Project Report

1. INTRODUCTION

1.1 Project Overview

iRevolution is a comprehensive data analytics initiative aimed at uncovering the evolving influence of Apple iPhones in the Indian smartphone market. By leveraging cleaned, standardized, and visual-ready datasets, the project seeks to quantify Apple's market penetration, pricing dynamics, consumer value perception, and competitive positioning across key timeframes.

1.2 Purpose

- Market Insight Generation
 To analyze Apple's quarterly market share, pricing trends, and product performance relative to competitors in India.
- Consumer Value Analysis
 To derive metrics like *value score* and *price-performance ratio* that reflect how Indian consumers perceive iPhones versus other brands.
- Strategic Visualization
 To create intuitive Tableau dashboards that communicate Apple's impact through interactive charts, KPIs, and storytelling visuals.
- Data Workflow Automation
 To prototype automation pipelines for cleaning, standardizing, and preparing smartphone datasets—laying the groundwork for scalable analytics solutions.
- Platform Development Foundation
 To serve as a proof-of-concept for your long-term vision: building iRevolution into a platform that empowers data professionals with automated tools for data prep and visualization.

2. IDEATION PHASE

2.1 Problem Statement



Ideation Phase Define the Problem Statements

Date	25 July 2025
Team ID	PNT2025TMID09535
Project Name	iRevolution: A data driven exploration of Apple's iPhone impact in India
Maximum Marks	2 Marks

Customer Problem Statement Template:

Create a problem statement to understand your customer's point of view. The Customer Problem Statement template helps you focus on what matters to create experiences people will love.

A well-articulated customer problem statement allows you and your team to find the ideal solution for the challenges your customers face. Throughout the process, you'll also be able to empathize with your customers, which helps you better understand how they perceive your product or service.



Reference: https://miro.com/templates/customer-problem-statement/

Example:



Problem Statement (PS)	I am (Customer)	I'm trying to	But	Because	Which makes me feel
PS-1	A young working professional in India who want to upgrade from Android to iPhone	Switch to iPhone for better privacy and camera	iPhones are too expensive upfront	Apple focuses on premium pricing	Anxious about spending too much

2.2 Empathy Map Canvas



Ideation Phase Empathize & Discover

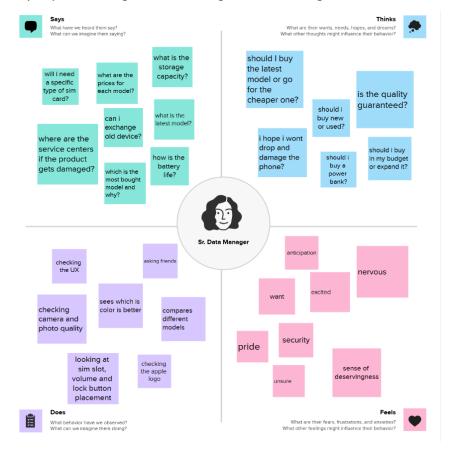
Date	24 July 2025
Team ID	PNT2025TMID09535
Project Name	iRevolution : A data driven exploration of
	Apple's iPhone impact in India
Maximum Marks	4 Marks

Empathy Map Canvas:

An empathy map is a simple, easy-to-digest visual that captures knowledge about a user's behaviours and attitudes.

It is a useful tool to helps teams better understand their users.

Creating an effective solution requires understanding the true problem and the person who is experiencing it. The exercise of creating the map helps participants consider things from the user's perspective along with his or her goals and challenges.



2.3 Brainstorming



Ideation Phase Brainstorm & Idea Prioritization Template

Date	31 July 2025
Team ID	PNT2025TMID09535
oject Name iRevolution : A data driven exploration of A	
	iPhone impact in India
Maximum Marks	4 Marks

Brainstorm & Idea Prioritization Template:

Brainstorming provides a free and open environment that encourages everyone within a team to participate in the creative thinking process that leads to problem solving. Prioritizing volume over value, out-of-the-box ideas are welcome and built upon, and all participants are encouraged to collaborate, helping each other develop a rich amount of creative solutions.

Use this template in your own brainstorming sessions so your team can unleash their imagination and start shaping concepts even if you're not sitting in the same room.

Reference: https://www.mural.co/templates/brainstorm-and-idea-prioritization

Step-1: Team Gathering, Collaboration and Select the Problem Statement

PROBLEM

How might we explore the social, economics, culture impact of the Apple iPhone in India using data-driven insight?

