

Brand	Sales Doc Type	Div Name	SalesOffice	Material Group	Plant Name	Material	MSG	Sales Doc	LOB	PC	Week	FinYear
All	All	All	All	All	All	All	All	All	All	All	All	2526

LOB Wise Fill Rate											
LOB	Count sales doc	Biz_OrderFill	Biz_fill rate	SCM_Orderfill	SCM_Fill rate	Billed Quantity	Order Quantity	Qty fill rate	OrderNetValue	InvNetValue	Value fill rate
	1546	1,255.00	81.18	1,483.00	95.92	1,56,137.99	1,93,993.00	80.49	1,25,67,295.39	1,03,52,936.79	82.38
CSD	6190	5,374.00	86.82	5,887.00	95.11	40,30,708.00	43,99,957.00	91.61	21,50,37,337.85	18,91,03,398.89	87.94
DTC	3	3.00	100.00	3.00	100.00	312.00	312.00	100.00	18,378.21	18,378.21	100.00
ECM	17476	12,541.00	71.76	15,301.00	87.55	39,86,662.00	53,00,554.00	75.21	55,19,50,616.31	42,62,86,062.52	77.23
EXP	114	105.00	92.11	114.00	100.00	29,64,825.00	29,75,065.00	99.66	9,89,04,699.28	9,83,59,956.48	99.45
GT	274987	2,53,634.00	92.23	2,69,677.00	98.07	18,54,87,981.88	27,30,43,028.01	67.93	7,60,40,77,623.83	5,48,75,43,072.90	72.17
INS	870	649.00	74.60	811.00	93.22	1,10,616.00	1,29,339.00	85.52	1,83,34,237.93	1,48,98,411.74	81.26
MT-Metro	4298	2,874.00	66.87	4,215.00	98.07	9,02,994.00	16,82,266.00	53.68	5,88,30,481.38	4,06,78,208.22	69.14
MT-Others	20444	16,965.00	82.98	19,355.00	94.67	99,11,771.99	1,25,14,988.00	79.20	1,21,77,38,620.68	95,11,81,259.55	78.11
MT-Reliance	19937	15,886.00	79.68	18,877.00	94.68	23,37,285.98	28,86,864.00	80.96	31,55,62,504.10	25,33,94,432.01	80.30
MT-Walmart	5676	3,965.00	69.86	5,476.00	96.48	8,09,305.98	15,47,556.00	52.30	6,98,64,590.76	4,04,16,070.34	57.85
Total	351541	3,13,251.00	89.11	3,41,199.00	97.06	21,06,98,600.82	30,46,73,922.01	69.16	10,16,28,86,385.72	7,51,22,32,187.65	73.92

Brand Wise Fill Rate											
Brand	Count sales doc	Biz_OrderFill	Biz_fill rate	SCM_Orderfill	SCM_Fill rate	Billed Quantity	Order Quantity	Qty fill rate	OrderNetValue	InvNetValue	Value fill rate
Bactershield-Handwash	243	222.00	91.36	236.00	97.12	13,206.00	14,248.00	92.69	7,09,448.46	6,57,890.08	92.73
Bactershield-Soap	38	34.00	89.47	36.00	94.74	5,532.00	5,904.00	93.70	2,37,578.80	2,26,247.22	95.23
Body-Wash	5423	4,747.00	87.53	5,169.00	95.32	3,08,895.00	3,59,056.00	86.03	3,04,81,438.42	2,56,54,480.37	84.16
CC-Aramusk-Deo	139	76.00	54.68	109.00	78.42	14,144.00	23,840.00	59.33	34,83,342.21	18,53,225.79	53.20
CC-Aramusk-SG	38	20.00	52.63	24.00	63.16	2,352.00	4,056.00	57.99	6,92,643.16	3,95,608.14	57.12
CC-Aramusk-Soap	369	249.00	67.48	305.00	82.66	32,913.00	48,237.00	68.23	86,57,167.90	54,03,236.70	62.41
Chandrika	12789	11,784.00	92.14	12,598.00	98.51	72,87,520.00	76,96,246.00	94.69	27,16,75,862.98	25,08,38,534.48	92.33
Chandrika-Fwash	40	34.00	85.00	39.00	97.50	5,109.00	5,989.00	85.31	2,45,819.41	2,09,451.68	85.21
Chandrika-Gly	504	401.00	79.56	456.00	90.48	1,16,210.00	1,38,190.00	84.09	77,27,390.65	59,13,148.31	76.52
Chandrika-HWash	1537	1,367.00	88.94	1,488.00	96.81	2,50,678.00	2,76,176.00	90.77	1,77,95,959.97	1,59,70,897.92	89.74
Chandrika-Pushpaveda	148	129.00	87.16	147.00	99.32	17,627.00	19,151.00	92.04	11,60,262.27	9,98,674.00	86.07
DOY	542	400.00	73.80	529.00	97.60	1,50,289.00	1,62,723.00	92.36	34,93,793.10	21,72,804.06	62.19
Egg-Boiler	26	20.00	76.92	22.00	84.62	1,928.00	2,072.00	93.05	22,03,027.35	20,34,858.78	92.37
Electric-Irons	977	707.00	72.36	781.00	79.94	24,201.00	36,103.00	67.03	2,19,63,644.43	1,54,33,117.01	70.27
Total	351541	3,13,251.00	89.11	3,41,199.00	97.06	21,06,98,600.82	30,46,73,922.01	69.16	10,16,28,86,385.72	7,51,22,32,187.65	73.92

