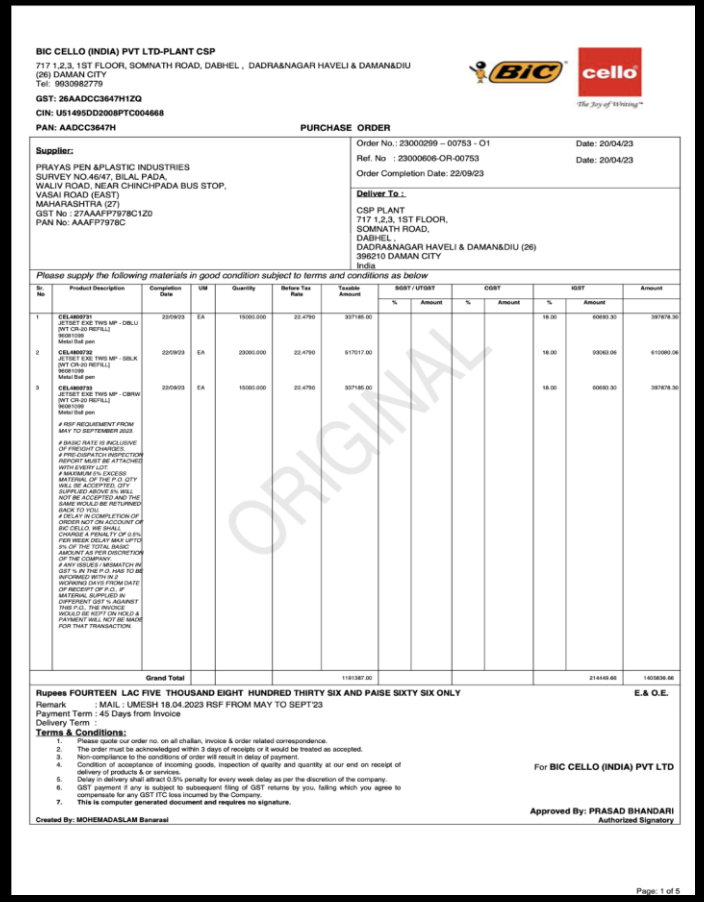
Prayas Pens and Plastics

- **Established**: 1979, Mumbai, India
- **Expertise**: Pen manufacturing and packaging
- **Operations**: Multiple factories and units
- **In House**: 80% of operations
- **Focus**: B2B sector

Current Data Storage Mechanism



BIC CELLO (INDIA) PVT LTD-PLANT CSP

717 1,2,3, 1ST FLOOR, SOMNATH ROAD, DABHEL , DADRA&NAGAR HAVELI & DAMAN&DIU
(26) DAMAN CITY
Tel: 9930982779

GST: 26AADCC3647H1ZQ

CIN: U51495DD2008PTC004668

PAN: AADCC3647H

PURCHASE ORDER

Supplier:

PRAYAS PEN &PLASTIC INDUSTRIES
SURVEY NO.46/47, BILAL PADA,
WALIV ROAD, NEAR CHINCHPADA BUS STOP,
VASAI ROAD (EAST)
MAHARASHTRA (27)
GST No : 27AAAFP7978C1Z0
PAN No: AAAFP7978C

Order No.: 23000299 – 00753 - O1 Date: 20/04/23
Ref. No : 23000606-OR-00753 Date: 20/04/23
Order Completion Date: 22/09/23

Deliver To :

CSP PLANT
717 1,2,3, 1ST FLOOR,
SOMNATH ROAD,
DABHEL ,
DADRA&NAGAR HAVELI & DAMAN&DIU (26)
396210 DAMAN CITY
India

Please supply the following materials in good condition subject to terms and conditions as below

