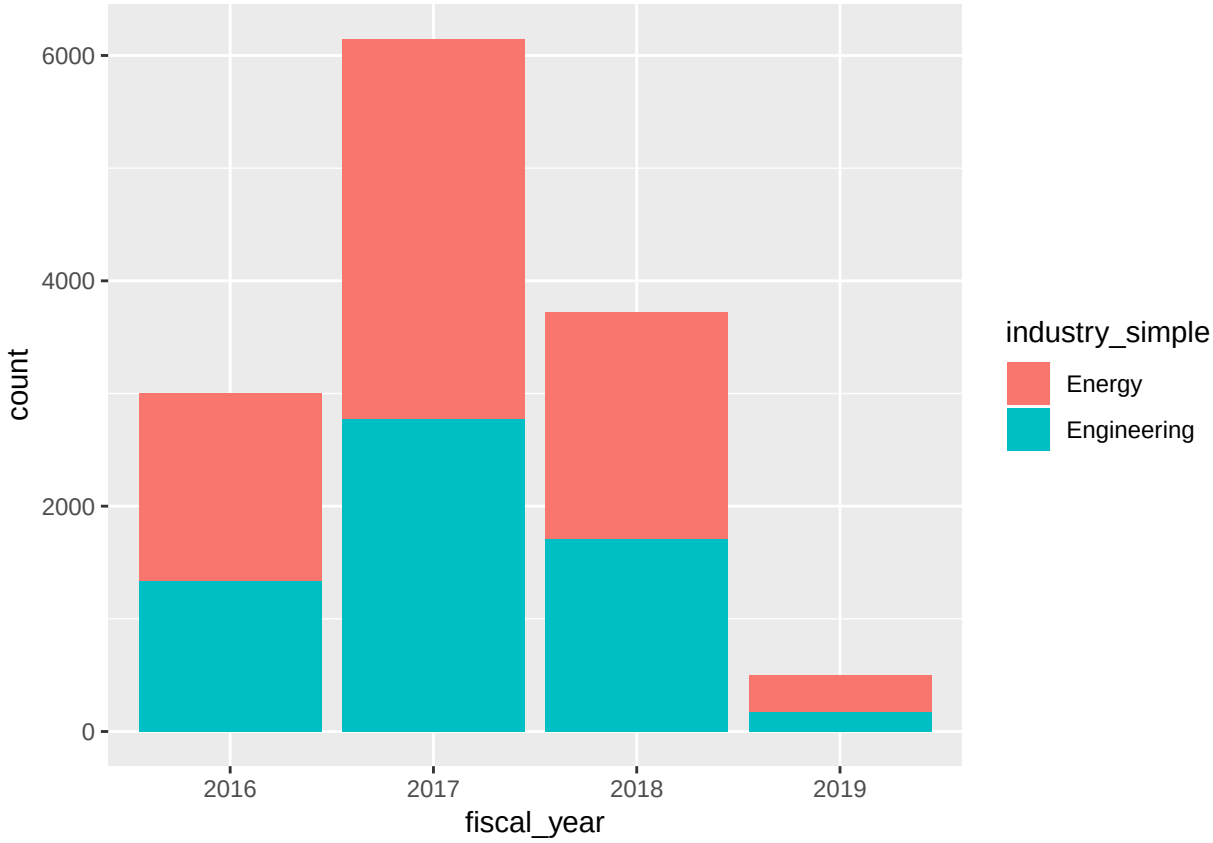
The following table shows a summary of the deals WON, grouped by each industry.