Plant Wise Fill Rate												
Plant	Plant Name	Count sales doc	Biz_OrderFill	Biz_fill rate	SCM_Orderfill	SCM_Fill rate	Billed Quantity	Order Quantity	Qty fill rate	OrderNetValue	InvNetValue	Value fill rate
5401	Hyderabad Depot	3	0.00	0.00	0.00	0.00	0.00	9,420.00	0.00	2,44,792.23		
7230	Lucknow Ivory	2	0.00	0.00	0.00	0.00	0.00	300.00	0.00	8,314.36		
7320	Hyderabad Ivory	9	0.00	0.00	0.00	0.00	0.00	3,291.00	0.00	1,14,343.17		
7340	Tumkur Hub - 02 Wipro	4	0.00	0.00	0.00	0.00	0.00	270.00	0.00	22,162.74		
4330	Personal Care Plant	11	8.00	72.73	8.00	72.73	1,122.00	1,182.00	94.92	1,85,770.20	1,72,853.00	93.05
5305	Hubli Depot	7568	6,061.00	80.09	7,324.00	96.78	88,21,402.00	8,52,91,174.00	10.34	2,01,22,30,862.79	27,30,66,792.89	13.57
5010	Faridabad Depot	11730	9,782.00	83.39	11,082.00	94.48	20,60,832.99	24,04,878.00	85.69	20,27,68,184.81	16,78,54,333.23	82.78
6002	Hyderabad HUB	23323	19,640.00	84.21	22,689.00	97.28	1,80,07,983.96	2,04,19,093.00	88.19	78,37,20,527.63	64,39,06,328.82	82.16
5105	WCCL Kolkata Depot	9308	7,884.00	84.70	8,864.00	95.23	40,58,763.00	45,62,961.00	88.95	14,67,66,361.64	12,16,09,582.93	82.86
5009	Zirakpur Depot	11246	9,533.00	84.77	10,707.00	95.21	36,17,854.00	39,16,676.00	92.37	22,21,15,277.59	19,45,37,411.55	87.58
5206	Pune Depot	17008	14,423.00	84.80	16,344.00	96.10	53,74,799.00	63,42,648.00	84.74	38,31,46,095.95	31,58,38,456.45	82.43
5210	CC Trade Bhiwandi Depot	16140	13,696.00	84.86	15,612.00	96.73	60,83,261.00	68,80,848.00	88.41	34,28,70,474.21	26,41,39,282.19	77.04
6007	Haridwar Hub	3473	2,957.00	85.14	3,248.00	93.52	5,75,851.00	6,53,634.00	88.10	5,20,76,322.44	4,42,56,014.23	84.98
2210	Tumkur Hub - Wipro	32619	27,816.00	85.28	31,348.00	96.10	1,98,52,458.00	2,51,20,738.00	79.03	97,63,48,374.87	77,65,77,177.69	79.54
Total		351541	3,13,251.00	89.11	3,41,199.00	97.06	21,06,98,600.82	30,46,73,922.01	69.16	10,16,28,86,385.72	7,51,22,32,187.65	73.92

Customer Wise Fill Rate											
Customer Name	Count sales doc	Biz_OrderFill	Biz_fill rate	SCM_Orderfill	SCM_Fill rate	Billed Quantity	Order Quantity	Qty fill rate	Value fill rate		
01AS01 GC CRPF GUWAHATI	17	17.00	100.00	17.00	100.00	6,080.00	6,080.00	100.00	100.00		
01BR02 CRPF JHAPHAN MUZZAFFERPUR	5	5.00	100.00	5.00	100.00	1,752.00	1,752.00	100.00	100.00		
01CG02 201 COBRA-CRPF JAGDALPUR	15	15.00	100.00	15.00	100.00	17,496.00	17,496.00	100.00	100.00		
01KL01 CRPF PALLIPURAM. TRIVANDRUM	246	246.00	100.00	246.00	100.00	37,250.00	37,250.00	100.00	100.00		
01UP03 GC-CRPF BIJNOUR	24	24.00	100.00	24.00	100.00	8,182.00	8,182.00	100.00	100.00		
01WB01 GC CRPF DURGAPUR	13	13.00	100.00	13.00	100.00	1,926.00	1,926.00	100.00	100.00		
02JH01 BSF-HAZARIBAG. JHARKHAND	11	11.00	100.00	11.00	100.00	2,406.00	2,406.00	100.00	100.00		
02MH01 BSF.CHAKUR LATUR	5	5.00	100.00	5.00	100.00	2,284.00	2,284.00	100.00	100.00		
02WB02 SHQ BSF KRISHNANAGAR	12	12.00	100.00	12.00	100.00	2,722.00	2,722.00	100.00	100.00		
03CG01 KBKB MB CISF BHILAI	18	18.00	100.00	18.00	100.00	4,076.00	4,076.00	100.00	100.00		
03JH01 CISF UNIT BCCL DHANBAD.MUNID	33	33.00	100.00	33.00	100.00	9,634.00	9,634.00	100.00	100.00		
04HP01 ITBP SHQ SHIMLA	17	17.00	100.00	17.00	100.00	2,865.00	2,865.00	100.00	100.00		
4SEASON TRADERS	8	8.00	100.00	8.00	100.00	534.00	534.00	100.00	100.00		
Total	351541	3,13,251.00	89.11	3,41,199.00	97.06	21,06,98,600.82	30,46,73,922.01	69.16	73.92		

