

Group 12 Project Documentation

Sales Analytics

Advanced Data Cleaning

Objective

To ensure data quality by identifying and handling outliers, addressing missing values, and correcting data type inconsistencies.

Steps and Justifications:

1. Loading the Dataset

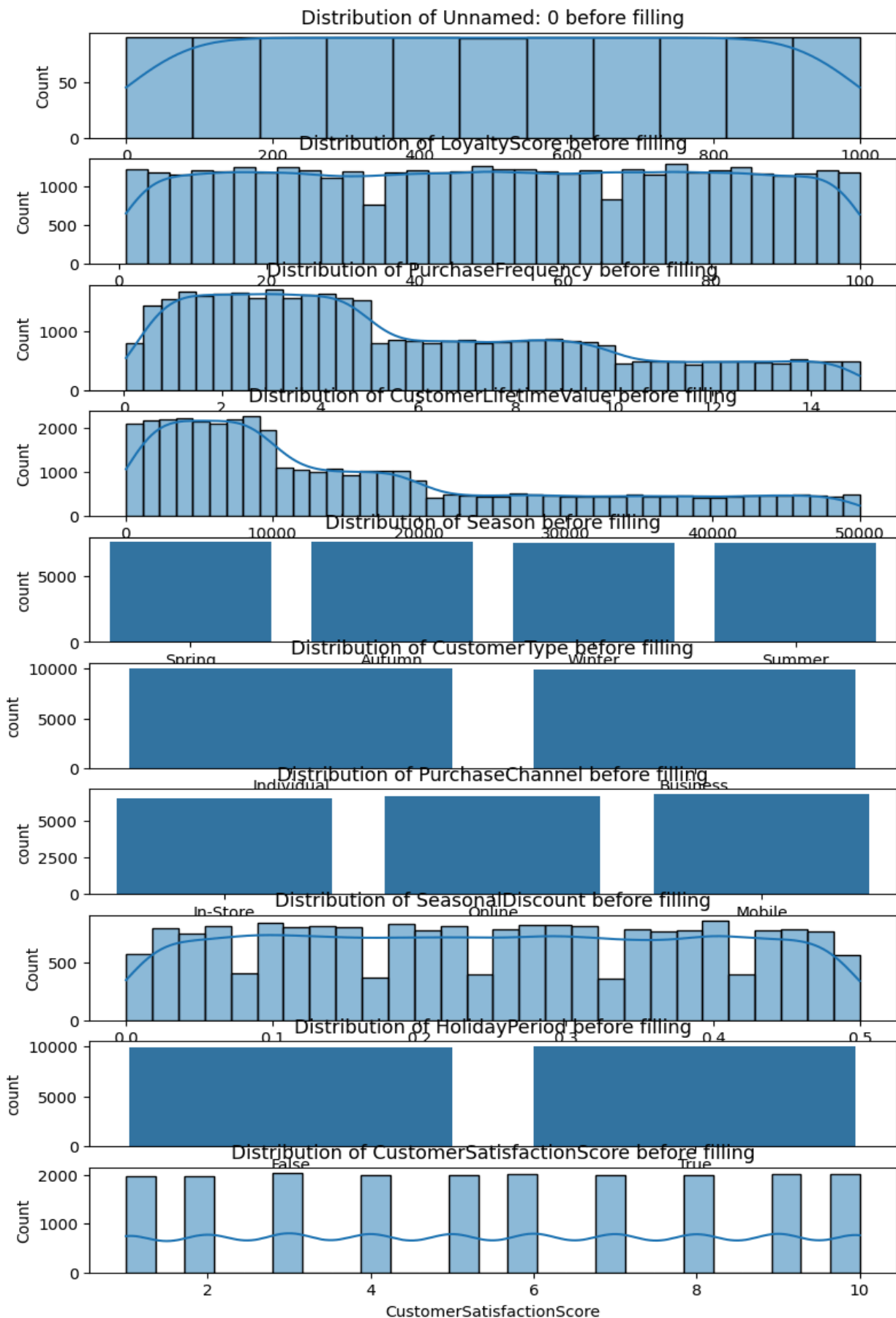
- Loaded the dataset using Pandas to facilitate data manipulation and cleaning.

2. Identifying Outliers

- Used the Interquartile Range (IQR) method to detect outliers. This method is chosen for its robustness in identifying extreme values without being influenced by them.
- Calculated the first quartile (Q1) and third quartile (Q3) and determined the IQR as $Q3 - Q1$.
- Outliers are defined as data points that fall below $Q1 - 1.5 * IQR$ or above $Q3 + 1.5 * IQR$.

Output:

```
Missing values before imputation:
Unnamed: 0      40000
CustomerID      0
Age             0
Gender          0
Location        0
ProductCategory 0
PurchaseDate    0
PurchaseAmount  0
PaymentMethod   0
Quantity        0
DiscountPercentage 0
IsReturned      0
Rating          0
IsPromotion     0
CustomerSegment 0
ShippingDuration 0
Region          0
LoyaltyScore    1000
PurchaseFrequency 1000
CustomerLifetimeValue 1000
Season          11000
CustomerType    21000
PurchaseChannel 21000
SeasonalDiscount 21000
HolidayPeriod   21000
CustomerSatisfactionScore 21000
dtype: int64
```

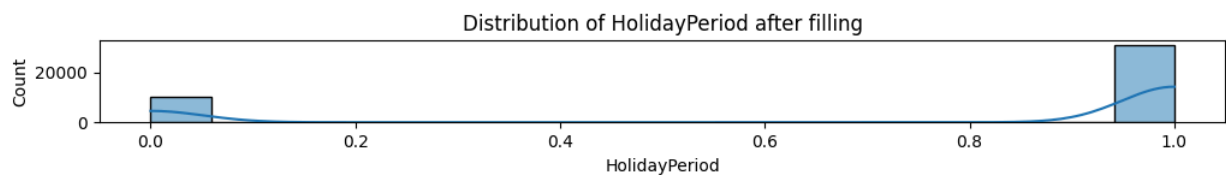
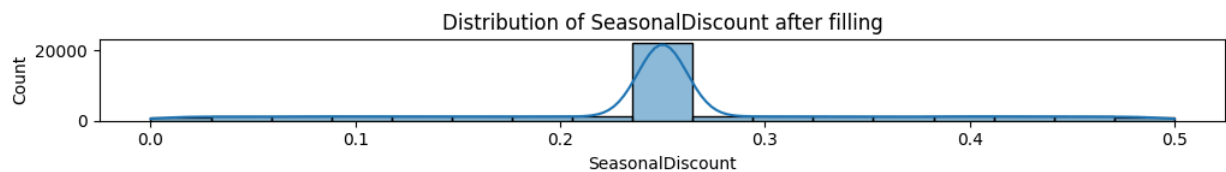
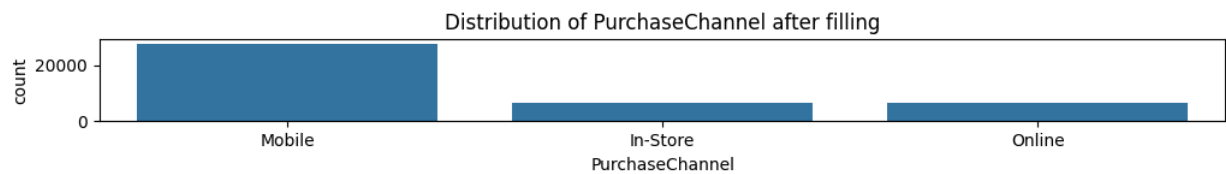
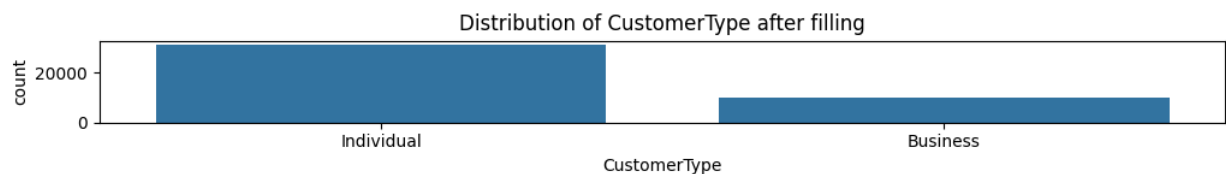
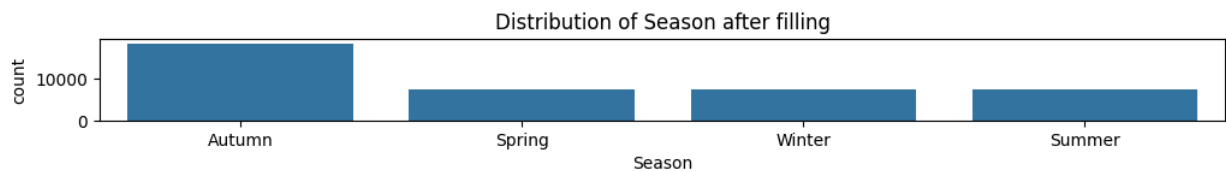
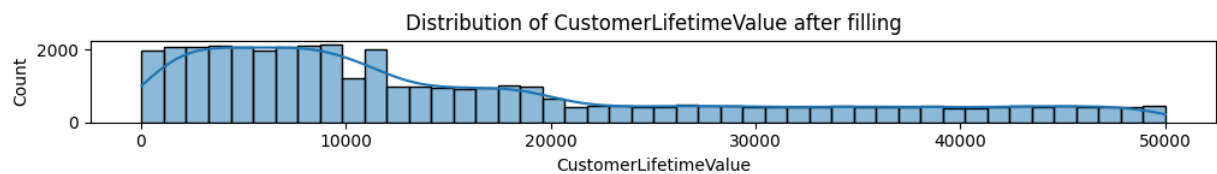
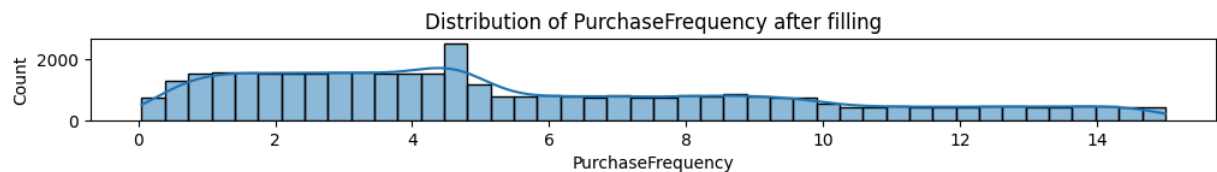
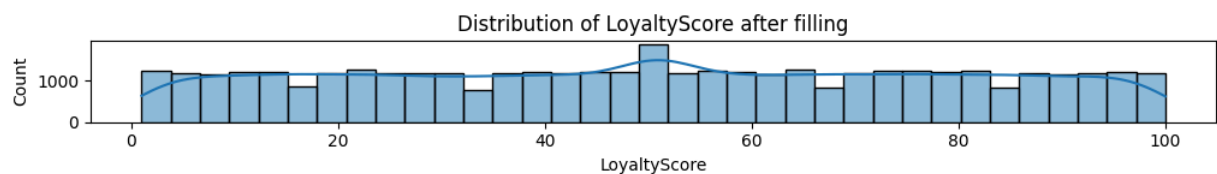
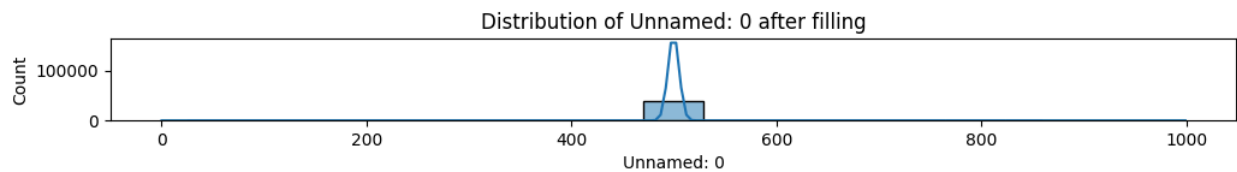


