

Group 3 ✨ April 5, 2023

Crystal Ball



Sounds like a plan



Great idea!

On it!

A Sales Forecast Model

Presentation

Let's get started



Our presentation is optimized for whiteboard use

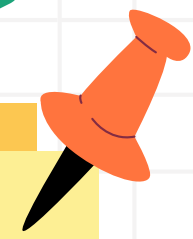


Agenda



Introduction

Challenges



Call to action



Summary



Project
Kickoff
Overview



Solutions we
offer!



Sneak Peak

Introduction

Teams Involved:

Geetha Murugan

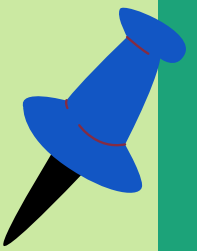
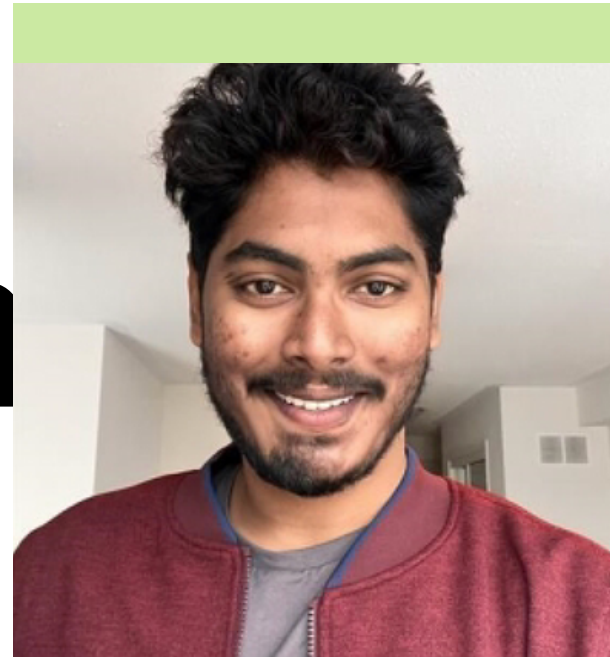
Harsh Singh

Narasimha reddy Boddapati

Rahul Esiripally

Shahabuddin Syed.

Somya Sachan



Project Kickoff

Use time-series forecasting to forecast store sales on data from Corporación Favorita, a large Ecuadorian-based grocery retailer.



