

Road Mapping, Initiative Definition and Project Planning

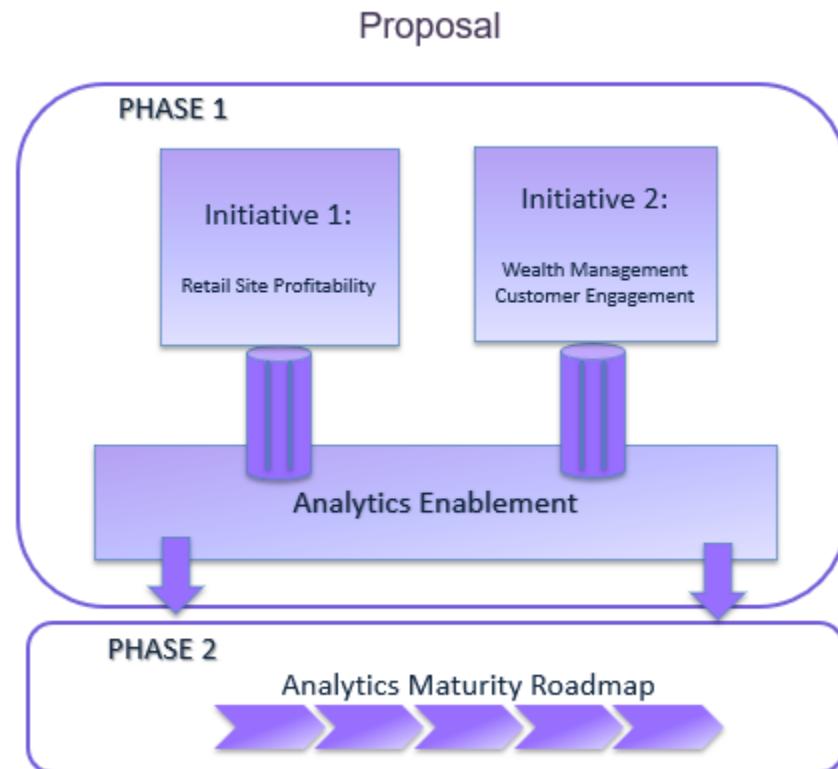
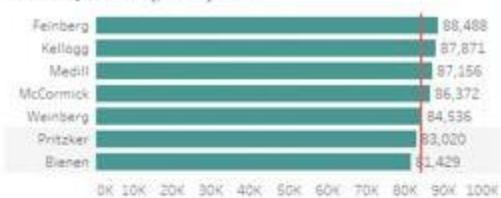


Tableau Dashboard & KPIs

Executive Dashboard

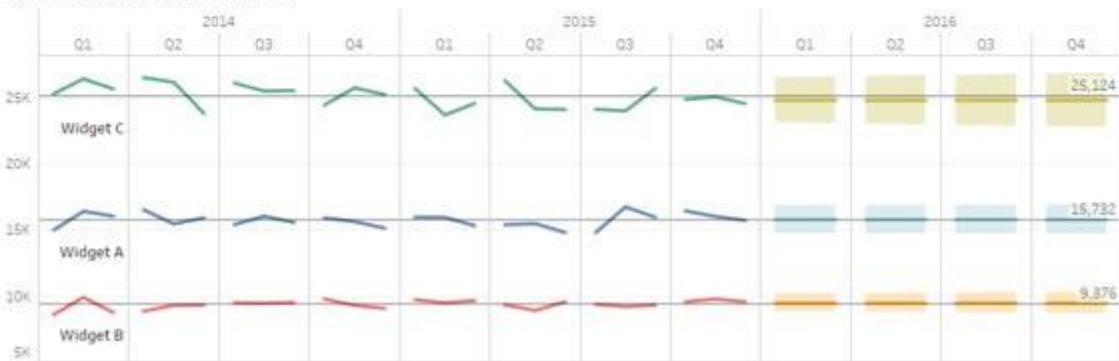
Revenue by Customer (\$1000's) - 2015



Revenue by Customer and Product (\$1000's) - 2015



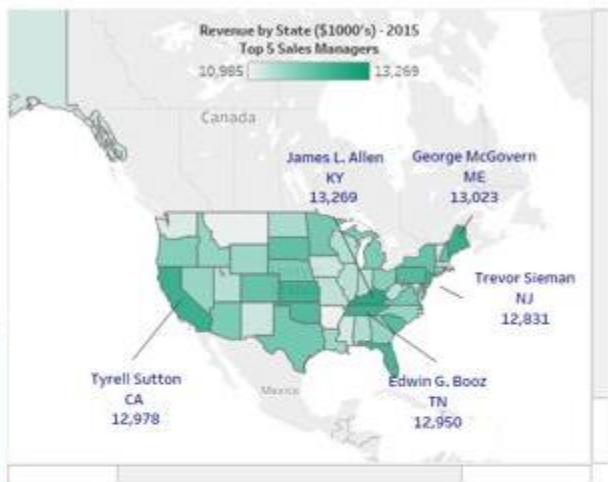
Revenue by Product with Forecast (\$1000's)