Formation

Ferson 1

Person 2

Floren 3

Person 4

Affordability
Indicate

Affordability
Indicate

Person 3

Person 4

Ecosystem

Affordability
Indicate

Indicate

Person 4

Ecosystem

Affordability
Indicate

Indicat

Step-2: Brainstorm, Idea Listing and Grouping

3. REQUIREMENT ANALYSIS

3.1 Customer Journey map





3.2 Solution Requirement



Solution Requirements iRev.pd

Project Design Phase-II Solution Requirements (Functional & Non-functional)

Date	31 January 2025
Team ID	PNT2025TMID09535
Project Name	iRevolution: A data driven exploration of Apple's iPhone impact in India
Maximum Marks	4 Marks

Functional Requirements:

Following are the functional requirements of the proposed solution.

FR No.	Functional Requirement (Epic)	Sub Requirement (Story / Sub-Task)
FR-1	Interactive dashboard	Filter data by year, region and product specifications to explore trends.
FR-2	Pricing analysis	Analyse iPhone models based on features like battery, display and pricing tiers.
FR-3	Market share visualization	Region wise maps depicting Apple's market penetration across Indian states.
FR-4	Storyboarding for Insights	View curated storyboards that narrate Apple's growth journey in India.
FR-5	Sales and revenue trend analysis	Time series dashboards showing quarterly and yearly performance metrics.
FR-6	Consumer demographic insights	Allows segmentation of users to reveal how iPhone adoption varies among consumer types.

Non-functional Requirements:

Following are the non-functional requirements of the proposed solution.

FR No.	Non-Functional Requirement	Description
NFR-1	Usability	Visualizations must be intuitive with clear legends, tooltips and mobile friendly layouts.
NFR-2	Security	Access controls and encryption should be in place.
NFR-3	Integrity	All insights should be clean, validated datasets to ensure reliable conclusion.
NFR-4	Performance	Should load quickly and handle large datasets without lag.
NFR-5	Compatibility	Dashboard and visualization should work seamlessly across devices.
NFR-6	Scalability	System should support future data expansion – new model, regions or metrics.

3.3 Data Flow Diagram



Data Flow Diagrams and User Stories iRev.

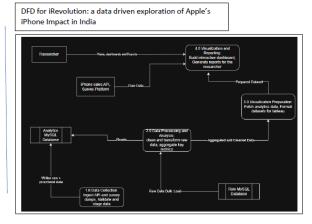
Project Design Phase-II Data Flow Diagram & User Stories

Date	31 January 2025
Team ID	PNT2025TMID09535
Project Name	iRevolution: A data driven exploration of Apple's
	iPhone impact in India
Maximum Marks	4 Marks

Data Flow Diagrams:

A Data Flow Diagram (DFD) is a traditional visual representation of the information flows within a system. A neat and clear DFD can depict the right amount of the system requirement graphically. It shows how data enters and leaves the system, what changes the information, and where data is stored.

Example: (Simplified) Flow 1. User configures credentials for the Watson Natural Language Understanding service and starts the app. 2. User selects data file to process and load. 3. Apache Tika extracts tent from the data file. 4. Extracted exit is passed to Watson NUL for enrichment. 5. Enriched data is visualized in the UI using the D3.js library.



User Stories

Use the below template to list all the user stories for the product. These stories reflect a solid blend of backend data work, visualization goals, and user journey clarity.

User Type	Functional Requirement (Epic)	User Story Number	User Story / Task	Acceptance criteria	Priority	Release
Data Analyst	Data Cleaning	USN-1	Handle missing values in iPhone adoption datasets.	No nulls in key dimensions; placeholder or imputation applied.	High	Sprint-2
Data Analyst	Data Cleaning	USN-2	Identify and rectify inconsistencies in dataset formats and entries.	All date, location, and price fields follow a standardized format.	High	Sprint-2
Business Analyst	Data Filtering	USN-3	Filter data based on region, year, and demographics.	Filters retrieve accurate subsets without errors.	High	Sprint-2
Consumer Insights Team	Data Visualization	USN-4	Visualize regional iPhone usage growth trends using Tableau.	Graphs show expected growth per region and match MySQL query results.	High	Sprint-3
Consumer Insights Team	Data Visualization	USN-5	Compare average monthly costs across Indian cities for iPhone users.	Heatmap reflects accurate averages verified via MySQL.	Medium	Sprint-3
Data Strategist	Analytics & Insights	USN-6	Identify top factors influencing iPhone adoption via Tableau charts.	Influencing factors are correctly visualized and match correlation results.	High	Sprint-3
Administrator	Access Control	USN-7	Manage user-level access rights for data dashboards.	Users can access only relevant dashboards as per role.	High	Sprint-1
Tableau Developer	Dashboard Design	USN-8	Create user-friendly dashboards with drill- downs for each iPhone model	Dashboards are interactive, responsive, and filterable by model and time	High	Sprint-3
Customer Care Executive	Support Interface	USN-9	Access common customer queries related to data trends	FAQs auto-load relevant charts or region-specific insights	Medium	Sprint-4
Public Viewer	Summary Insights	USN-10	View summarized visual insights on iPhone trends without login	Summaries display without errors and without requiring login	Medium	Sprint-4