3. Handling Missing Values

- Applied different imputation techniques based on the nature of the data:
 - **Mean Imputation:** Used for numerical data where the mean is appropriate.
 - **Median Imputation:** Chosen for skewed numerical data to avoid mean distortion.
 - **Mode Imputation:** Used for categorical data to fill in the most frequent value.

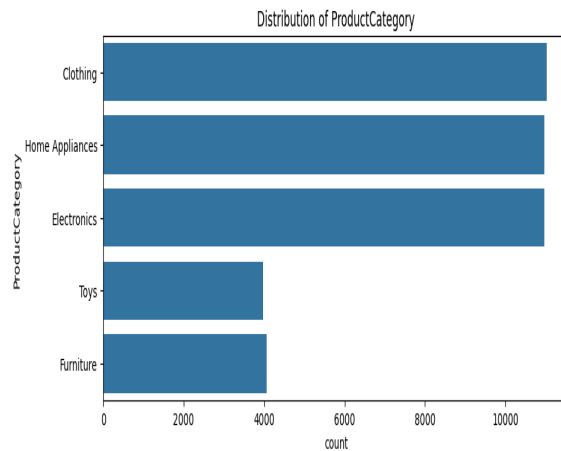
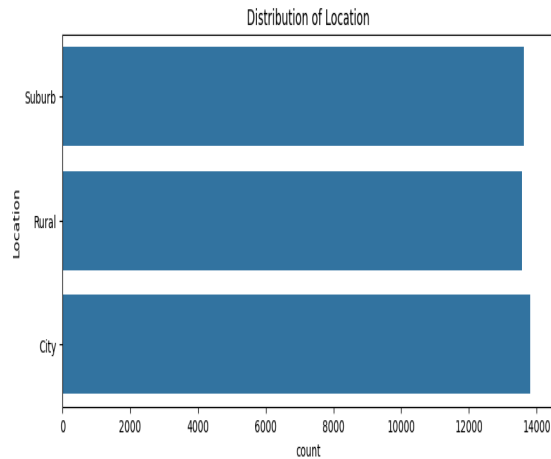
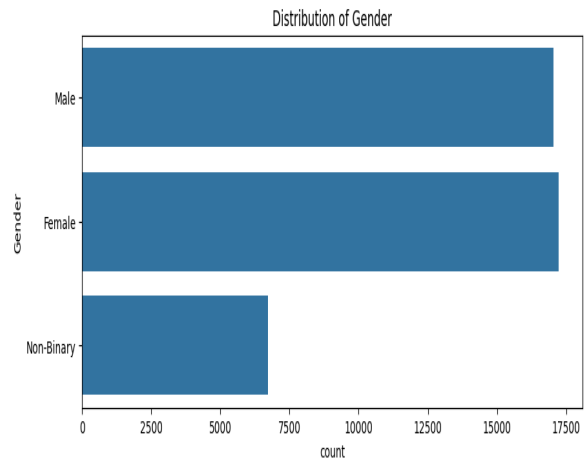
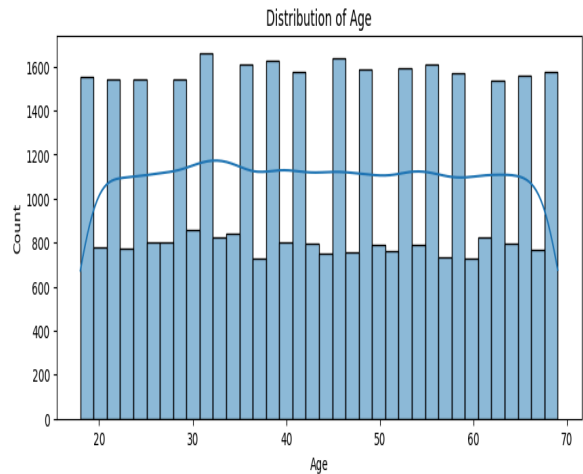
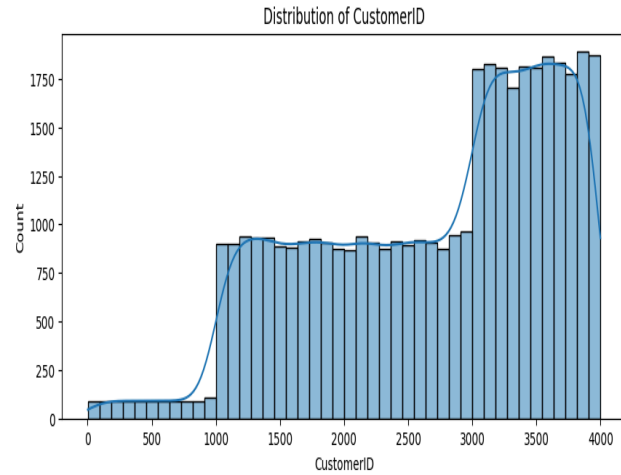
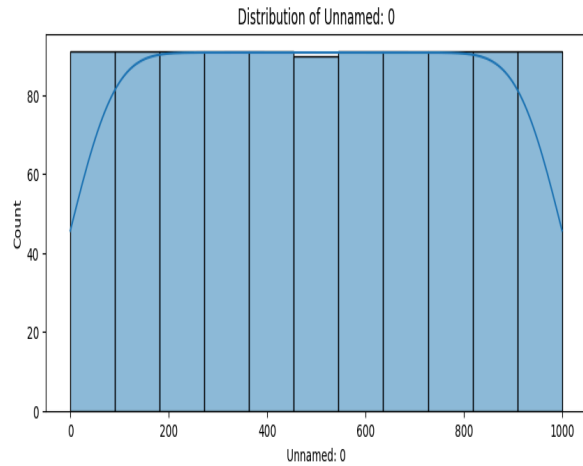
Output:

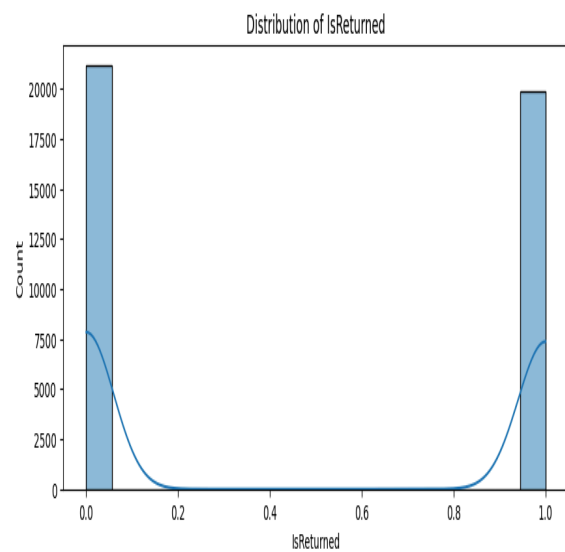
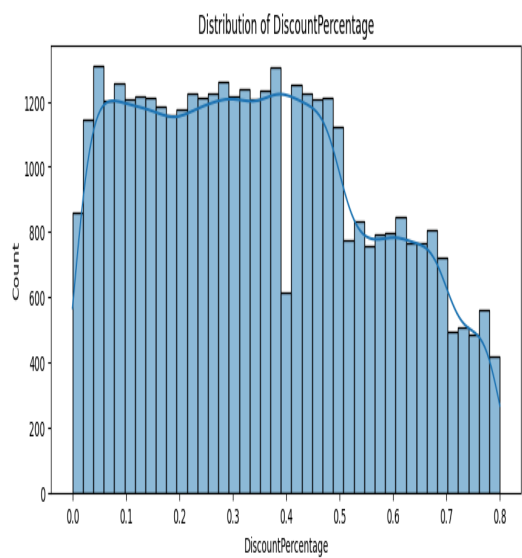
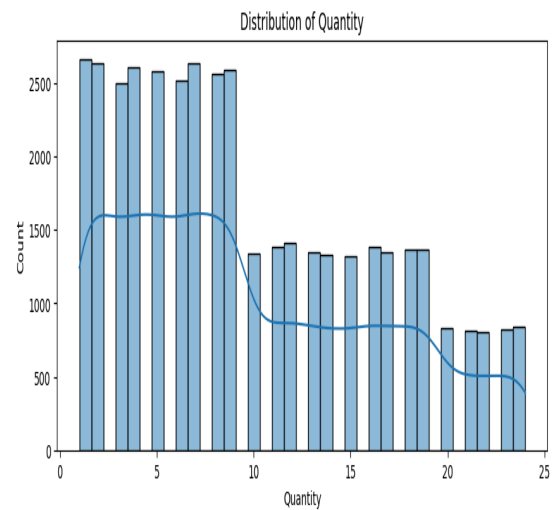
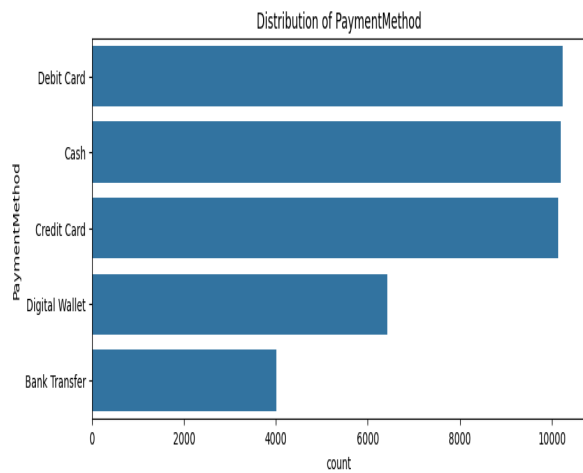
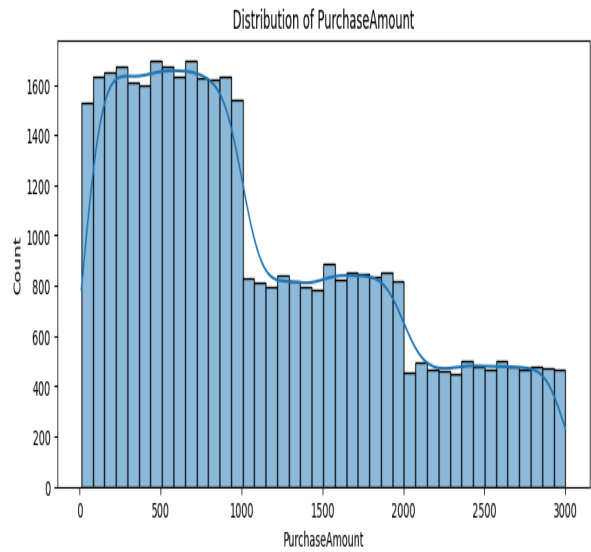
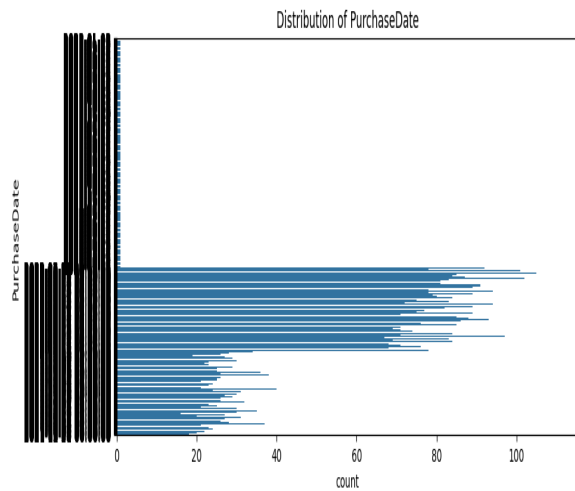
```
Missing values after imputation:
  Unnamed: 0      0
CustomerID      0
Age             0
Gender          0
Location        0
ProductCategory 0
PurchaseDate    0
PurchaseAmount  0
PaymentMethod   0
Quantity        0
DiscountPercentage 0
IsReturned      0
Rating          0
IsPromotion     0
CustomerSegment 0
ShippingDuration 0
Region          0
LoyaltyScore    0
PurchaseFrequency 0
CustomerLifetimeValue 0
Season          0
CustomerType    0
PurchaseChannel  0
SeasonalDiscount 0
HolidayPeriod   0
CustomerSatisfactionScore 0
dtype: int64
```