Material Wise Fill Rate																		
sales document	Material	Material Description	Plant	Plant Name	SalesOffice	Brand	Created on	Count sales doc	Biz_OrderFill	Biz_fill rate	SCM_Orderfill	SCM_Fill rate	Billed Quantity	Order Quantity	Qty fill rate	OrderNetValue	InvNetValue	Value fill rate
9901747581	G62060	GLS 60W SAFELITE 200 CL - 25	6002	Hyderabad HUB	Hyderabad upc	GLS	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	113.00	0.00	1,146.95		
9901747581	108883	GLU BOLTS -ORG 16.2G JAR - MT RS10CL450	6002	Hyderabad HUB	Hyderabad upc	Glucovita-Bolts	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	155.00	0.00	1,103.83		
9901747581	113122	Softouch-OB Blue 18ml FO RS4CL720	6002	Hyderabad HUB	Hyderabad upc	Fabric-Softener	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	320.00	0.00	950.24		
9901747581	109996	STR SS A&S42 X 4 CL90 RS40	6002	Hyderabad HUB	Hyderabad upc	Santoor-White	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	59.00	0.00	1,607.61		
9901747580	G62060	GLS 60W SAFELITE 200 CL - 25	6002	Hyderabad HUB	Hyderabad upc	GLS	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	25.00	0.00	253.75		
9901747580	133974	Softouch-Blue-210mlRS58CL40	6002	Hyderabad HUB	Hyderabad upc	Fabric-Softener	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	31.00	0.00	1,334.77		
9901747580	113122	Softouch-OB Blue 18ml FO RS4CL720	6002	Hyderabad HUB	Hyderabad upc	Fabric-Softener	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	193.00	0.00	573.10		
9901747580	109996	STR SS A&S42 X 4 CL90 RS40	6002	Hyderabad HUB	Hyderabad upc	Santoor-White	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	85.00	0.00	2,316.04		
9901747579	133974	Softouch-Blue-210mlRS58CL40	6002	Hyderabad HUB	Hyderabad upc	Fabric-Softener	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	35.00	0.00	1,507.01		
9901747579	113122	Softouch-OB Blue 18ml FO RS4CL720	6002	Hyderabad HUB	Hyderabad upc	Fabric-Softener	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	655.00	0.00	1,945.01		
9901747579	109996	STR SS A&S42 X 4 CL90 RS40	6002	Hyderabad HUB	Hyderabad upc	Santoor-White	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	81.00	0.00	2,207.05		
9901747578	108883	GLU BOLTS -ORG 16.2G JAR - MT RS10CL450	6002	Hyderabad HUB	Hyderabad upc	Glucovita-Bolts	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	336.00	0.00	2,392.82		
9901747578	133974	Softouch-Blue-210mlRS58CL40	6002	Hyderabad HUB	Hyderabad upc	Fabric-Softener	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	33.00	0.00	1,420.89		
9901747578	113122	Softouch-OB Blue 18ml FO RS4CL720	6002	Hyderabad HUB	Hyderabad upc	Fabric-Softener	08-06-2025 00:00:00	1	0.00	0.00	1.00	100.00	0.00	340.00	0.00	1,009.62		
Total								351541	3,13,251.00	89.11	3,41,199.00	97.06	21,06,98,600.82	30,46,73,922.01	69.16	10,16,28,86,385.72	7,51,22,32,187.65	73.92

Brand

All

Sales Doc Ty...