3.4 Technology Stack



Project Design Phase-II Technology Stack (Architecture & Stack)

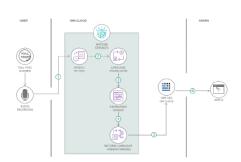
Date	31 January 3035
Team ID	PNT2025TMID09535
Project Name	iRevolution: A data driven exploration of Apple's
	iPhone impact in India
Maximum Marks	4 Marks

Technical Architecture:

The Deliverable shall include the architectural diagram as below and the information as per the table 1 & table 2

Example: Order processing during pandemics for offline mode

 $\textbf{Reference:} \ \underline{\text{https://developer.ibm.com/patterns/ai-powered-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-during-pandemics/allowed-backend-system-for-order-processing-pandemics/allowed-backend-system-for-order-processing-pandemics/allowed-backend-system-for-order-processing-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-processing-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-system-for-order-pandemics/allowed-backend-syst$



Include all the processes (As an application logic / Technology Block)

Provide infrastructural demarcation (Local / Cloud) Indicate external interfaces (third party API's etc.) Indicate Data Storage components / services Indicate interface to machine learning models (if applicable)

Sr.	Characteristics	Description	Technology
No.			
2.	Security Implementations	List all the security / access controls implemented,	JWT Authentication, HTTPS, OWASP,
		use of firewalls etc.	IAM (role-based)
3.	Scalable Architecture	Scalability of architecture (3-tier, microservices,	MERN Stack + Microservices + REST
		modular design)	APIs
4.	Availability	Load balancing, distributed systems for high	Nginx, PM2, Cloud Load Balancers
		uptime	(GCP or AWS)
5.	Performance	Performance design (requests/sec, caching, CDN,	Redis Cache, CDN (Cloudflare), Lazy
		optimized assets etc.)	Loading

References:

https://c4model.com/

https://developer.ibm.com/patterns/online-order-processing-system-during-pandemic/

https://www.ibm.com/cloud/architecture

https://aws.amazon.com/architecture

4. PROJECT DESIGN

4.1 Problem Solution Fit



Problem - Solution Fit Template v1.pdf

Project Design Phase Problem – Solution Fit Template

Date	15 February 2025
Team ID	PNT2025TMID09535
Project Name	iRevolution : A data driven exploration of Apple
	iPhone impact in India
Maximum Marks	2 Marks

Problem - Solution Fit Template:

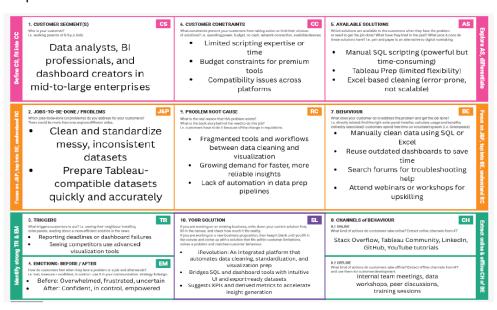
The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

Purpose:

- □ Solve complex problems in a way that fits the state of your customers.
- Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- Sharpen your communication and marketing strategy with the right triggers and messaging.
 Increase touch-points with your company by finding the right problem-behavior fit and
- building trust by solving frequent annoyances, or urgent or costly problems.

 Understand the existing situation in order to improve it for your target group.

Template:



References:

- 1. https://www.ideahackers.network/problem-solution-fit-canvas/
- 2. https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe

4.2 Proposed Solution



Proposed Solution Template:

Project team shall fill the following information in the proposed solution template.

