

CHAPTER 6

CONCLUSION

The conclusion of this project is:

the results of data testing using mini vanilla mini items and data from January to June, decreased which can be seen from the accuracy of RMSE 497,188. while June to December has increased which can be seen from the accuracy of RMSE 213.418. while the months of January to December experienced an increase which can be seen the high level of accuracy of RMSE 492.907. The causes in January and February were very few orders because the company was looking for new customers. Whereas nearing the end of the year experiencing an increase due to new customers and old customers have routinely ordered goods exported.

For further research, you can analyze sales data for one period using statistical methods. Statistical methods can find out the amount of sales of exported goods and find out the items that are very interested in each customer.