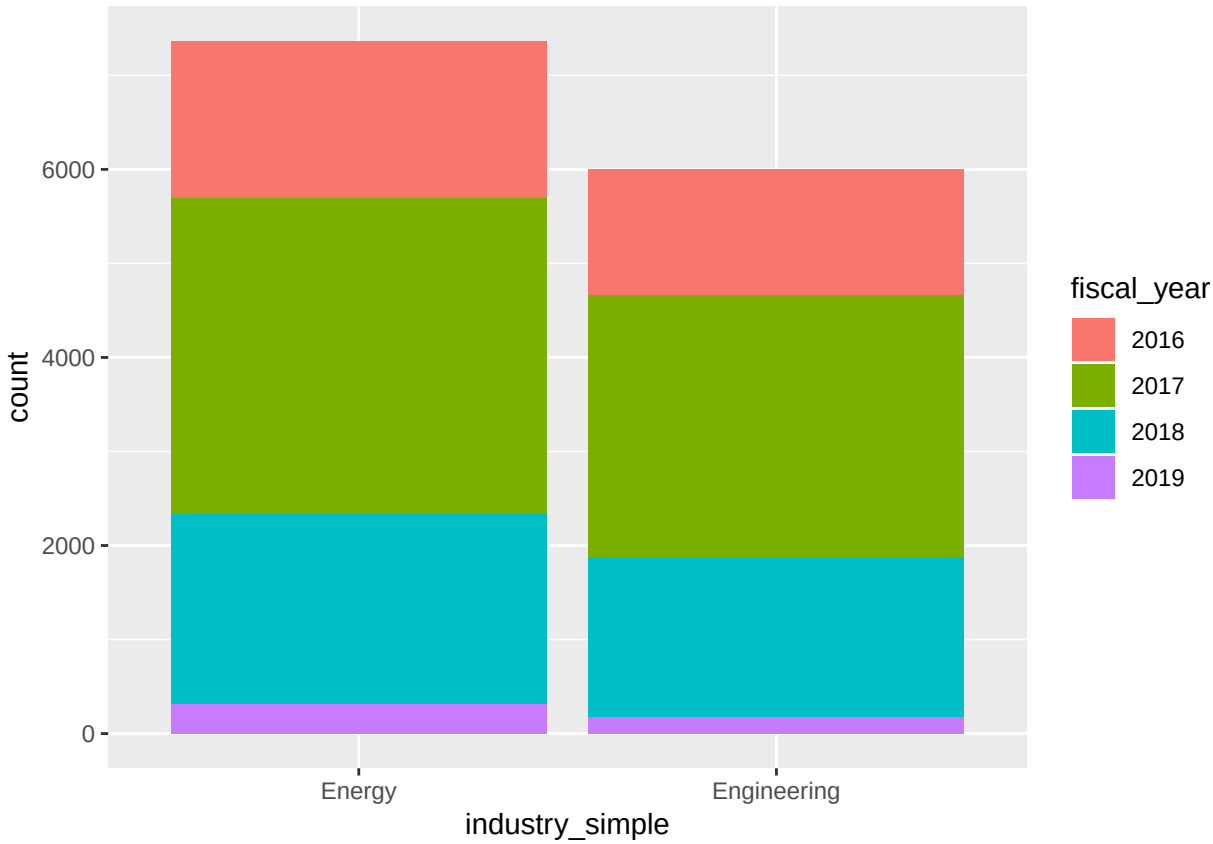
```
## # A tibble: 8 x 7
##   industry_simple countWon      sumWon meanWon medianWon    maxWon   minWon
##   <chr>              <int>       <dbl>   <dbl>     <dbl>     <dbl>    <dbl>
## 1 Energy              2461  300648403. 122165.    16334.    3.37e7  -4.20e5
## 2 Engineering         2123  134401896.  63308.     5132.    1.18e7  -1.71e4
## 3 Everything Else    29185 1702107303.  58321.     3000     5.22e8  -3.21e6
## 4 Financial           6396  610108302.  95389.     6312.    9.87e7  -5.34e5
## 5 Healthcare          3771  182387599.  48366.     4826.    7.03e6  -2.88e3
## 6 Insurance           1914  149215221.  77960.    11609.    6.47e6  -1.01e5
## 7 Public Sector       2473  158238653.  63987.     7642.    8.91e6  -8.75e4
## 8 <NA>                5680  223138202.  39285.     2492     4.09e6  -1.14e6
```

If rendered into a pie chart, it shows that the Energy and Engineering industries, when grouped together, have a significant amount of deals, compared with other business sectors (like Financial, Insurance, and Healthcare)