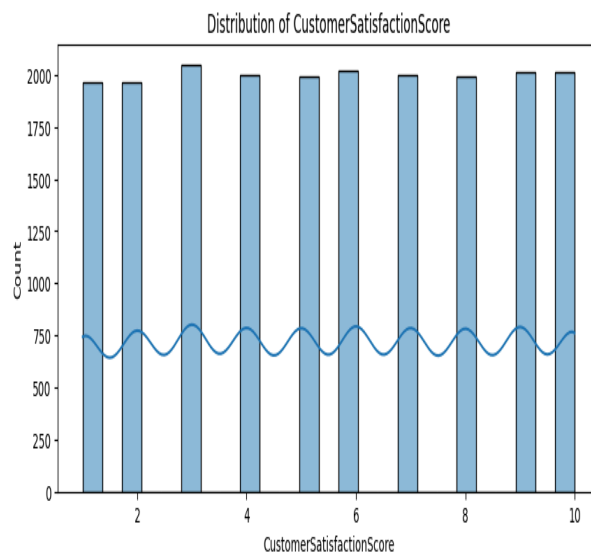
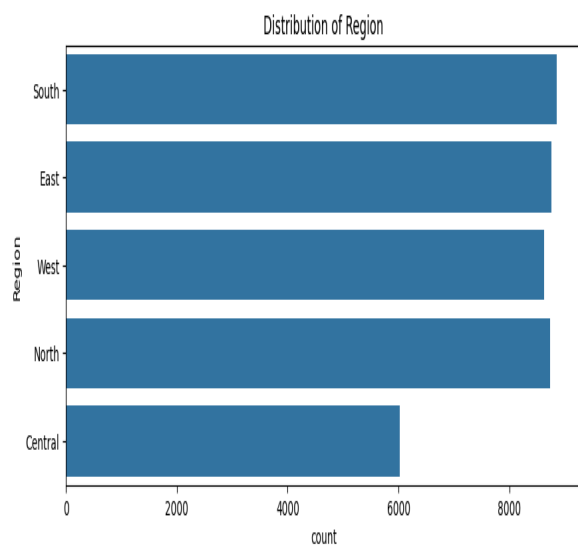
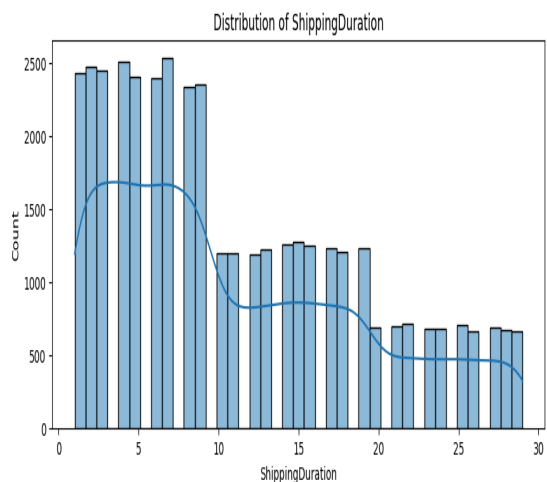
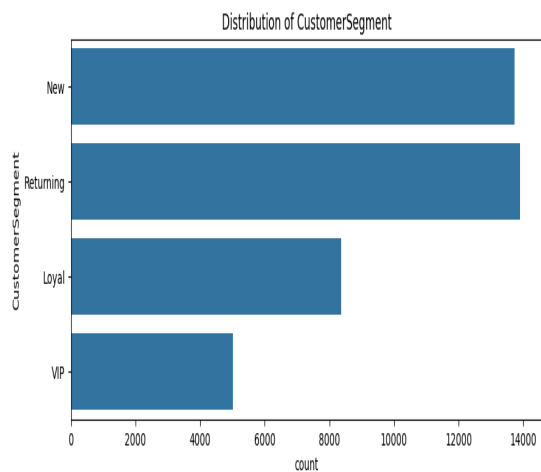
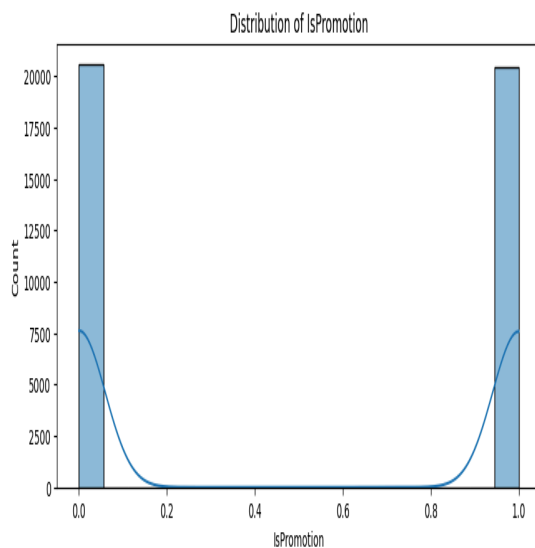
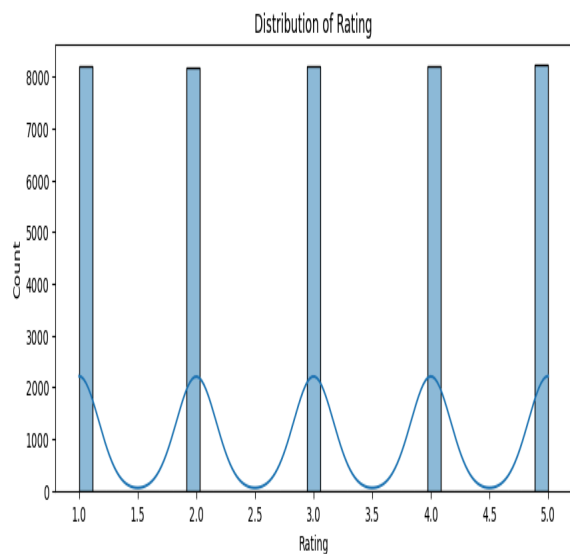


4. Correcting Data Type Inconsistencies

- Ensured that each column had a consistent data type:
 - Converted date columns to datetime objects.
 - Changed numerical columns stored as strings to appropriate numerical types.
- Verified and corrected any misclassified data types.







Data Augmentation

Objective

To enhance the dataset by generating additional samples while maintaining the statistical properties of the original data.

Steps and Justifications

1. Analyzing Data Distribution

- Conducted an in-depth analysis of the existing data's distribution to understand its characteristics.
- Identified key statistical properties such as mean, variance, skewness, and kurtosis.

2. Data Augmentation Techniques

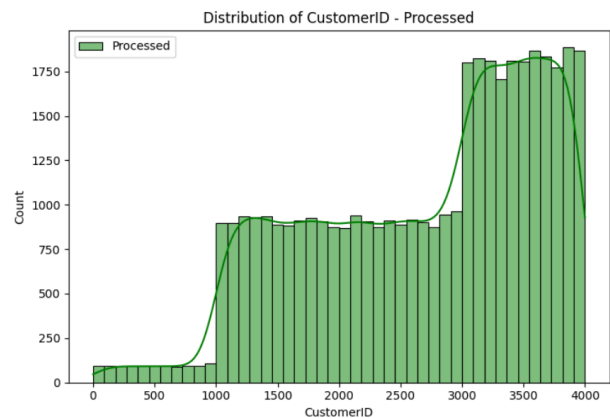
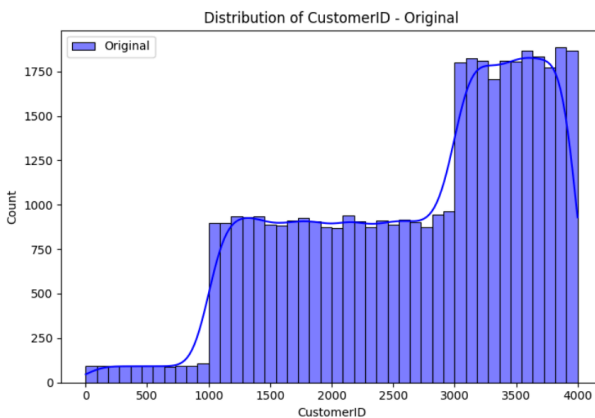
- Applied bootstrapping to create additional samples. Bootstrapping is a resampling technique that generates new data points by sampling with replacement from the existing data.
- Ensured that the augmented data followed the original dataset's statistical distribution.

