Business Insights: "My Company"

IDX

Part A – Background, Sheets description, ETL Scheme

Part B – Sheets Presentation & compression

Part C – "Story", Conclusions

Part A

Background

The Company Distributing and sale Goods.

This model shows business performance from different perspectives, By compering Time intelligence and advanced filtering abilities, We can see all relevant divisions and their Performances.

Scheme Shows the ETL (Extract, Transform, Load) Process.

Sheets description

Sheet Dashboard | Filtering By time:

KPI'S –

- ✓ Employees Head Count
- ✓ Active customers
- ✓ Margin %
- ✓ Average Products Count per order
- ✓ Sales and Costs
- ✓ Late rate Kpi
- ✓ Master Object – Sales, Costs, Margin%
- ✓ Master Object – Freight by time

Sheet Sales | Costs, Filtering By time:

KPI'S–

- ✓ Sales Average per order
- ✓ Average Products Count per order
- ✓ Number of products sold
- ✓ Sum Sales
- ✓ Sum Costs
- ✓ Margin %

Objects-

- ▪ Top Paid Suppliers
- ▪ Top sellers
- ▪ Weekday salles
- ▪ Sales, Costs, Margin%

Sheet Orders | Customers, Filter by time:

KPI'S–

- ✓ Late rate Kpi
- ✓ Active customers
- ✓ Order Count per Customer
- ✓ Average sales per customers, Total sales

Objects-

- Top 5 customers
- Geo Sales MAP
- Shippers Table and performances
- Customers Table and performances

Sheet Categories | Products, Filtering by Time products and categories:

KPI'S –

- ✓ Average Products Count per order
- ✓ Margin %

Objects-

- TOP 10% Products and Categories
- Products Table

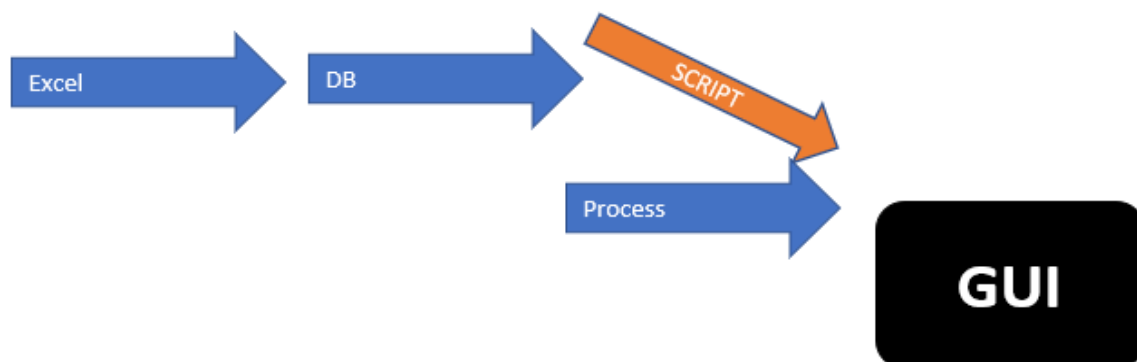Sheet Employees, Filtering by Time, Offices, Managers, Employee

