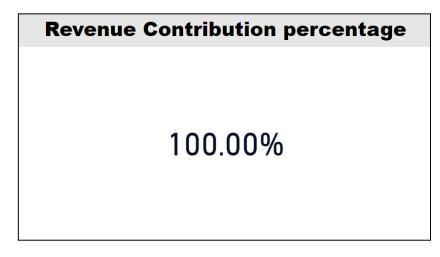
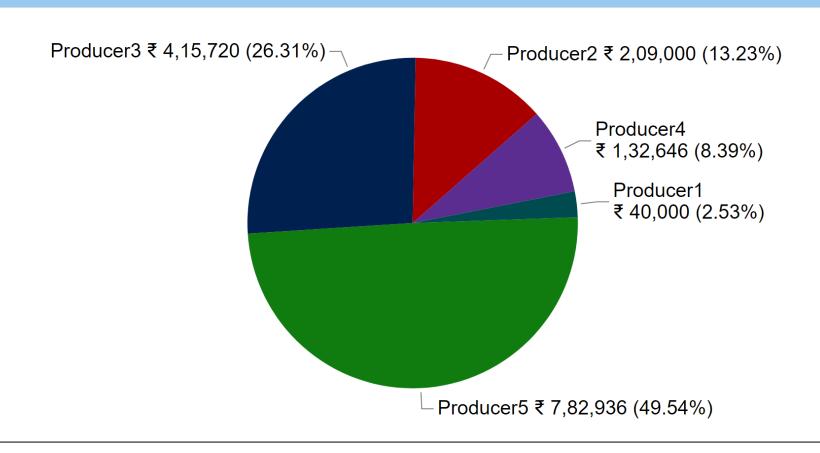
Q1.Calculate revenue contribution of producer (if there is a producer X with 10,000 revenue out of total 100,000; when I select producer X result should show 10%; in the same way with revenue)

Producer1 Producer2 Producer3 Producer4 Producer5 2017 2018 2019 Q1 Q2 Q3 Q4

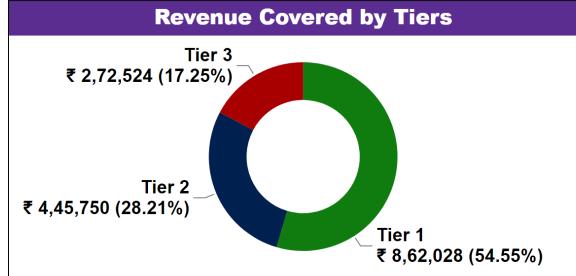


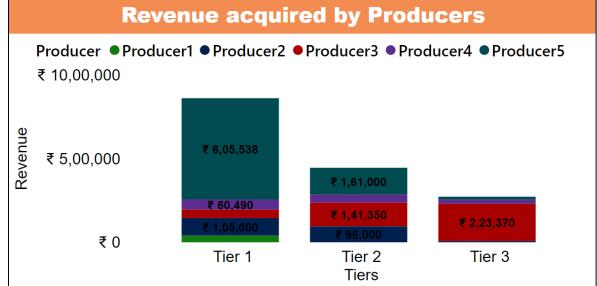
Revenue by Producer



Q2.Group the accounts based on revenue as Tier1 (having revenue > 10000), Tier2(5000 to 10000), Teir 3 (<5000)







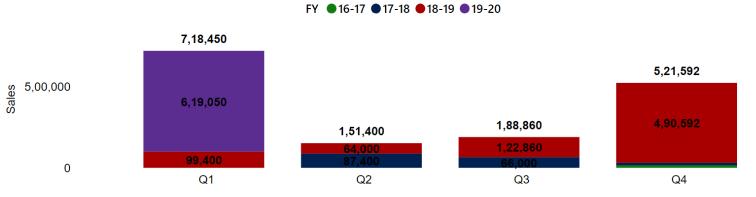
Top 10 Accounts by Revenue

Account Name	Tiers	Annual Revenue ▼
police mutual	Tier 1	₹ 63,524
police mutual	Tier 1	₹ 51,524
police mutual	Tier 1	₹ 44,783
ADI Shuttle Group, LLC	Tier 1	₹ 30,000
Adi Group Ltd	Tier 1	₹ 25,000
Arh Group Ltd	Tier 1	₹ 25,000
Vanguard Foundry Ltd	Tier 1	₹ 25,000
ARJO HUNTLEIGH INTERNATIONAL LIMITED UK	Tier 1	₹ 20,000
F Ball & Co Ltd	Tier 1	₹ 20,000
H.D. Ricketts Ltd	Tier 1	₹ 20,000
Salop Leisure Holdings Ltd.	Tier 1	₹ 20,000
West Point Construction Ltd	Tier 1	₹ 20,000
Hepworth Fabrication	Tier 1	₹ 17,700
police mutual	Tier 1	₹ 15,000
Hepworth Fabrication	Tier 3	₹ 4,980
ARJO HUNTLEIGH INTERNATIONAL LIMITED UK	Tier 3	₹ 2,000