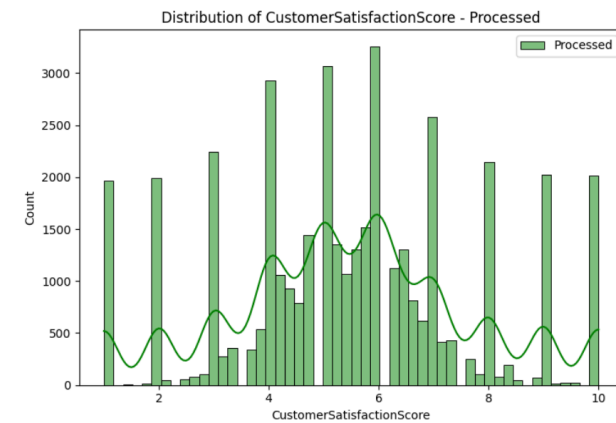
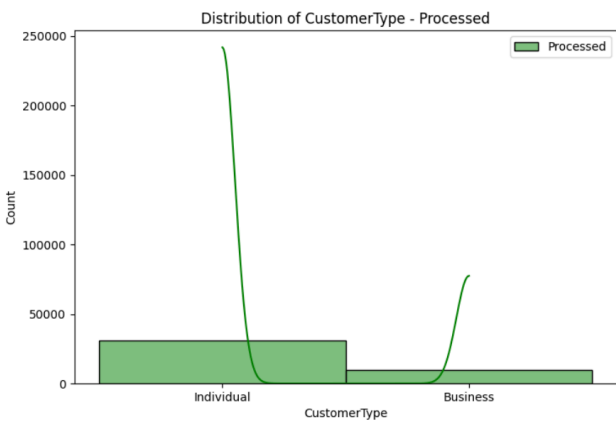
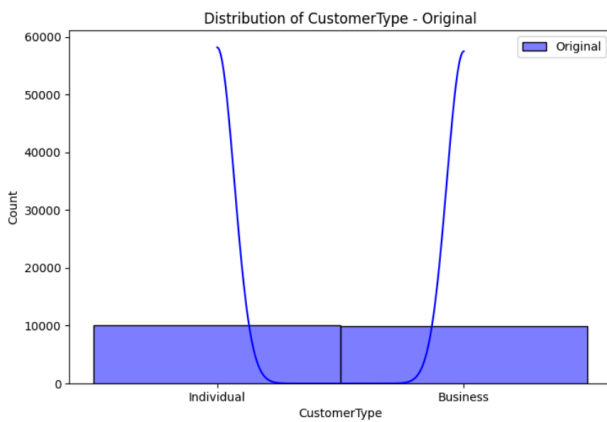
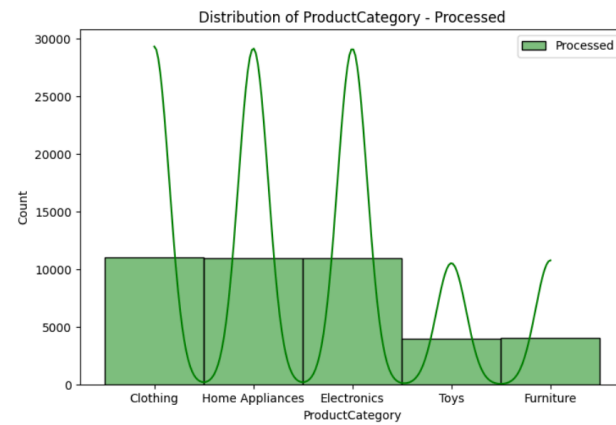
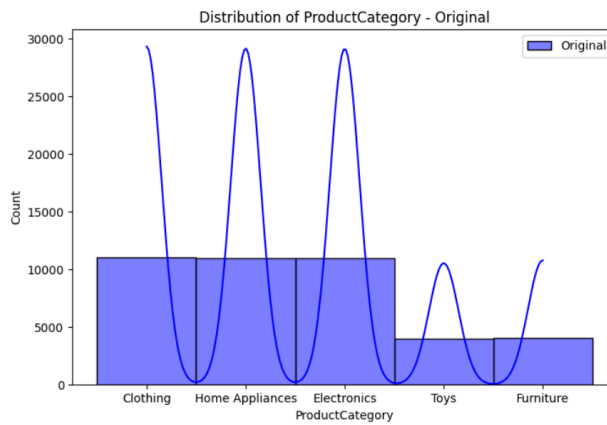
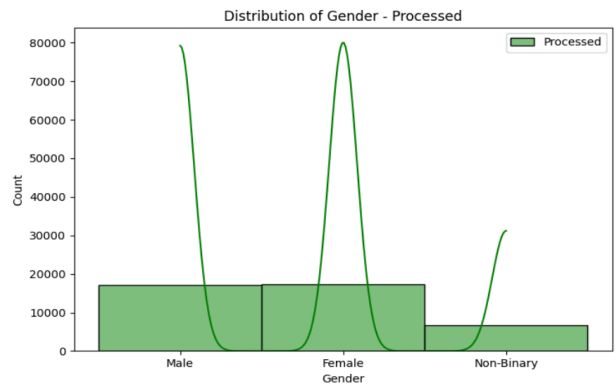
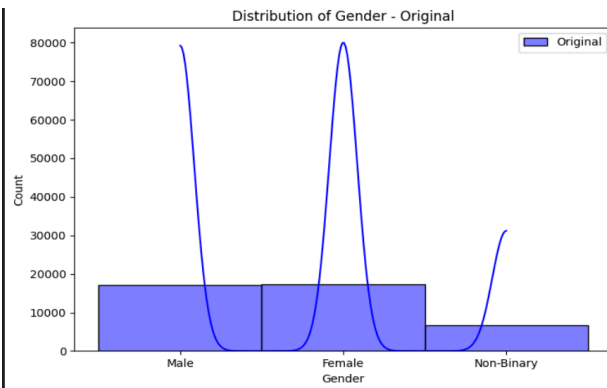
3. Integrating Augmented Data

- Merged the newly generated samples with the original dataset to create an expanded dataset.
- Maintained the integrity of the original data while ensuring the augmented data enhanced the dataset.

4. Validation

- Performed rigorous validation to ensure the augmented data met quality standards.
- Compared statistical properties of the augmented dataset with the original to confirm consistency.





Real-time Data Ingestion

Objective

To set up a real-time data ingestion pipeline using Apache Kafka and ensure optimized data flow into SQL databases.

Steps and Justifications

1. Setting Up Apache Kafka

- Configured an Apache Kafka environment to manage real-time data streams.
- Established Kafka brokers, topics, and partitions to facilitate efficient data flow.

2. Creating Kafka Producers

- Developed Kafka producers to simulate real-time data streams.
- Configured producers to send data to the appropriate Kafka topics.

3. Developing Kafka Consumers

- Used Python to create Kafka consumers that ingest data from Kafka topics into SQL databases.
- Ensured consumers were optimized for high throughput and low latency to handle real-time data efficiently.

4. Optimizing Data Ingestion

- Implemented strategies to minimize latency and maximize throughput.
- Used batching and compression techniques to enhance performance.

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 57400 entries, 0 to 57399
Data columns (total 21 columns):
#   Column                                Non-Null Count  Dtype
---  -
0   CustomerID                           57400 non-null  float64
1   Age                                   57400 non-null  float64
2   Gender                               57400 non-null  object
3   Location                             57400 non-null  object
4   ProductCategory                     57400 non-null  object
5   PurchaseDate                         57400 non-null  object
6   PurchaseAmount                       57400 non-null  float64
7   PaymentMethod                       57400 non-null  object
8   Quantity                             57400 non-null  float64
9   DiscountPercentage                   57400 non-null  float64
10  IsReturned                           57400 non-null  bool
11  Rating                               57400 non-null  float64
12  IsPromotion                           57400 non-null  bool
13  CustomerSegment                      57400 non-null  object
14  ShippingDuration                     57400 non-null  float64
15  Region                               57400 non-null  object
16  LoyaltyScore                         57400 non-null  float64
17  PurchaseFrequency                    57400 non-null  float64
18  CustomerLifetimeValue                57400 non-null  float64
19  Season                               57400 non-null  object
20  CustomerSatisfactionScore            57400 non-null  float64
dtypes: bool(2), float64(11), object(8)
memory usage: 8.4+ MB

```

```

Inserted 1 rows into PostgreSQL
Inserted 2 rows into PostgreSQL
Inserted 3 rows into PostgreSQL
Inserted 4 rows into PostgreSQL
Inserted 5 rows into PostgreSQL
Inserted 6 rows into PostgreSQL
Inserted 7 rows into PostgreSQL
Inserted 8 rows into PostgreSQL
Inserted 9 rows into PostgreSQL
Inserted 10 rows into PostgreSQL
Inserted 11 rows into PostgreSQL
Inserted 12 rows into PostgreSQL
Inserted 13 rows into PostgreSQL
Inserted 14 rows into PostgreSQL
Inserted 15 rows into PostgreSQL
Inserted 16 rows into PostgreSQL
Inserted 17 rows into PostgreSQL
Inserted 18 rows into PostgreSQL
Inserted 19 rows into PostgreSQL
Inserted 20 rows into PostgreSQL
Inserted 21 rows into PostgreSQL
Inserted 22 rows into PostgreSQL
Finished inserting 20 rows into PostgreSQL

```

Storage Optimization

Objective

To evaluate and optimize storage formats for better efficiency and performance.

Steps and Justifications

1. Evaluating Columnar Storage Formats

- Assessed columnar storage formats such as Parquet and ORC for their storage efficiency and performance.
- Compared these formats with traditional row-based storage.

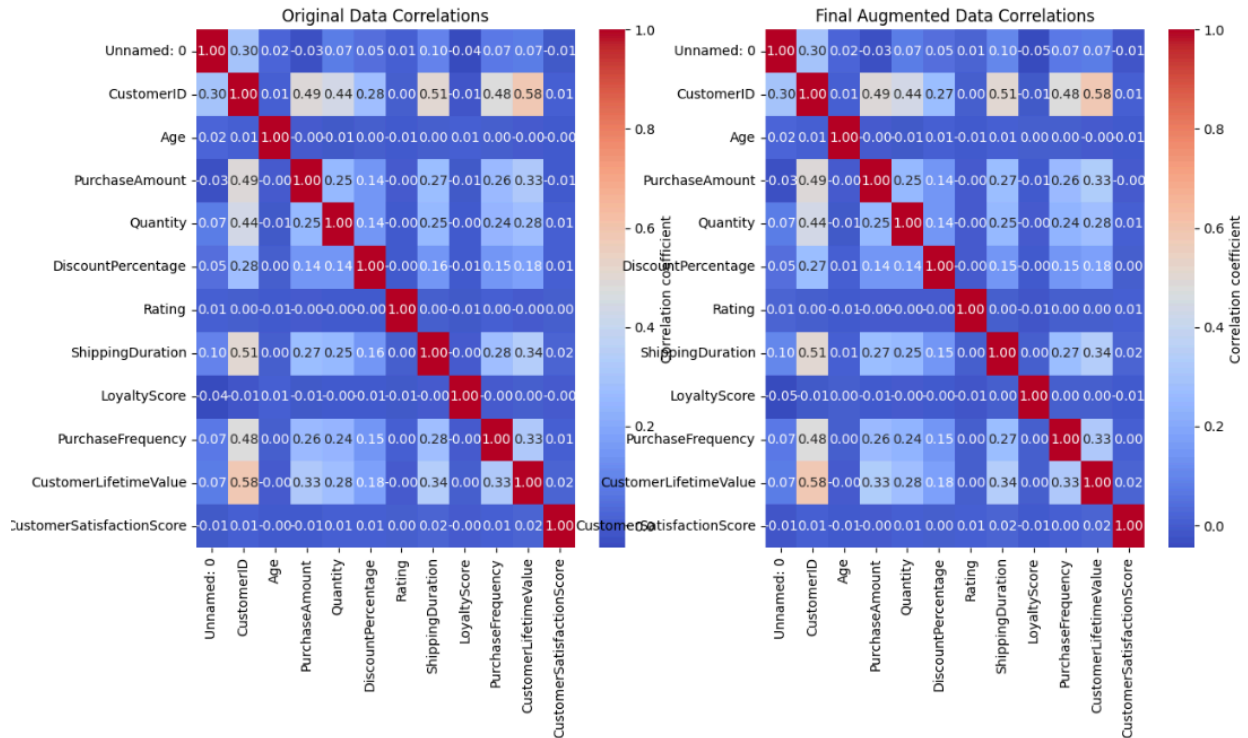
2. Converting Dataset

- Converted the dataset to Parquet and ORC formats.
- Evaluated the storage space required and the query performance for each format.

3. Comparison and Analysis

- Conducted a detailed comparison of storage efficiency and query performance between columnar and row-based storage.
- Analyzed metrics such as storage size, read/write speeds, and query response times.