Sr. No	Product Description	Completion Date	UM	Quantity	Before Tax Rate	Taxable Amount	SGST / UTGST %	SGST / UTGST Amount	CGST %	CGST Amount	IGST %	IGST Amount	Amount
1	CEL4908731 JETSET EXE TWS MP - DBLU (WT CR-20 REFILL) 90081099 Metal Ball pen	22/09/23	EA	15000.000	22.4750	337185.00					18.00	60693.30	397878.30
2	CEL4908732 JETSET EXE TWS MP - SBLK (WT CR-20 REFILL) 90081099 Metal Ball pen	22/09/23	EA	23000.000	22.4750	517017.00					18.00	93063.06	610080.06
3	CEL4908733 JETSET EXE TWS MP - CBRW (WT CR-20 REFILL) 90081099 Metal Ball pen	22/09/23	EA	15000.000	22.4750	337185.00					18.00	60693.30	397878.30
	# RSF REQUIATMENT FROM MAY TO SEPTEMBER 2023. # BASIC RATE IS INCLUSIVE OF FREIGHT CHARGES. # PRE-DISPATCH INSPECTION REPORT MUST BE ATTACHED WITH EVERY LOT. # MAXIMUM 5% EXCESS QUANTITY OF ORDER QTY WILL BE ACCEPTED. QTY SUPPLIED ABOVE 5% WILL NOT BE ACCEPTED AND THE SAME WOULD BE RETURNED BACK TO YOU. # DELAY IN COMPLETION OF ORDER NOT ON ACCOUNT OF FORCE MAJEURE WILL INCUR LIABILITY OF 0.5% PER WEEK DELAY MAX UPTO 5% OF THE TOTAL BASIC AMOUNT AS PER DISCRETION OF THE COMPANY. # ANY ISSUES / MISMATCH IN GST % IN THE P.O. HAS TO BE INFORMED WITHIN 3 WORKING DAYS FROM DATE OF RECEIPT OF P.O., IF MATERIAL SUPPLIED IN DIFFERENT GST % AGAINST THIS P.O., THE INVOICE WOULD BE KEPT ON HOLD & PAYMENT WILL NOT BE MADE FOR THAT TRANSACTION.												
	Grand Total					1191387.00						214449.66	1405836.66

Rupees FOURTEEN LAC FIVE THOUSAND EIGHT HUNDRED THIRTY SIX AND PAISE SIXTY SIX ONLY **E.& O.E.**

Remark : MAIL : UMESH 18.04.2023 RSF FROM MAY TO SEPT'23
Payment Term : 45 Days from Invoice
Delivery Term :

Terms & Conditions:

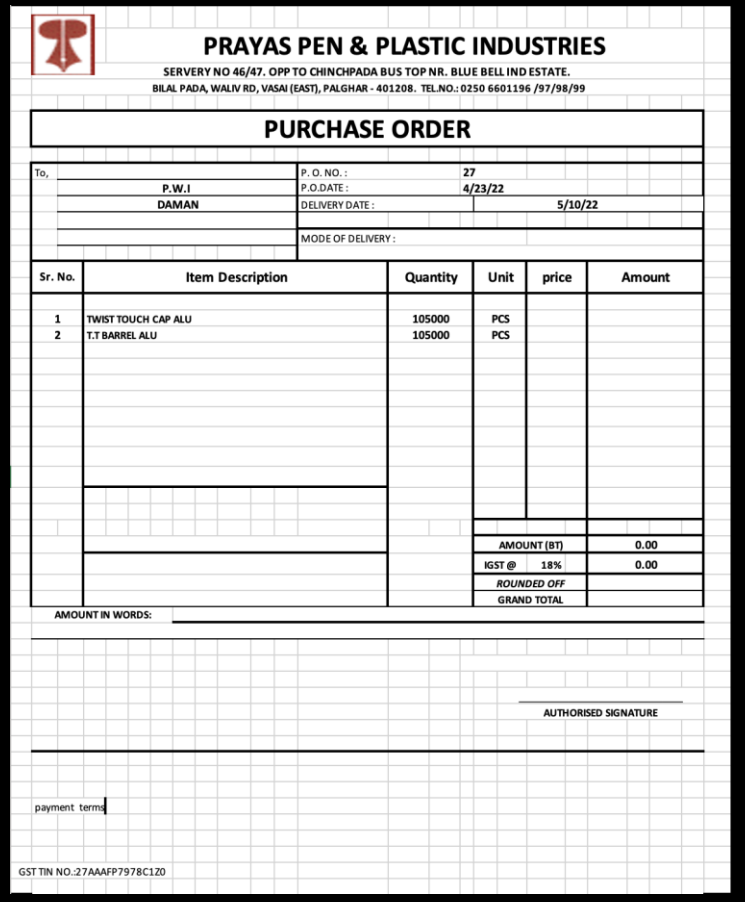
1. Please quote our order no. on all challan, invoice & order related correspondence.
2. The order must be acknowledged within 3 days of receipts or it would be treated as accepted.
3. Non-compliance to the conditions of order will result in delay of payment.
4. Condition of acceptance of incoming goods, Inspection of quality and quantity at our end on receipt of delivery of products & or services.
5. Delay in delivery shall attract 0.5% penalty for every week delay as per the discretion of the company.
6. GST payment if any is subject to subsequent filing of GST returns by you, failing which you agree to compensate for any GST ITC loss incurred by the Company.
7. **This is computer generated document and requires no signature.**

