Software Requirement Specification: SAC Sales Dashboard

Mobility Company

Created By: **Anubhav Oberoy**
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User Persona:

Ann Jackson is 30-year-old young IT and Product Expert with strong interpersonal skills. Ann Jackson is an SAP Analytics evangelist at the *bike manufacturing company* named **Mobility Company**. She loves adventure and a seasonal skiing player. On weekends, she involves herself on social activities, helping poor children to learn. She has a good work-life-balance and appears to be management's favorite choice to bike the topics.

Ann is known for her clean design, analytical displays, and commitment to the data community. She is a regular blogger and publishes large no. of snippets on SAP Analytics Cloud Community to help others growing their knowledge on SAP Analytics Cloud. She has total 10+ years of rich experience in SAP BW, BOBJ, Crystal reports, BeX queries and has also recently joined machine learning program conducted by Anubhav Trainings.

Job Functions:

- At the core of visualizing and analyzing data in SAP analytics cloud is a thorough knowledge of its integrated analytics features.
- Using Integrated Analytics in SAP Analytics Cloud – BI Features, demonstrate how to leverage each of these features to produce deeper, more insightful visualizations.
- Her main job is to collect the requirement and prepare the SRS documents.
- Plan for data (sample) collections from different data sources.
- Delve into statistics found in the dataset summary that form the foundation of data analysis.
- Next, create reference lines, bands, box plots, and confidence intervals and when to use them.
- Finally, Advanced analytics including trend lines, forecasting, and clustering to unearth unseen relationships and predict future events.
- Her deep experience working with multiple organizations and departments helps her to build dashboard for departments and for the board level.
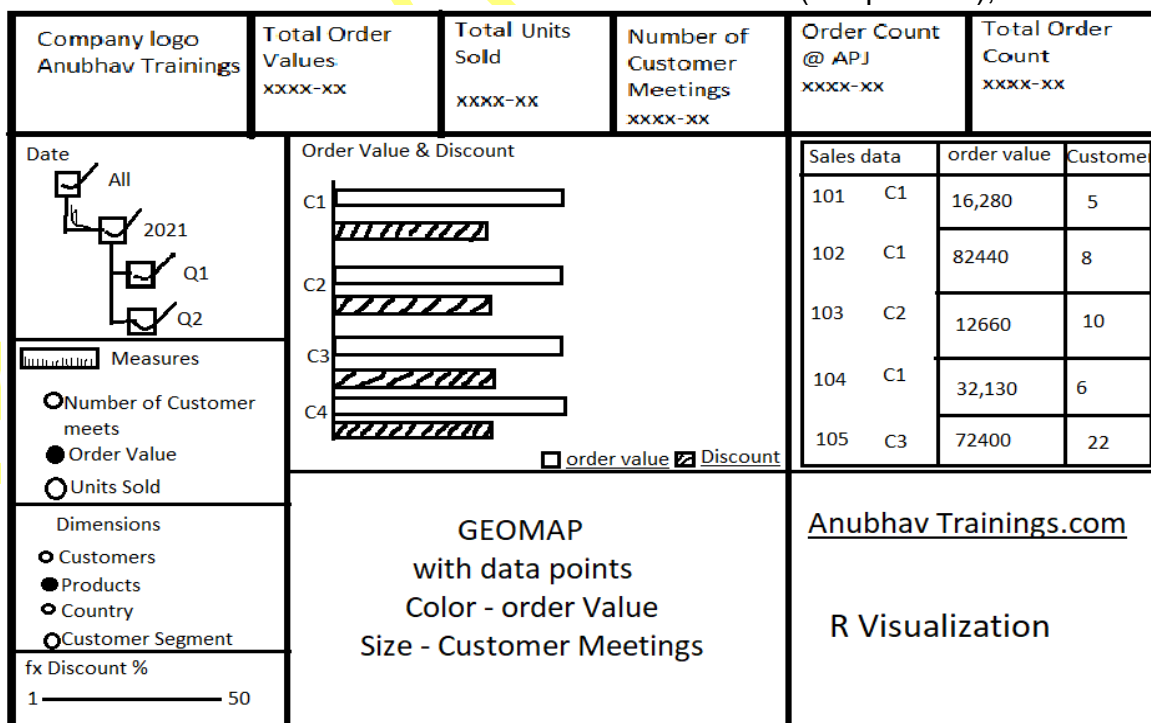
The Business Story

Ann Meets, Steve, a global operations manager for a mobility solution company. Recently, he asked CIO of the company for analytics dashboard for overall company sales data so that he can prepare future expansion plans as well as manage his global teams across. With this intension company brought Ann and SAP Analytics Cloud into his workflow, to gained a much clearer perception of his entire operation.

Steve will provide the data set of sales including products sold, types of products, units sold and also the customer meetings held in each country and region by his sales team to Miss Ann.