```
(1.0, 56.0, 'Male', 'Suburb', 'Clothing', datetime.datetime(2022, 1, 1, 0, 0, tzinfo=zoneinfo.ZoneInfo(key='UTC')), 948.211
1457, 'Debit Card', 5.0, 0.300396075, False, 2.0, False, 'New', 2.0, 'South', 57.6, 3.07, 5476.866, 'Autumn', 4.2)
(2.0, 46.0, 'Female', 'Rural', 'Home Appliances', datetime.datetime(2022, 2, 1, 0, 0, tzinfo=zoneinfo.ZoneInfo(key='UTC')),
81.59331051, 'Cash', 5.0, 0.350432849, False, 3.0, False, 'Returning', 4.0, 'East', 69.6, 2.5340000000000003, 2392.576, 'Au
tumn', 6.2)
(3.0, 32.0, 'Female', 'Suburb', 'Home Appliances', datetime.datetime(2022, 3, 1, 0, 0, tzinfo=zoneinfo.ZoneInfo(key='UT
C')), 955.5640552, 'Debit Card', 8.0, 0.142602901, False, 5.0, False, 'Returning', 5.0, 'South', 52.2, 3.4120000000000004,
5059.606, 'Autumn', 4.2)
(4.0, 60.0, 'Female', 'Suburb', 'Electronics', datetime.datetime(2022, 4, 1, 0, 0, tzinfo=zoneinfo.ZoneInfo(key='UTC')), 52
7.3508333, 'Cash', 9.0, 0.31538521, False, 4.0, False, 'New', 2.0, 'West', 83.2, 3.732, 6884.0340000000015, 'Autumn', 6.0)
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0212, 'Credit Card', 9.0, 0.227824775, False, 5.0, False, 'Returning', 5.0, 'North', 62.2, 3.284, 4223.3939999999999, 'Autum
n', 6.2)
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6.2)
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n', 7.4)
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```



Complex Data Transformation

Objective: To enhance the predictive power of machine learning models by deriving new features from existing data through feature engineering techniques. This involves identifying, creating, and validating new variables and documenting their impact on data analysis.

Steps and Justifications

1: Identify Key Features

Steps:

- Analyze Existing Data:** Examine the dataset to understand the types of available data (e.g., sales data, customer information, promotional periods).
 - Identify potential variables that can be transformed or combined to create new features.
- Consult Domain Knowledge:** Use domain expertise to identify important aspects of the data that might not be immediately apparent from a simple analysis (e.g., seasonality effects, customer behavior patterns).

Justification: Understanding the existing data and leveraging domain knowledge are critical first steps to ensure that new features are both relevant and valuable.

| | CustomerID | Age | Gender | Location | ProductCategory | PurchaseDate | PurchaseAmount | PaymentMethod | Quantity | DiscountPercent |
|---|------------|------|--------|----------|-----------------|---------------------|----------------|---------------|----------|-----------------|
| 0 | 1.0 | 56.0 | Male | Suburb | Clothing | 2022-01-01 00:00:00 | 948.211146 | Debit Card | 5.0 | 0.30 |
| 1 | 2.0 | 46.0 | Female | Rural | Home Appliances | 2022-02-01 00:00:00 | 81.593311 | Cash | 5.0 | 0.35 |
| 2 | 3.0 | 32.0 | Female | Suburb | Home Appliances | 2022-03-01 00:00:00 | 955.564055 | Debit Card | 8.0 | 0.14 |
| 3 | 4.0 | 60.0 | Female | Suburb | Electronics | 2022-04-01 00:00:00 | 527.350833 | Cash | 9.0 | 0.31 |
| 4 | 5.0 | 25.0 | Male | Suburb | Clothing | 2022-05-01 00:00:00 | 306.570021 | Credit Card | 9.0 | 0.22 |

2: Create New Variables Using Feature Engineering Techniques

Steps:

- Date and Time Features:**
 - Extract features such as day of the week, month, quarter, and whether the day is a holiday.
 - Rationale: Captures temporal patterns and seasonality which can affect sales.
- Lagged Features:**
 - Create lagged variables for previous day sales, moving averages over 7 or 30 days, etc.
 - Rationale: Helps in capturing trends and momentum in the data.
- Promotional Features:**
 - Create binary features to indicate if a promotion is active and categorical features for the type of promotion.
 - Rationale: Promotions can have significant impacts on sales, and different types of promotions can have different effects.
- Customer Features:**
 - Calculate loyalty scores based on historical purchase data and average purchase values.
 - Rationale: Understanding customer behaviour and purchasing power can improve model predictions.

Justification: Feature engineering techniques are applied to enhance the dataset with meaningful variables that are likely to improve the performance of predictive models.

3: Validate New Features

Steps:

- Correlation Analysis:**
 - Calculate the correlation between new features and the target variable (e.g., sales) to assess their relevance.

- Rationale: High correlation suggests that the feature is likely to be useful in predictive modeling.

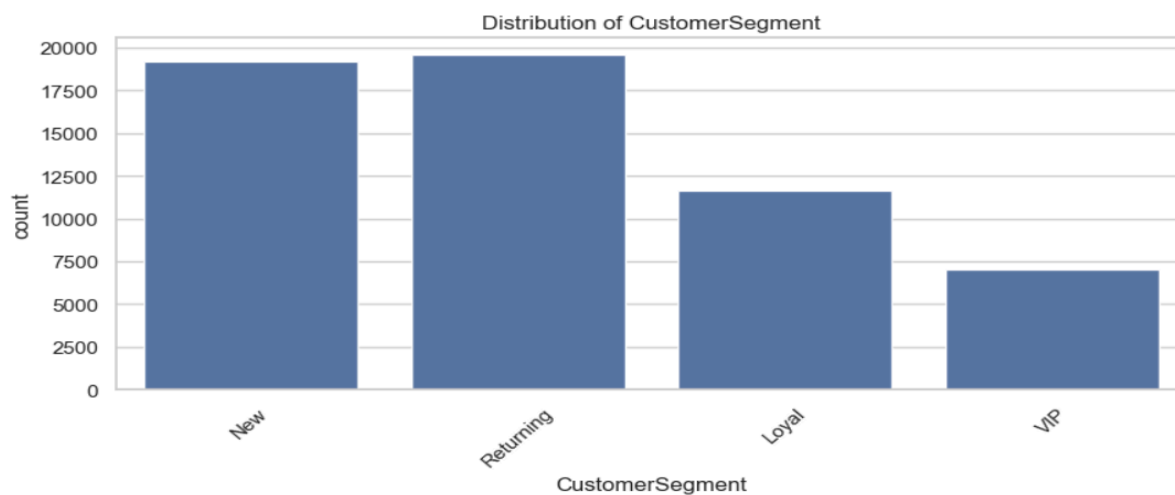
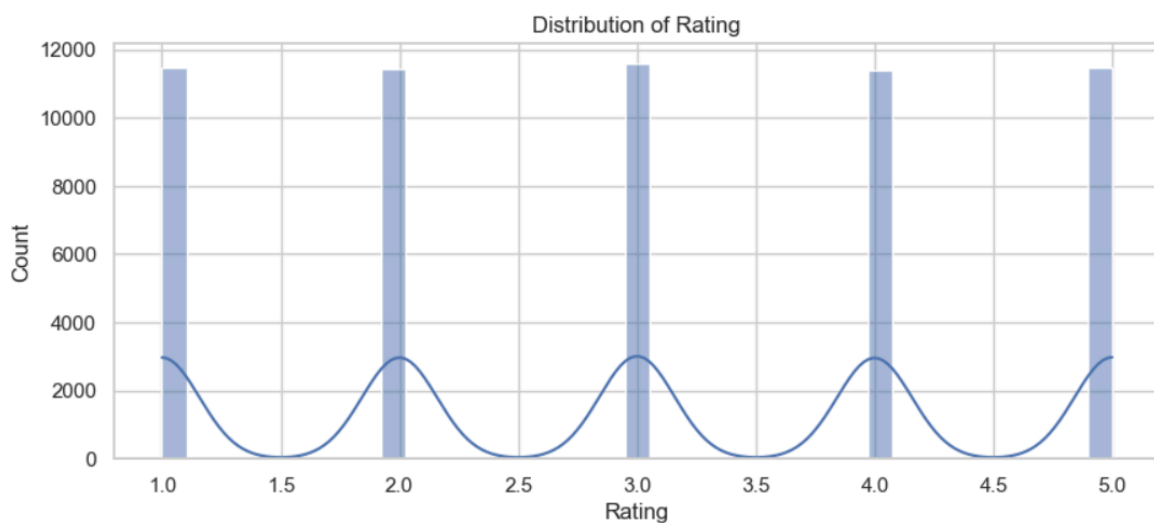
2. **Feature Importance:**