For **BIC CELLO (INDIA) PVT LTD**

Approved By: PRASAD BHANDARI
Authorized Signatory

Created By: MOHEMADASLAM Banarasi

Page: 1 of 5



PRAYAS PEN & PLASTIC INDUSTRIES

SERVERY NO 46/47. OPP TO CHINCHPADA BUS TOP NR. BLUE BELL IND ESTATE.
BILAL PADA, WALIV RD, VASAI (EAST), PALGHAR - 401208. TEL.NO.: 0250 6601196 /97/98/99

PURCHASE ORDER

To,
P.W.I
DAMAN

P. O. NO. : 27
P.O.DATE : 4/23/22
DELIVERY DATE : 5/10/22
MODE OF DELIVERY :

Sr. No.	Item Description	Quantity	Unit	price	Amount
1	TWIST TOUCH CAP ALU	105000	PCS		
2	T.T BARREL ALU	105000	PCS		
				AMOUNT (BT)	0.00
				IGST @ 18%	0.00
				ROUNDED OFF	
				GRAND TOTAL	

AMOUNT IN WORDS:

AUTHORISED SIGNATURE

payment terms

GST TIN NO.:27AAAFP7978C1Z0

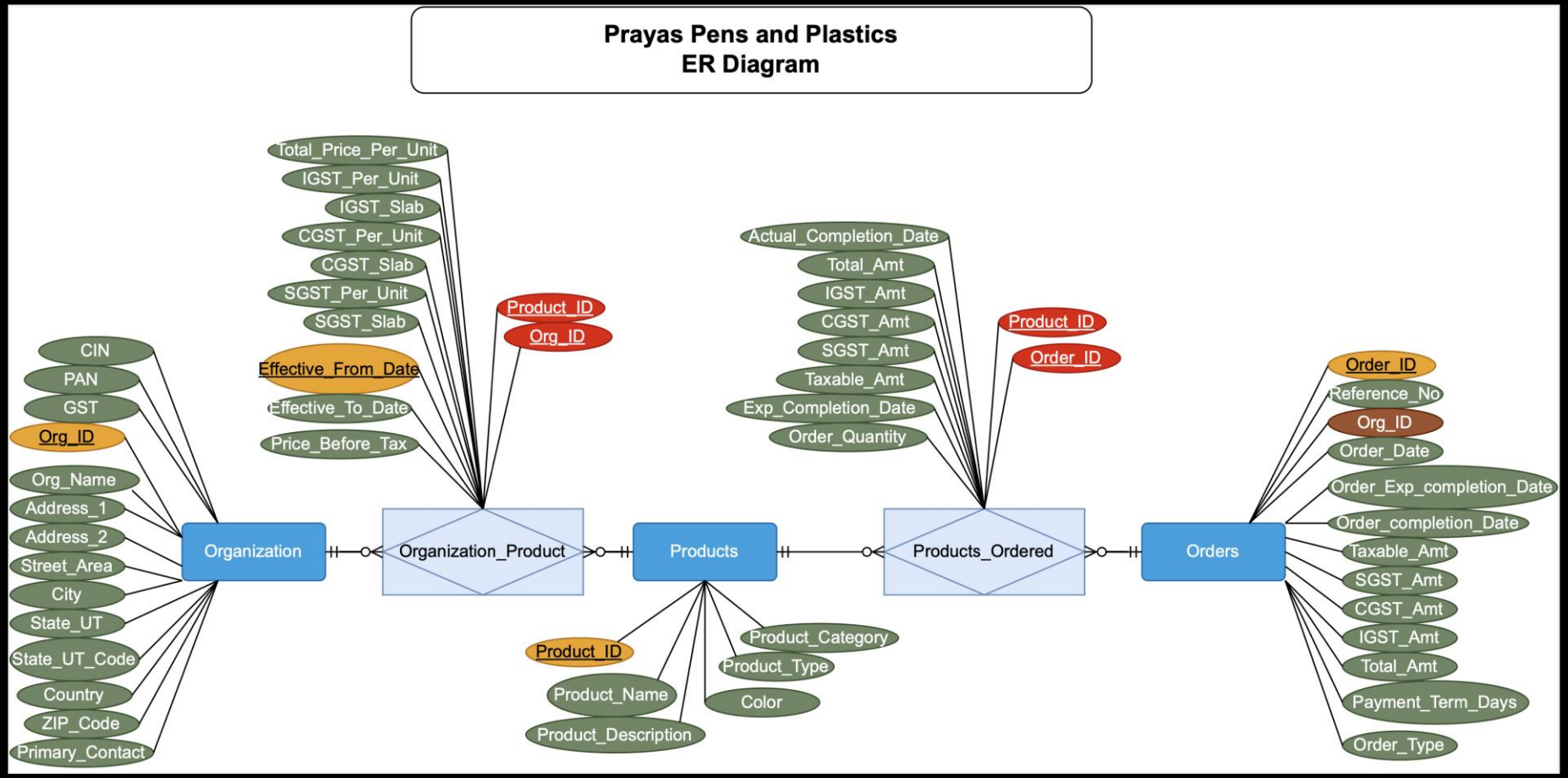
Business Process

- Contractual Pricing
- Purchase Orders
- Raw Material Procurement
- Manufacturing
- Delivery

Project Objectives

- Data Standardization
- Digital Transformation Initiation
- Data Monetization

Conceptual Data Modeling



Normalization

All tables are in 3 NF except **Organization**.

Transitive dependencies in Organization:-

ZIP_code --> City
State_UT_Code --> City
State_UT_Code --> State_UT
State_UT_Code --> Country

Conversion to 3 NF

Organization (Customer_ID, Name, Address_1, Address_2, Street_Area, ZIP_Code, Primary_Contact, GST, CIN, PAN)