Revenue by State (\$1000's) - 2015

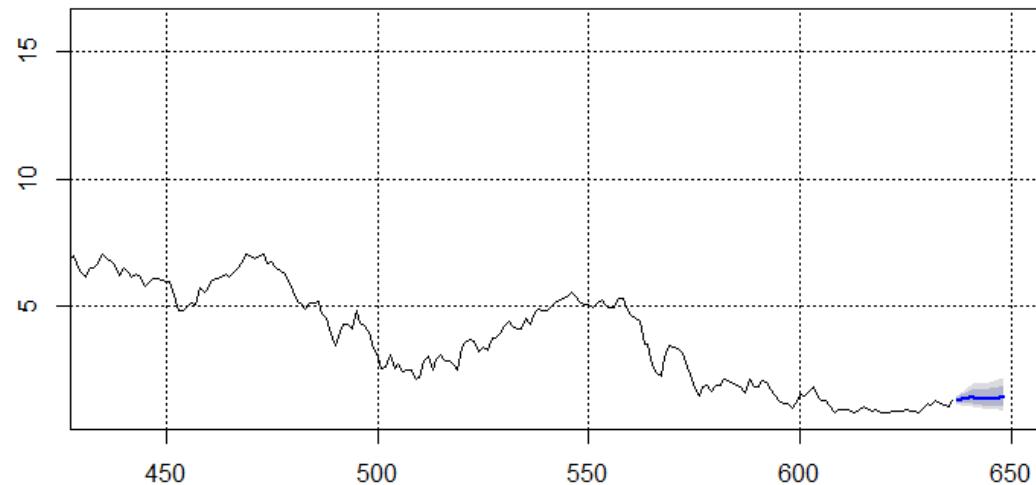
Top 5 Sales Managers

10,985 [13,269]

