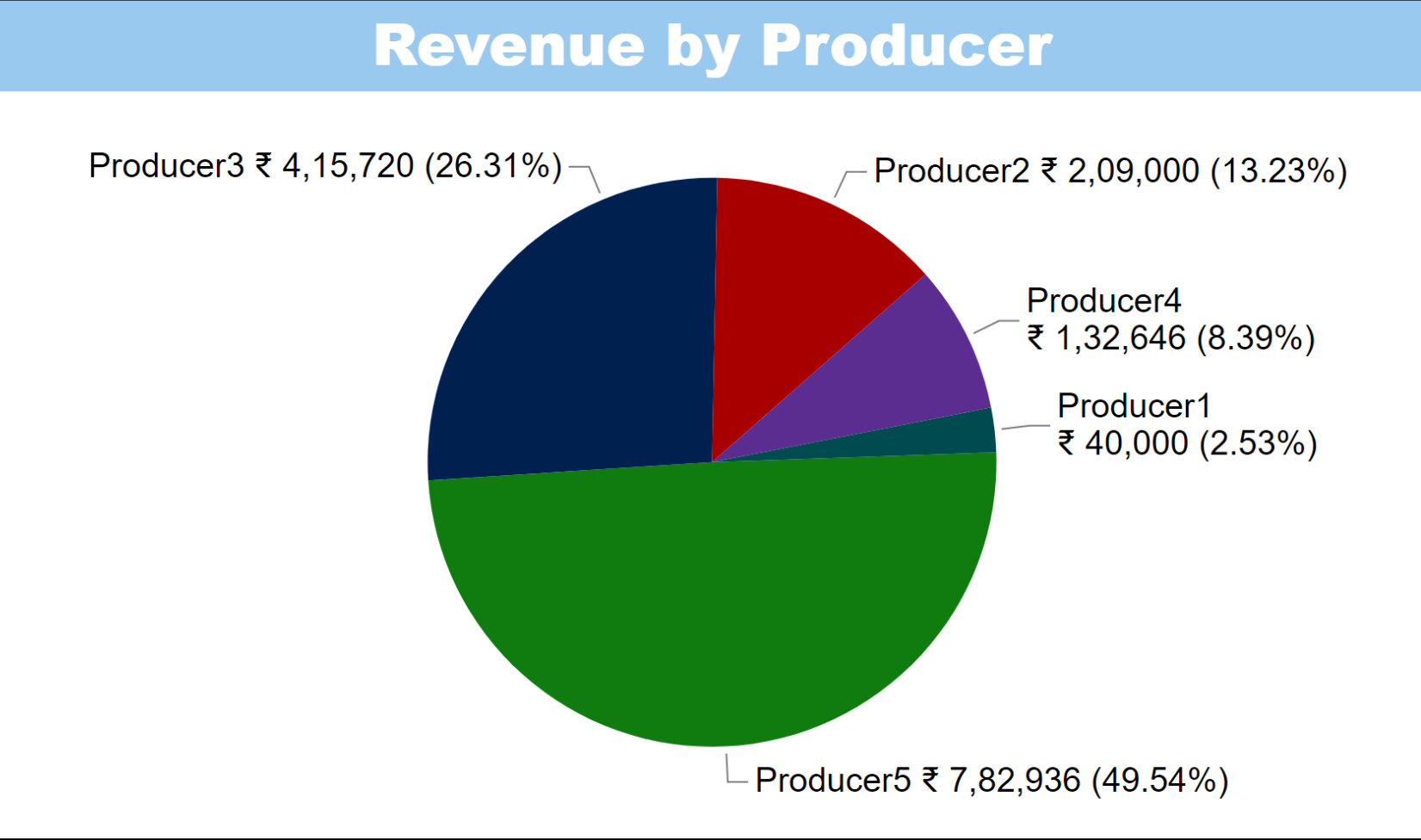
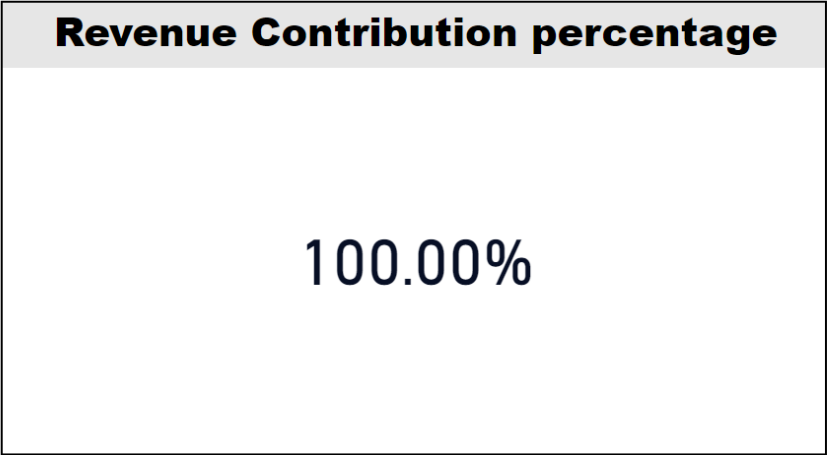


Q1.Calculate revenue contribution of producer (if there is a producer X with 10,000 revenue out of total 100,000; when I select producer X result should show 10%; in the same way with revenue)