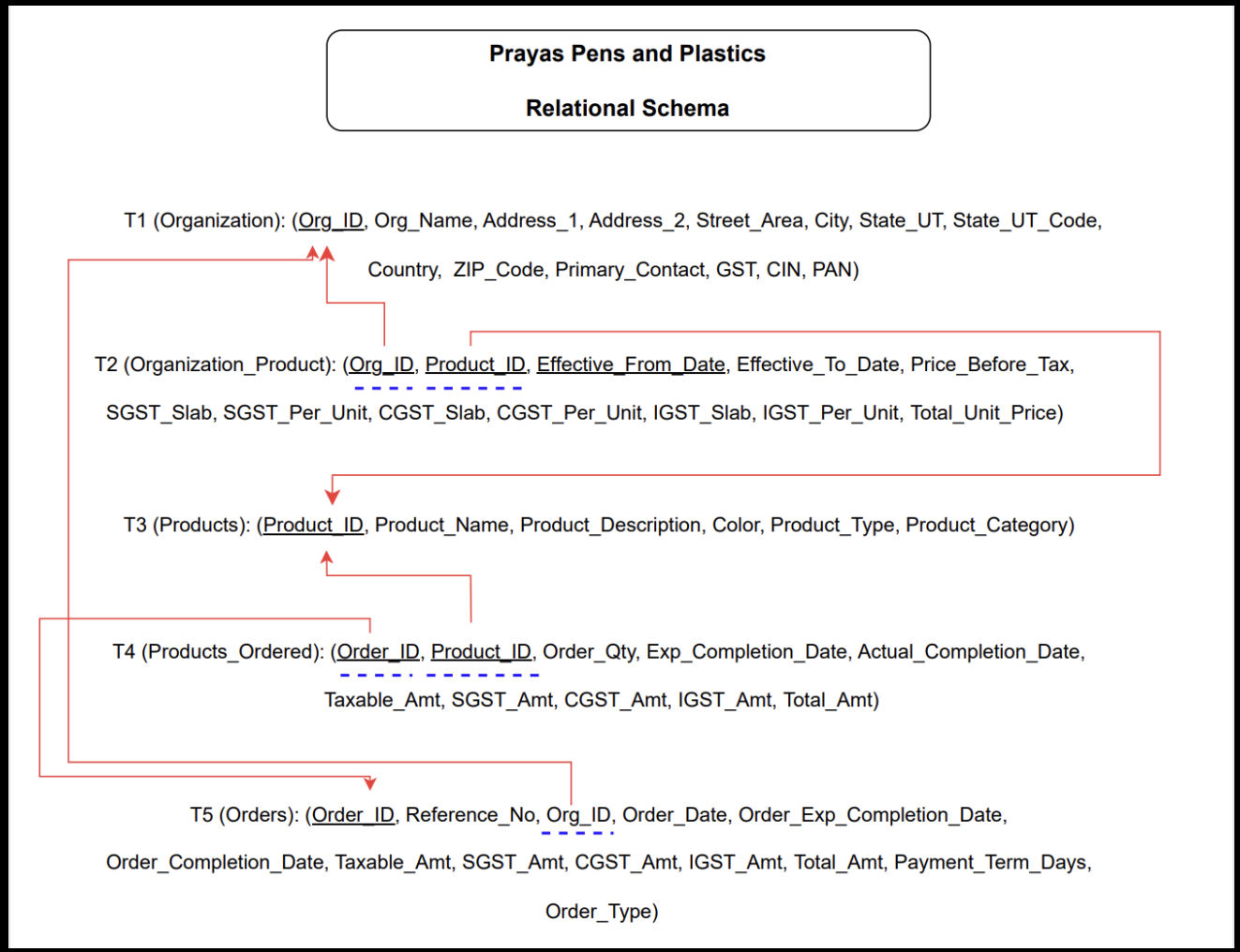
Zipcodes (ZIP_Code, City)

State_City (City, State_UT_Code)

State_Country (State_UT_Code, State_UT, Country)

NOTE** *Our clients, prioritizing simplicity and seamless daily operations, preferred a less complex database structure over the initially recommended 3rd Normal Form (3NF) design. With fewer than 200 customer records, they saw limited urgency in addressing data redundancy within their organization table.*

Relational Schema



Data Insight Queries

Insights provided to clients –

- Clients that order the most from Prayas
- Suppliers that Prayas orders the most from
- Information about Revenue, AOV and Order Count
- Market Basket Analysis
- Order delivery estimation
- Products Analysis
  - Top products
  - Never been ordered before

Market Basket Analysis

```sql
-- 10(Joins) Find Products Purchased Together atleast 3 times
SELECT po1.Product_ID, po2.Product_ID, COUNT(*) AS PurchaseCount
FROM products_ordered po1
INNER JOIN products_ordered po2 ON po1.Order_ID = po2.Order_ID AND po1.Product_ID < po2.Product_ID
GROUP BY po1.Product_ID, po2.Product_ID
HAVING PurchaseCount >= 3
ORDER BY PurchaseCount DESC;
```

100% 12:73

Result Grid Filter Rows: Search Export:

Product_ID	Product_ID	PurchaseCount
CEL4800724	CEL4800725	3
CEL4800724	CEL4800726	3
CEL4800725	CEL4800726	3

Market basket analysis identifies associations between products frequently purchased together. For Prayas, it would aid in–

- **Inventory Optimization:** Minimizes excess stock, maximizes sales
- **Cross-Selling Opportunities:** Boosts revenue through complementary sales
- **Targeted Marketing:** Precision in promotional strategies

