



Atliq Mart Service Analysis



Overview

Products

Orders

OT

59.03%

Target: 86.09% (-27.05%)

IF

52.78%

Target: 76.51% (-23.73%)

OTIF

29.02%

Target: 65.91% (-36.89%)

Month

All

Weeks

All

VoFR%

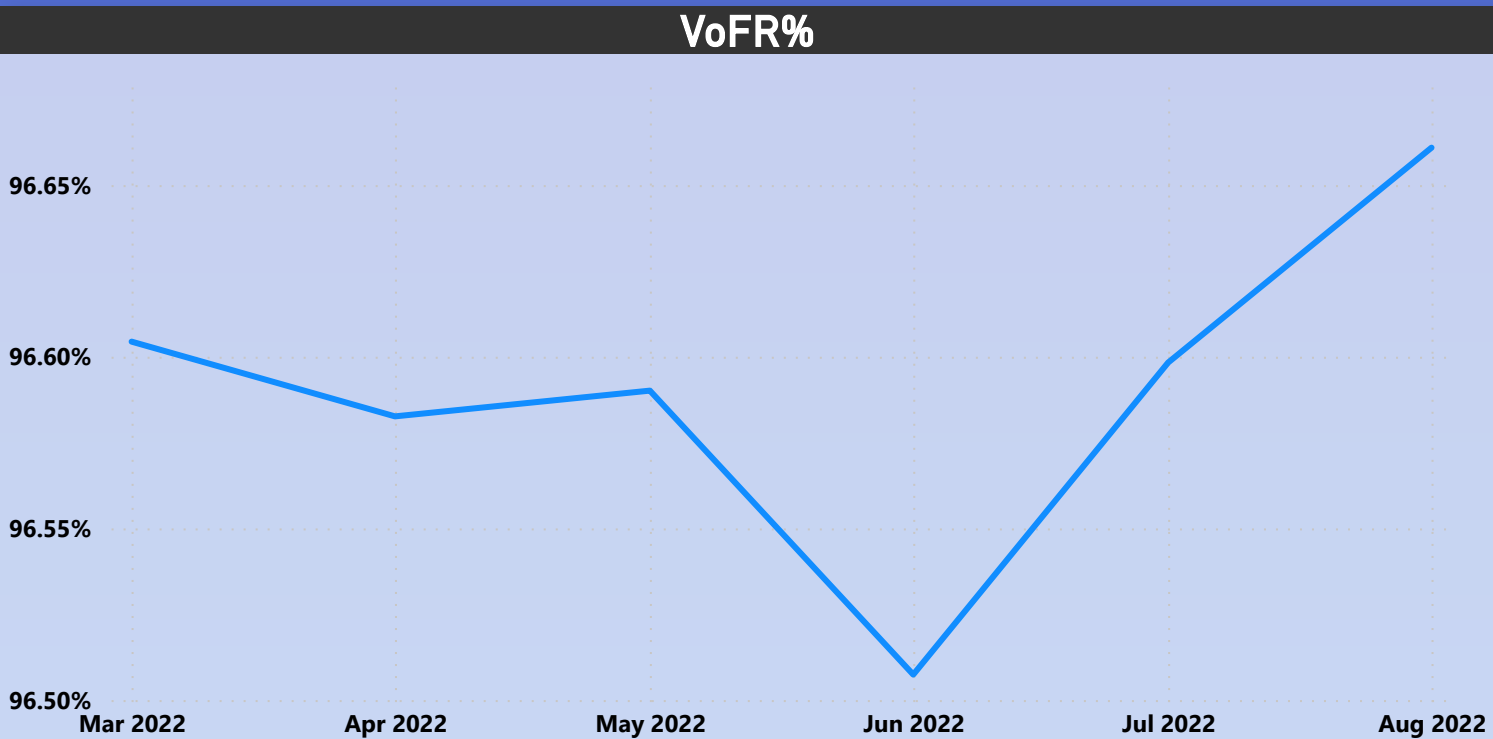
96.59%

LiFR%

65.96%

Performance with Time

VoFR%



OT

IF

OTIF

LiFR

VoFR

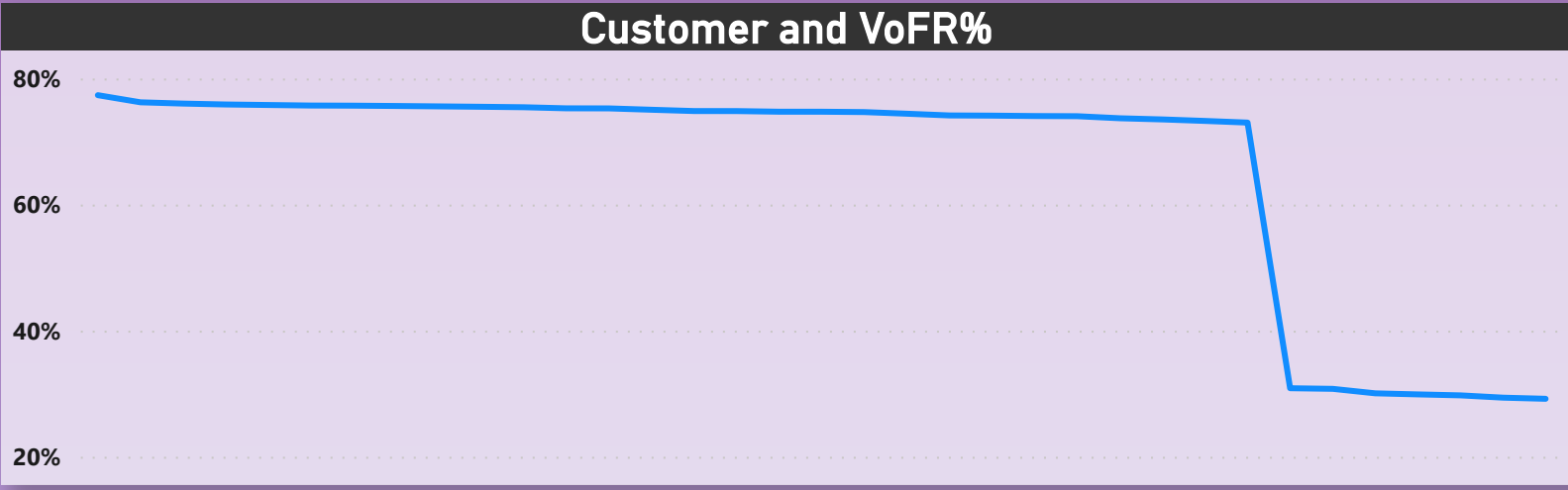
Sliced by Customer

customer_id	customer_name	IF%	OT%	OTIF%	LiFR%	VOFR%
789520	Acclaimed Stores	22.38%	29.84%	6.93%	29.37%	92.77%
789521	Acclaimed Stores	66.08%	29.40%	19.10%	73.01%	97.28%
789522	Acclaimed Stores	66.97%	29.08%	19.92%	73.51%	97.37%
789220	Atlas Stores	59.57%	72.34%	39.80%	75.69%	97.61%
789221	Atlas Stores	59.98%	71.31%	39.32%	75.26%	97.54%
789320	Chiptec Stores	60.48%	70.84%	38.92%	75.58%	97.56%
789321	Chiptec Stores	60.22%	72.41%	38.55%	75.64%	97.61%
789121	Chiptec Stores	67.10%	70.61%	39.34%	74.03%	97.30%
Total		52.78%	59.03%	29.02%	65.96%	96.59%

Sliced by City

city	OT%	OT target%	IF%	IF target%	OTIF%	OTIF target%
Ahmedabad	58.16%	85.83%	54.20%	77.33%	29.33%	66.50%
Surat	61.21%	86.27%	52.55%	76.91%	30.07%	66.36%
Vadodara	57.98%	86.17%	51.56%	75.33%	27.78%	64.92%
Total	59.03%	86.09%	52.78%	76.51%	29.02%	65.91%

