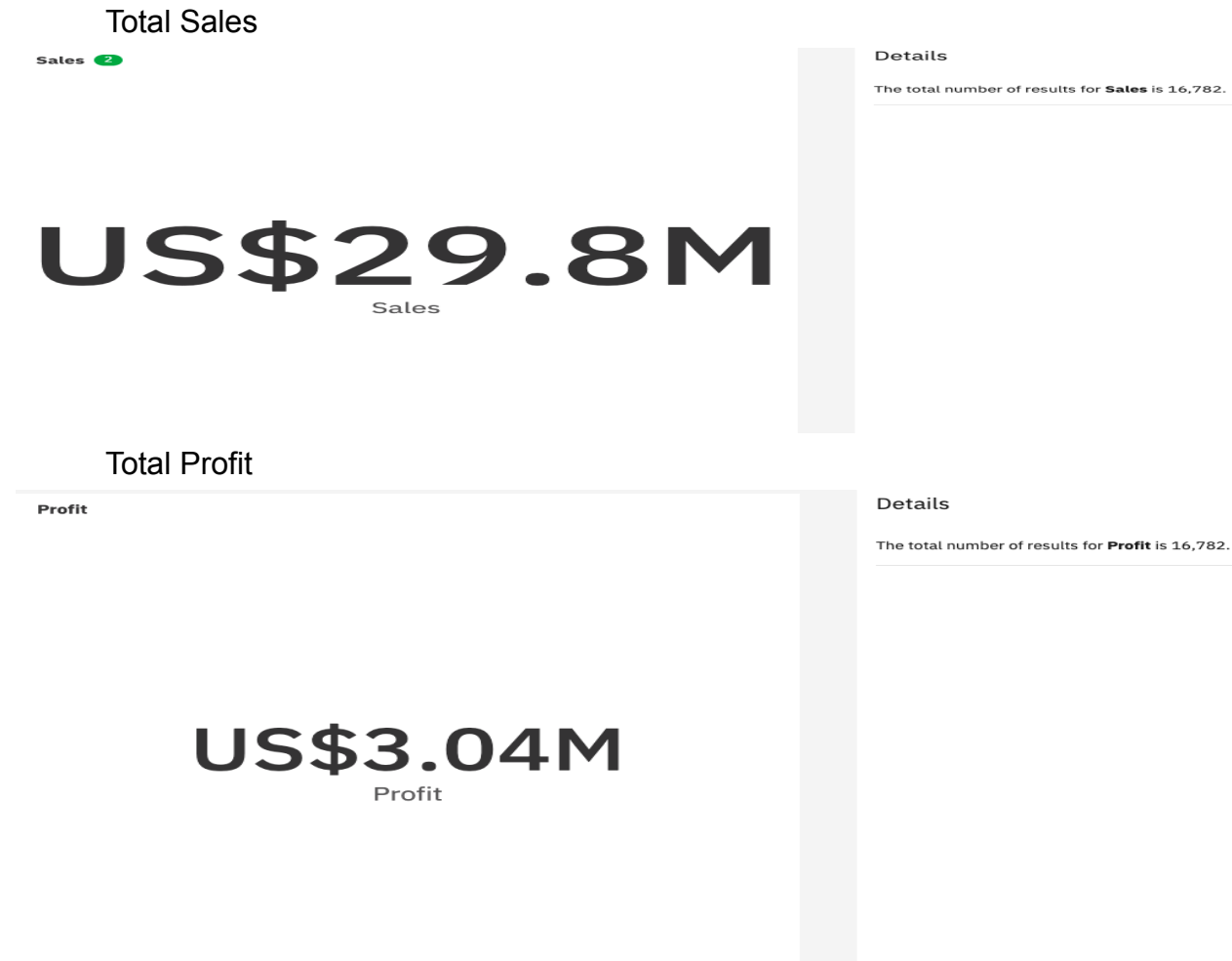
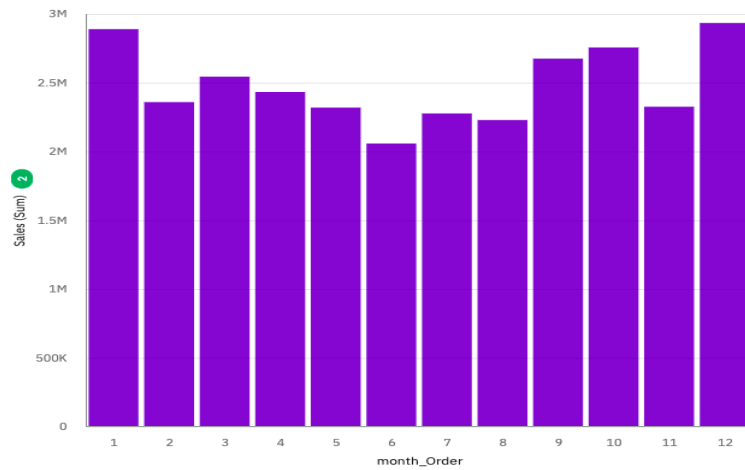