Q3.Compare quarterly sales for different years by using the date field



Quarterly Sales

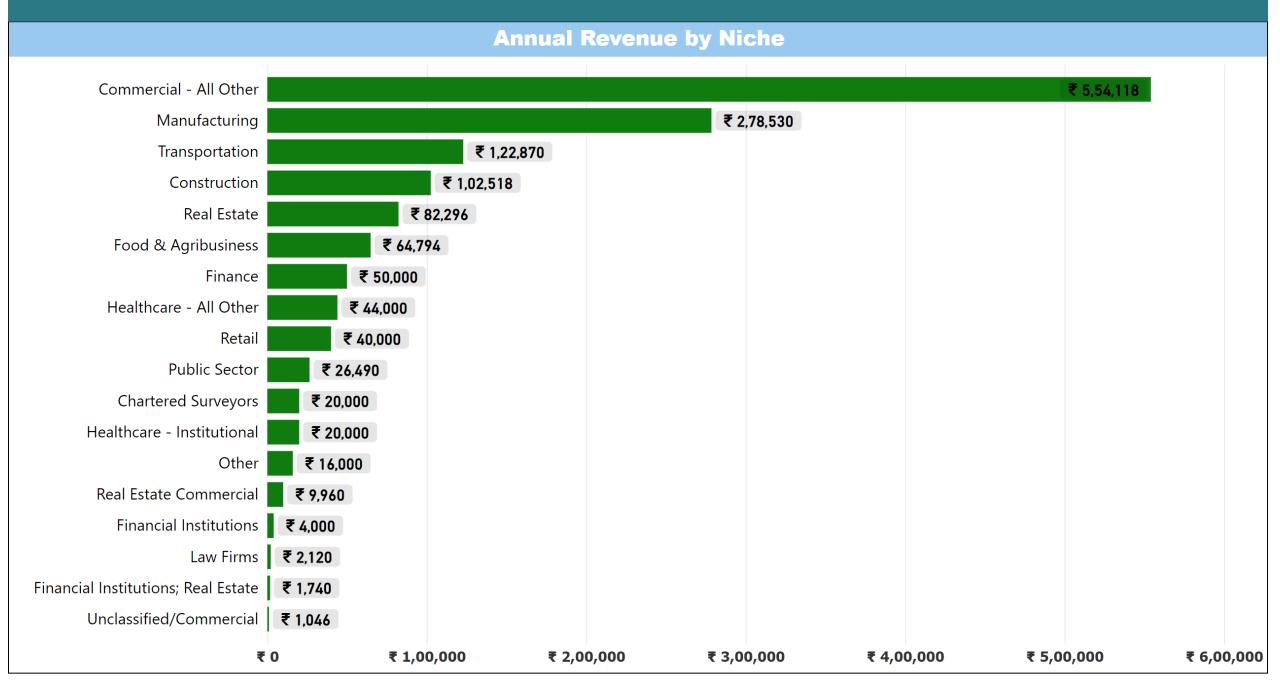


₹	FY Q1		Q2 Q3		Total	Total (%)	
19-20	6,19,050				6,19,050	39.17%	
18-19	99,400	64,000	1,22,860	4,90,592	7,76,852	49.16%	
17-18		87,400	66,000	16,000	1,69,400	10.72%	
16-17				15,000	15,000	0.95%	
Total	7,18,450	1,51,400	1,88,860	5,21,592	15,80,302	100.00%	