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Material Group

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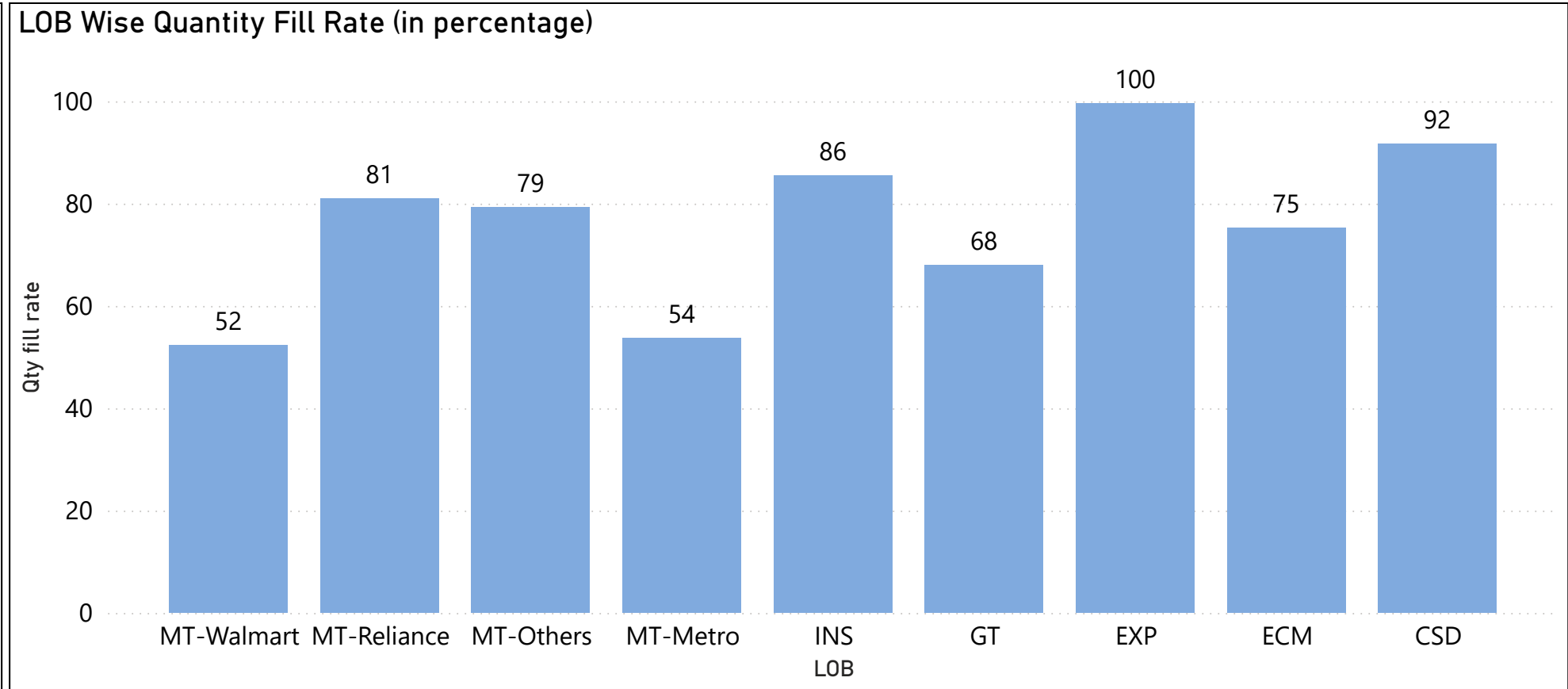