Producer1	Producer2	Producer3	Producer4	Producer5	2017	2018	2019	Q1	Q2	Q3	Q4
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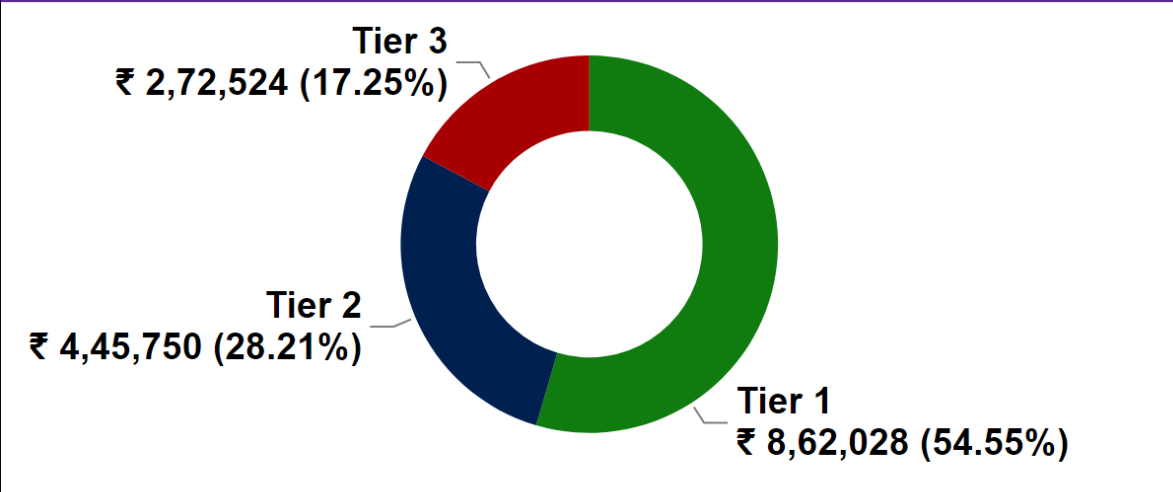
Q2.Group the accounts based on revenue as Tier1 (having revenue > 10000), Tier2(5000 to 10000), Teir 3 (<5000)