Industry By Year



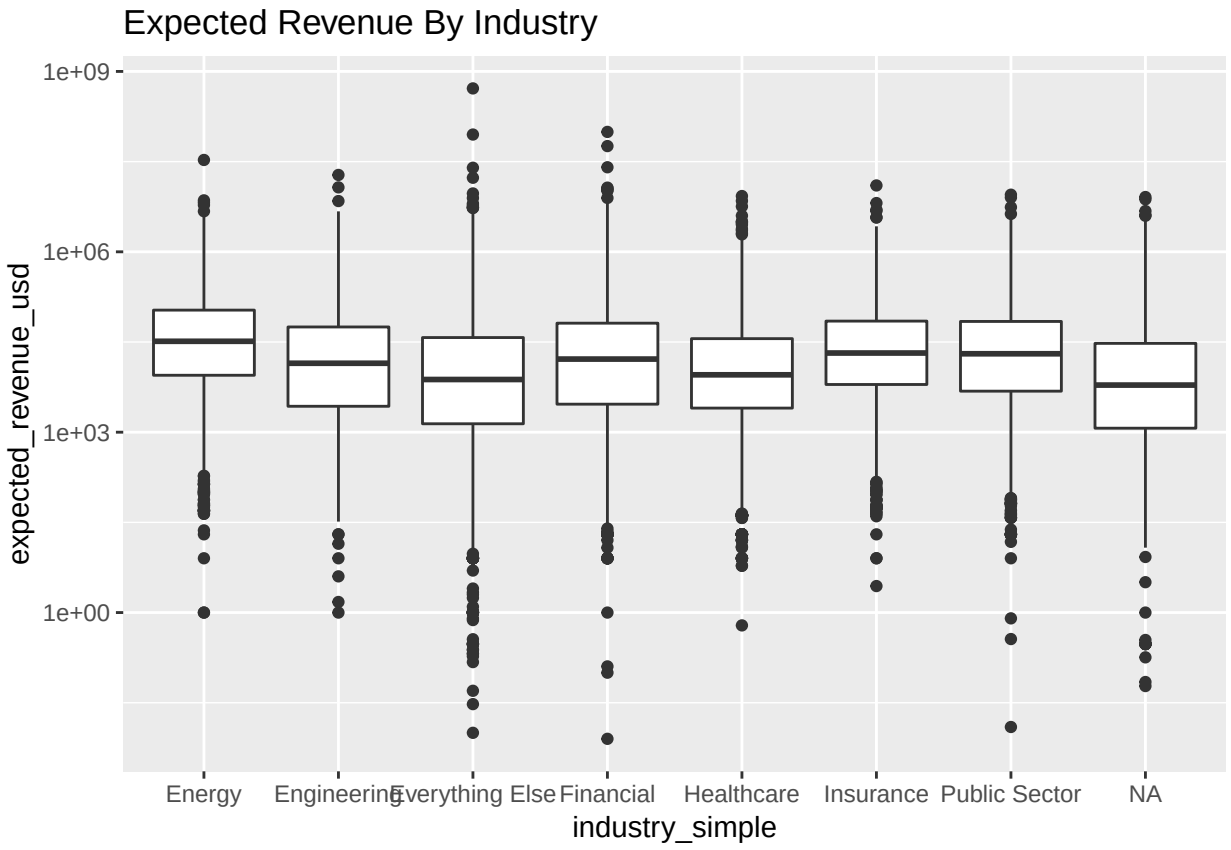

6000
4000
2000
0
count
Energy
Engineering
industry_simple
fiscal_year
2016
2017
2018
2019