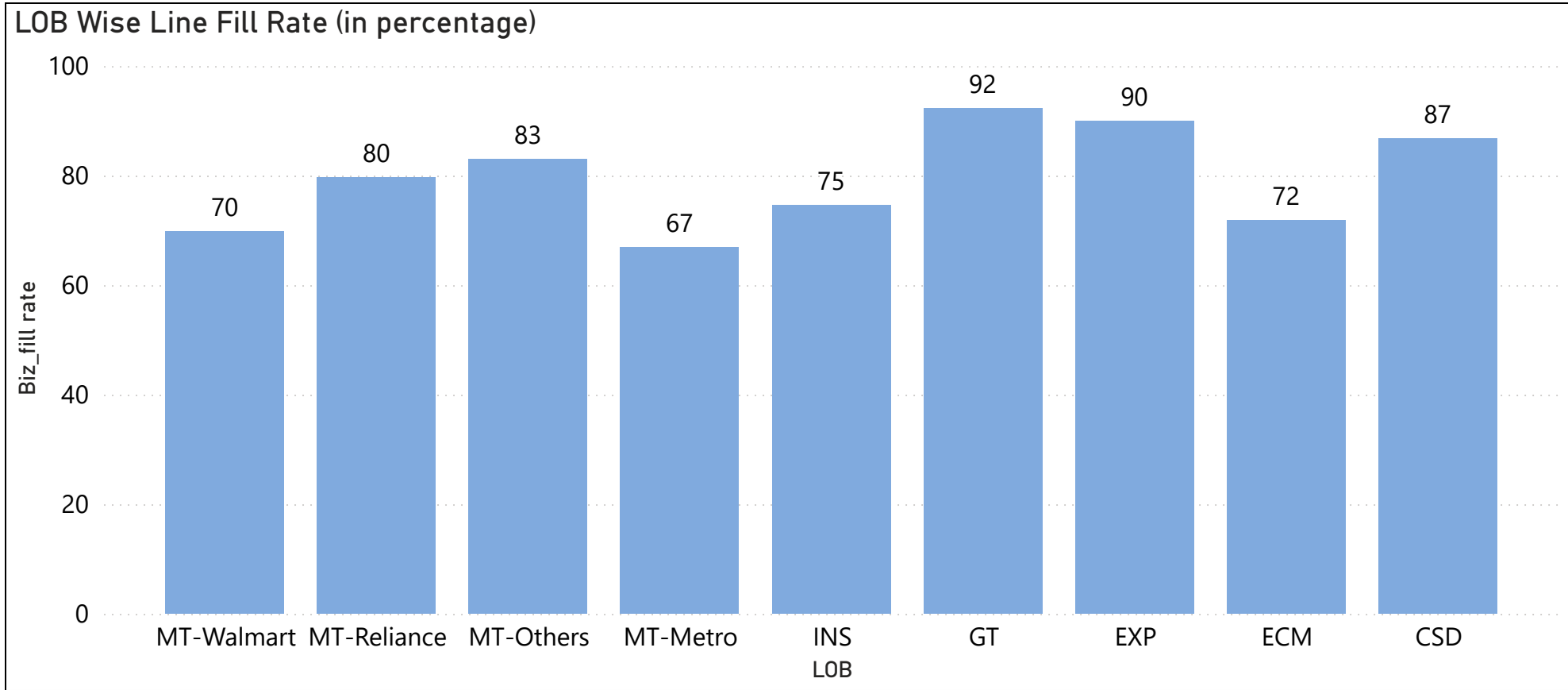
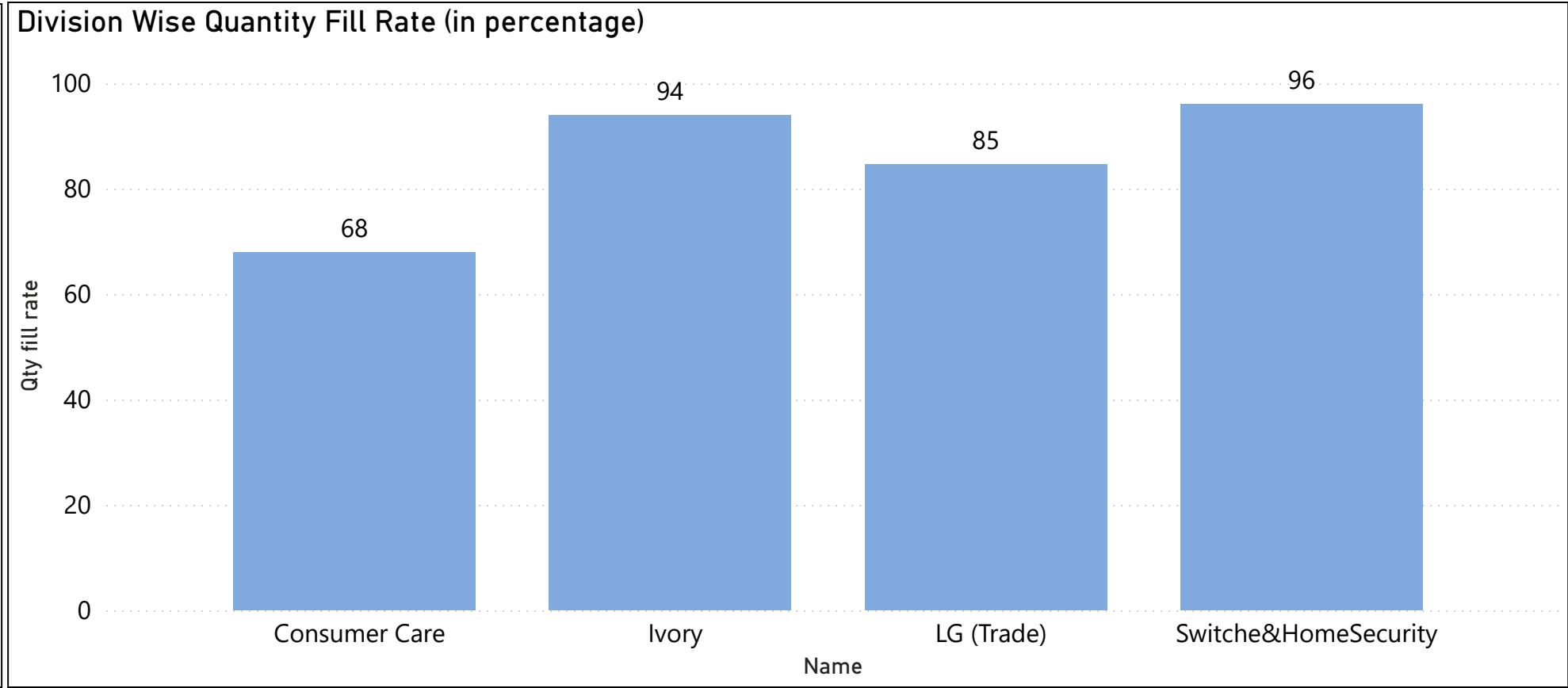
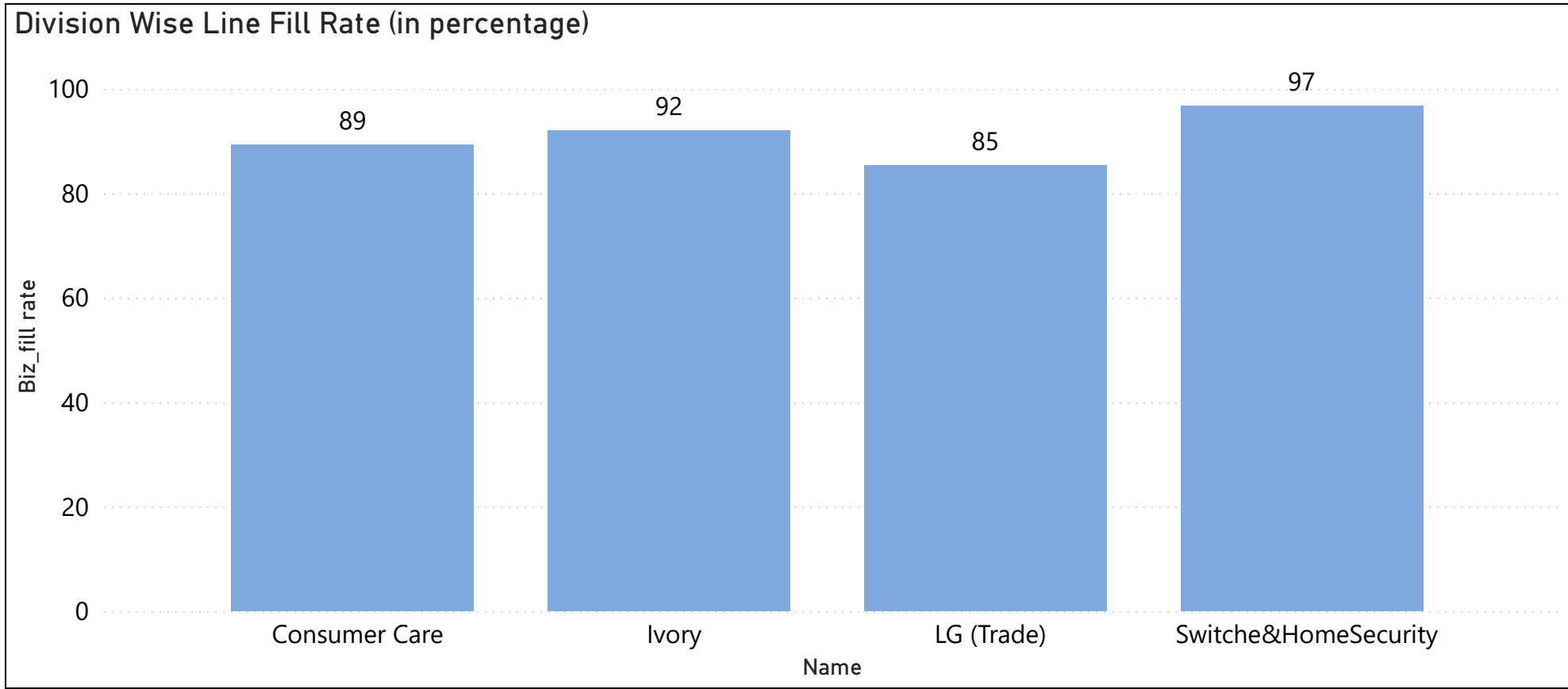
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