

LINDA RITTER
QI ANALYTICS®
11.10.2019

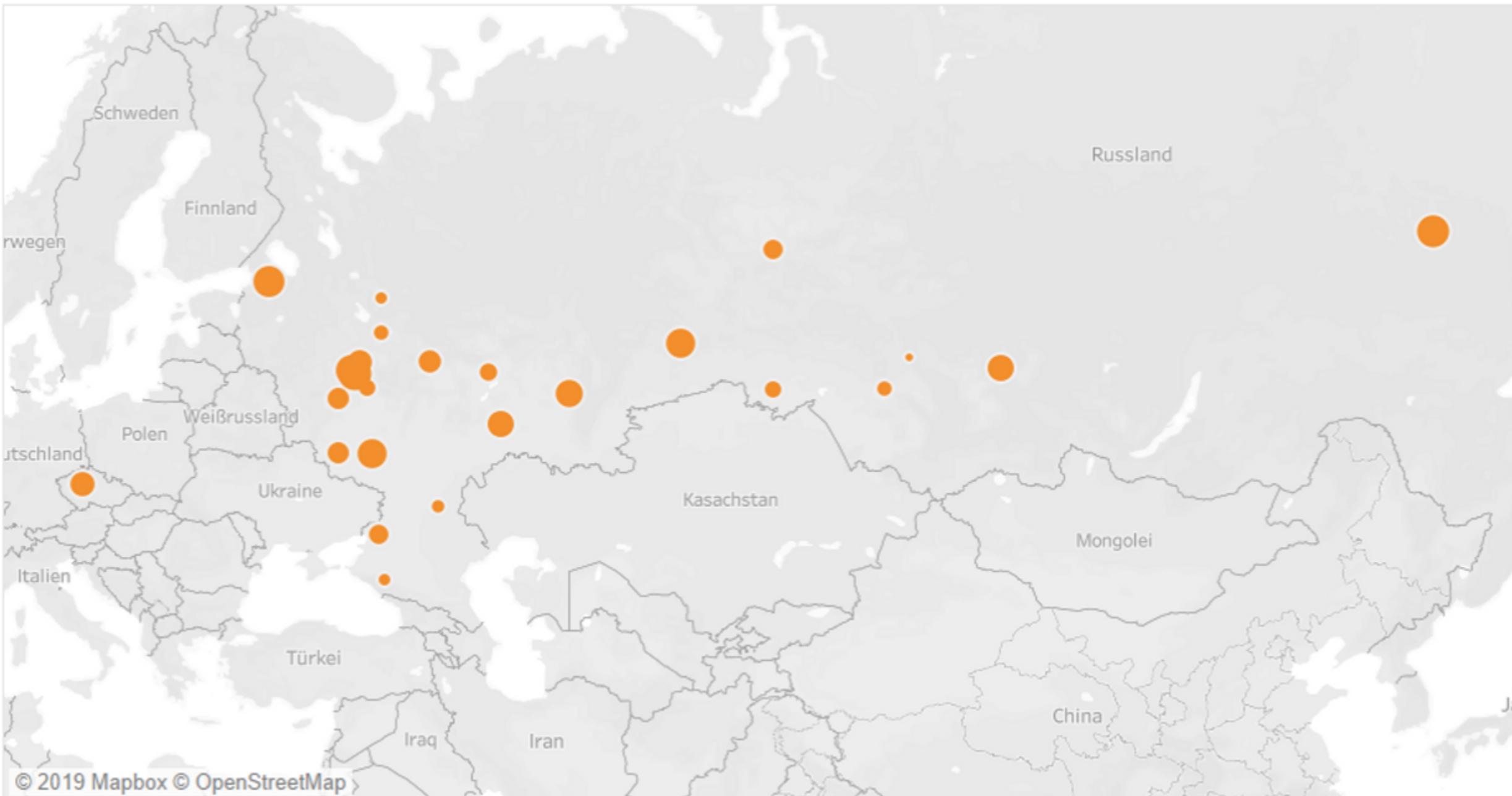


PREDICT FUTURE SALES

& ASSOCIATED OPPORTUNITIES TO INCREASE YOUR VALUE



Location of shops



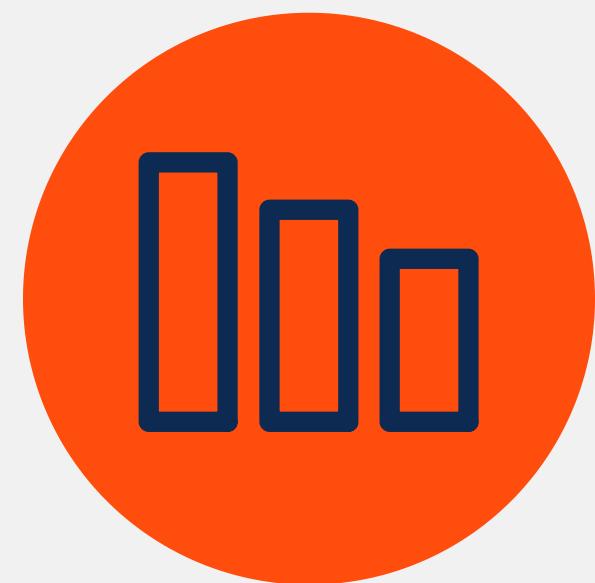
LOCATION OF SHOPS

Revenue per City

- 58 shops in Russia