Year

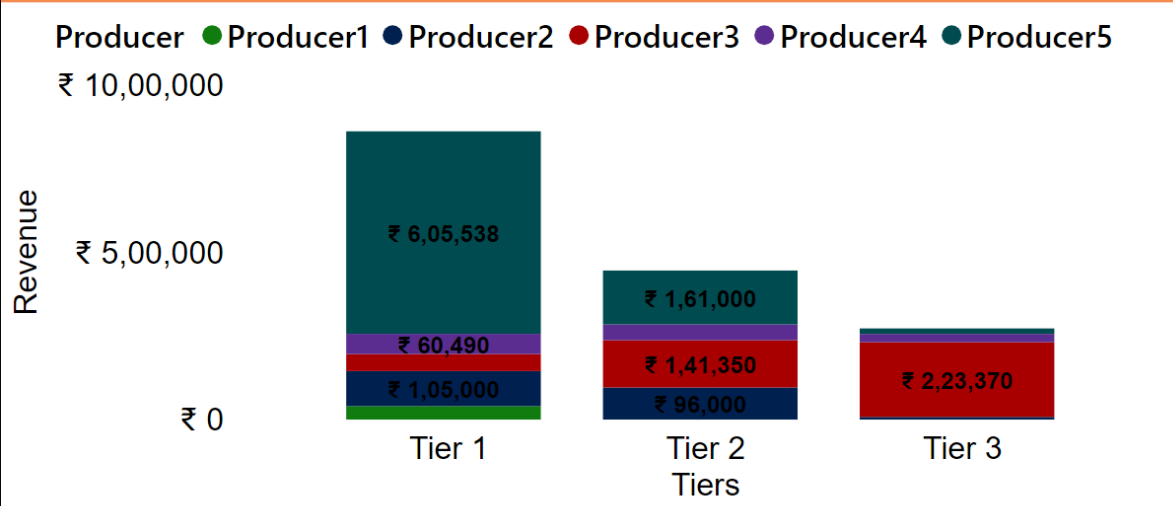
20172019

Qtr 1Qtr 2Qtr 3Qtr 4

Revenue Covered by Tiers

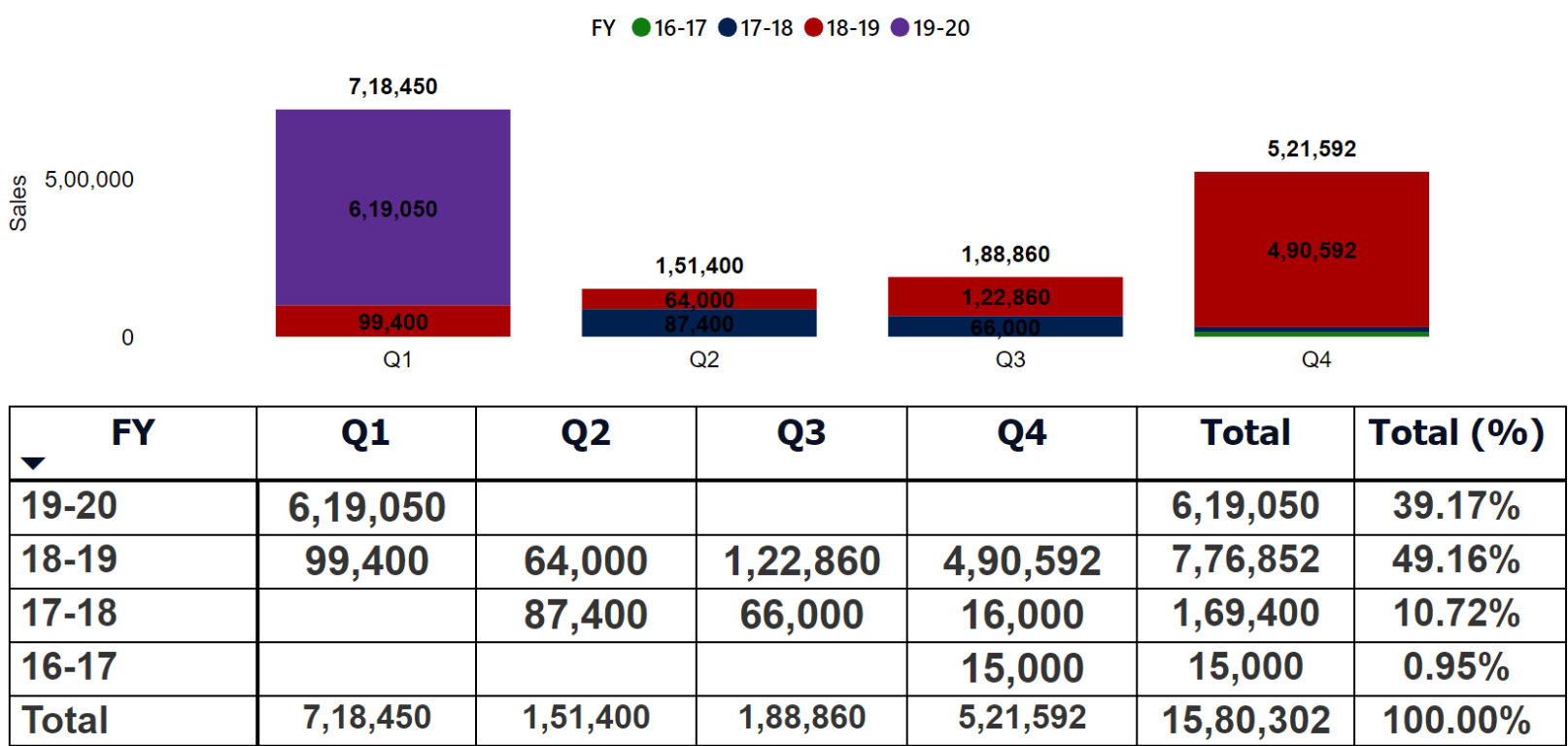
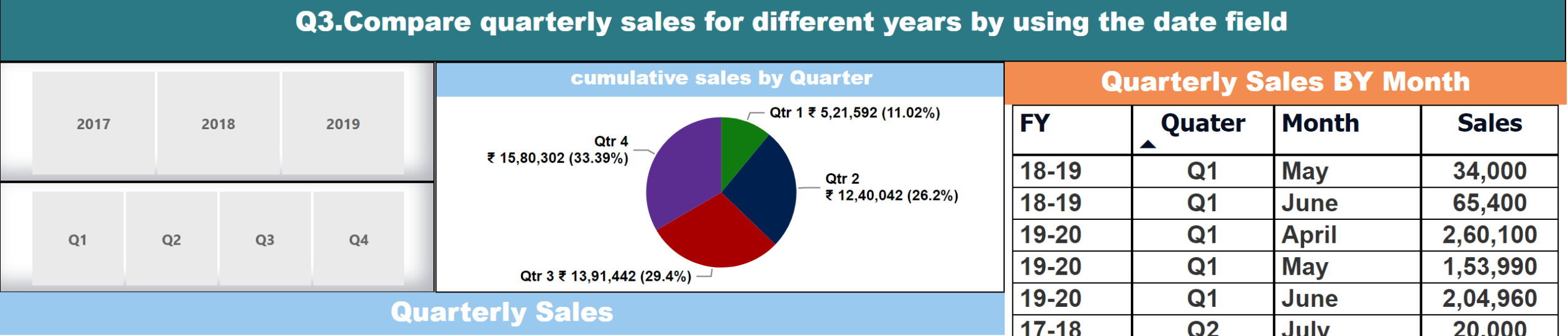