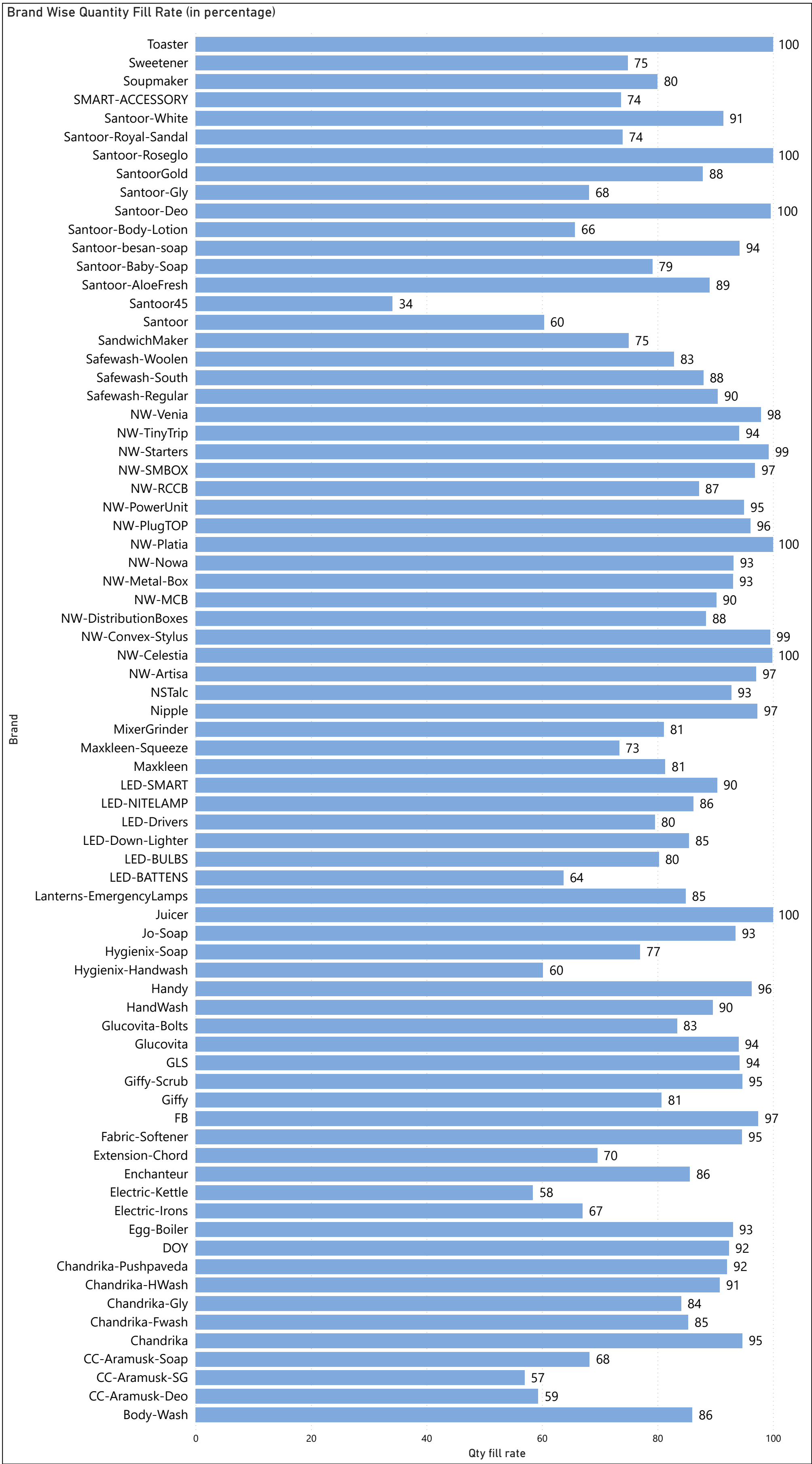
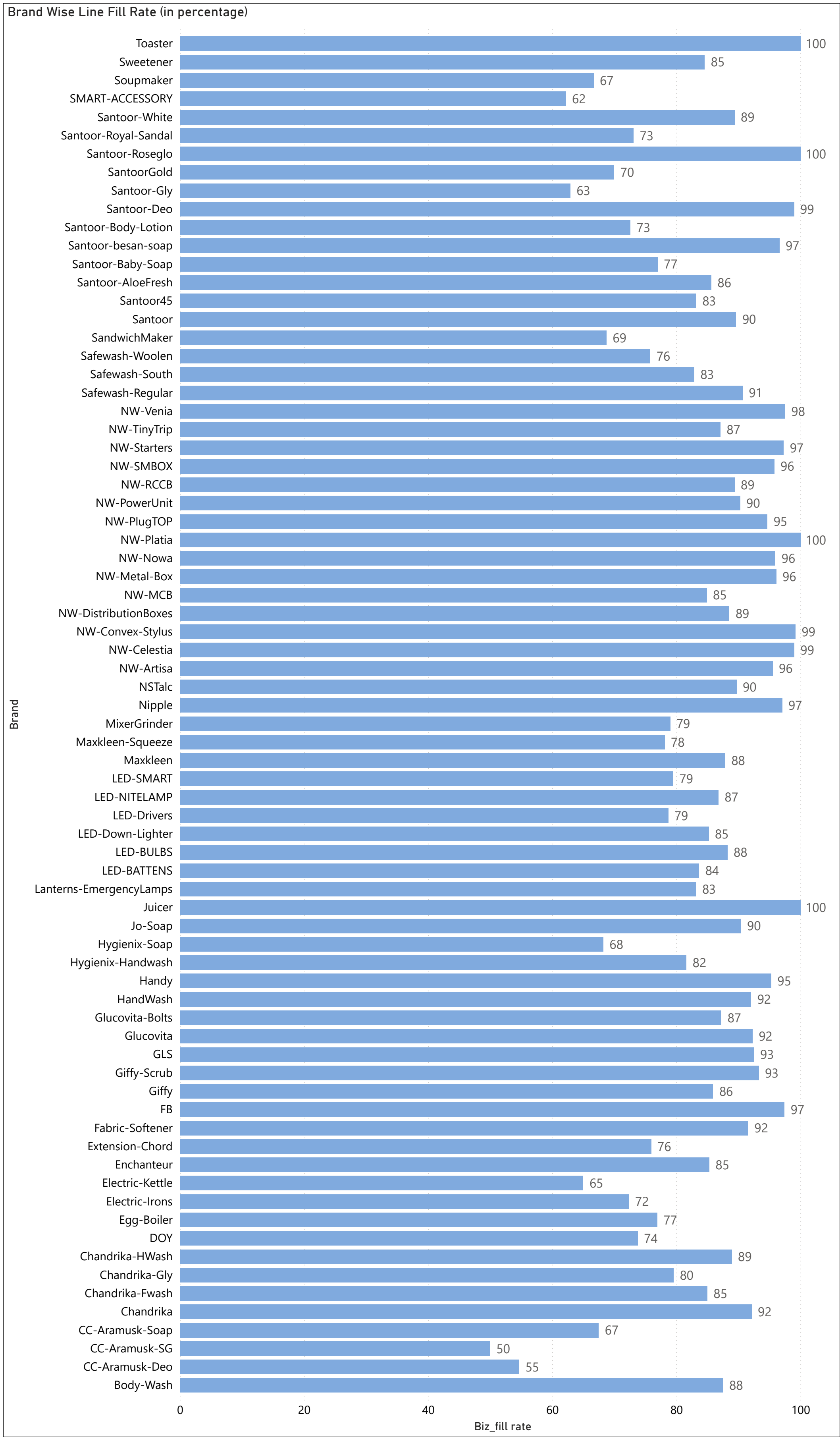
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FinYear