OJASHWI SHARMA
VIT BHOPAL
SMARTINTERNZ
ASSIGNMENT 1

Below are the Snapshots of Sales data analysis using IBM cognos



Sales by month_Order



Details

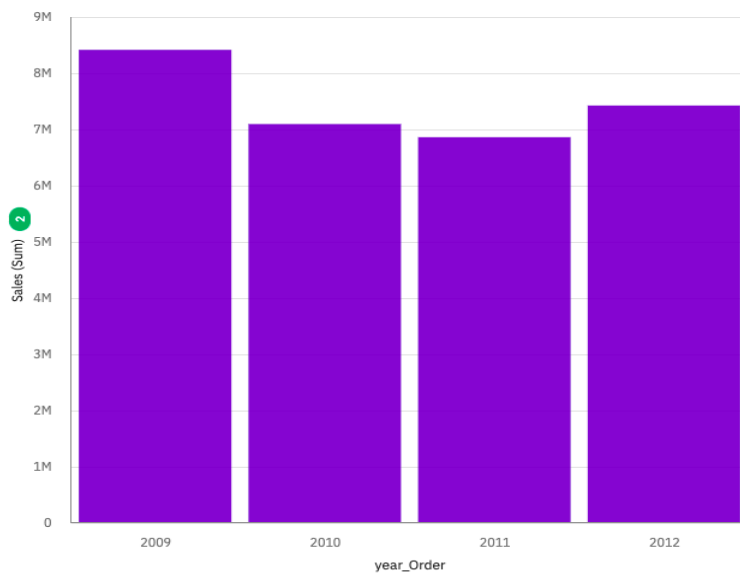
Over all values of **month_Order**, the sum of **Sales** is almost 30 million.

For **Sales**, the most significant values of **month_Order** are 12, 1, 10, 9, and 3, whose respective **Sales** values add up to nearly 14 million, or 46.3 % of the total.

Sales ranges from nearly 2.1 million, when **month_Order** is 6, to over 2.9 million, when **month_Order** is 12.

Sales is most unusual when **month_Order** is 1. and 6.

Sales by year_Order

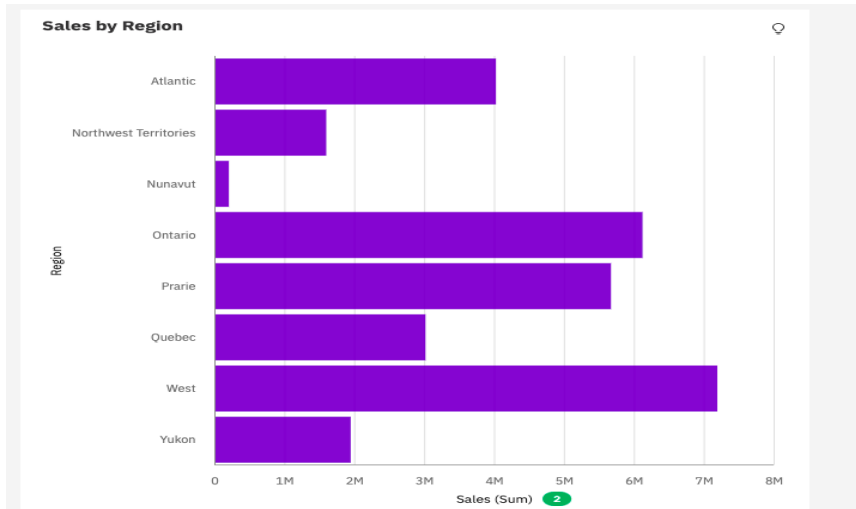


Details

Over all values of **year_Order**, the sum of **Sales** is almost 30 million.