Revenue acquired by Producers



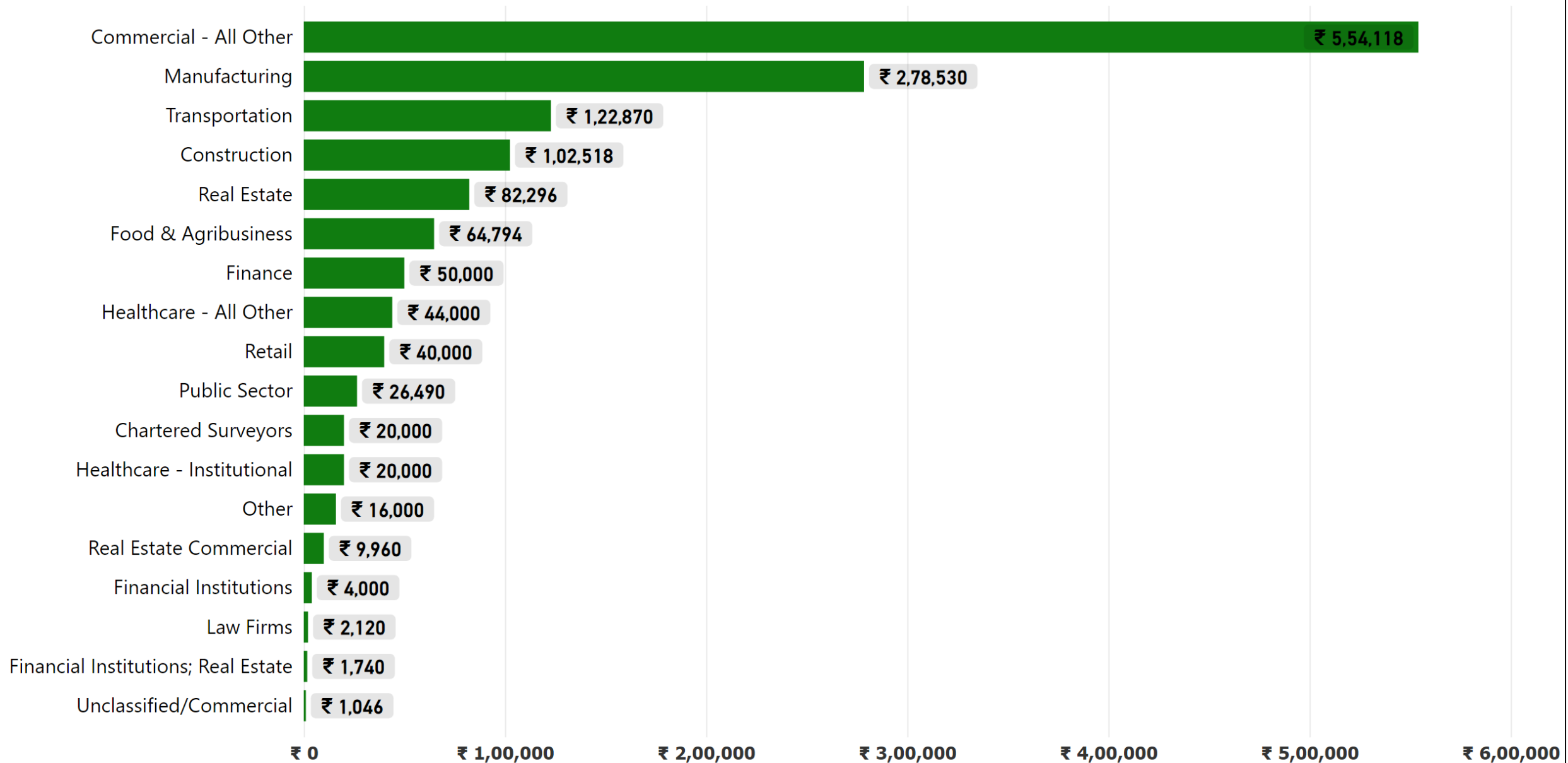
Top 10 Accounts by Revenue

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



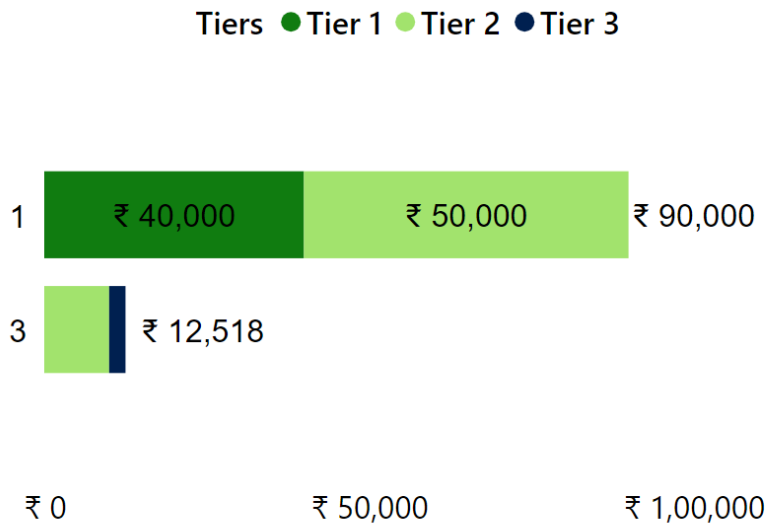
Q4.Create a tab/Page to show the data or visuals for just the Construction Niche.