- ✓ Employees Head Count

Objects-

- Table Employees
- Table Departments
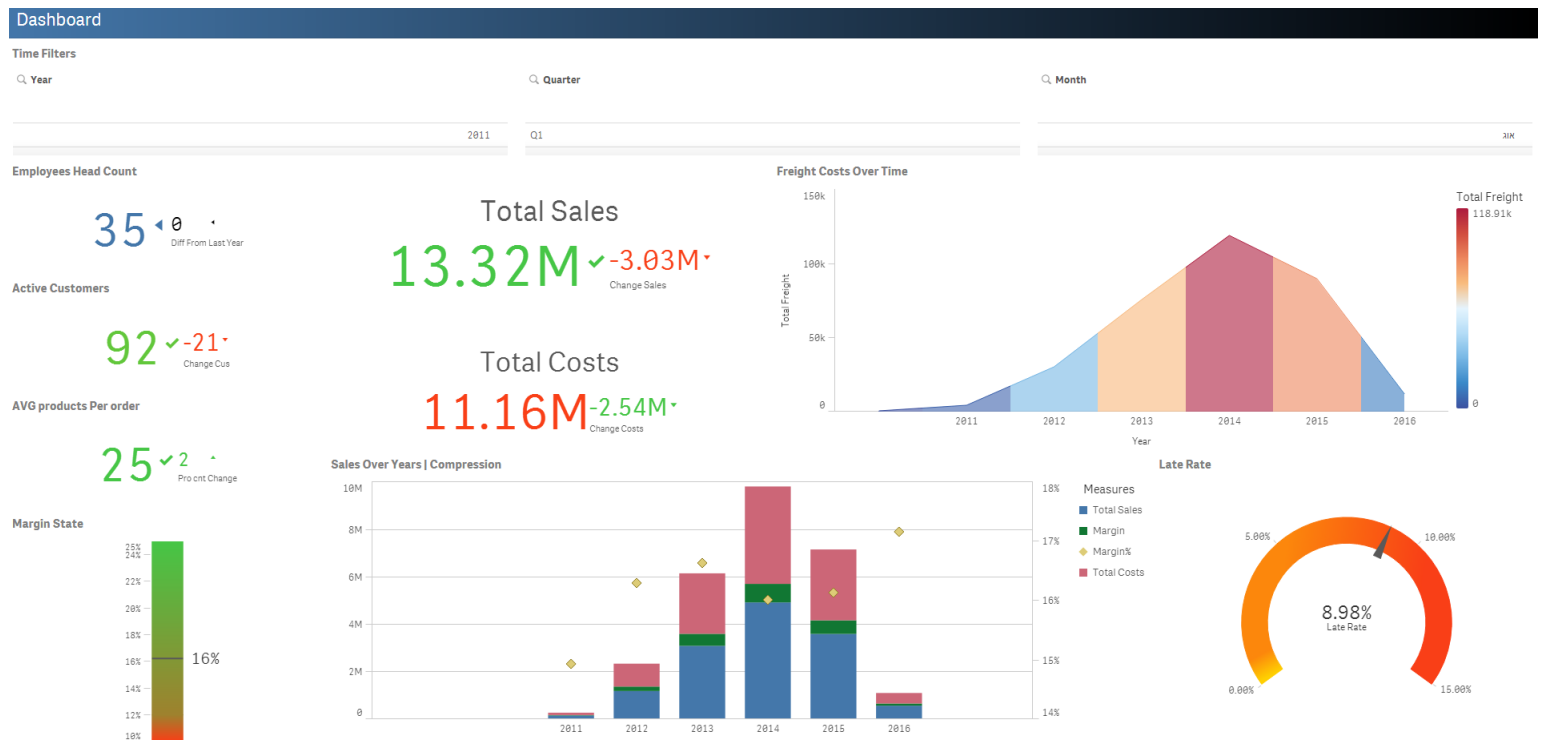- Table Offices
- Sales persons over Time