- Use models like Random Forest to evaluate the importance of new features in predicting the target variable.
- Rationale: Features with high importance scores are valuable for the model.

3. **Cross-Validation:**

- Implement cross-validation to measure the impact of new features on model performance.
- Rationale: Improved performance metrics indicate that the new features add value.

Justification: Validation ensures that the new features contribute meaningfully to the predictive power of the model, avoiding overfitting and ensuring generalizability.



4: Document the Impact of New Features

Steps:

1. Impact Analysis Report:

- Document the changes in model performance with and without the new features.
- Include metrics such as accuracy, precision, recall, and F1-score.

2. Visualizations:

- Create plots to visualize the impact of new features on the target variable.
- Use feature importance plots to highlight the significance of each new feature.

Justification: Documentation and visualization provide a clear understanding of how new features affect the model, making it easier to communicate findings and justify the inclusion of these features.



Promotion Impact Analysis

Objective: To analyze the impact of promotional periods on sales using time series analysis, develop predictive models for future promotions, and provide actionable insights based on the analysis.

Steps and Justifications

1: Identify Patterns and Trends During Promotional Periods

Steps:

1. Data Segmentation:

- Segment the sales data into promotional and non-promotional periods.
- Rationale: Allows for focused analysis on the impact of promotions.

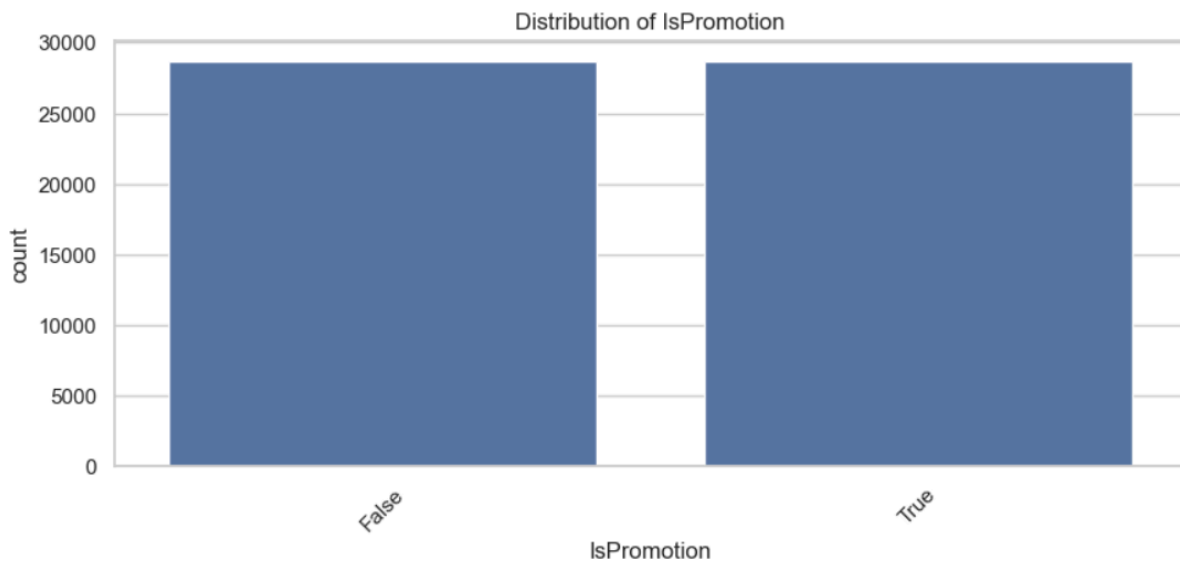
2. Time Series Decomposition:

- Decompose the time series data into trend, seasonality, and residual components.
- Rationale: Helps to isolate the effects of promotions from underlying trends and seasonal patterns.

3. Visualization:

- Create line plots and other visualizations to compare sales during promotional and non-promotional periods.
- Rationale: Visual analysis aids in identifying patterns and trends.

Justification: Identifying patterns and trends during promotional periods provides a basis for understanding the impact of promotions on sales.



2: Develop Predictive Models

Steps:

1. Model Selection:

- Choose appropriate time series models such as ARIMA, SARIMA, or Prophet.
- Rationale: These models are well-suited for forecasting time-dependent data.

2. Feature Incorporation:

- Incorporate promotional features into the models to capture the effects of promotions.
- Rationale: Enhances the model's ability to predict sales during promotional periods.

3. Model Training and Validation:

- Train the models on historical data and validate their performance using cross-validation.
- Rationale: Ensures that the models generalize well to unseen data.

Justification: Developing predictive models enables accurate forecasting of sales during future promotional periods, aiding in planning and decision-making.

3: Visualize the Results

Steps:

1. Forecast Visualization:

- Plot the actual vs. predicted sales to visualize the model's performance.
- Use line plots and confidence intervals to show forecasted sales.

2. Promotion Impact Visualization:

- Create bar charts and heatmaps to illustrate the impact of different types of promotions on sales.
- Highlight periods with significant promotional impact.

Justification: Visualizing the results makes it easier to interpret the model's predictions and understand the effects of promotions on sales.

4: Provide Actionable Insights

Steps:

1. Optimal Promotion Timing:

- Analyze the data to identify the best times to run promotions based on historical sales patterns.
- Rationale: Maximizes the effectiveness of promotional campaigns.

2. Promotion Type Effectiveness:

- Evaluate which types of promotions have the most significant impact on sales.
- Rationale: Helps in designing effective promotional strategies.

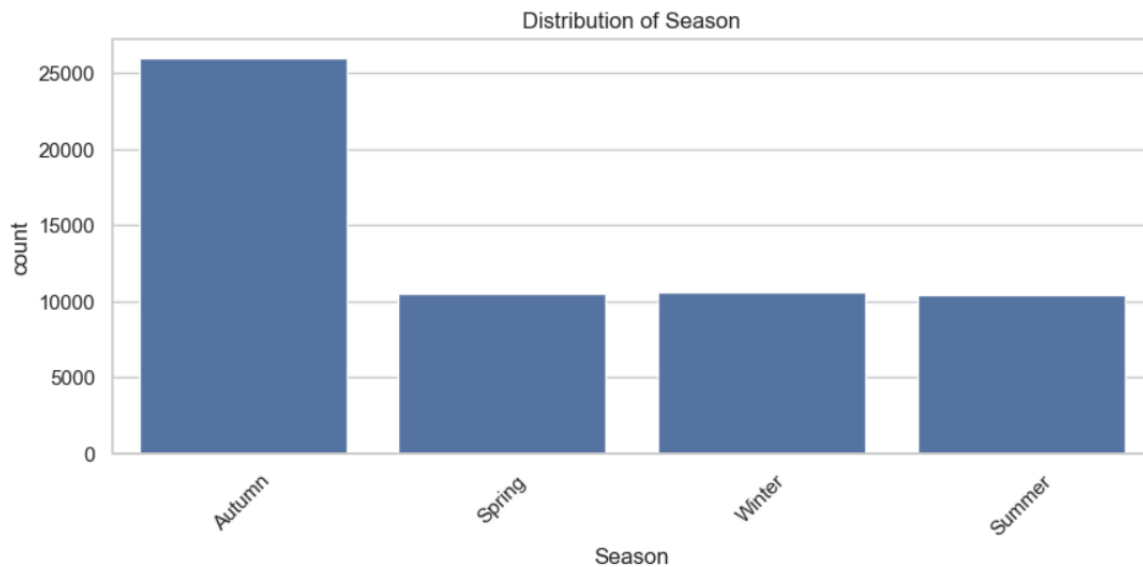
3. Customer Segmentation:

- Identify which customer segments respond best to promotions.
- Rationale: Enables targeted marketing efforts.