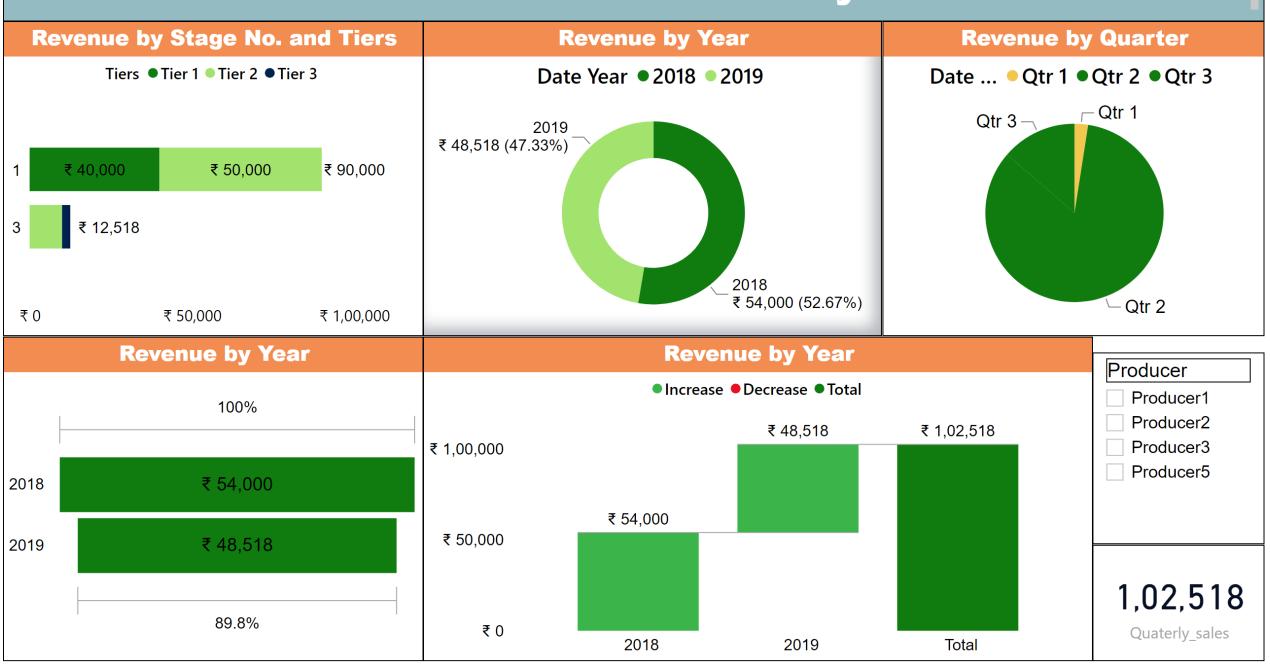
Quarterly Sales BY Month

FY	Quater	Month	Sales
18-19	Q1	May	34,000
18-19	Q1	June	65,400
19-20	Q1	April	2,60,100
19-20	Q1	May	1,53,990
19-20	Q1	June	2,04,960
17-18	Q2	July	20,000
17-18	Q2	August	35,400
17-18	Q2	September	32,000
18-19	Q2	July	50,000
18-19	Q2	September	14,000
17-18	Q3	November	50,000
17-18	Q3	December	16,000
18-19	Q3	October	10,000
18-19	Q3	December	1,12,860
16-17	Q4	March	15,000
17-18	Q4	March	16,000
18-19	Q4	January	1,01,936
18-19	Q4	February	3,16,138
18-19	Q4	March	72,518
Total			15,80,302

Q4.Create a tab/Page to show the data or visuals for just the Construction Niche.

