trendingBot

case study #2 - clothes shop

trendingIT

the problem

Clothes-shop owner → how can I achieve the maximum profit?

1. get some information from previous years (same location)
2. run trendingBot

1. The data

trousers		skirts		shirts	t-shirts	pullovers	profits
jeans	chino	short	long				
50	22	38	10	38	63	35	50000
26	48	36	9	43	28	40	80000
22	39	48	20	46	30	42	90000
65	15	62	0	25	80	39	62000
80	23	70	3	21	75	42	85000
35	10	52	2	14	60	38	39000

cases

inputs

output

the solution

2. After trendingBot...

$$6433.38+14.28\cdot chinos\cdot skirt\_short^{1.4}-5.75\cdot 10^{-4}\cdot(chinos\cdot skirt\_short^{1.4})^2$$

mean error after applying this equation to the original data below 3% ✓

- ✓ not accounted inputs (generic procedure)
  - find a trend between all of these and the accounted ones (new run)
  - still no trend? → irrelevant inputs
- ✓ not accounted inputs (in this case)
  - only *pullovers* shows an acceptable trend with respect to *chinos* & *short skirts*
  - the rest are not affecting the specific demand-offer variations

chinos	short skirts	profits	pullovers
48	53	95093	42
33	69	95093	42

after selling "sensible quantities" of the rest of the clothes

main variables
(describing the general trend)

secondary variable
(derived from the main ones)