- 1 shop in Czech Rep.
- 1 online shop

Predict future sales

PITCH COMPONENTS



1. Analysis of Data



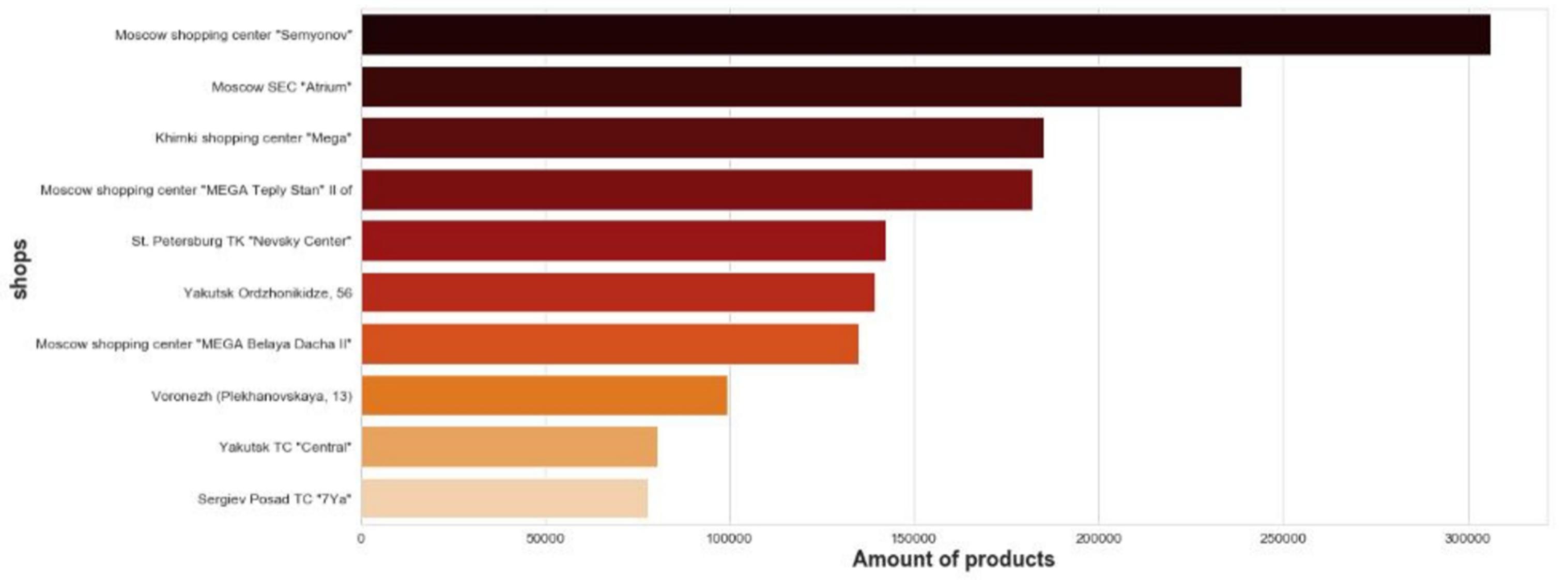
2. Predict Future Sales



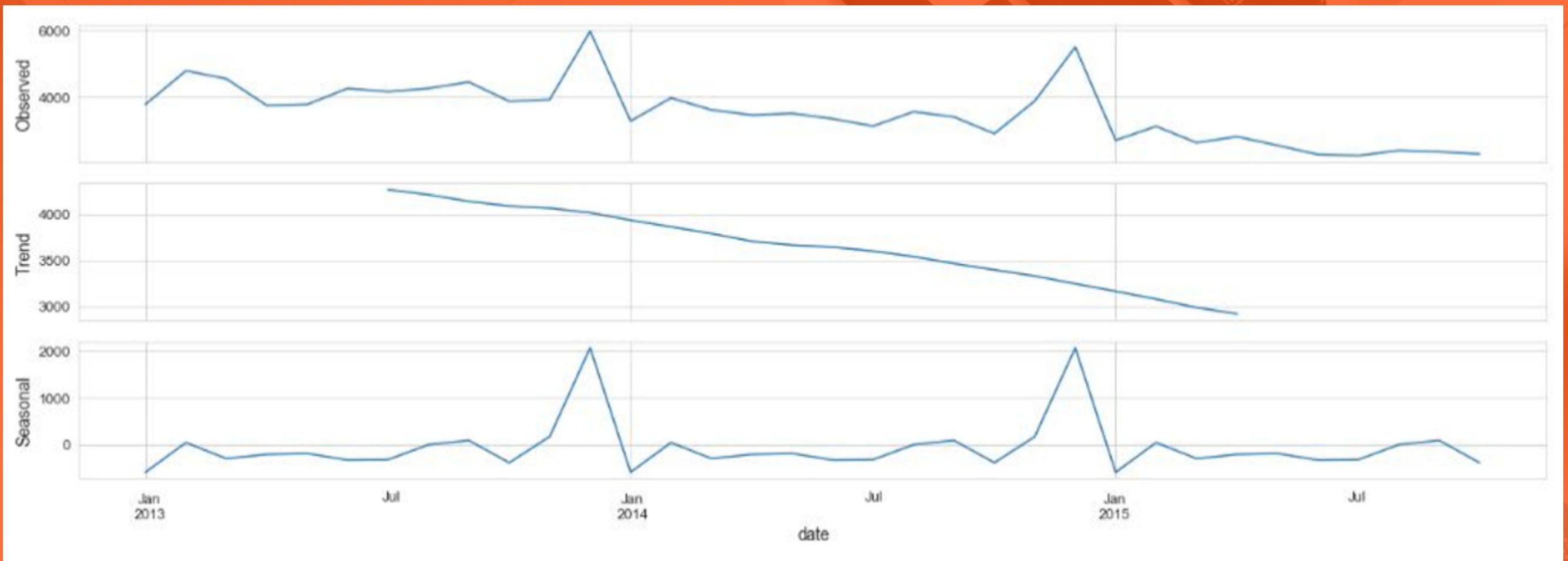
3. Solutions

ANALYSIS OF SALES

Shops sort by amount of sold products



