

AIMS Grid

PURPOSE	STAKEHOLDERS
To unlock sales insights that are not visible before for sales team for decision support & automate them to reduced manual time spent in data gathering.	<ul style="list-style-type: none"> • Sales Director • Marketing Team • Customer Service Team • Data & Analytics Team • IT
END RESULT	SUCCESS CRITERIA
An automated dashboard providing quick & latest sales insights in order to support data driven decision making.	<ul style="list-style-type: none"> • Dashboard(s) uncovering sales order insights with latest data available • Sales team able to take better decisions & prove 10 % cost savings of total spend • Sales Analysts stop data gathering manually in order to save 20% of their business time and reinvest it value added activity

SQL QUERY

```

8 • SELECT SUM(transactions.sales_amount)
9   from transactions
10  inner join date
11   on transactions.order_date = sales.date.date
12  where date.year = 2020
13  ;

```

Result Grid		Filter Rows:	Export:	Wrap
	SUM(transactions.sales_amount)			
	142235559			

142,22M

Revenue

350K

Sales Qty

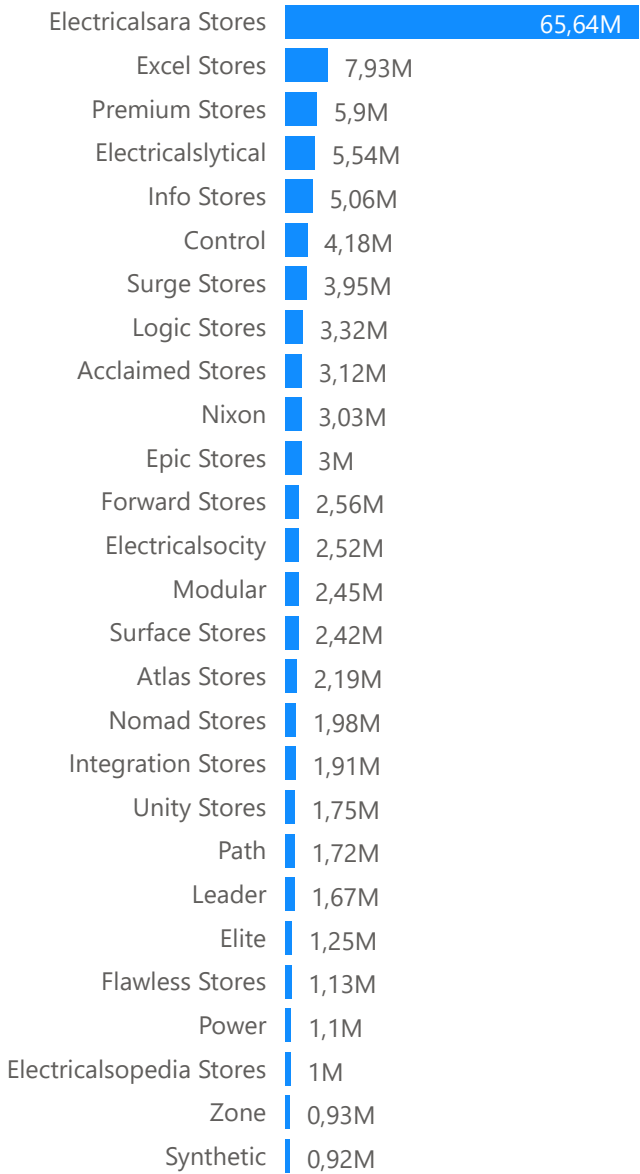
Year

2017	2019
2018	2020

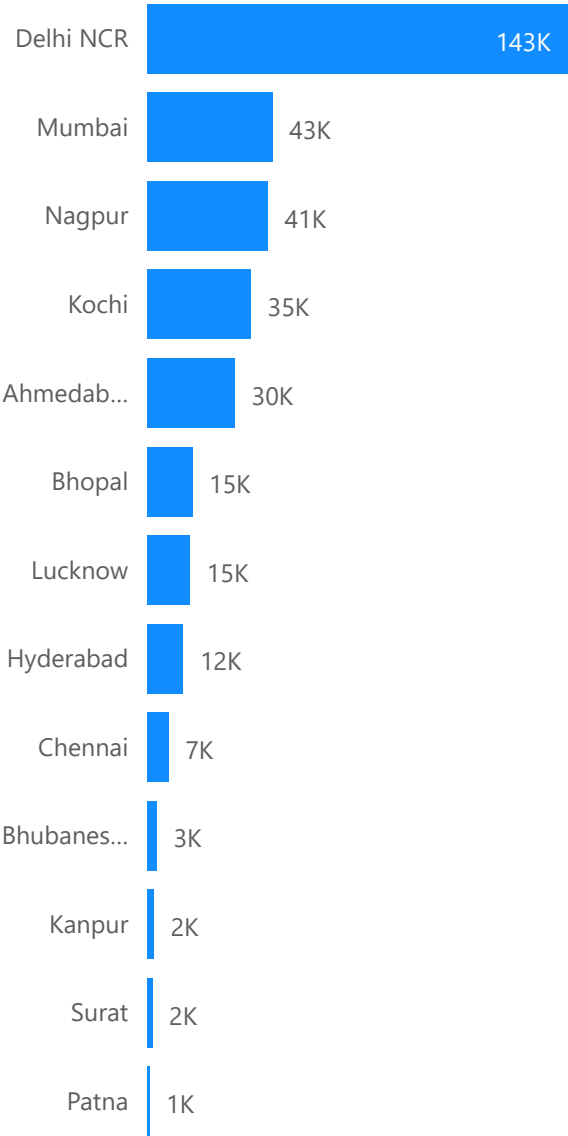
Month

janvier 20	avril 20
février 20	mai 20
mars 20	juin 20

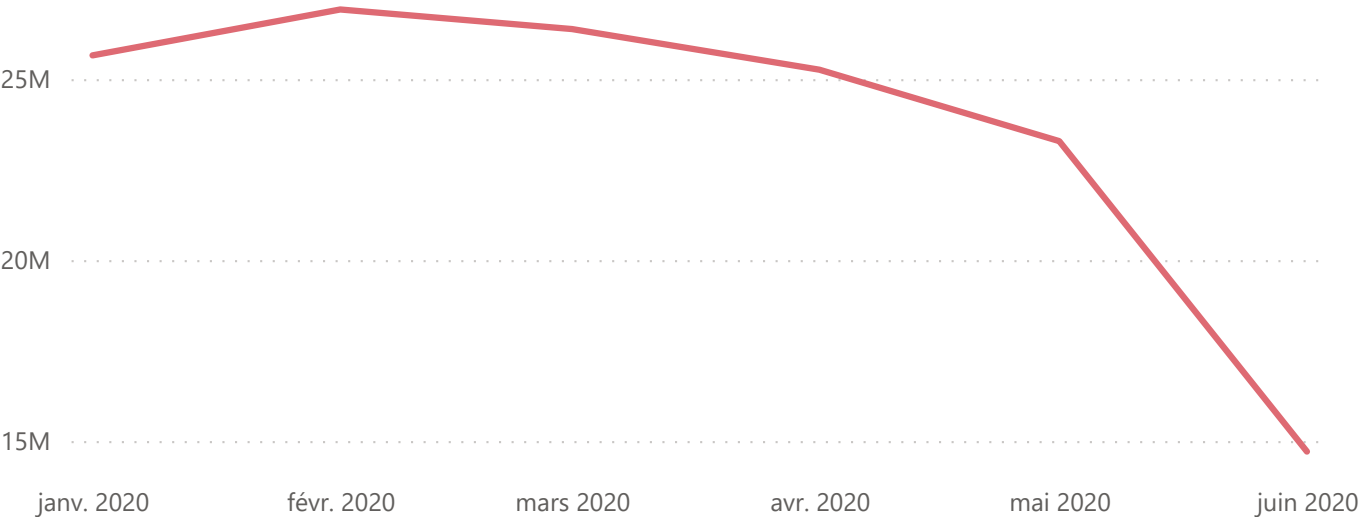
Revenue par custmer_name



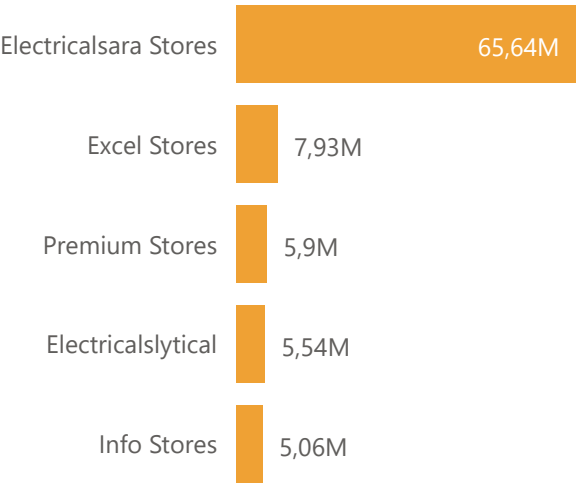
Sales Qty by markets



Revenue Trend



Top 5 customers



Top 5 Products