Delivery Performance Analysis

```
119
120    -- 14. Identify orders that were delivered before time, on time and delayed
121
122 •  select org_id, order_type, count(order_id) as Total_Counts,
123    sum(case when Order_Completion_Date > Order_Exp_Completion_Date then 1 else 0 end) * 100/count(order_id)  as Orders_delayed,
124    sum(case when Order_Completion_Date < Order_Exp_Completion_Date then 1 else 0 end) * 100/count(order_id)  as Orders_delivered_ahead,
125    sum(case when Order_Completion_Date = Order_Exp_Completion_Date then 1 else 0 end) * 100/count(order_id)  as Orders_ontime
126    from ORDERS group by 1,2;
```

100% 44:124

Result Grid Filter Rows: Search Export:

org_id	order_type	Total_Counts	Orders_delayed	Orders_delivered_ahe...	Orders_ontime
1	Customer	5	0.0000	40.0000	60.0000
3	Supplier	3	66.6667	0.0000	33.3333
4	Supplier	1	0.0000	0.0000	100.0000
5	Supplier	2	50.0000	0.0000	50.0000
6	Supplier	6	33.3333	33.3333	33.3333
7	Supplier	1	0.0000	100.0000	0.0000
8	Supplier	1	100.0000	0.0000	0.0000
9	Supplier	1	0.0000	100.0000	0.0000
10	Supplier	1	0.0000	0.0000	100.0000
11	Supplier	2	0.0000	0.0000	100.0000
12	Supplier	1	0.0000	0.0000	100.0000
13	Supplier	4	0.0000	0.0000	100.0000

Delivery performance analysis helps Prayas understand the percentage of orders delivered before time, on time and delayed. With this information, Prayas can –

- **Optimized Operations:** Identifies and resolves bottlenecks in the manufacturing and delivery process, ensuring streamlined operations.
- **Customer Satisfaction:** Ensures timely and accurate deliveries, enhancing customer experience and loyalty.
- **Cost Efficiency:** Reduces expenses associated with delayed deliveries, rework, and customer complaints, leading to cost savings.
- **Resource Allocation:** Allows for better allocation of resources by identifying areas that need improvement in the delivery process.

Product Analysis

```sql
-- 6(Joins) What is Prayas's top bought products in volume (Ordered descending) and how much revenue are they generating for that particular product?
SELECT
    p.Product_ID,
    pr.Product_Name,
    SUM(p.Order_Qty) AS TotalQuantityOrdered,
    SUM(p.Total_Amt) AS TotalRevenue
FROM products_ordered p
JOIN products pr ON p.Product_ID = pr.Product_ID
GROUP BY p.Product_ID, pr.Product_Name
ORDER BY TotalQuantityOrdered DESC;
```

100% 22:39

Result Grid | Filter Rows: Search | Export:

Product_ID	Product_Name	TotalQuantityOrder...	TotalRevenue
SUP_PRD_ID_0050	PH4 UMA CLIP N.P.	200000.00	384680.00
SUP_PRD_ID_0010	23 MM GELETTIN	200000.00	14632.00
SUP_PRD_ID_0025	18 HOLE CLIP N.P	150000.00	180540.00
SUP_PRD_ID_0028	RITTER PLAIN CLIP C.P	130000.00	184080.00
SUP_PRD_ID_0008	TWIST TOUCH SOLID SPRING	116000.00	80358.00
SUP_PRD_ID_0043	VIEW METAL NOZZLE	58424.00	203948.00
SUP_PRD_ID_0044	VIEW HEAVY SPRING	57400.00	74505.00
SUP_PRD_ID_0042	VIEW METAL BHUNGRI	54900.00	258951.00
SUP_PRD_ID_0045	VIEW REFILL SPRING	52800.00	3738.00

Result Grid | Form Editor | Field Types

Product analysis includes an understanding of top selling products and the ones that do not sell –

- **Inventory Focus:** Directs attention to high-demand items
- **Profit Maximization:** Enhances revenue by promoting best-sellers
- **Stock Clearance:** Flags slow-moving products for adjustment