Expected Revenue by Industry

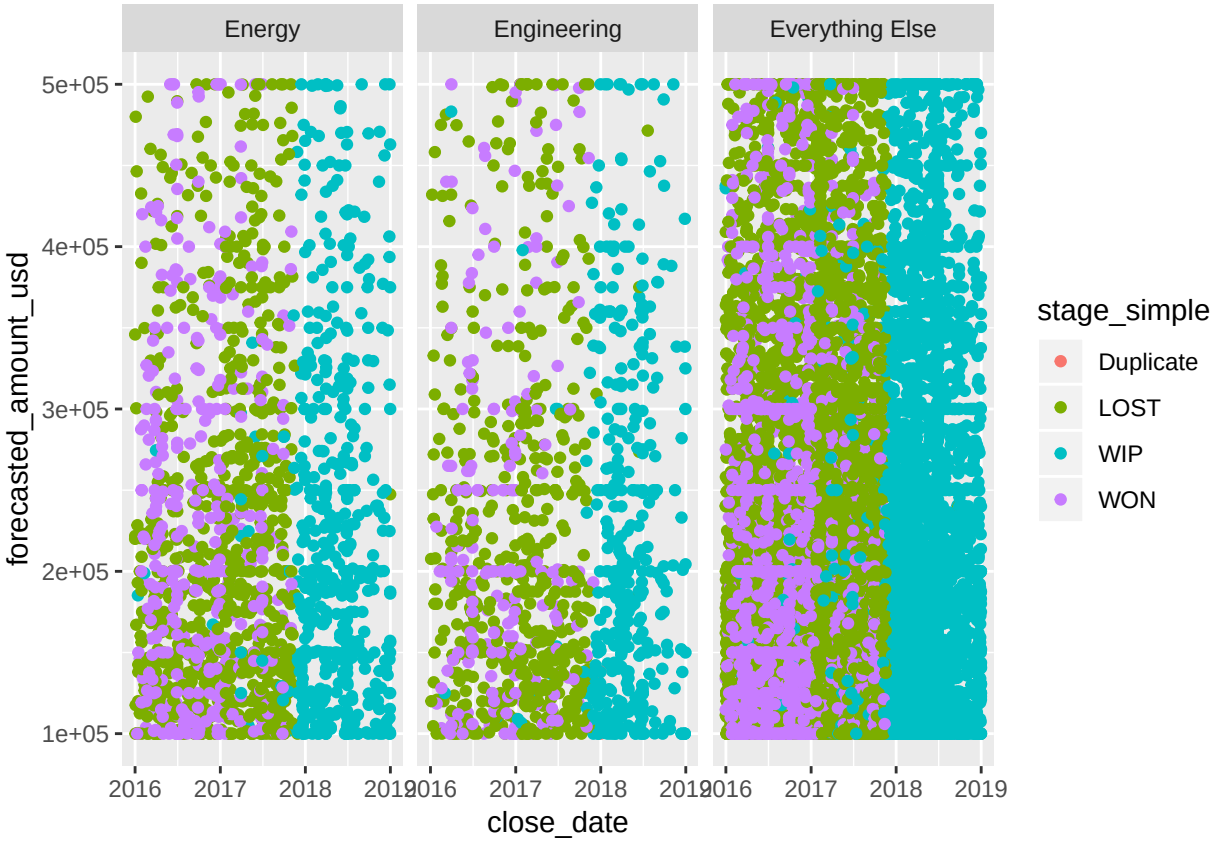
The following chart appears to show the following for each Industry: - black line is the MEDIAN - top is 75th percentile - bottom is 25th percentile - the "whiskers" represent the additional range of values - the dots represent the outliers