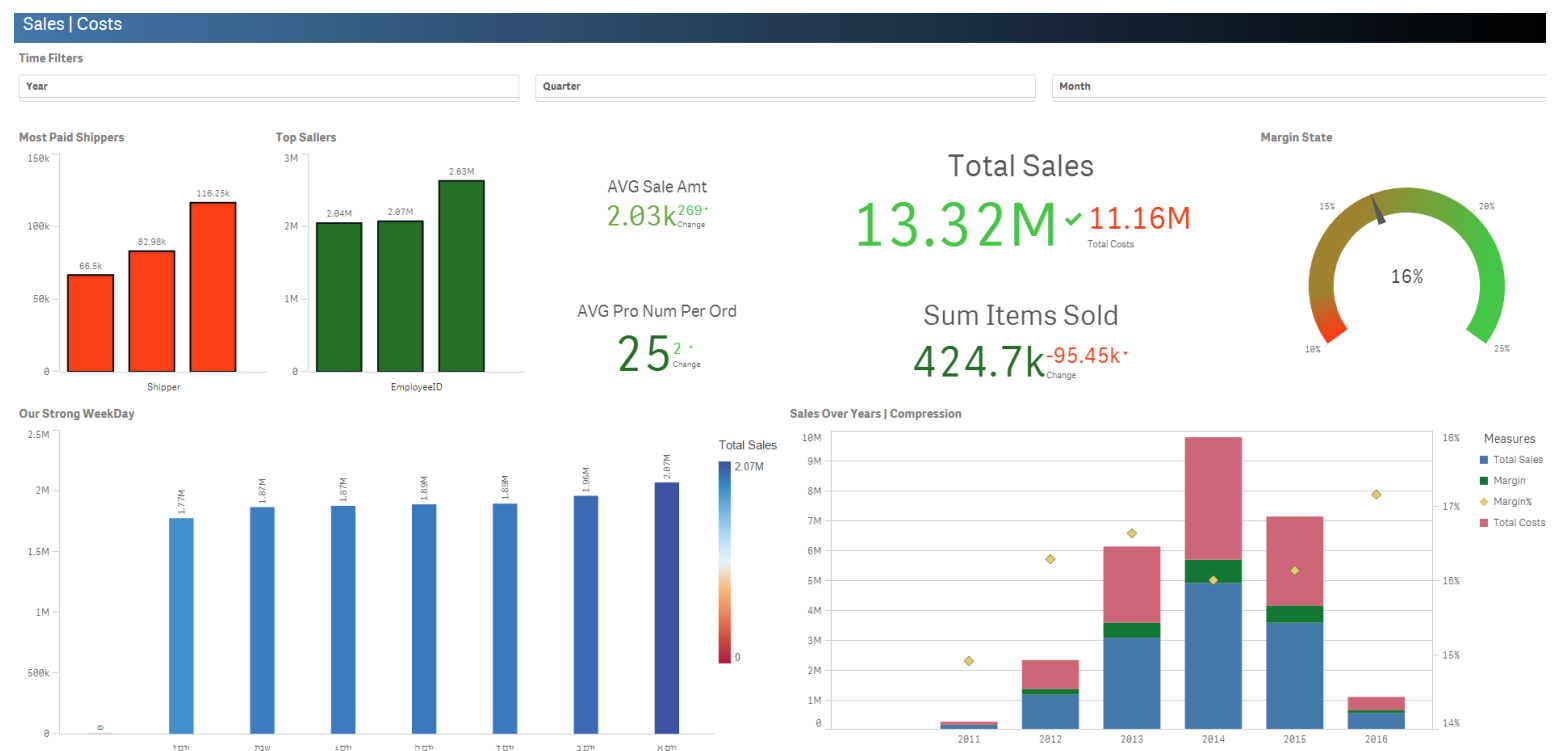
Sheet Summaries: In Model.