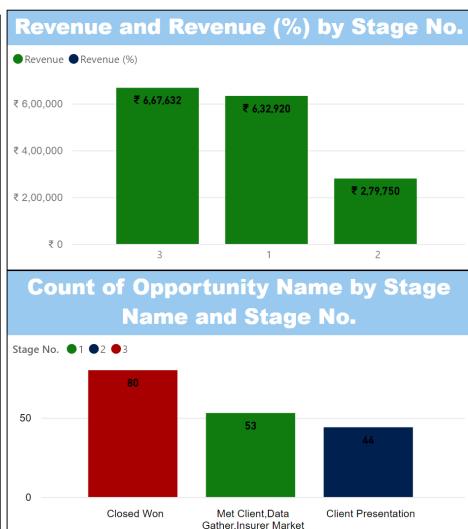


Construction Niche Analysis



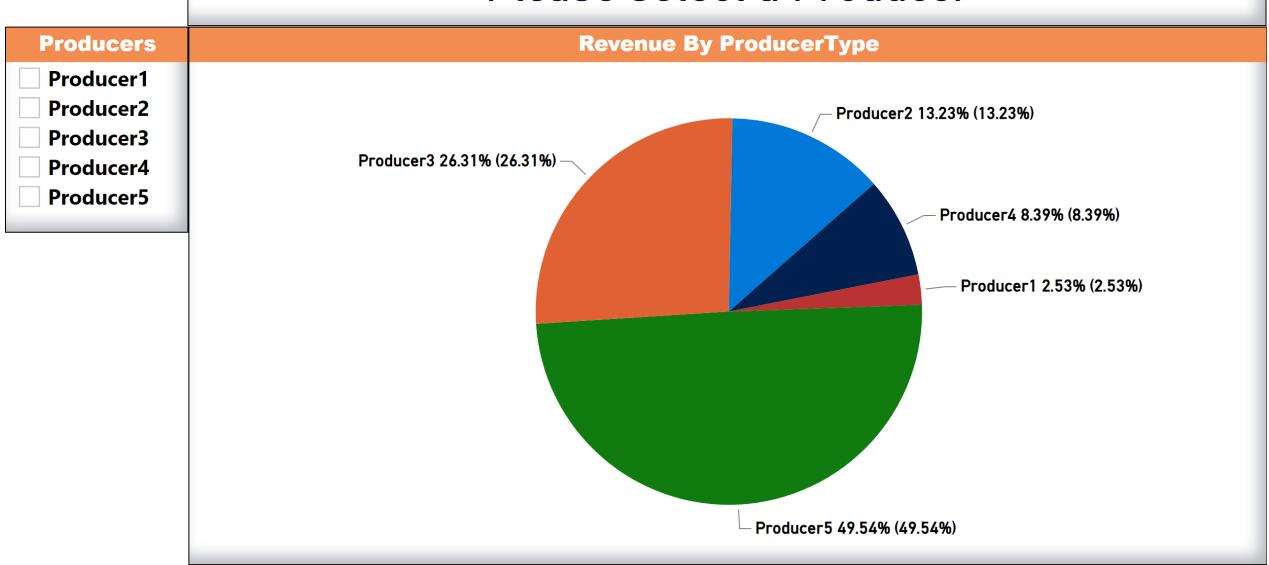
Q5.Create a calculated column to dervie stage numbers from Stage Name (ex: 3-Closed Won stage number is 3)

Account Name	Stage Name	Stage No.
Adi Group Ltd	Met Client, Data Gather, Insurer Market	1
ADI Shuttle Group, LLC	Met Client, Data Gather, Insurer Market	1
Arh Group Ltd	Client Presentation	2
ARJO HUNTLEIGH INTERNATIONAL LIMITED UK	Client Presentation	2
ARJO HUNTLEIGH INTERNATIONAL LIMITED UK	Closed Won	3
F Ball & Co Ltd	Met Client, Data Gather, Insurer Market	1
H.D. Ricketts Ltd	Met Client, Data Gather, Insurer Market	1
Hepworth Fabrication	Closed Won	3
police mutual	Closed Won	3
Salop Leisure Holdings Ltd.	Met Client,Data Gather,Insurer Market	1
Vanguard Foundry Ltd	Met Client, Data Gather, Insurer Market	1
West Point Construction Ltd	Met Client,Data Gather,Insurer Market	1



Q6.Create a textbox to show producer selected; if there is no producer select show as "Please select a producer"