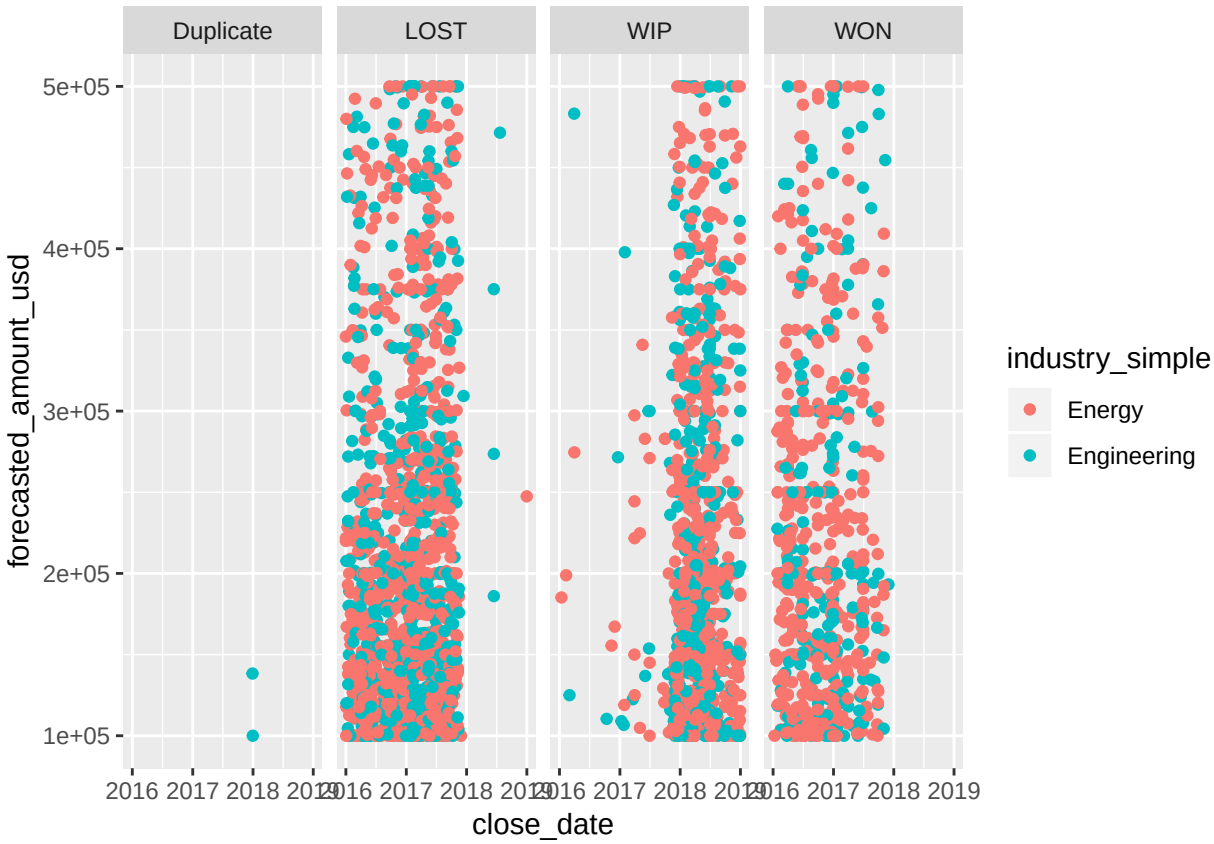
The graph seems to show that the Energy industry ranges are in alignment with the median and distributions for other industries.

```
## # A tibble: 8 x 6
##   industry_simple      sumWon meanWon medianWon     maxWon    minWon
##   <chr>                 <dbl>   <dbl>     <dbl>      <dbl>     <dbl>
## 1 Energy           300648403. 122165.    16334.  33687033.  -420000
## 2 Engineering      134401896.  63308.     5132.  11800000    -17126.
## 3 Everything Else 1702107303.  58321.     3000  521876775  -3214097
## 4 Financial        610108302.  95389.     6312.  98687619.  -533829.
## 5 Healthcare       182387599.  48366.     4826.   7031146.    -2881.
## 6 Insurance        149215221.  77960.    11609.   6472632.  -100685
## 7 Public Sector    158238653.  63987.     7642.   8905835    -87500
## 8 <NA>             223138202.  39285.     2492    4085822. -1141460.
```

