Power BI Project

Name of the Project:

Blu Company Sales

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Introduction

Company named Blu which has successful ventures into multiple product ranges as well as leaders in real estate business. The company’s global business head wants to use a dashboard that helps to track key metrics about their nine business unit managers (executives), products, Sales, Quantities sold, and gross margins (GM).

Objective

Along with internal business stack holders, clients also will be accessing the same dashboard for continuous monitoring of the sales and other statistics.

Creating a dashboard on Sales, Quantity, Territory, Rent, gross Margin etc.

Building the code

* Total Sales =  (Sum\_Markdown\_Sales\_Dollars \* Sum\_Markdown\_Sales\_Units) + (Sum\_Regular\_Sales\_Dollars \* Sum\_Regular\_Sales\_Units)
* Filtering “Blank”  month ID
* Ignoring Negative Gross margin transactions
* Only those transactions that have gross margins greater than or equal to 0 must be considered
* Total Quantity(Units) will be based on summation of Sum\_Markdown\_Sales\_Units and Sum\_Regular\_Sales\_Units
* Management has an interest analysing newly launched Home category for high margin transactions. Home sales must be calculated for total quantity sold for Home Category that has a gross margin amount greater than 10
* Sum of Gross Margin for Scenario 1, Sum of Gross Margin for Scenario 2, Gross Percentage
* ScenarioID 1 occurs when due to lesser inventory, all the ordered goods were not delivered to the customer.
* ScenarioID 2 occurs when all the ordered goods were delivered to the customer, thanks to optimized inventory levels maintained.
* Management wants to know that out of total gross margin availed, what percentage is due to the transactions that occurred due to Scenario 1. Thus Gross Percentage is obtained by dividing Gross Margin of Scenario 1 by Sum of Gross Margin Amount, subsequently multiplying with 100
* A drill down capability to analyze Total rent obtained on a Time dimension