S.No.	Parameter	Description
1.	Problem Statement (Problem to be solved)	In India, a vast population aspires to own premium smartphones like the iPhone, but affordability, brand perception, and economic practicality create a dilemma. This project aims to explore and understand the socio-economic impact of iPhones in India through data analytics.
2.	Idea / Solution description	We propose a data-driven dashboard using surveys, market data, and consumer feedback to analyze how iPhones influence purchasing behavior, brand loyalty, peer pressure (FOMO), and technology adoption in India. The goal is to visualize patterns and identify gaps.
3.	Novelty / Uniqueness	Unlike typical tech reports, our project combines sentiment analysis, financial metrics, and behavioral mapping. It also includes regional comparison (urban vs rural) and agebased digital aspiration tracking, presented through an interactive Tableau dashboard.
4.	Social Impact / Customer Satisfaction	This solution can help companies understand consumer psychology better and design more inclusive pricing or financing options. It also helps aspirational buyers make more informed decisions.
5.	Business Model (Revenue Model)	While primarily academic, the project can evolve into a consumer insight tool for brands, retailers, or market researchers on subscription or consulting basis.
6.	Scalability of the Solution	The model can scale to other tech products (e.g. Samsung, OnePlus) or regions across India. It can also integrate real-time social media data for evolving insights.

4.3 Solution Architecture



Solution Architecture iRev.pdf

Solution Architecture:

Solution architecture is a complex process – with many sub-processes – that bridges the gap between business problems and technology solutions. Its goals are to:

- · Find the best tech solution to solve existing business problems.
- Describe the structure, characteristics, behavior, and other aspects of the software to project stakeholders.
- Define features, development phases, and solution requirements.
- Provide specifications according to which the solution is defined, managed, and delivered

Example - Solution Architecture Diagram:

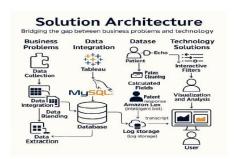


Figure 1: Architecture and data flow of the voice patient diary sample application

Reference: https://aws.amazon.com/blogs/industries/voice-applications-in-clinical-research-powered-by-ai-on-aws-part-1-architecture-and-design-considerations/

5. PROJECT PLANNING & SCHEDULING

5.1 Project Planning



Project Planning Phase Project Planning Template (Product Backlog, Sprint Planning, Stories, Story points)

Date	15 February 2025		
Team ID	PNT2025TMID09535		
Project Name	iRevolution : A data driven exploration of Apple		
	iPhone impact in India		
Maximum Marks	5 Marks		

Product Backlog, Sprint Schedule, and Estimation (4 Marks)

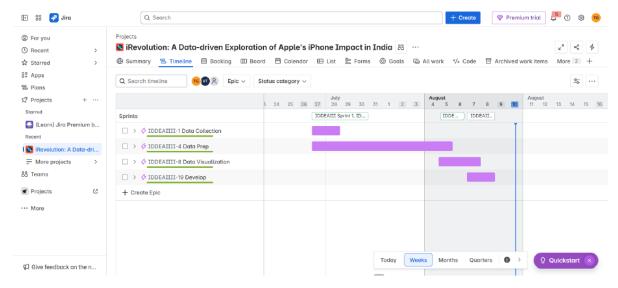
Use the below template to create product backlog and sprint schedule

Sprint	Functional Requirement (Epic)	User Story Number	User Story / Task	Story Points	Priority	Team Members
Sprint-1	Data Collection	IDDEAIIII-2	Gathering Data	1	Medium	Tanushree
Sprint-1		IDDEAIIII-3	Loading Data	1	Medium	Tanushree
Sprint-2	Data Prep	IDDEAIIII-5	Handling Missing Values	3	Medium	Tanushree
Sprint-2		IDDEAIIII-6	Creating Fields	3	Medium	Tanushree
Sprint-2		IDDEAIIII-7	Handling Inconsistencies	3	Medium	Tanushree
Sprint-3	Data Visualization	IDDEAIIII-9	KPI	3	Medium	Tanushree
Sprint-3		IDDEAIIII-10	Model Specification	3	Medium	Tanushree
Sprint-3		IDDEAIIII-11	Bar Chart	1	Medium	Tanushree
Sprint-3		IDDEAIIII-12	Tree Map	2	Medium	Tanushree
Sprint-3		IDDEAIIII-13	Bubble Chart	2	Medium	Tanushree
Sprint-3		IDDEAIIII-14	Line Bar Chart	2	Medium	Tanushree
Sprint-3		IDDEAIIII-15	Donut Chart	1	Medium	Tanushree