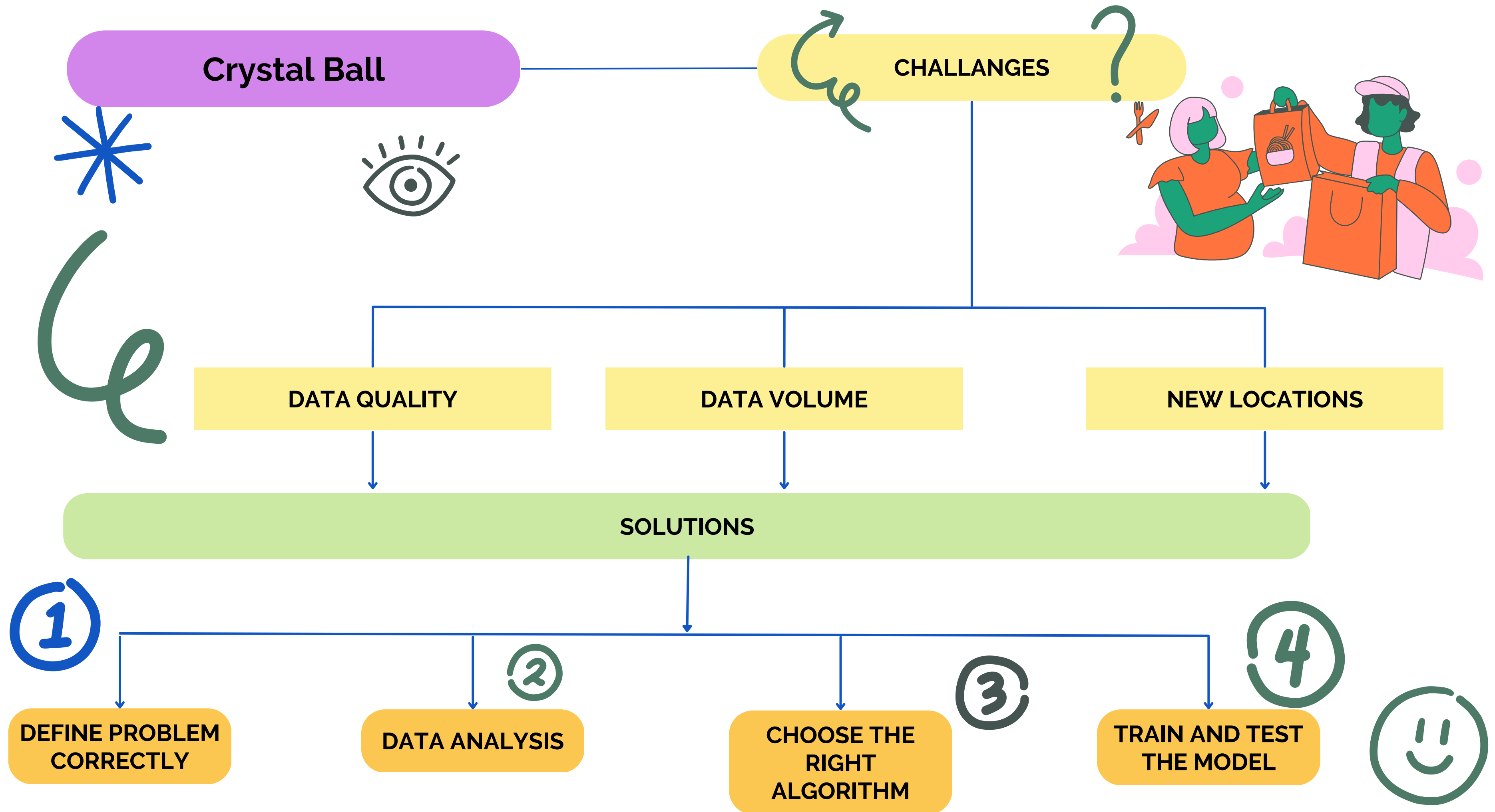
Better Sales Forecasting =
Less Food Waste + More
Customer Satisfaction

Our Model: More Accurate
Predictions for Thousands
of Items at Favorita Stores.
Training Data Includes:
Dates, Store and Item Info,
Promotions, and Unit Sales.



**Let's get
started!**

For best customer service and cost savings!!!



How we solved Model building???

Data Collection: Gathered sales data, promotions, store and item information from Favorita stores.

Feature Engineering: Created new features such as seasonality, day of the week, and special holidays to improve the accuracy of the model.

Model Training: Trained the selected model using an approachable training dataset of dates, store, and item information, promotions, and unit sales.

Validation: Validated the model using a separate validation dataset and compared the results with the ground truth sales data.