2526



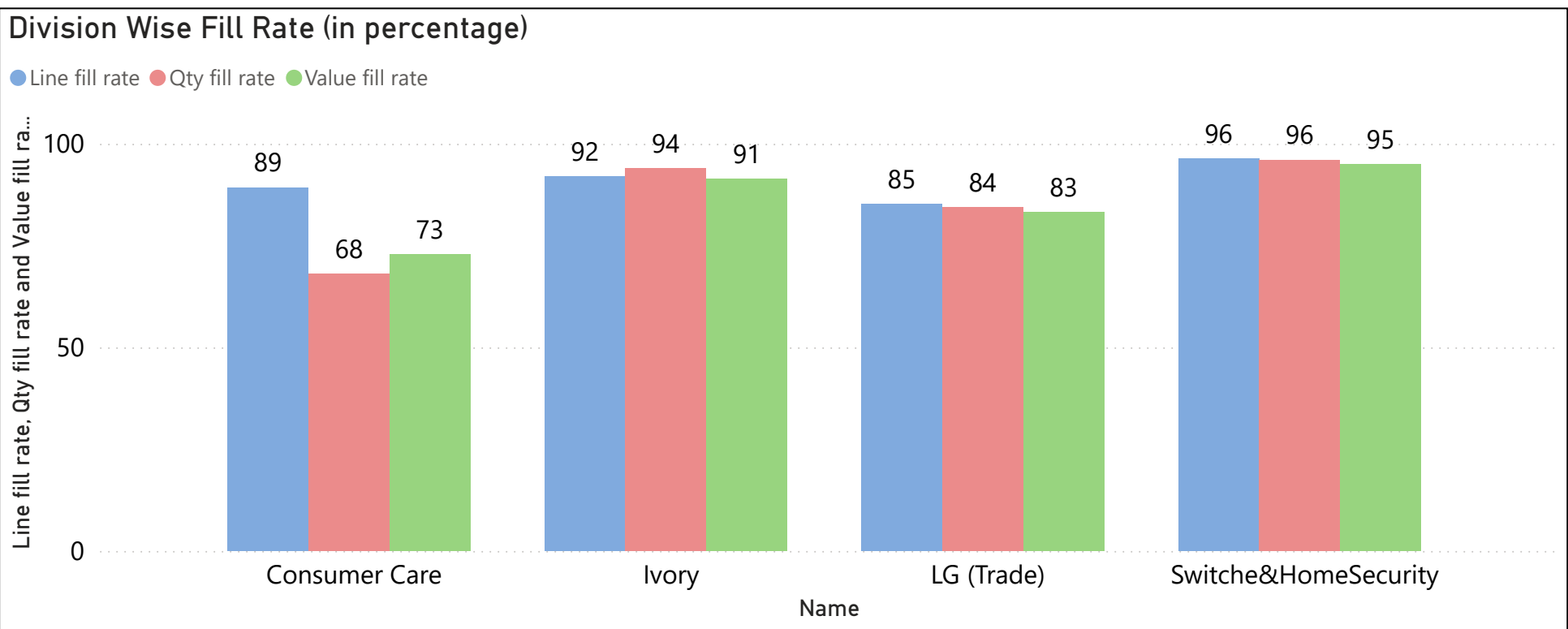
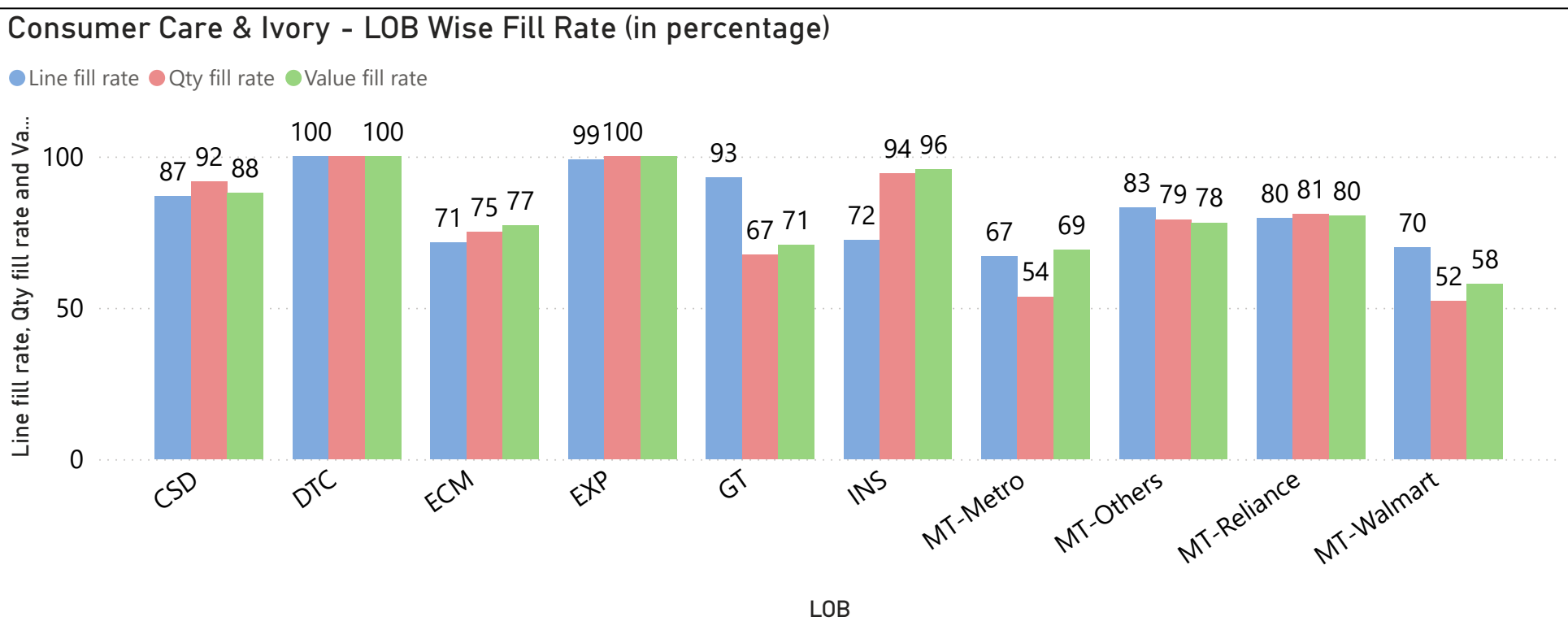
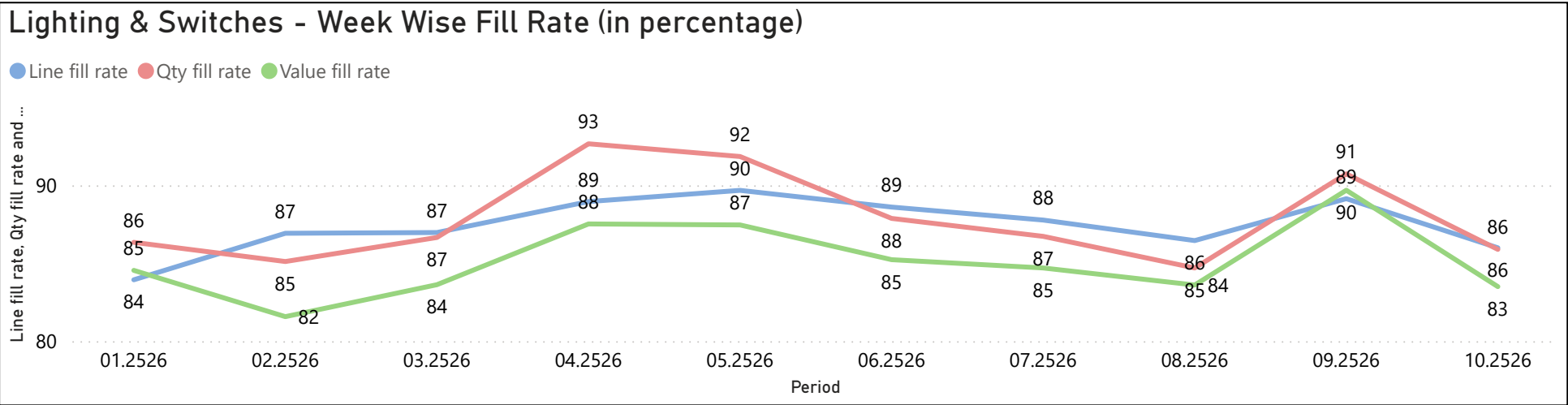
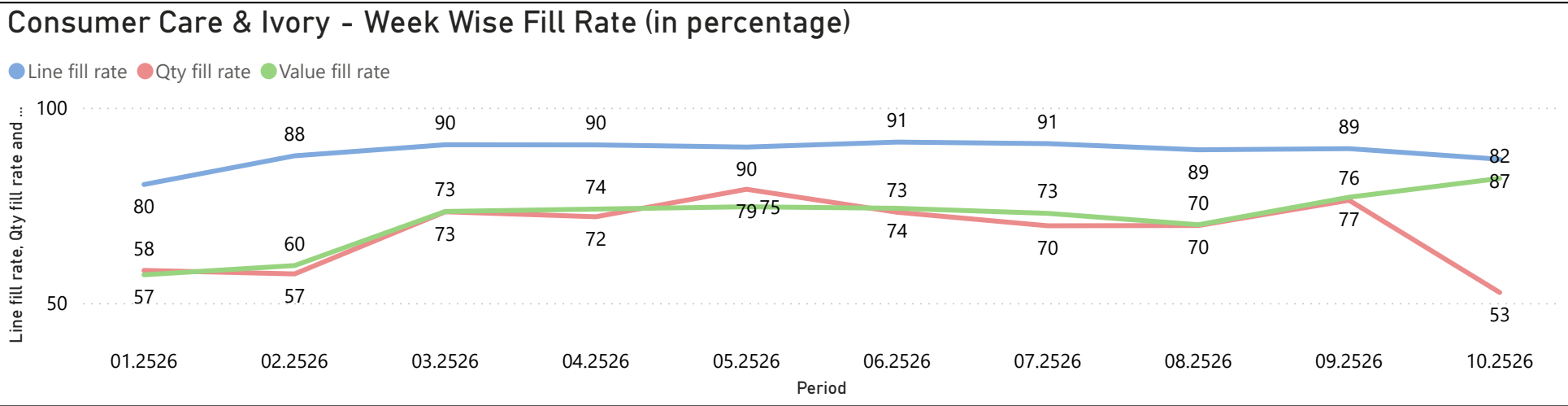
Brand	Sales Doc Ty...	Div Name	Material Group	SalesOffice	LOB	Plant Name	Material	Sales Doc	Week	PC	FinYear
All	All	All	All	All	All	All	All	All	All	All	2526



