

## Case Study Project – Office Supplies

Congratulations, you have just landed your first job as a data analyst at Pens & Printers! Pens & Printers is a national office supplies chain. They have just reported a 23% drop in revenue in the past year. At the moment, they send office supplies out of warehouses in four regions: East, West, South, and Central, and all four warehouses stock the same products. The Head of Sales thinks this leads to large amounts of unsold products in some locations.

The management at Pens & Printers would like you to look at the data and present to them the popularity of products in each region. Are there products that do not sell in some locations? Are there any other patterns over time in each region that you can find in the data?

Your presentation should be no longer than ten minutes. It should include no more than eight slides of content. You will be presenting to the Head of Sales.

Details on how you will be graded can be found in the [grading rubric](#). More information on the case study can be found in the [general information](#).

### Data

You can download the data from [here](#). You can use any tools that you wish to analyze the data and create your presentation. The dataset has the following columns:

Column name	Details
Order ID	Character. Unique identifier for the individual order.
Order Date	Character. Date of the order, in format YYYY-MM-DD
Ship Mode	Character. The method used to send out the order.
Region	Character. The region the order was sent from.
Product ID	Character. Unique identifier of the product ordered.
Category	Character. Category of the product, one of 'Office Supplies', 'Furniture', or 'Technology'.
Sub-Category	Character. Subcategory of the product (e.g. Binders, Paper, etc.)
Product Name	Character. The name of the product.
Sales	Numeric. Total value of the products sold in the order.
Quantity	Numeric. Quantity of the products in the order.

Discount	Numeric. Discount of the order in decimal form. (e.g. 0.30 indicates the order has a 30% discount, etc.)
Profit	Numeric. Profit of the order.