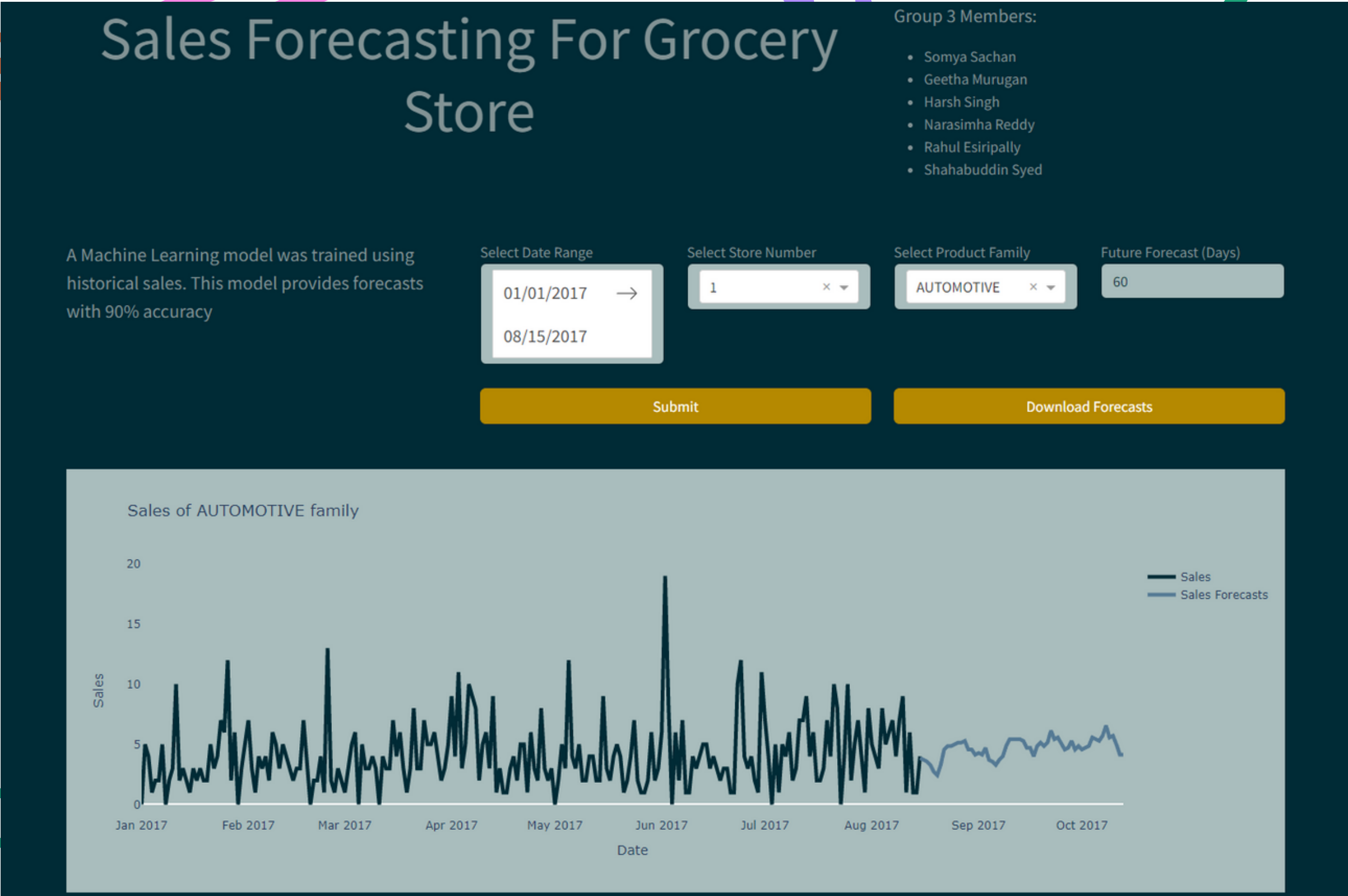
Preprocessing: Cleaned, transformed, and organized data into a usable format for analysis.

Model Selection: Evaluated various machine learning algorithms and selected the one with the highest accuracy for the task.

Model Tuning: Fine-tuned the model parameters using cross-validation techniques to maximize its accuracy.

Deployment: Deployed the model to predict unit sales for new items and stores, improving sales forecasting accuracy and reducing food waste.

Sneak Peak, Click to explore ;)





Summary



Summary		
Objectives 1	Action Item 2	Deliverables 3
Best customer service	Define the problem correctly	Accurate Sales Forecasting Benefits
	Data Analysis	Advanced Sales Forecasting
	Chose the right model	Comprehensive Model Development
Cost Savings	Train the model	Improved Business Performance
Minimize Food Waste	Test the accuracy	Scaling and Optimization

Bibliography

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- Canva. (n.d.). Grocery Store Sales Forecasting Presentation Template. Retrieved April 3, 2023, from https://www.canva.com/design/DAFfHNntQgo/JUux5-xh65awjaBQ5fj8AQ/view?utm_content=DAFfHNntQgo&utm_campaign=celebratory_first_publish&utm_medium=link&utm_source=celebratory_first_publish
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