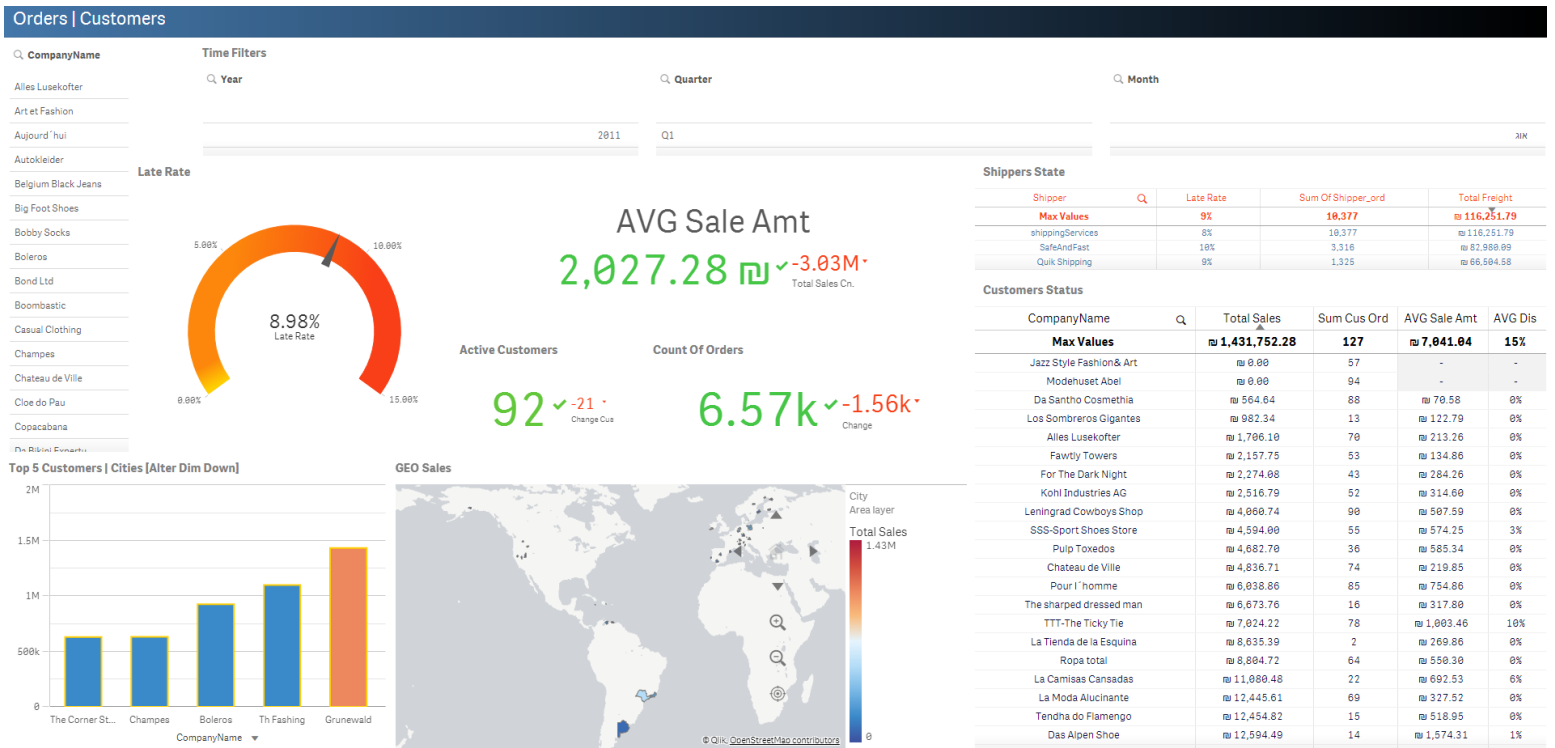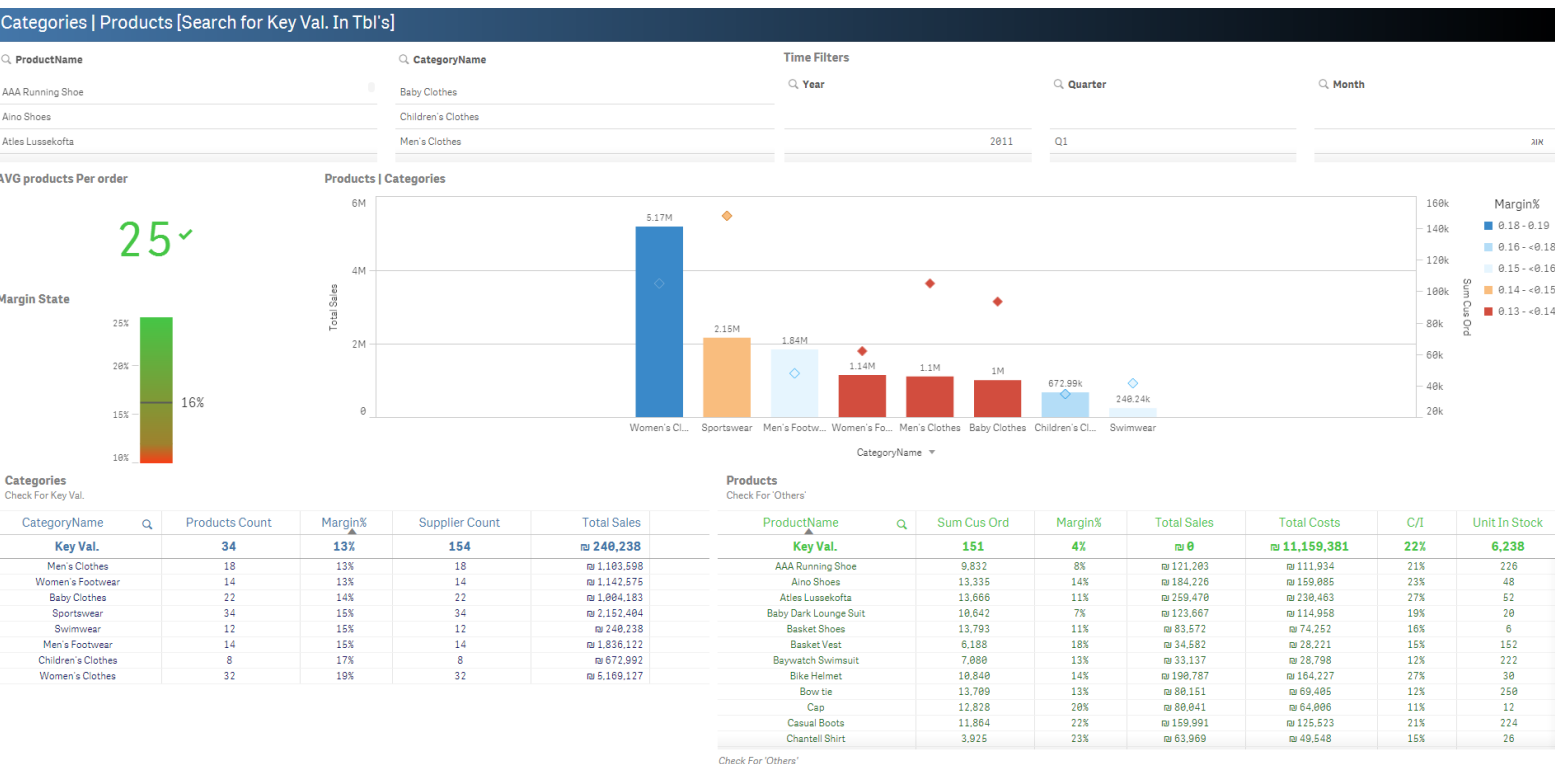
ETL Process