Annual Revenue by Niche

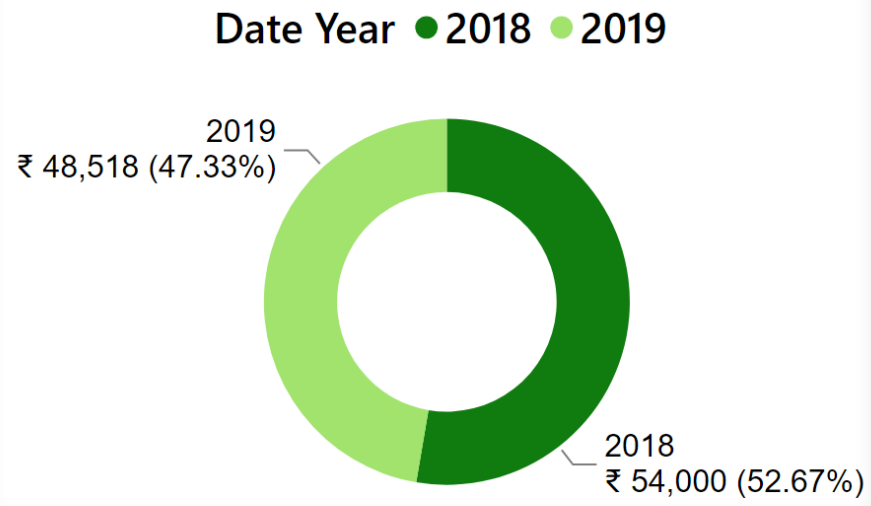


Construction Niche Analysis

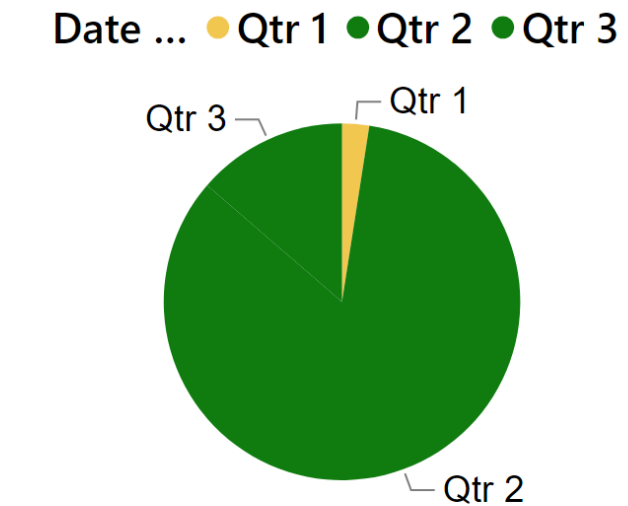
Revenue by Stage No. and Tiers



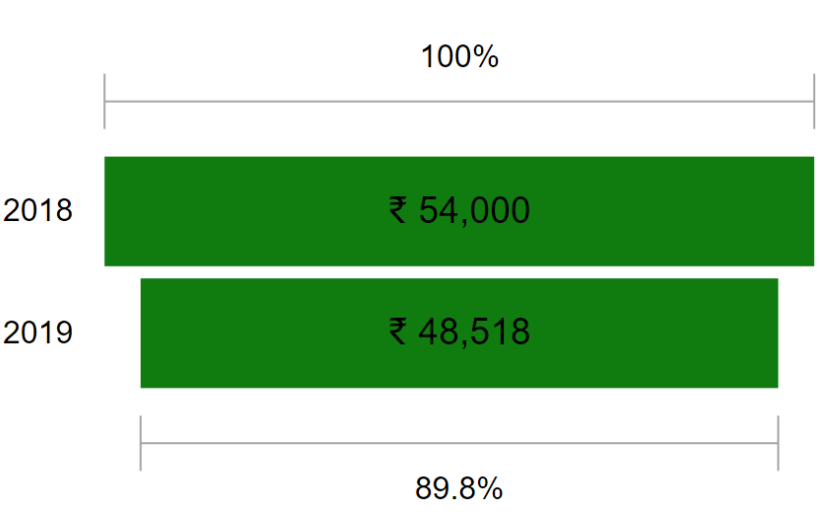
Revenue by Year



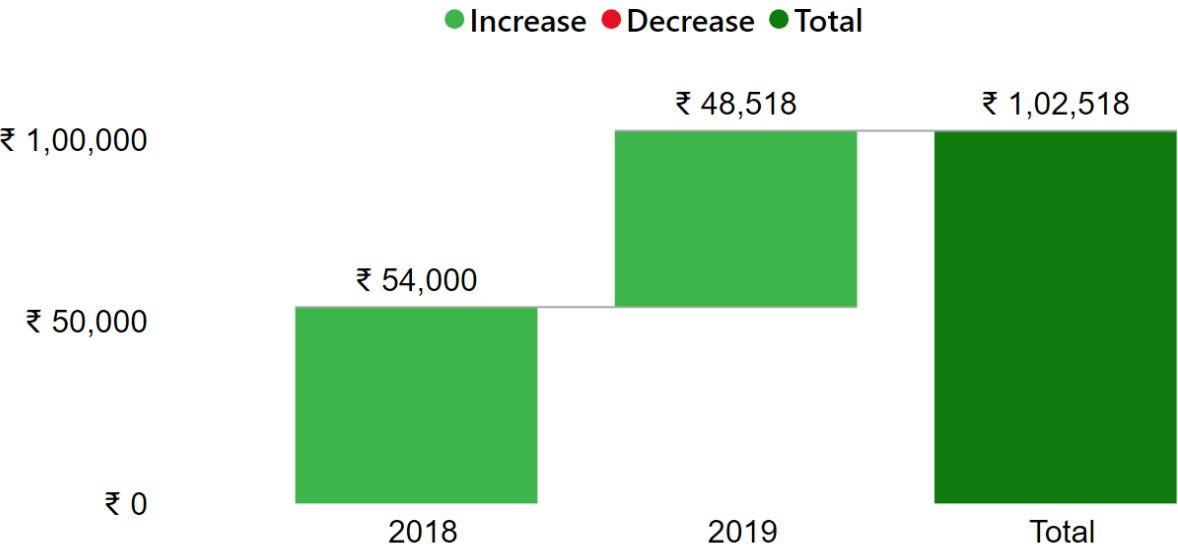
