Process Chart

Step 1- Download the weather & sales data from Web Site.

Step-2 Analyze both data based on excel.

day	date	Actual Temp	Hist. Avg.
Wed	01-Aug-18	29° /23°	27°/22°
Thu	02-Aug-18	28° /23°	27°/22°
Fri	03-Aug-18	29° /22°	27°/22°
Sat	04-Aug-18	27° /22°	27°/22°
Sun	05-Aug-18	28° /22°	27°/22°
Mon	06-Aug-18	28° /23°	27°/22°
Tue	07-Aug-18	28° /22°	27°/22°
Wed	08-Aug-18	27° /23°	27°/22°
Thu	09-Aug-18	28° /22°	27°/22°
Fri	10-Aug-18	29° /22°	27°/22°
Sat	11-Aug-18	27° /22°	27°/22°

Top Gainers (Month-on-

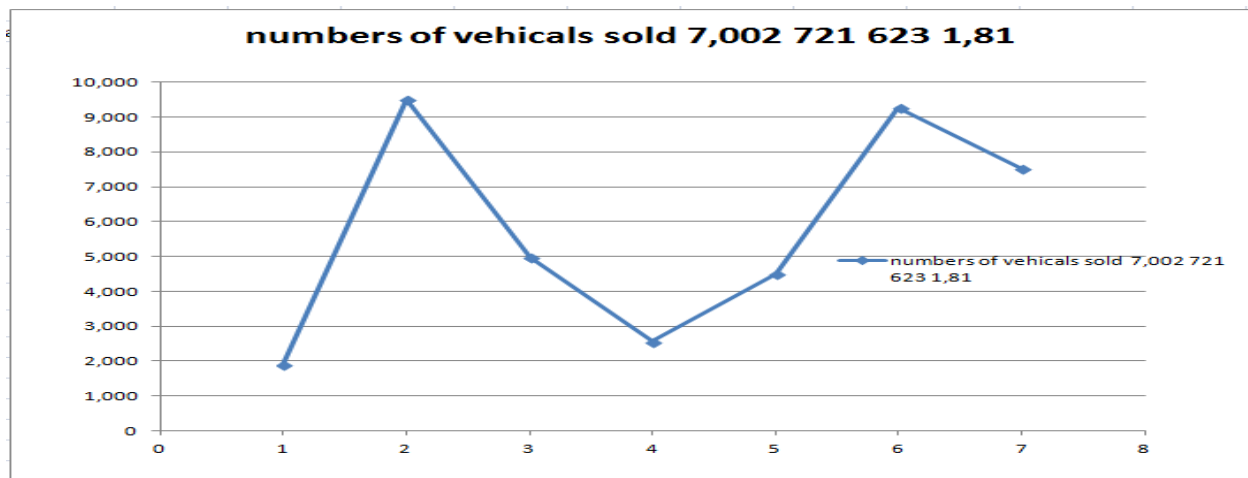| No.	Model	Jul-18	Aug-18	MoM(%)
1	Ciaz	48	7,002	14,487.50
2	Ameo	401	721	79.80
3	Sumo	386	623	61.40
4	Liva, Gross	1,302	1,8 1'	45.24
5	Polo	1,385	1,899	37.11
6	Celerio	7,376	9,503	28.84
7	Xcent	4,114	4,981	21.07
8	Freestyle	2,153	2,564	19.09
9	Nexon	3,840	4,499	17.16
10	Tiago	8,009	9,277	15.83.

ADROIT

Make IT Different

Sales Forecast Predictive Analytics Illustration

Step-3   Identify the required data from step 2 for analyze them.

date	aug temp	numbers of vehic
01-Aug-18	29° /23°	7,002
02-Aug-18	28° /23°	721
03-Aug-18	29° /22°	623
04-Aug-18	27° /22°	1,81
05-Aug-18	28° /22°	1,899
06-Aug-18	28° /23°	9,503
07-Aug-18	28° /22°	4,981
08-Aug-18	27° /23°	2,564
09-Aug-18	28° /22°	4,499
10-Aug-18	29° /22°	9,277
11-Aug-18	27° /22°	7,523

Step-4   Prepare the chart according to values given in sheet of step 3.

numbers of vehicals sold 7,002 721 623 1,81

Legend: numbers of vehicals sold 7,002 721 623 1,81

ADROIT ■

Make IT Different

Sales Forecast Predictive Analytics Illustration

Flow Chart

Step 1- Download the weather & sales data from Web Site.

Step-2   Analyze both data based on excel..

Step-3   Identify the required data from step 2 for analyze them.

Step-4   Prepare the chart according to values given in sheet of step 3.

ADROIT ■

Make IT Different

Sales Forecast Predictive Analytics Illustration