Below is the screenshot of all the sales orders data provided by Steve

Order ID	Date	Customer	Customer Segment	Country	Customer Status	Product	Product Ty	No Custor	Units Sold	Order Valu	Cost
2239	Nov-16	Camelot Sports	Wholesale	United States	Prospect	R300 Bike	Racing	16	70	6703	3351.5
4144	Jan-18	Riverdale Rides	Wholesale	Turkey	Prospect	R300 Bike	Racing	8	208	6682	3341
1696	Nov-16	Rides Points	Wholesale	Luxembourg	Prospect	R300 Bike	Racing	11	200	6658	3329
5701	Apr-17	GoBiking	Wholesale	Fiji	Current Customer	R300 Bike	Racing	5	69	6543	3271.5
2135	Feb-17	Masri Bicycles	Wholesale	Liberia	Prior Customer	R300 Bike	Racing	7	220	6411	3205.5
5278	Oct-16	Respect Bikes	Wholesale	Australia	Prospect	R300 Bike	Racing	3	69	6379	3189.5
4738	Jan-17	Excel Cycle	Wholesale	China	Prospect	R300 Bike	Racing	23	66	6357	3178.5
4676	Jun-17	Tandem Rides	Wholesale	Zimbabwe	Prior Customer	R300 Bike	Racing	20	285	6329	3164.5
5175	Mar-17	Cycle Bazaar	Wholesale	Cook Islands	Prospect	R300 Bike	Racing	9	223	6300	3150
1653	Mar-17	Full Kit	Wholesale	South Georgia and The	Current Customer	R300 Bike	Racing	17	224	6298	3149
3723	Sep-16	Urban Planet B	Wholesale	Ethiopia	Prospect	R300 Bike	Racing	29	55	6225	3112.5
1313	Jun-17	Ride Verse	Wholesale	Mozambique	Prior Customer	R300 Bike	Racing	20	124	6064	3032
4764	Feb-17	Know Speed	Wholesale	Virgin Islands, British	Current Customer	R300 Bike	Racing	13	47	6050	3025
2672	Jun-17	BadBoy Cycle	Wholesale	Denmark	Prior Customer	R300 Bike	Racing	18	281	5950	2975
3676	Jan-17	Vortex Cycle JC	Wholesale	Bosnia and Herzegovina	Current Customer	R300 Bike	Racing	15	267	5947	2973.5

Upon importing a sample of sales data into SAP Analytics Cloud, Ann supposed to create a visual analysis of sales data, The Dashboard must be able to run on tablet and mobiles (Responsive), A screen mock up looks

as below

Requirement 1: Dashboard Data points (Top)

- Total **Order Values**
- Total **Units Sold**
- Total **Number of Customer Meetings**
- **Order Count @ APJ**
- **Total Order Count**

Requirement 2: Display Bar chart – Over values v/s discounted Amount (Right)

Page Name	Overview
Data Source	Sales_Data_Model
Type	Chart
Chart Structure	Bar/Column
Measure	Value from Filter (Order Value) Discounted Amount
Color	Measure and Discounted Amount
Filters	NA
Variance	NA

Requirement 3: Geo Map with Order Value & Customer meetings (Right)
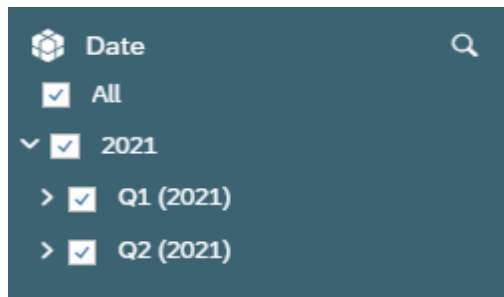
Page Name	Overview
Layer Type	Bubble Layer
Location Dimension	Location (to be created in modeling)
Bubble Color	Order Value
Bubble Size	Customer Meetings
Filters	NA
Cluster Properties	NA
Additional Layer	NA

Requirement 4: Classical Detailed Report by Order Id and Customers (Right)

Page Name	Overview
Data Source	Sales_Data_Model
Responsive Fixed Layout	Yes
Rows	Order Id Dimension
Columns	Account – Order Value and Customer Meetings
Filters	NA
Enable Explorer	No

Requirement 5: Allow Filtering of Dashboard data based on Date 2021 Only (Left)

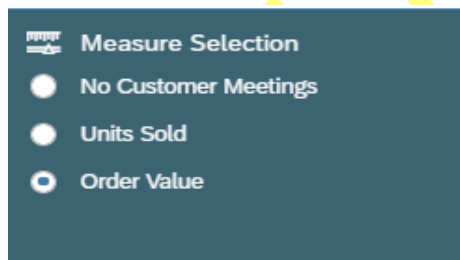Allow filtering of all the measures based on time dimensions in the sales data.

Requirement 6: Allow Filtering of Dashboard data based on Dimensions (Left) – Customer, Product, Country, Customer Segment.
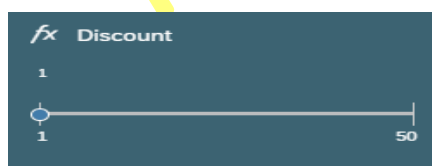

Requirement 7: Allow Filtering of Dashboard data based on All Measures (Left)

We have 3 measures for now in the dataset, create filter for the same.

Requirement 8: Add a discount input field for providing custom discount value

Requirement 9: Implement R Logic provided by Data Scientist (Right)

***Provided by data scantiest

```
# load package
library(wordcloud)
# get words
words <- Sales_Analysis.xlsx$Customer
# get frequency
frequency <- Sales_Analysis.xlsx$'Units Sold'
# generate word cloud
wordcloud(words, frequency, scale = c(4, 1), rot.per=0.2,
colors=brewer.pal(8, "Blues"))
```

Requirement 10: Add Company Logo and background color to blue

For detailed training on SAP Analytics cloud with such real time scenarios, feel free to get in touch with us on
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