Revenue by Quarter



Revenue by Year



Revenue by Year

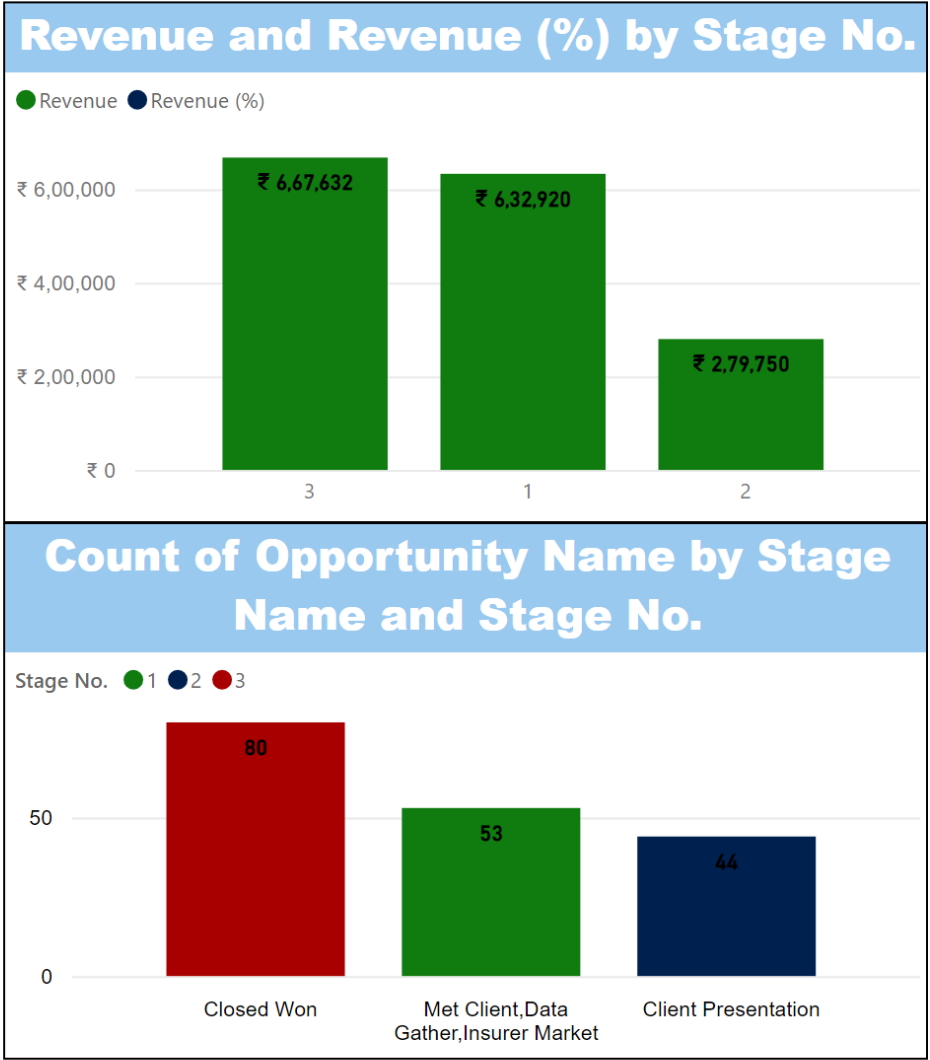


- Producer
- Producer1
 - Producer2
 - Producer3
 - Producer5

1,02,518
Quaterly_sales

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

