**Week of March 18th- March 30th**

**Blog 6: March 30th, 2019**

In these weeks, we progressed with our outputs using Professor Jason’s feedback and inputs from Mariem from the call. We were initially having troubles with merging our two key data files: the historical one and the current one, which was a major roadblock and led to some delays. However, after various exchanges and clarifications, we decided to proceed with the two files independently to generate visualizations for our descriptive analysis.

Our descriptive analysis focused on some key areas like: usage of salespeople, region and coverage distribution and product level. In addition to this, following Professor’s inputs for a time-series model, we progressed to create a time-series graph that helped answer the question for the timing of winning/losing deals. As, time is a major component in our analysis of the sales pipeline, this question was critical to explore. We showed this result, with other visualizations and model performance and got positive feedback during the call. We were advised to build more interactive visualizations by using more filters. Our client was happy with the output we showed.

Mariem also informed us that they would like us to use PowerBI for visualizations, as part of our final presentation. Since, we did not have any prior experience to PowerBI, we looked at some videos online and took a demonstration to get on pace with this, as this was an important requirement from the client. We all decided to divide our future work in such a manner that after the initial running of the code, we are then slicing the data to put it in PowerBI so that we don’t rush anything in the end. Xun and I have taken responsibility for generating the dashboards for our visualizations. We have also started to document our process so that there is a record of what files we input in the software and what kind of filters we used, so that it serves as ready future reference for the client.

In our call on Friday, we gave out potential dates for our final presentations so that the scheduling is not last minute. We discussed our availabilities and the concerned logistics with Mariem. We are currently targeting on May 7th, however, that date will be confirmed from their end soon. We also discussed our upcoming Poster Presentation, which will happen on April 26th. Since, we have undergone various agreements and confidentiality processes, we discussed with Mariem on the agenda we were thinking and checked-in with her if there is any information she would not like us to put out. I sent an email explaining the key points for the presentation, so that we can go ahead and make our poster after getting the feedback.

The coming weeks will be heavily focused on PowerBI, as there will be a call scheduled exclusively for that purpose. We have gone past our roadblocks, and have worked to come to pace with the expectations. We are getting towards the results we would like to share, and have been getting extremely helpful feedback, direction and positive remarks for the same.