

Anexo 4

La empresa ABC tiene en su sistema de información las ventas mensuales realizadas a sus clientes más representativos durante el período de análisis (2004-2008).

Para efectos de confidencialidad de la información, se los ha etiquetado y no se presentan sus nombres reales.

	Clie1	Clie2	Clie3	Clie4	Clie5	Clie6	Clie7	Ventas
enero-2004	6,414.69	145.63	693.90	1,544.08	11,382.87	12,726.30	0.00	34,189.72
febrero-2004	1,331.08	322.36	1,076.01	1,917.70	13,457.35	12,733.72	0.00	29,939.35
marzo-2004	5,253.30	2,130.19	1,162.44	3,625.01	24,685.52	15,685.35	0.00	43,480.58
abril-2004	4,114.55	504.17	301.76	2,589.93	21,270.30	10,638.73	0.00	39,799.09
mayo-2004	3,715.05	863.89	1,292.96	2,648.42	24,881.83	20,664.24	0.00	40,819.62
junio-2004	8,336.35	1,311.08	1,689.62	3,901.75	23,655.63	25,021.87	0.00	46,412.62
julio-2004	7,590.19	54.32	308.52	1,334.13	33,493.00	21,530.71	0.00	40,081.79
agosto-2004	7,111.92	1,122.61	155.13	3,149.16	20,037.99	19,004.95	0.00	43,993.24
septiembre-2004	6,075.62	1,306.10	1,307.10	0.00	19,913.85	23,801.01	892.78	30,621.26
octubre-2004	15,030.28	3,057.57	250.78	3,991.66	18,350.11	16,346.31	295.53	36,925.46
noviembre-2004	8,140.98	1,633.56	66.40	906.59	23,607.09	21,712.77	658.33	38,310.44
diciembre-2004	14,507.45	742.67	1,055.92	4,598.94	24,491.59	16,438.85	660.37	51,808.57
enero-2005	11,848.77	1,130.68	539.91	886.45	15,406.41	14,977.69	1,157.27	44,861.86
febrero-2005	10,852.98	931.10	160.80	3,310.97	16,802.32	11,456.93	1,511.41	39,326.40
marzo-2005	18,093.16	3,393.42	2,106.25	3,698.62	22,451.93	20,861.45	1,734.14	63,941.01
abril-2005	11,129.05	303.42	886.57	2,673.96	22,645.59	13,602.66	1,511.92	50,769.56
mayo-2005	17,530.25	602.47	2,175.86	3,889.73	25,484.72	20,232.18	1,320.37	65,646.41
junio-2005	22,746.36	477.50	1,692.10	4,997.76	29,754.87	17,116.39	2,162.45	72,926.36
julio-2005	1,246.70	384.45	1,278.67	1,449.22	24,038.37	14,287.05	858.01	49,342.20
agosto-2005	18,654.13	467.55	217.71	3,528.46	29,608.11	20,697.82	1,728.46	73,183.35
septiembre-2005	6,067.07	512.37	681.01	483.50	12,122.25	9,314.26	1,063.80	27,557.35
octubre-2005	8,125.17	271.76	318.75	2,983.52	14,473.20	10,714.04	1,245.16	38,937.93
noviembre-2005	7,655.43	1,312.59	2,332.03	0.00	19,751.39	13,125.54	1,706.68	49,329.70
diciembre-2005	12,844.06	1,915.56	818.43	6,481.10	25,673.23	16,264.22	1,973.72	75,334.84
enero-2006	4,736.65	1,038.25	1,068.40	1,909.35	16,280.40	11,755.49	1,155.10	51,275.66
febrero-2006	5,958.23	769.28	1,101.90	1,683.78	17,605.18	10,407.94	1,317.51	45,940.45
marzo-2006	10,344.58	1,491.47	1,492.76	3,984.13	18,991.84	18,333.32	2,571.11	64,044.04
abril-2006	2,478.97	274.26	142.02	2,980.19	9,846.95	8,440.42	1,864.43	34,963.00
mayo-2006	11,019.37	496.84	939.21	2,236.95	19,080.30	13,028.84	1,828.41	54,129.94
junio-2006	13,518.25	728.47	878.60	1,422.40	17,646.68	17,295.58	3,172.35	65,914.70
julio-2006	8,291.86	1,617.29	324.50	3,920.43	12,503.07	11,109.18	1,362.52	47,826.09
agosto-2006	7,607.72	873.36	477.04	5,663.55	16,676.87	12,980.93	3,960.05	60,133.30
septiembre-2006	6,308.14	1,857.80	1,458.42	1,599.53	9,410.70	9,113.69	1,052.15	41,121.71
octubre-2006	7,804.76	263.28	254.87	13,599.63	14,456.80	11,366.80	1,973.32	58,361.57
noviembre-2006	7,005.24	956.29	166.53	1,227.84	15,539.78	8,635.58	1,550.80	46,132.89
diciembre-2006	13,638.05	1,720.15	3,085.20	4,573.99	16,068.19	15,804.33	2,613.37	73,551.79
enero-2007	6,963.98	203.86	1,670.81	3,354.56	15,654.95	13,903.83	1,878.06	50,797.41
febrero-2007	7,845.37	1,083.87	2,221.94	2,049.64	10,755.99	8,926.41	1,837.06	39,671.32
marzo-2007	13,601.32	759.97	558.98	7,973.01	23,421.95	15,233.06	3,859.76	75,686.19
abril-2007	11,291.40	663.28	2,169.02	3,034.84	17,644.09	12,336.00	1,874.31	56,602.13
mayo-2007	15,608.70	714.08	1,165.25	7,929.74	16,364.45	15,077.97	4,528.07	68,953.92
junio-2007	7,182.74	1,106.82	1,436.62	4,650.35	11,677.62	7,393.78	3,118.07	49,941.92
julio-2007	8,867.36	2,441.57	1,241.42	6,411.23	23,515.45	17,697.84	4,580.18	75,148.75
agosto-2007	10,933.56	663.38	467.84	4,681.32	20,021.28	11,412.99	2,883.48	60,804.08
septiembre-2007	6,822.13	2,330.38	430.61	5,624.03	14,865.86	11,811.82	4,863.14	59,999.48