Sales ranges from almost 6.9 million, when **year_Order** is 2011, to over 8.4 million, when **year_Order** is 2009.

Sales is unusually high when **year_Order** is 2009.



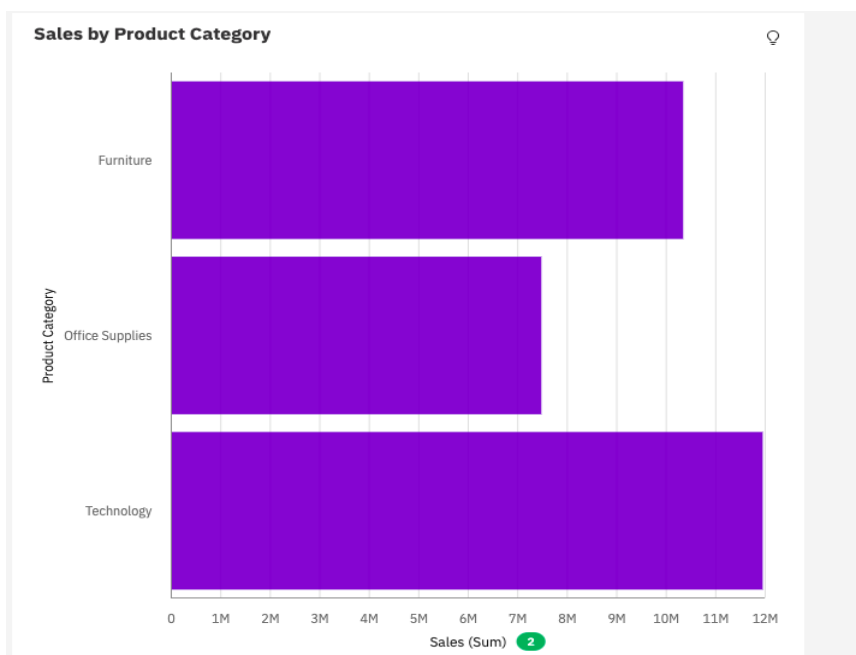
Details

Over all **regions**, the sum of **Sales** is nearly 30 million.

For **Sales**, the most significant values of **Region** are West, Ontario, and Prairie, whose respective **Sales** values add up to nearly 19 million, or 63.7 % of the total.

Sales ranges from over 208 thousand, in Nunavut, to almost 7.2 million, in West.

Sales is most unusual in Nunavut and West.



Details

Over all **product categories**, the sum of **Sales** is nearly 30 million.

For **Sales**, the most significant values of **Product Category** are Technology and Furniture, whose respective **Sales** values add up to over 22 million, or 74.9 % of the total.

Sales ranges from nearly 7.5 million, when **Product Category** is Office Supplies, to almost 12 million, when **Product Category** is Technology.

Sales is unusually low when **Product Category** is Office Supplies.



Sales by Product Sub-Category



Details

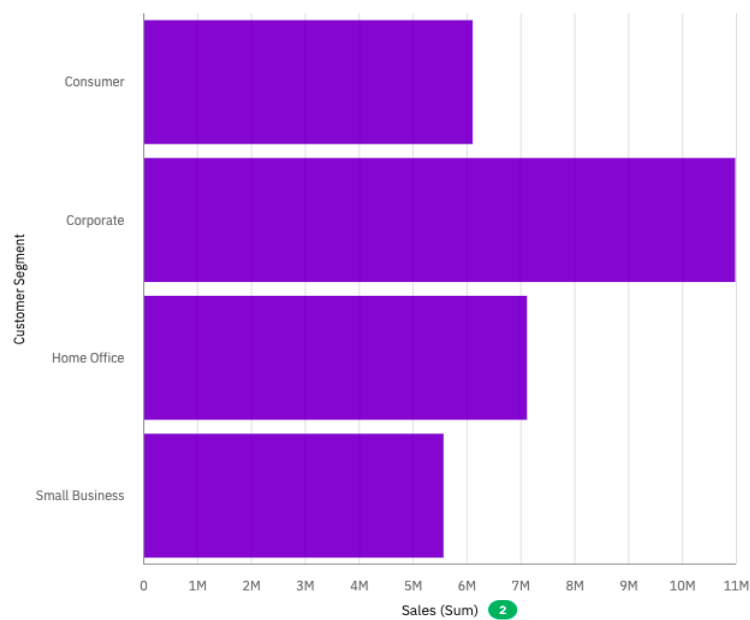
Over all values of **Product Sub-Category**, the sum of **Sales** is almost 30 million.