Part B

1. Dashboard –

2. Sales | Costs –

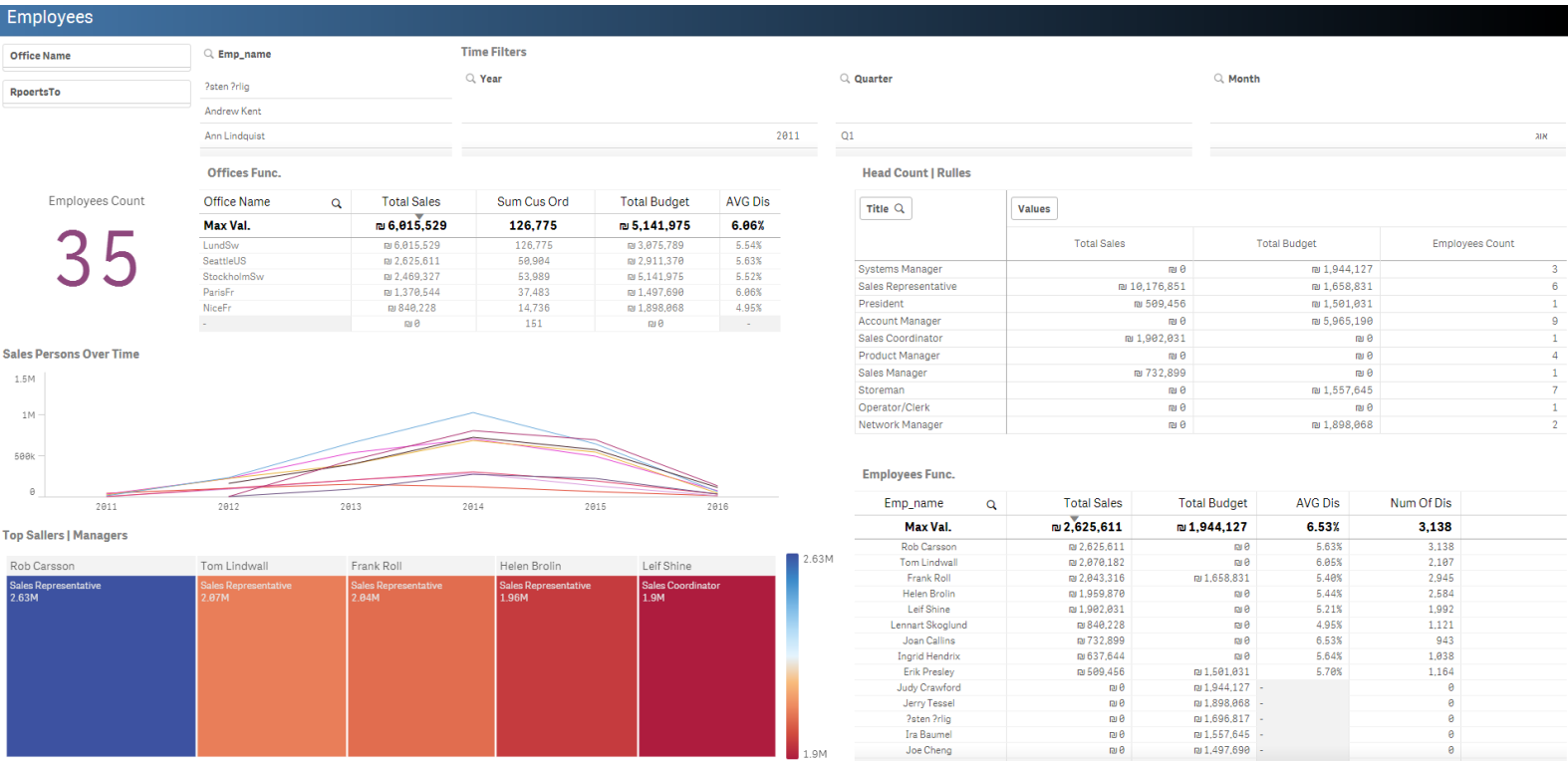**Qlik**
Qlik Sense

3. Orders | Customers –

Orders | Customers

CompanyName

Alles Lusekofter
Art et Fashion
Aujourd´hui
Autokleider
Belgium Black Jeans
Big Foot Shoes
Bobby Socks
Boleros
Bond Ltd
Boombastic
Casual Clothing
Champes
Chateau de Ville
Cloe do Pau
Copacabana

Time Filters

Year	Quarter	Month
2011	Q1	אוג

Late Rate

8.98%
Late Rate

AVG Sale Amt
2,027.28 ₪ ✓ -3.03M·
Total Sales Cn.

Active Customers
92 ✓ -21·
Change Cus

Count Of Orders
6.57k ✓ -1.56k·
Change

Shippers State

Shipper	Late Rate	Sum Of Shipper_ord	Total Freight
Max Values	9%	10,377	₪ 116,251.79
shippingServices	8%	10,377	₪ 116,251.79
SafeAndFast	10%	3,316	₪ 82,980.09
Quik Shipping	9%	1,325	₪ 66,504.58

Customers Status

CompanyName	Total Sales	Sum Cus Ord	AVG Sale Amt	AVG Dis
Max Values	₪ 1,431,752.28	127	₪ 7,041.04	15%
Jazz Style Fashion& Art	₪ 0.00	57	-	-
Modehuset Abel	₪ 0.00	94	-	-
Da Santho Cosmethia	₪ 564.64	88	₪ 70.58	0%
Los Sombreros Gigantes	₪ 982.34	13	₪ 122.79	0%
Alles Lusekofter	₪ 1,706.10	70	₪ 213.26	0%
Fawtly Towers	₪ 2,157.75	53	₪ 134.86	0%
For The Dark Night	₪ 2,274.08	43	₪ 284.26	0%
Kohl Industries AG	₪ 2,516.79	52	₪ 314.60	0%
Leningrad Cowboys Shop	₪ 4,060.74	90	₪ 507.59	0%
SSS-Sport Shoes Store	₪ 4,594.00	55	₪ 574.25	3%
Pulp Toxedos	₪ 4,682.70	36	₪ 585.34	0%
Chateau de Ville	₪ 4,836.71	74	₪ 219.85	0%
Pour l`homme	₪ 6,038.86	85	₪ 754.86	0%
The sharped dressed man	₪ 6,673.76	16	₪ 317.80	0%
TTT-The Ticky Tie	₪ 7,024.22	78	₪ 1,003.46	10%
La Tienda de la Esquina	₪ 8,635.39	2	₪ 269.86	0%
Ropa total	₪ 8,804.72	64	₪ 550.30	0%
La Camisas Cansadas	₪ 11,080.48	22	₪ 692.53	6%
La Moda Alucinante	₪ 12,445.61	69	₪ 327.52	0%
Tendha do Flamengo	₪ 12,454.82	15	₪ 518.95	0%
Das Alpen Shoe	₪ 12,594.49	14	₪ 1,574.31	1%