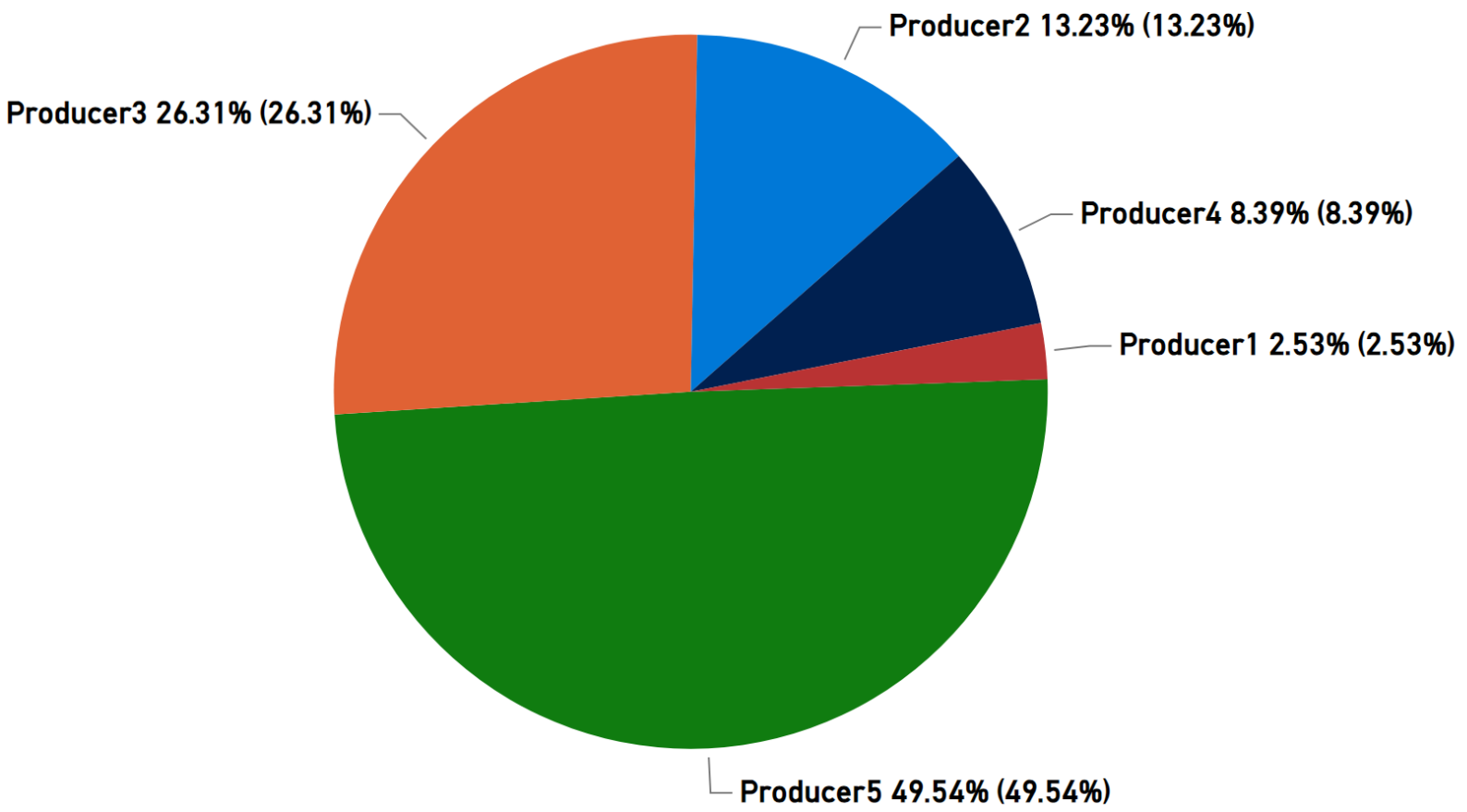


Q6.Create a textbox to show producer selected; if there is no producer select show as "Please select a producer"

Please select a Producer

- Producers**
- ☐ Producer1
 - ☐ Producer2
 - ☐ Producer3
 - ☐ Producer4
 - ☐ Producer5