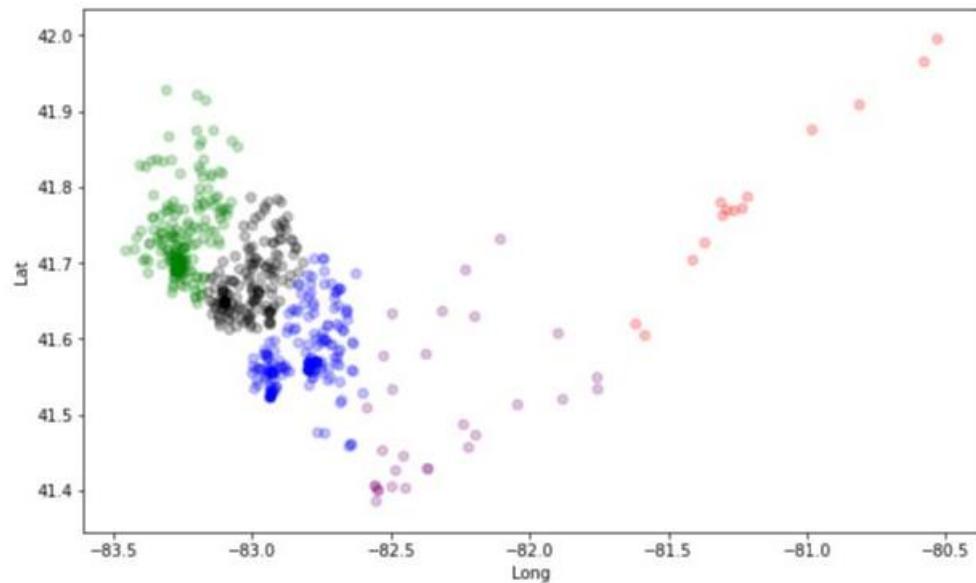


Forecasting

12-Month Arima Forecast



Clustering



Exploratory Data Analysis

```

safe = data.loc[data['Microcystin, Total'].between(0.0, 0.29),['Microcystin, Total']]
infant = data.loc[data['Microcystin, Total'].between(0.3, 0.99),['Microcystin, Total']]
drink = data.loc[data['Microcystin, Total'].between(1, 1.59),['Microcystin, Total']]
adult = data.loc[data['Microcystin, Total'].between(1.6, 5.9),['Microcystin, Total']]
PHA = data.loc[data['Microcystin, Total'].between(6.0, 19.9),['Microcystin, Total']]
NCA = data.loc[data['Microcystin, Total']>=20,['Microcystin, Total']]

safe_percent = round((safe.shape[0]/data.shape[0]),2)
infant_percent = round((infant.shape[0]/data.shape[0]),2)
drink_percent = round((drink.shape[0]/data.shape[0]),2)
adult_percent = round((adult.shape[0]/data.shape[0]),2)
PHA_percent = round((PHA.shape[0]/data.shape[0]),2)
NCA_percent = round((NCA.shape[0]/data.shape[0]),2)

print ('\nunsafe %', (safe_percent*100))
print ('\ninfant %', (infant_percent*100))
print ('\ndrink %', (drink_percent*100))
print ('\nadult %', (adult_percent*100))
print ('\nPHA %', (PHA_percent*100))
print ('\nNCA %', (NCA_percent*100))

safe % 31.0
infant % 50.0
drink % 6.0
adult % 10.0
PHA % 2.0
NCA % 0.0

```

Decision Analysis / Optimization

Decision Variables:

Units	Grand Rapids	Lansing	Phoenix	Baltimore	Phoenix Site Indicator	Baltimore Site Indicator	M
CA	X ₁₁	X ₁₂	X ₁₃	X ₁₄	y ₃	y ₄	M ₁
NY	X ₂₁	X ₂₂	X ₂₃	X ₂₄	y ₃	y ₄	M ₂

$y_3, y_4 \in \{0,1\}$
 $M_1, M_2 = 10,000$
Objective: Minimize Cost: $Z = 8x_{11} + 4x_{12} + 5x_{13} + 4x_{14} + 5x_{21}(y_3) + 7x_{22}(y_4) + 6x_{23}(y_3) + 6x_{24}(y_4)$

Constraints:

Supply/Demand Retail

CA: $x_{11} + x_{12} + x_{13} + x_{14} \geq 900$

NY: $x_{21} + x_{22} + x_{23} + x_{24} \geq 1100$

Plant Supply/Capacity

Grand Rapids: $x_{11} + x_{21} \leq 800$

Lansing: $x_{12} + x_{22} \leq 700$

Phoenix: $x_{13} + x_{23} \leq 400$

Baltimore: $x_{14} + x_{24} \leq 400$

Phoenix or Baltimore

$x_{13} + x_{23} - M_1(y_3) \leq 0$

$x_{14} + x_{24} - M_2(y_4) \leq 0$

$y_3 + y_4 \leq 1$

Non-negative

$x_{11}, X_{12}, X_{13}, X_{14}, X_{21}, X_{22}, X_{23}, X_{24} \geq 0$

Integers

$x_{11}, X_{12}, X_{13}, X_{14}, X_{21}, X_{22}, X_{23}, X_{24} = \text{int}$

Binary

$y_3, y_4 = \text{bin}$

Machine Learning & Computer Vision

```
In [23]: #Training model by using neural network
with tf.Session() as sess:
    init.run()
    for epoch in range(n_epochs):
        for X_batch, y_batch in shuffle_batch(X_train, y_train, batch_size):
            sess.run(training_op, feed_dict={X: X_batch, y: y_batch})
        acc_batch_M2 = accuracy.eval(feed_dict={X: X_batch, y: y_batch})
        acc_val_M2 = accuracy.eval(feed_dict={X: X_valid, y: y_valid})
        print(epoch, "Batch accuracy:", acc_batch_M2, "Val accuracy:", acc_val_M2)

    save_path = saver.save(sess, "./my_model_final.ckpt")

0 Batch accuracy: 0.9 Val accuracy: 0.9028
1 Batch accuracy: 0.92 Val accuracy: 0.9302
2 Batch accuracy: 0.96 Val accuracy: 0.9448
3 Batch accuracy: 0.92 Val accuracy: 0.9512
4 Batch accuracy: 0.96 Val accuracy: 0.9586
5 Batch accuracy: 0.94 Val accuracy: 0.9566
6 Batch accuracy: 1.0 Val accuracy: 0.9634
7 Batch accuracy: 0.98 Val accuracy: 0.9682
8 Batch accuracy: 1.0 Val accuracy: 0.9702
9 Batch accuracy: 0.98 Val accuracy: 0.9668
10 Batch accuracy: 0.98 Val accuracy: 0.9718
11 Batch accuracy: 1.0 Val accuracy: 0.9742
12 Batch accuracy: 0.98 Val accuracy: 0.9714
13 Batch accuracy: 1.0 Val accuracy: 0.9696
14 Batch accuracy: 1.0 Val accuracy: 0.9758
15 Batch accuracy: 0.96 Val accuracy: 0.9746
16 Batch accuracy: 1.0 Val accuracy: 0.9754
17 Batch accuracy: 1.0 Val accuracy: 0.9754
18 Batch accuracy: 1.0 Val accuracy: 0.978
19 Batch accuracy: 1.0 Val accuracy: 0.9774
```