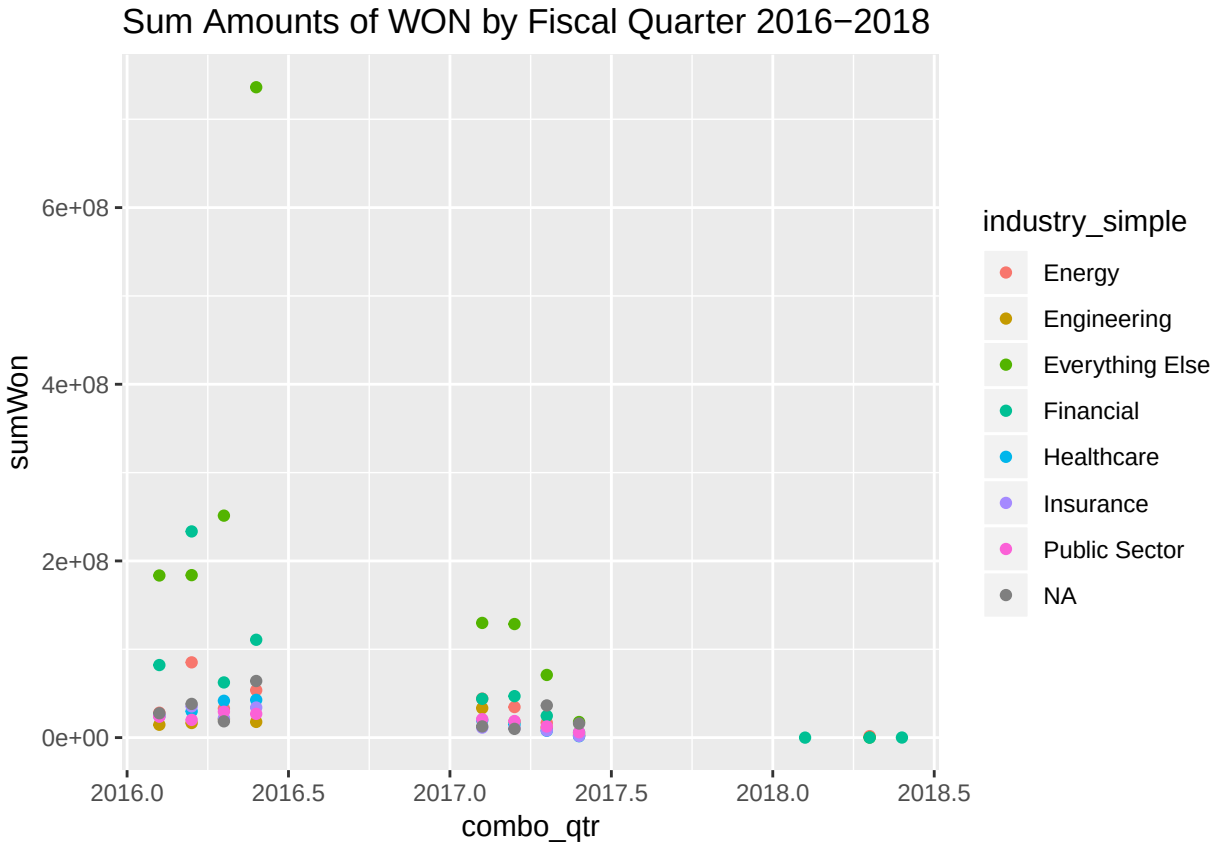


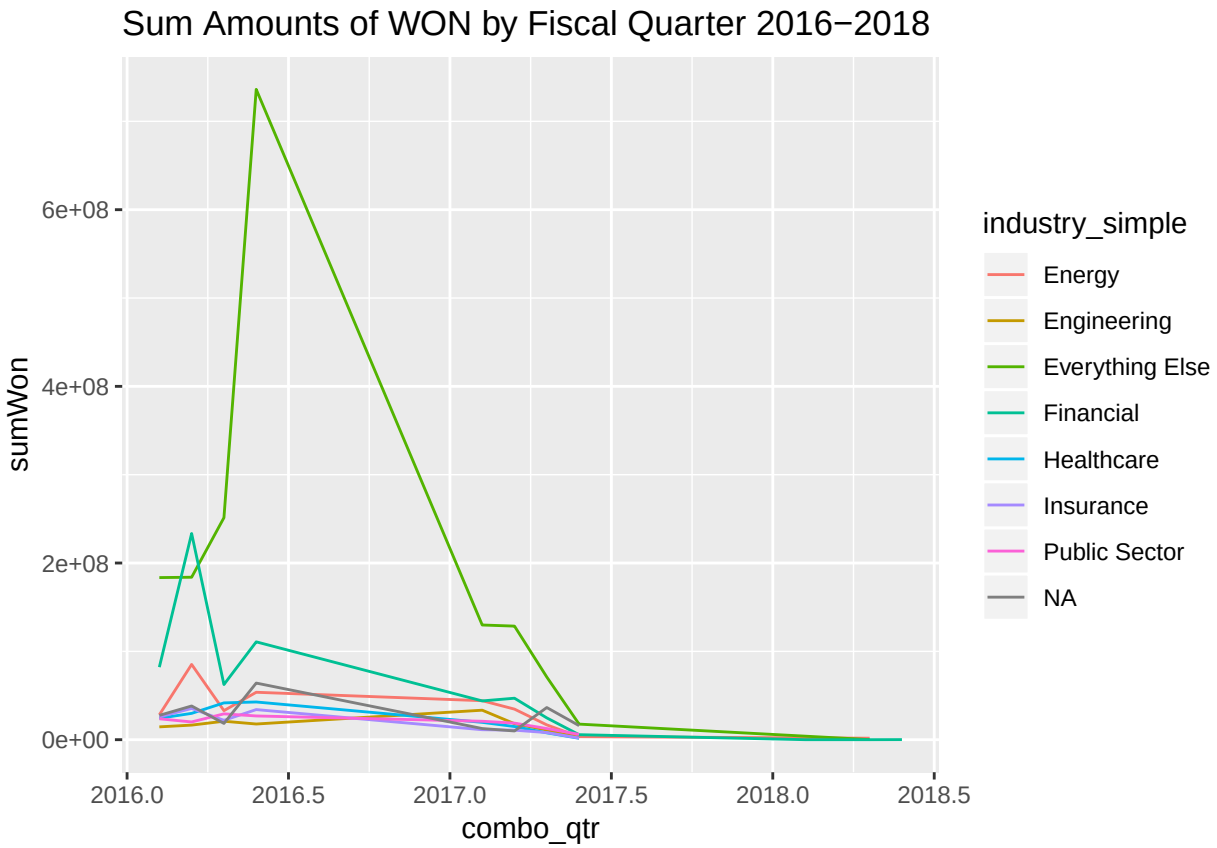
Faceted Display of Industries by Year and Total Amounts