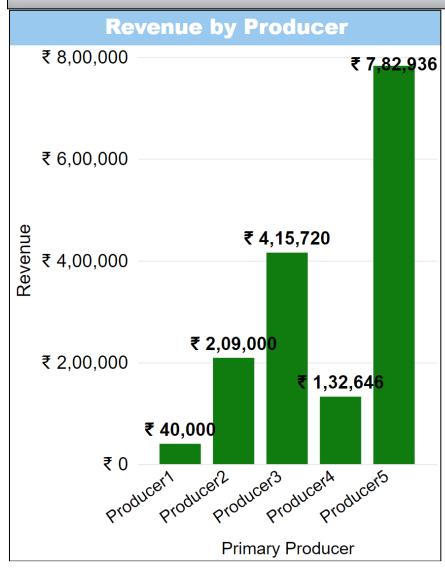
Please select a Producer



DRILL THROUGH

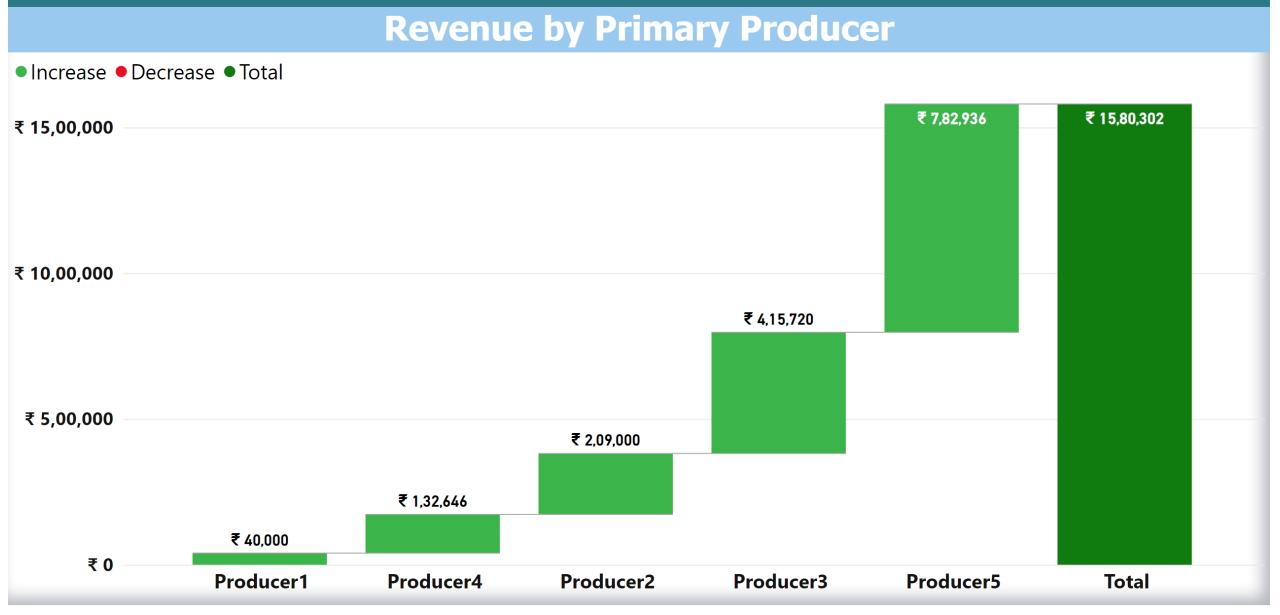
Currently Selected

Please select a Producer



Account Name	Acct ID	Primary Office	Primary Producer
Salop Leisure Holdings Ltd.	A175	Office 2	Producer5
Vanguard Foundry Ltd	A174	Office 2	Producer5
Adi Group Ltd	A168	Office 2	Producer5
ADI Shuttle Group, LLC	A164	Office 2	Producer5
police mutual	A160	Office 2	Producer5
F Ball & Co Ltd	A157	Office 2	Producer5
ARJO HUNTLEIGH INTERNATIONAL LIMITED UK	A132	Office 3	Producer3
Hepworth Fabrication	A115	Office 3	Producer3
Hepworth Fabrication	A115	Office 3	Producer5
H.D. Ricketts Ltd	A111	Office 2	Producer2
Arh Group Ltd	A105	Office 2	Producer2
West Point Construction Ltd	A101	Office 1	Producer1

Q7.User should be able to drill through the report to get producer details.(A bar graph with sales by producer has to be created in one page; a table with account information in one page; user should be abe to drill through from graph to view account details page)



Create a measure to calculate cumulative sales over the quarter

	2017	2018	2019		Qtr	1		Qtı	r 2		Qtr 3			Qtr 4		
Year	Quarter	Sales	cumulative sales		Sa	le an	d cu	mulat	tive s	ales	by Ye	ar ar	nd Qu	ıarte	r	
2017	Qtr 1	15,000	₹ 5,21,592	●Sale ●c	umulati	ve sale	es									
2017	Qtr 2		₹ 12,40,042	20,00,000												
2017	Qtr 3	87,400	₹ 13,91,442													
2017	Qtr 4	66,000	₹ 15,80,302	15,00,000												
2018	Qtr 1	16,000	₹ 5,21,592	10,00,000												
2018	Qtr 2	99,400	₹ 12,40,042													
2018	Qtr 3	64,000	₹ 13,91,442	10,00,000												
2018	Qtr 4	1,22,860	₹ 15,80,302													
2019	Qtr 1	4,90,592	₹ 5,21,592	5,00,000												
2019	Qtr 2	6,19,050	₹ 12,40,042	-,,												
2019	Qtr 3		₹ 13,91,442													
2019	Qtr 4		₹ 15,80,302	0 -	2017	2017	2017	2017	2019	2019	2018	2019	2010	2010	2010	2010
Total		15,80,302	₹ 15,80,302		2017 Qtr 1	2017 Qtr 2	2017 Qtr 3	2017 Qtr 4	2018 Qtr 1	2018 Qtr 2	2018 Qtr 3	2018 Qtr 4	2019 Qtr 1	2019 Qtr 2	2019 Qtr 3	2019 Qtr 4