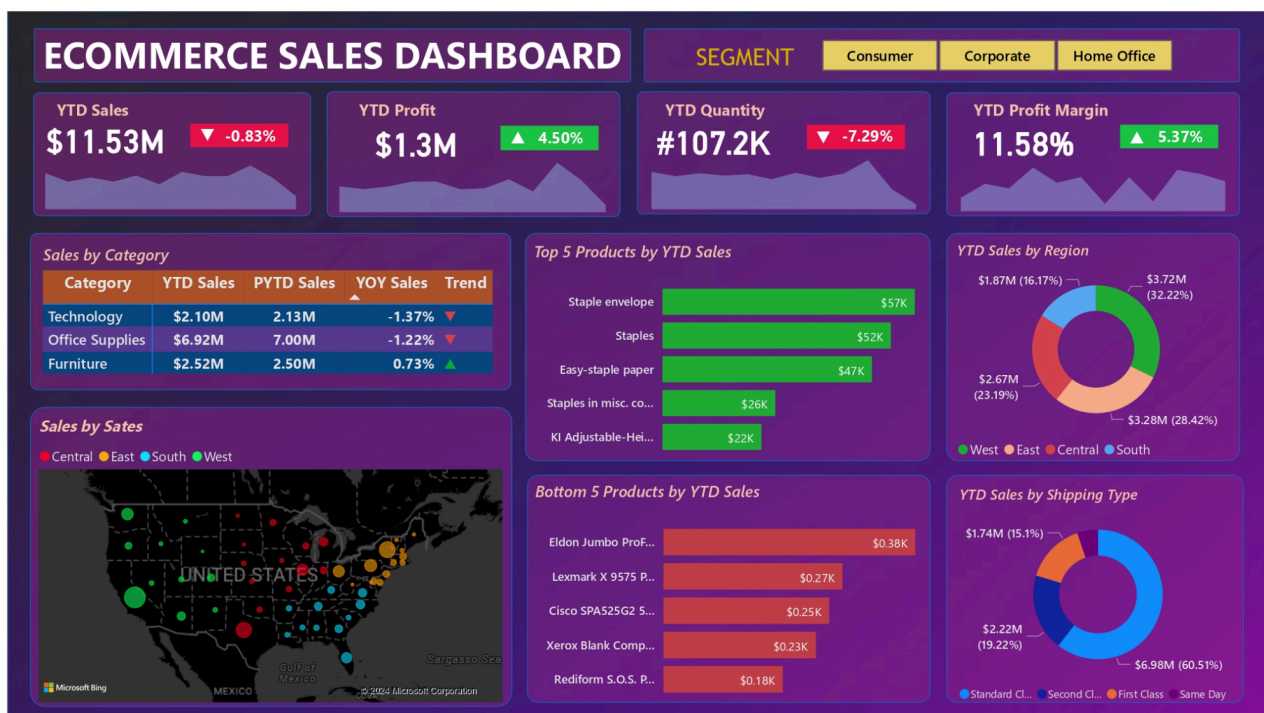
4. Inventory Management:

- Use sales forecasts to optimize inventory levels during promotional periods.
- Rationale: Reduces stockouts and overstock situations, improving operational efficiency.

Justification: Providing actionable insights helps businesses make informed decisions, optimize promotional strategies, and improve overall sales performance.



Visualization in PowerBI:



This documentation provides a clear and comprehensive overview of each problem statement, the methods used, and the justifications for these methods, ensuring a thorough understanding of the tasks and their execution.

Agile Model - Jira (Progress Dashboard)

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| | Type | # | Key | Summary | Status | Sprint | Assignee | Due date | Labels |
|--------------------------|------|---|----------|--|-------------|----------------|--------------------------|-------------|-----------------|
| <input type="checkbox"/> | | | SCRUM-1 | Project Kickoff | DONE | SCRUM Sprint 1 | SP Sudarshan p | | DataEngineering |
| <input type="checkbox"/> | ▼ | | SCRUM-8 | Data Cleaning and Preparation (Sprint 1-3) | DONE | SCRUM Sprint 1 | AG Aditya Gupta | 6 Jul 2024 | DataEngineering |
| <input type="checkbox"/> | ▼ | | SCRUM-32 | Store transformed data in a warehouse and create visualiz... | DONE | SCRUM Sprint 1 | PV Preeti Vishwakarma... | | |
| <input type="checkbox"/> | | | SCRUM-35 | Task 3: Present insights and dashboards to stakeholders f... | DONE | SCRUM Sprint 1 | HD Hem prakash dev | | |
| <input type="checkbox"/> | | | SCRUM-34 | Task 2: Develop visualizations using matplotlib, seaborn... | DONE | SCRUM Sprint 1 | SP Sudarshan p | | |
| <input type="checkbox"/> | | | SCRUM-33 | Task 1: Design and implement SQL schemas for data w... | DONE | SCRUM Sprint 1 | PV Preeti Vishwakarma... | | |
| <input type="checkbox"/> | ▼ | | SCRUM-9 | Data Ingestion and Storage Optimization (Sprint 4-6) | DONE | SCRUM Sprint 2 | HD Hem prakash dev | 12 Jul 2024 | |
| <input type="checkbox"/> | ▼ | | SCRUM-13 | Story 2: Develop Data Ingestion Strategies | DONE | SCRUM Sprint 2 | HD Hem prakash dev | | |
| <input type="checkbox"/> | | | SCRUM-19 | Task 4: Set up Apache Kafka environment for real-time da... | DONE | SCRUM Sprint 2 | PV Preeti Vishwakarma... | | |
| <input type="checkbox"/> | | | SCRUM-20 | Task 5: Develop Python scripts for Kafka consumers to ing... | DONE | SCRUM Sprint 2 | G g23ai1013 | | |
| <input type="checkbox"/> | | | SCRUM-21 | Task 6: Evaluate and implement columnar storage formats... | DONE | SCRUM Sprint 2 | G g23ai1013 | | |
| <input type="checkbox"/> | ▼ | | SCRUM-10 | Data Transformation and Analysis (Sprint 7-9) | IN PROGRESS | SCRUM Sprint 3 | PV Preeti Vishwakarma... | 18 Jul 2024 | |
| <input type="checkbox"/> | ▼ | | SCRUM-14 | Story 3: Transform Data for Insights and Analysis | IN PROGRESS | SCRUM Sprint 3 | PV Preeti Vishwakarma... | | |
| <input type="checkbox"/> | | | SCRUM-22 | Task 7: Implement complex data transformations and feat... | IN PROGRESS | SCRUM Sprint 3 | SP Sudarshan p | | |
| <input type="checkbox"/> | | | SCRUM-23 | Task 8: Conduct promotion impact analysis using time seri... | IN PROGRESS | SCRUM Sprint 3 | AG Aditya Gupta | | |
| <input type="checkbox"/> | | | SCRUM-24 | Task 9: Perform customer segmentation using clustering a... | IN PROGRESS | SCRUM Sprint 3 | AG Aditya Gupta | | |

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| Sprints | | SCRU... SCRUM... SCRUM... SCRUM ... | |
| SCRUM-1 Project Kickoff | | | |
| SCRUM-8 Data Cleaning and P... | | | |
| SCRUM-9 Data Ingestion and S... | | | |
| SCRUM-10 Data Transformation and A... | | | |
| SCRUM-11 Data Warehousing and Vis... | | | |
| + Create Epic | | | |

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| <input type="checkbox"/> | | | SCRUM-24 | Task 9: Perform customer segmentation using clustering a... | DONE | SCRUM Sprint 3 | AD Aditya Gupta | | DataEngineering |
| <input type="checkbox"/> | ▼ | | SCRUM-11 | Data Warehousing and Visualization (Sprint 10-12) | DONE | | G g23ai1013 | 18 Jul 2024 | DataEngineering |
| <input type="checkbox"/> | ▼ | | SCRUM-15 | Story 4: Implement Data Warehousing and Visualization | DONE | SCRUM Sprint 4 | G g23ai1013 | | DataEngineering |
| <input type="checkbox"/> | | | SCRUM-25 | Task 10: Design and implement SQL schemas for data war... | DONE | SCRUM Sprint 4 | HB Hem prakash dev | | DataEngineering |
| <input type="checkbox"/> | | | SCRUM-26 | Task 11: Develop visualizations using matplotlib, seabor... | DONE | SCRUM Sprint 4 | AD Aditya Gupta | | DataEngineering |
| <input type="checkbox"/> | | | SCRUM-27 | Task 12: Present insights and dashboards to stakeholders ... | DONE | SCRUM Sprint 4 | PR Preeti Vishwakarma... | | DataEngineering |
| <input type="checkbox"/> | | | SCRUM-28 | Sprint Review and Retrospective | DONE | SCRUM Sprint 5 | SD Sudarshan p | | DataEngineering |