Customer and VoFR%



OT

IF

OTIF

LiFR

VoFR



Overview

Products

Orders

KPIs and products

OT% IF% OTIF%

80%

60%

40%

20%

Volume of Orders for each Category

Dairy

Food

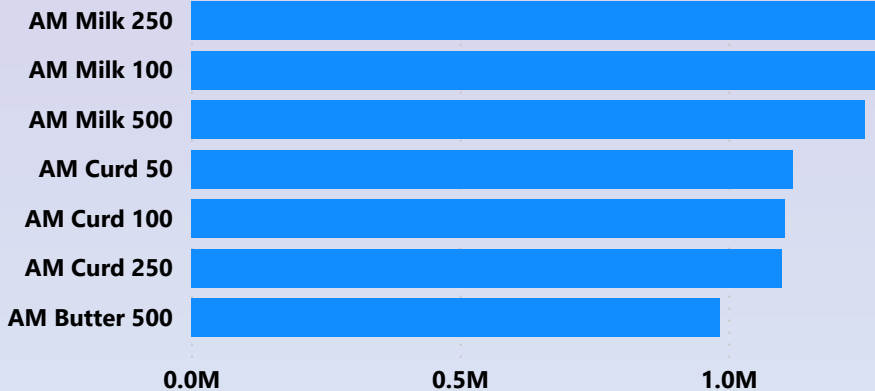
2M

beverages

11M

1M

Top 7 products by Order Quantity



59.03%
OT%

52.78%
IF%

29.02%
OTIF%

65.96%
LIFR%

96.59%
VOFR%

Products and Fill rates

product_name	LIFR%	LIFR% by week_no	VOFR%	VOFR% by week_no
AM Butter 250	63.52%		96.36%	
AM Butter 500	65.19%		96.46%	
AM Biscuits 500	66.10%		96.49%	
AM Tea 500	66.14%		96.52%	
AM Tea 250	65.16%		96.52%	
AM Ghee 250	65.25%		96.53%	
AM Milk 100	65.55%		96.54%	
AM Biscuits 250	65.16%		96.58%	
AM Ghee 100	65.75%		96.59%	
AM Tea 100	65.32%		96.59%	



