**Blog 6: March 24th, 2019 (Week of Mar 16th - Mar 24th)**

In this week, we adjusted our direction and modified our results based on feedback from Professor and Mariem.

Initially, we spent too much time understanding the relationship between our 2 key files: the APAC and the Atlas. It seemed to be impossible to utilize one file without the in-depth understanding of the other and we would like to merge this two files to get some new insights. However, after hearing the detailed clarifications and useful suggestions from our clients, we decided to dived our team into small groups and each group work on different files separately.

On the meeting on Monday, March 18, 2019, we included more EDA parts and showed the visualizations on preliminary analysis to our clients. For example, we tried to plot the relationship between business process stage and final status. And through this visualization, we found that it is interesting to see that there are more won deals in ‘Initiate’ stage than ‘Due Diligence’. We guessed it may involve some specific region, salesperson or product, and our clients suggested us to keep digging into it by adding more filters.

Meanwhile, according to professor Jason, time is an important input in our analysis, we cannot achieve ideal results without considering the time effects. He suggested us to construct our model based on a time-series dataset.

So, in the call on Friday, March 22, 2019, Jeremy showed his progress, specifically, he did some visualizations on time series in order to identify some interesting patterns over time. Enzhe also created a time series sample dataset on colab notebook and got some feedback from Mariem. Mariem was glad that we made some progress and suggested us to use Power BI as part of our final presentation.

Since there will be a call scheduled exclusively for that purpose next week, we will mainly focus on the Power BI to show our progress.