Sprint	Functional	User Story	User Story / Task	Story Points	Priority	Team
	Requirement (Epic)	Number				Members
Sprint-3		IDDEAIIII-16	Line Chart	1	Medium	Tanushree
Sprint-3		IDDEAIIII-17	Text Table	3	Medium	Tanushree
Sprint-3		IDDEAIIII-18	Мар	2	Medium	Tanushree
Sprint-4	Develop	IDDEAIIII-22	Dashboard	5	Medium	Tanushree
Sprint-4		IDDEAIIII-23	Story	5	Medium	Tanushree

Project Tracker, Velocity & Burndown Chart: (4 Marks)

Sprint	Total Story Points	Duration	Sprint Start Date	Sprint End Date (Planned)	Story Points Completed (as on Planned End Date)	Sprint Release Date (Actual)
Sprint-1	2	2 Day	27 July 2025	28 July 2025	2	28 July 2025
Sprint-2	9	4 Days	28 July 2025	30 July 2025	9	30 July 2025
Sprint-3	20	6 Days	31 July 2025	05 August 2025	20	05 August 2025
Sprint-4	10	2 Days	07 August 2025	08 August 2025	10	08 August 2025



Velocity

Imagine we have a 10-day sprint duration, and the velocity of the team is 20 (points per sprint). Let's calculate the team's average velocity (AV) per iteration unit (story points per day)

$$AV = \frac{sprint\ duration}{velocity} = \frac{20}{10} = 2$$

= 41 / 10

= 10.25

Burndown Chart:

A burn down chart is a graphical representation of work left to do versus time. It is often used in agile software development methodologies such as Scrum. However, burn down charts can be applied to any project containing measurable progress over time.

https://www.visual-paradigm.com/scrum/scrum-burndown-chart/

https://www.atlassian.com/agile/tutorials/burndown-charts

Reference:

https://www.atlassian.com/agile/project-management

https://www.atlassian.com/agile/tutorials/how-to-do-scrum-with-jira-software

https://www.atlassian.com/agile/tutorials/epics

https://www.atlassian.com/agile/tutorials/sprints

https://www.atlassian.com/agile/project-management/estimation

https://www.atlassian.com/agile/tutorials/burndown-charts

6. FUNCTIONAL AND PERFORMANCE TESTING

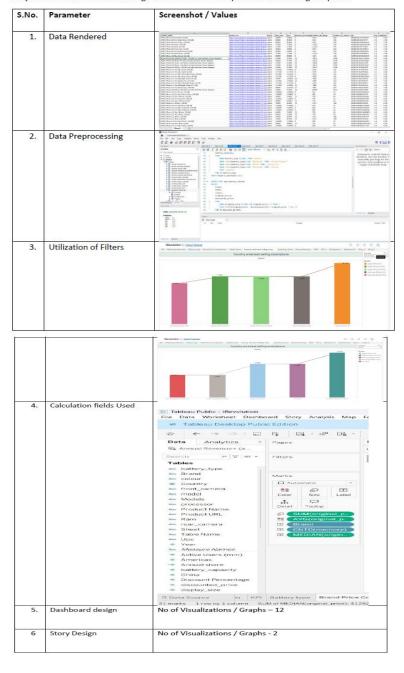
6.1 Performance Testing



performance testing iRev.pdf

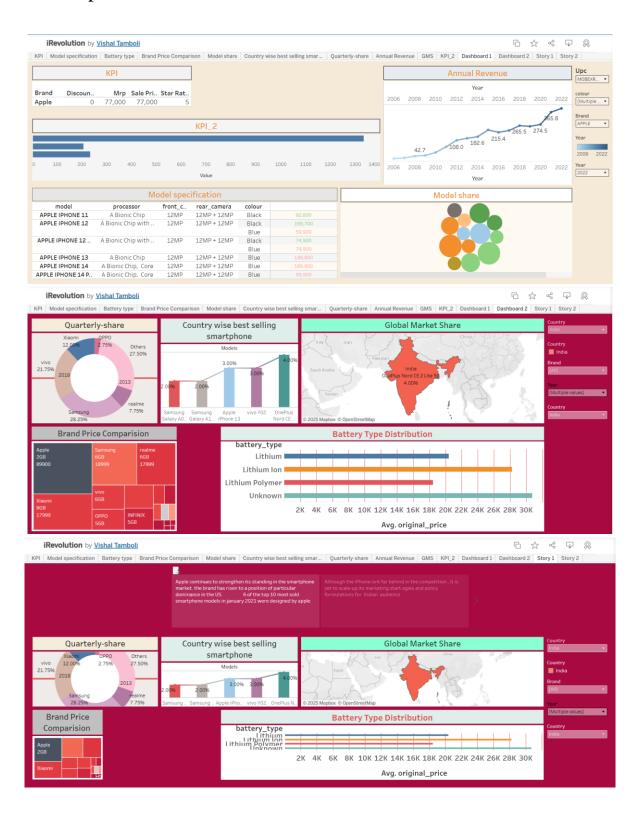
Model Performance Testing:

Project team shall fill the following information in model performance testing template.



7. RESULTS

7.1 Output Screenshots





8. ADVANTAGES & DISADVANTAGES

ADVANTAGES:

1. Automation of Tedious Tasks

- Reduces manual effort in cleaning and standardizing datasets.
- Speeds up data prep workflows, especially for Tableau dashboard integration.

2. Improved Data Integrity

- Ensures consistency across datasets (e.g., brand normalization, battery types).
- Minimizes human error in repetitive tasks like deduplication and NULL handling.

3. Visualization-Ready Outputs

- Prepares datasets that are directly compatible with Tableau, reducing dashboard errors.
- Supports KPI generation and derived metrics for actionable insights.

4. Scalability for Data Teams

- Can be extended to handle multiple datasets across domains.
- Offers a foundation for building reusable data prep modules.

DISADVANTAGES:

1. Initial Development Complexity

- Requires solid understanding of both backend logic (SQL, C#) and frontend needs (Tableau).
- Debugging and testing across diverse datasets can be time-consuming.

2. Limited Flexibility (Early Stage)

- May not handle edge cases or complex joins without manual intervention.
- Custom logic might need frequent updates as data structures evolve.

3. User Adoption

- If shared with other data professionals, it needs intuitive UI/UX and documentation.
- Convincing teams to switch from existing tools might be a hurdle.

4. Performance Bottlenecks

- Large datasets or inefficient queries could slow down processing.
- Optimization will be key for real-time or near-real-time workflows.

9. CONCLUSION

iRevolution represents a forward-thinking solution to one of the most persistent challenges in data analytics: preparing clean, standardized, and visualization-ready datasets. By automating key processes such as NULL handling, field normalization, and compatibility checks, the platform empowers data professionals to focus more on insights and less on tedious prep work.

Its integration-ready outputs for Tableau, combined with customizable logic and derived metrics, make it a valuable asset for teams seeking efficiency and consistency. While early-stage development may pose technical and adoption challenges, the long-term vision of iRevolution—scaling into a transformative data automation tool—positions it as a game-changer in the analytics ecosystem.

With continued refinement and expansion of its programming backbone, iRevolution has the potential to become a cornerstone for modern data workflows, bridging the gap between raw data and impactful storytelling.

10. FUTURE SCOPE

iRevolution aims to evolve into a smart, scalable platform that streamlines data workflows across industries. Future enhancements may include:

- AI-powered cleaning for anomaly detection and smart imputation
- Broader BI integration with tools like Power BI and Looker
- Auto-generated dashboards and narrative insights
- *Modular architecture* for industry-specific data prep
- Custom scripting & APIs to support advanced users and seamless integration

With these upgrades, iRevolution can become a central hub for efficient, insight-ready data operations.

11. APPENDIX

Source Code (if any)

Dataset Link:

 $\frac{https://www.google.com/url?q=https://www.google.com/url?q\%3Dhttps://docs.google.com/spreadsheets/d/1p1ZWaYcEuFl5UNFcmNvpkXi3JnoHamut/edit?gid\%253D1877446487\%25\\23gid\%253D1877446487\%26amp;sa\%3DD\%26amp;source%3Deditors%26amp;ust%3D1754828099183749\%26amp;usg%3DAOvVaw0_d9tbKcxvv3cXVLYxwR5q&sa=D&source=docs&ust=1754828099293485&usg=AOvVaw1sSZMc5pnP_5PaTT6hytYE$

GitHub:

https://github.com/tanushreegole/Smartbridge-Project.git

Project Demo Link:

 $https://drive.google.com/file/d/1hL_3OEC_Psa9QENYa3hy5rYodlcjRP1q/view$