Overview

Products

Orders

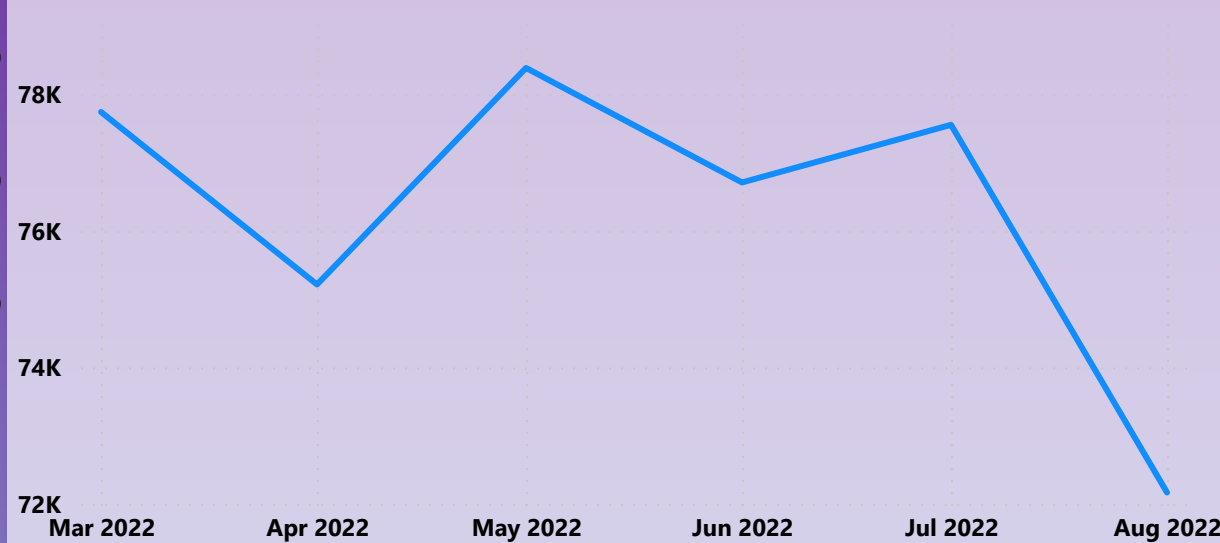
Analysis

Quantity

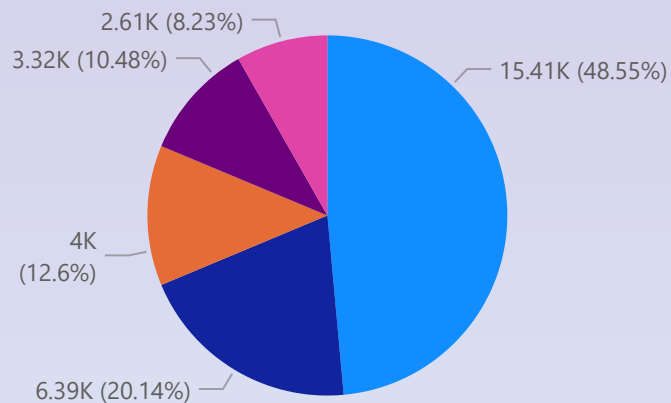
Delay

Missed

Missed Delivery and Month



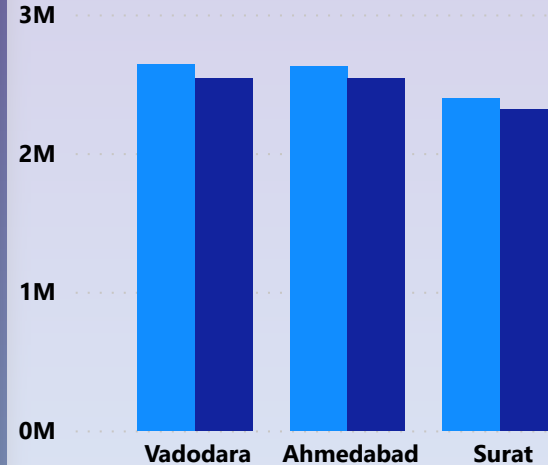
Delay for orders



Delay in D... 0 1 2 -1 3

order and delivery quantity

Sum of order_qty Sum of delivery_qty



customer_name	Sum of order_qty	Sum of delivery_qty	Sum of Missed Delivery
Acclaimed Stores	1120090	1073582	46508
Atlas Stores	760711	742271	18440
Chiptec Stores	756652	738363	18289
Coolblue	776624	738402	38222
Elite Mart	772140	735774	36366
Expert Mart	789698	769463	20235
Expression Stores	768746	749837	18909
Info Stores	767833	731262	36571
Logic Stores	755835	736562	19273
Lotus Mart	1157117	1110955	46162
Prasad Mart	1142762	1117512	25250
Total	13426936	12969157	457779

Performance analysis

Customers In Red

- Acclaimed Stores
 - Coolblue
 - Lotus Mart
 - Info Stores
 - Elite Mart
 - Vijay Stores
 - Sorefoz Mart

Sliced by Customer

customer_id	customer_name	IF%	OT%	OTIF%	LIFR%	VOFR%
789520	Acclaimed Stores	22.38%	29.84%	6.93%	29.37%	92.77%
789122	Coolblue	22.25%	28.65%	7.14%	29.19%	92.83%
789421	Lotus Mart	23.83%	28.33%	7.97%	30.77%	93.22%
789601	Info Stores	19.35%	70.74%	9.43%	30.06%	92.84%
789903	Elite Mart	16.61%	72.20%	9.72%	29.74%	92.92%
789103	Vijay Stores	17.91%	74.97%	10.55%	29.89%	93.05%
789702	Sorefoz Mart	17.67%	71.63%	10.70%	30.87%	92.99%
789521	Acclaimed Stores	66.98%	88.48%	48.48%	72.81%	97.38%
Total		52.78%	59.03%	29.02%	65.96%	96.59%