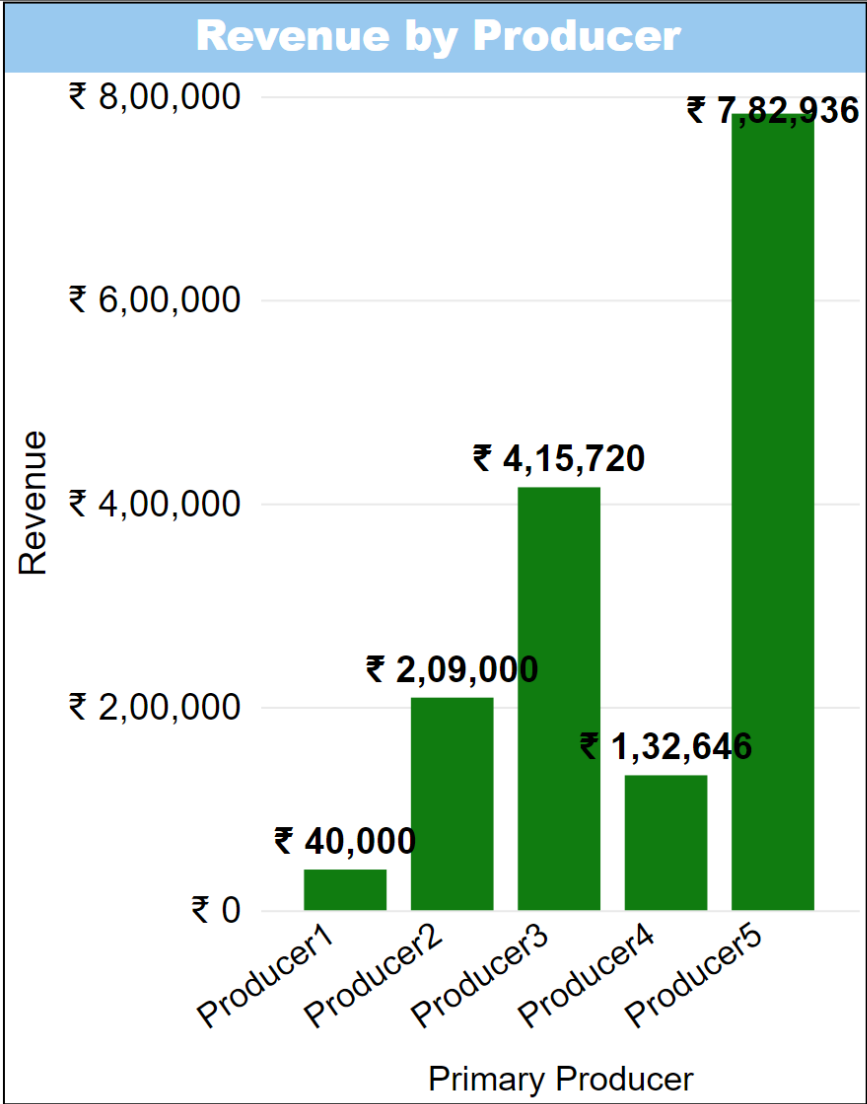
Revenue By ProducerType



DRILL THROUGH

Currently Selected

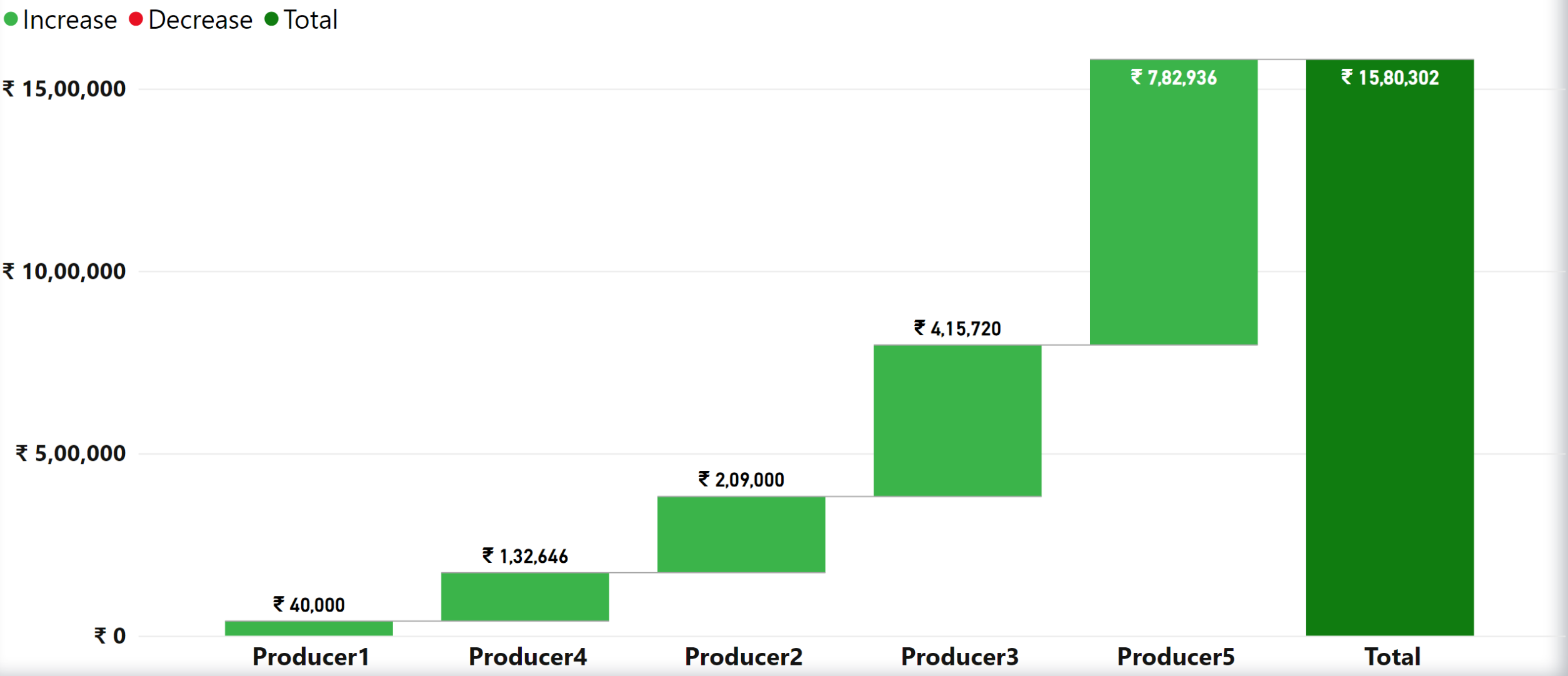
Please select a Producer



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 able to drill through from graph to view account details page)

Revenue by Primary Producer



Create a measure to calculate cumulative sales over the quarter							
2017	2018	2019		Qtr 1	Qtr 2	Qtr 3	Qtr 4

Year	Quarter	Sales	cumulative sales
2017	Qtr 1	15,000	₹ 5,21,592
2017	Qtr 2		₹ 12,40,042
2017	Qtr 3	87,400	₹ 13,91,442
2017	Qtr 4	66,000	₹ 15,80,302
2018	Qtr 1	16,000	₹ 5,21,592
2018	Qtr 2	99,400	₹ 12,40,042
2018	Qtr 3	64,000	₹ 13,91,442
2018	Qtr 4	1,22,860	₹ 15,80,302
2019	Qtr 1	4,90,592	₹ 5,21,592
2019	Qtr 2	6,19,050	₹ 12,40,042
2019	Qtr 3		₹ 13,91,442
2019	Qtr 4		₹ 15,80,302
Total		15,80,302	₹ 15,80,302