Top 5 Customers | Cities [Alter Dim Down]

CompanyName

GEO Sales

City
Area layer
Total Sales
1.43M

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4. Categories | Products -

Categories | Products [Search for Key Val. In Tbl's]

ProductName

AAA Running Shoe
Aino Shoes
Atles Lussekofta

CategoryName

Baby Clothes
Children's Clothes
Men's Clothes

Time Filters

Year	Quarter	Month
2011	Q1	אוג

AVG products Per order
25 ✓

Margin State
16%

Products | Categories

Margin%
0.18 - 0.19
0.16 - <0.18
0.15 - <0.16
0.14 - <0.15
0.13 - <0.14

CategoryName

Categories
Check For Key Val.

CategoryName	Products Count	Margin%	Supplier Count	Total Sales
Key Val.	34	13%	154	₪ 240,238
Men's Clothes	18	13%	18	₪ 1,103,598
Women's Footwear	14	13%	14	₪ 1,142,576
Baby Clothes	22	14%	22	₪ 1,004,183
Sportswear	34	15%	34	₪ 2,152,404
Swimwear	12	15%	12	₪ 240,238
Men's Footwear	14	15%	14	₪ 1,836,122
Children's Clothes	8	17%	8	₪ 672,992
Women's Clothes	32	19%	32	₪ 5,169,127

Products
Check For 'Others'

ProductName	Sum Cus Ord	Margin%	Total Sales	Total Costs	C/I	Unit In Stock
Key Val.	151	4%	₪ 0	₪ 11,159,381	22%	6,238
AAA Running Shoe	9,832	8%	₪ 121,203	₪ 111,934	21%	226
Aino Shoes	13,335	14%	₪ 184,226	₪ 159,085	23%	48
Atles Lussekofta	13,666	11%	₪ 259,470	₪ 230,463	27%	52
Baby Dark Lounge Suit	10,642	7%	₪ 123,667	₪ 114,958	19%	20
Basket Shoes	13,793	11%	₪ 83,572	₪ 74,252	16%	6
Basket Vest	6,188	18%	₪ 34,582	₪ 28,221	15%	152
Baywatch Swimsuit	7,080	13%	₪ 33,137	₪ 28,798	12%	222
Bike Helmet	10,840	14%	₪ 190,787	₪ 164,227	27%	30
Bow tie	13,709	13%	₪ 80,151	₪ 69,405	12%	250
Cap	12,828	20%	₪ 80,041	₪ 64,006	11%	12
Casual Boots	11,864	22%	₪ 159,991	₪ 125,523	21%	224
Chantell Shirt	3,925	23%	₪ 63,969	₪ 49,548	15%	26

Check For 'Others'

5. Employees -

Part C

Story –

Years 2011-2016.

5 Sheets defined and designed by Business needs.

Example for exploring data with the model:

1. Findings Sales & Customer sheet 2015-2016 -
   a. Active customers drop -6%
   b. Avg Products quantity per order drop -2%
   c. Sales Drop -27%
2. Findings Employees sheet 2015-2016 -
   a. Sales Employees productivity Drop -85%
3. Findings 2015-2016 -
   a. Low rate selling products
   b. Low stock for High rate selling products