For **Sales**, the most significant values of **Product Sub-Category** are Office Machines, Tables, Telephones and Communication, and Chairs & Chairmats, whose respective **Sales** values add up to over 15 million, or 51.8 % of the total.

Sales ranges from nearly 30 thousand, when **Product Sub-Category** is Rubber Bands, to over 4.3 million, when **Product Sub-Category** is Office Machines.

Sales is unusually high when **Product Sub-Category** is Office Machines.

Sales by Customer Segment



Details

Over all **customer segments**, the sum of **Sales** is almost 30 million.

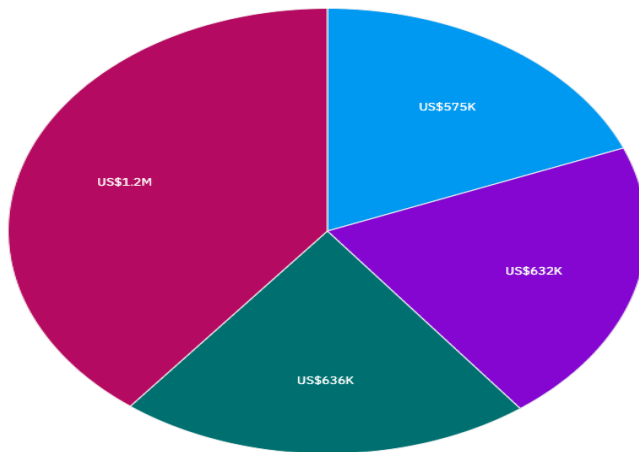
Sales ranges from nearly 5.6 million, when **Customer Segment** is Small Business, to nearly 11 million, when **Customer Segment** is Corporate.

Sales is unusually high when **Customer Segment** is Corporate.

Profit by Customer Segment

Customer Segment

- Consumer
- Small Business
- Home Office
- Corporate



Details

Across all **customer segments**, the sum of **Profit** is over 3.0 million.

Profit ranges from over 575 thousand, when **Customer Segment** is Consumer, to almost 1.2 million, when **Customer Segment** is Corporate.

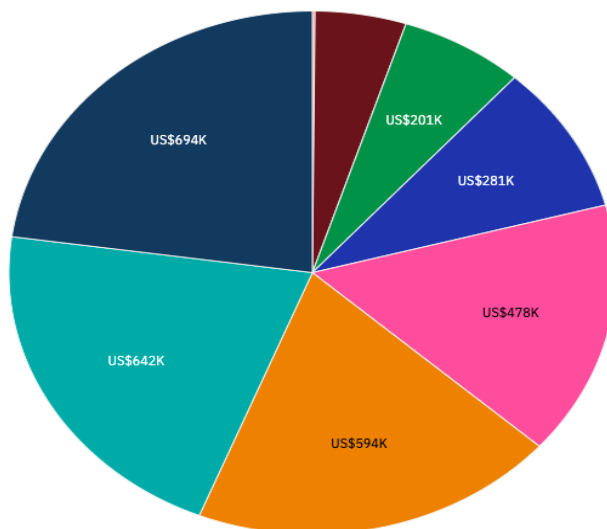
Profit is unusually high when **Customer Segment** is Corporate.

10.

Profit by Region

Region

- Nunavut
- Yukon
- Northwest Territories
- Quebec
- Atlantic
- West
- Prarie
- Ontario



Details

Across all **regions**, the sum of **Profit** is over 3.0 million.

For **Profit**, the most significant values of **Region** are Ontario, Prarie, West, and Atlantic, whose respective **Profit** values add up to over 2.4 million, or 79.2 % of the total.

Profit ranges from over four thousand, in Nunavut, to nearly 694 thousand, in Ontario.

Profit is unusually low in Nunavut.