Sliced by City

city	OT%	OT target%	IF%	IF target%	OTIF%	OTIF target%
Surat	61.21%	86.09%	52.55%	76.51%	30.07%	65.91%
Ahmedabad	58.16%	86.09%	54.20%	76.51%	29.33%	65.91%
Vadodara	57.98%	86.09%	51.56%	76.51%	27.78%	65.91%
Total	59.03%	86.09%	52.78%	76.51%	29.02%	65.91%

City Insight

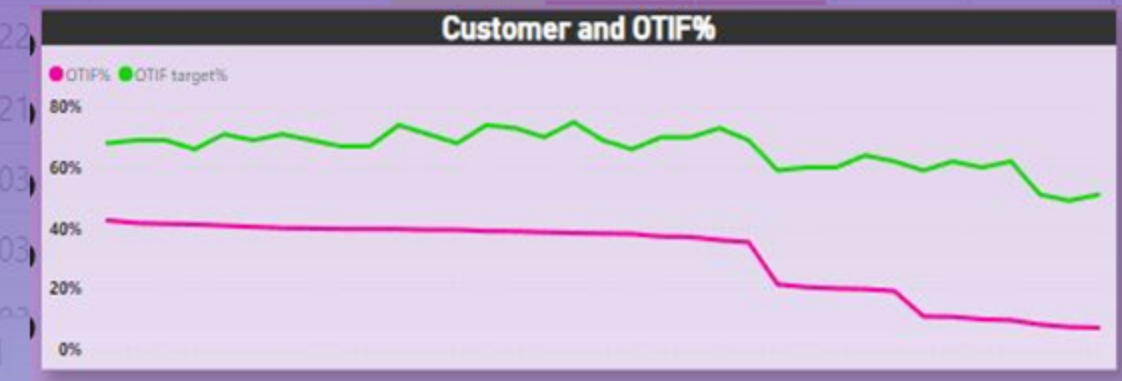
- Atliq operates in 3 cities and performance in the three are not that far apart.
 - All three cities operates below target.
 - Average OTIF have gap of 37% from target.

- KPI never met target for any customer.
- Best performance is still in Orange (gap to target is between 30 to 15%).

customer_id	customer_name	IF%	OT%	OTIF%	LIFR%	VOFR%
789403	Propel Mart	61.31%	74.08%	42.48%	76.03%	97.71%
789303	Expression Stores	63.54%	70.49%	41.59%	77.36%	97.70%
789603	Info Stores	62.59%	71.14%	41.33%	76.23%	97.59%
789703	Sorefoz Mart	60.80%	73.70%	41.13%	75.88%	97.69%
789402	Propel Mart	59.17%	74.00%	40.70%	75.80%	97.76%
789202	Rel Fresh	60.62%	73.07%	40.33%	74.73%	97.37%
789622	Expert Mart	60.45%	72.04%	39.90%	75.44%	97.45%
789220	Atlas Stores	59.57%	73.24%	39.88%	75.68%	97.61%
Total		52.78%	59.03%	29.02%	65.96%	96.59%

Table Colors

Red: Down by more than 30 %
 Orange: Down by 15 % to 30 %
 Yellow: Down by up to 15 %