FUTURE SALES WITH QI



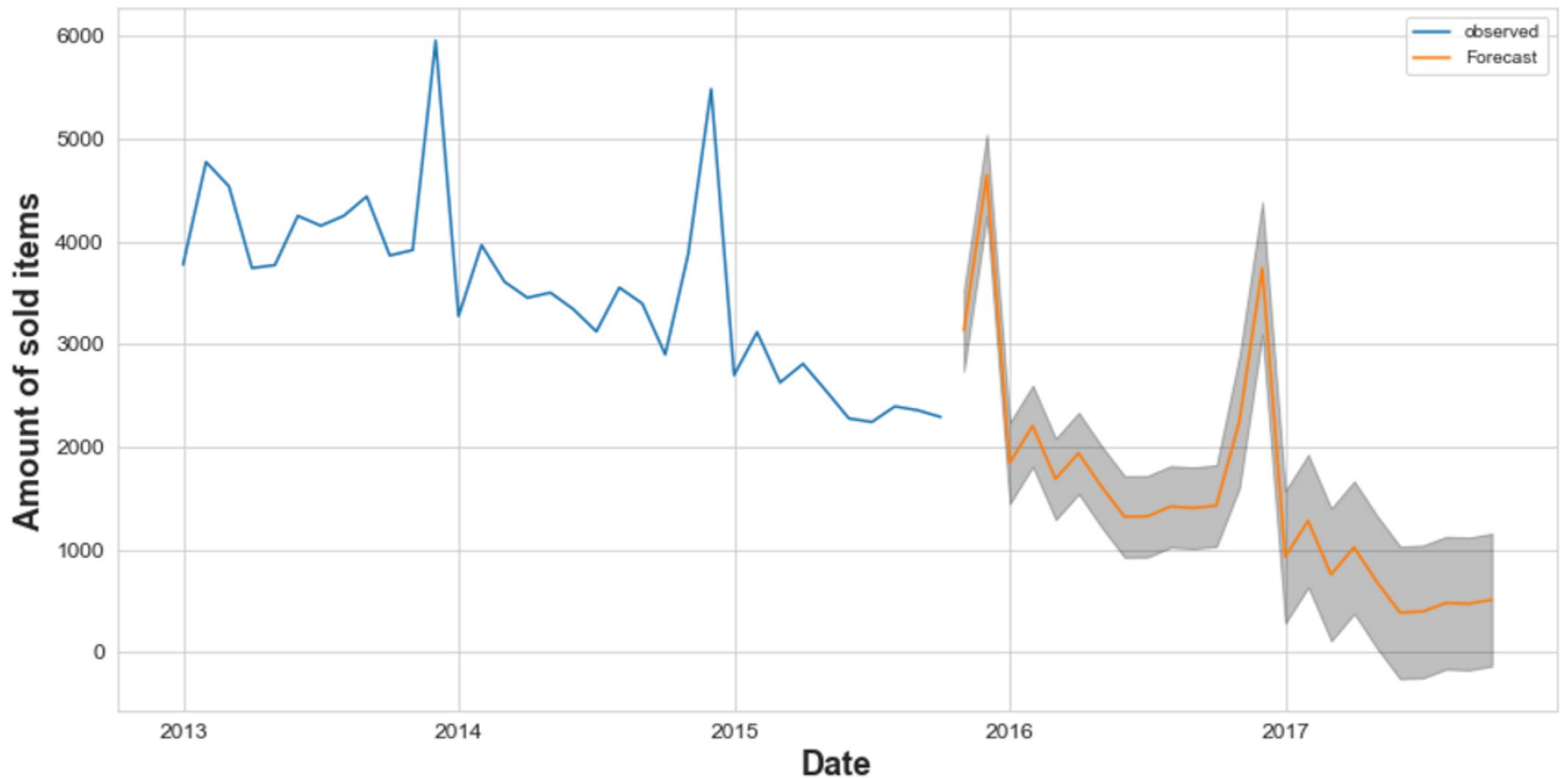
Observation

Trend detection

Seasonality

FUTURE SALES WITH QI

Forecast sold products next 2 years



Reasons for Improvements



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**6 % ONLINE SALES BUT
332 % INCREASE .**

STATUS: 2015-10-31





SOLUTIONS!

Focus on profitable sectors!

- detect future profitable shops
- push them to the max of profitability



Lean warehouse system!

- automate your warehouse purchases
- store minimum of shopping were

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