octubre-2007	8,147.84	5,163.38	3,777.19	3,472.81	13,789.98	8,466.17	2,237.63	52,266.70
noviembre-2007	7,480.25	13,574.10	12,368.03	6,399.80	19,633.23	6,949.33	1,777.14	77,966.26
diciembre-2007	12,445.50	4,041.58	4,616.32	4,327.41	27,188.23	15,249.17	7,715.71	91,029.58
enero-2008	19,418.87	4,419.74	3,261.82	5,298.41	16,348.55	11,010.89	3,261.99	74,912.96
febrero-2008	15,244.10	798.68	1,072.32	11,066.55	21,771.51	9,506.02	4,682.45	70,479.78
marzo-2008	6,560.07	3,233.09	3,402.41	4,969.38	18,224.79	12,730.67	5,339.01	70,797.11
abril-2008	20,450.17	14,852.46	13,273.37	8,228.41	30,954.67	20,347.06	6,549.76	133,265.46
mayo-2008	8,519.66	3,787.72	4,741.64	6,100.99	20,718.48	9,810.99	4,999.37	70,083.44
junio-2008	13,228.58	12,075.09	14,203.98	7,894.82	26,169.79	15,970.45	12,756.97	114,601.54
julio-2008	15,272.05	11,066.78	11,497.29	6,227.89	19,030.54	9,902.21	7,715.31	91,524.34
agosto-2008	16,527.68	6,502.11	5,979.62	2,747.40	22,792.38	14,970.52	3,938.30	87,340.13
septiembre-2008	16,550.99	6,721.68	6,981.39	1,097.83	14,659.08	8,889.20	5,748.40	75,193.34
octubre-2008	14,564.56	13,709.08	10,235.25	4,454.55	18,229.57	9,370.88	10,785.38	94,930.98
noviembre-2008	17,245.30	6,838.57	4,357.04	6,824.25	17,765.97	8,064.76	4,199.74	74,839.79
diciembre-2008	8,283.42	15,272.76	12,106.93	3,373.79	20,159.77	10,575.75	4,629.49	89,049.69

Fuente: Sistema de Información de la empresa ABC.