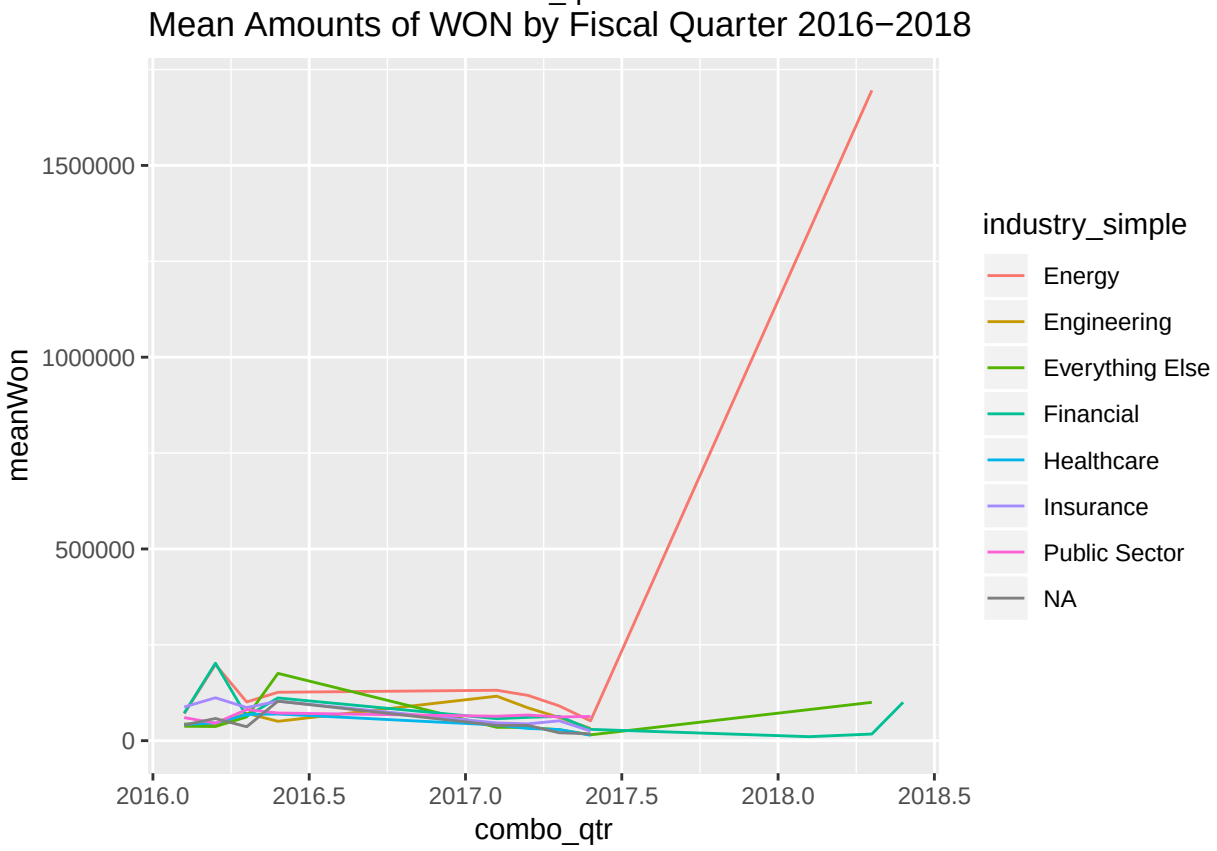


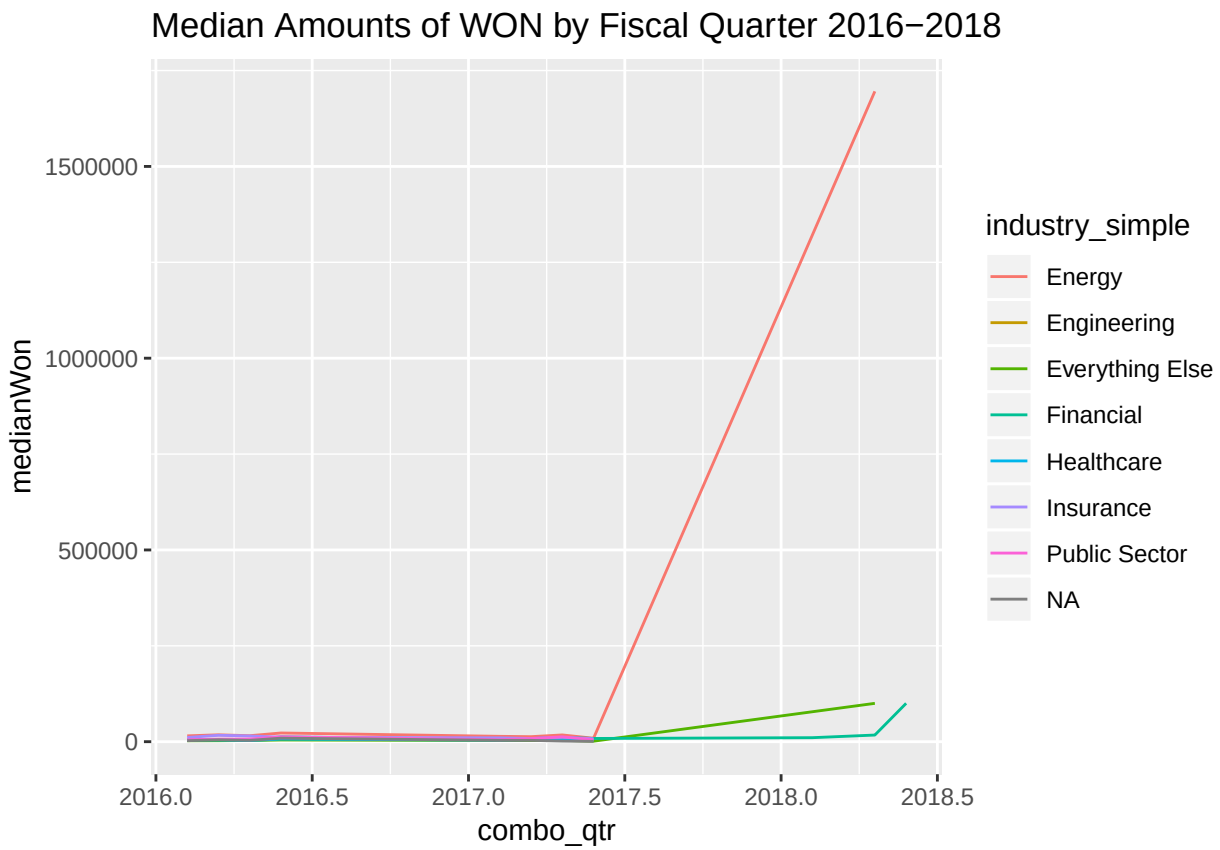

Duplicate
LOST
WIP
WON
5e+05
4e+05
3e+05
2e+05
1e+05
forecasted_amount_usd
2016 2017 2018 2019
close_date
industry_simple
Energy
Engineering

Grouped By Years and Months




Sum Amounts of WON by Fiscal Quarter 2016−2018
sumWon
6e+08
4e+08
2e+08
0e+00
2016.0
2016.5
2017.0
2017.5
2018.0
2018.5
combo_qtr
industry_simple
Energy
Engineering
Everything Else
Financial
Healthcare
Insurance
Public Sector
NA


Mean Amounts of WON by Fiscal Quarter 2016−2018
meanWon
1500000
1000000
500000
0
2016.0
2016.5
2017.0
2017.5
2018.0
2018.5
combo_qtr
industry_simple
Energy
Engineering
Everything Else
Financial
Healthcare
Insurance
Public Sector
NA


Median Amounts of WON by Fiscal Quarter 2016−2018
medianWon
1500000
1000000
500000
0
2016.0
2016.5
2017.0
2017.5
2018.0
2018.5
combo_qtr
industry_simple
Energy
Engineering
Everything Else
Financial
Healthcare
Insurance
Public Sector
NA