Product Insights

Volume of Orders for each Category

Dairy

Food

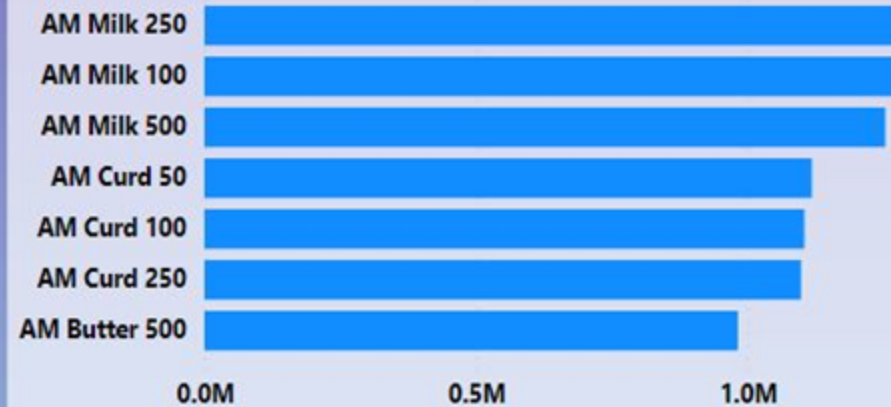
2M

beverages

1M

11M

Top 7 products by Order Quantity



- Largest Product category is Dairy products.
- Top 7 products by order quantity are also Dairy products.
- So getting more suppliers for dairy products may increase overall performance.
- LiFR and VoFR for products are better in later weeks.

AM Butter 100

66.66%

96.59%

AM Tea 100

65.32%

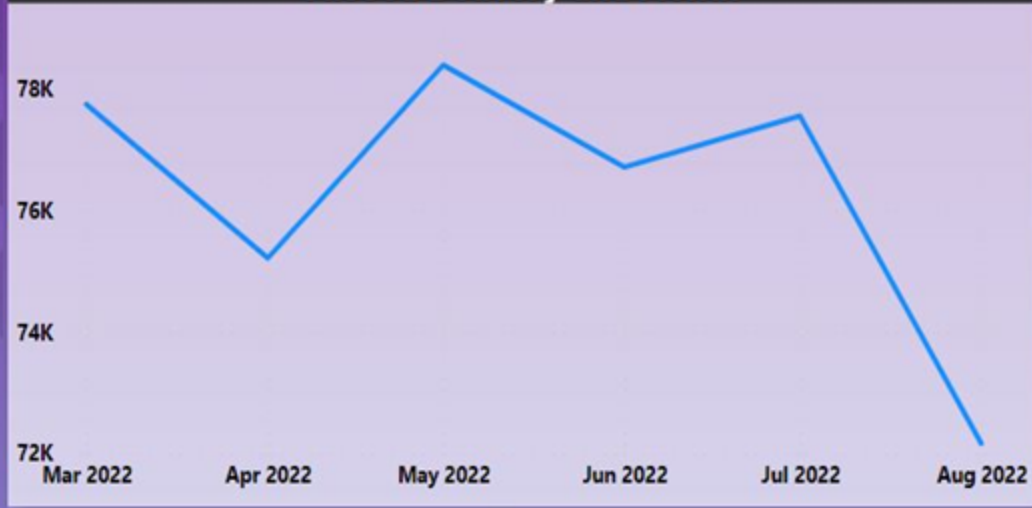
96.59%

AM Ghee 100

65.75%

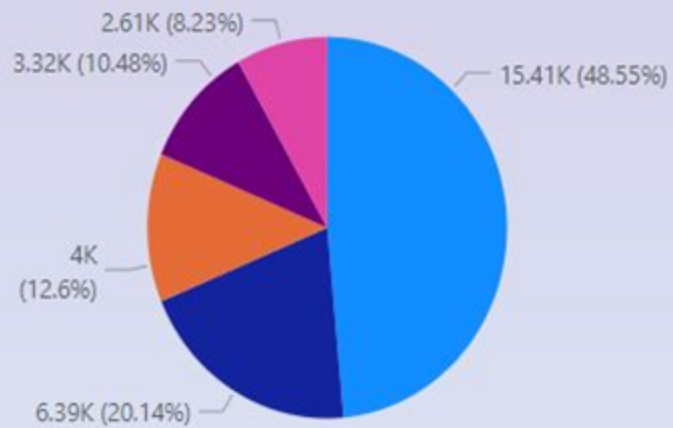
96.59%

Missed Delivery and Month



- 48.6 % of delivery are on time.
 - 10.48% are early.
 - 8.23% are delayed by 3 days.
- 20.14% and 12.6% are delayed by 1 and 2 days.

Delay for orders



Delay in D... 0 1 2 -1 3

Delay in Days by Month