Brand	Sales Doc Ty...	Div Name	Material Group	SalesOffice	LOB	Plant Name	Material	Sales Doc	Week	PC	FinYear
All	All	All	All	All	All	All	All	All	All	All	2526

Week Wise Fill Rate									
Period	Count	Sales Doc	Biz_OrderFill	Biz_fill rate	SCM_Orderfill	SCM_Fill rate	Billed Quantity	Order Quantity	Qty fill rate
01.2526		9306	7,561.00	81.25	8,803.00	94.59	32,75,309.00	55,09,749.00	59.45
02.2526		31143	27,264.00	87.54	29,950.00	96.17	1,42,44,734.96	2,45,53,155.00	58.02
03.2526		36352	32,709.00	89.98	35,212.00	96.86	2,03,51,323.00	2,76,60,124.00	73.58
04.2526		38895	35,095.00	90.23	37,813.00	97.22	2,39,76,873.00	3,31,16,783.00	72.40
05.2526		35802	32,174.00	89.87	34,879.00	97.42	2,83,39,158.00	3,57,26,574.00	79.32
06.2526		40368	36,660.00	90.81	39,372.00	97.53	2,35,66,872.98	3,20,47,933.00	73.54
07.2526		39545	35,728.00	90.35	38,475.00	97.29	2,41,26,543.99	3,44,22,603.00	70.09
08.2526		40653	36,085.00	88.76	39,549.00	97.28	2,29,80,616.95	3,27,39,334.00	70.19
09.2526		39372	35,215.00	89.44	38,181.00	96.98	2,56,96,481.99	3,35,67,831.01	76.55
10.2526		40105	34,760.00	86.67	38,965.00	97.16	2,41,40,686.96	4,53,29,836.00	53.26
Total		351541	3,13,251.00	89.11	3,41,199.00	97.06	21,06,98,600.82	30,46,73,922.01	69.16

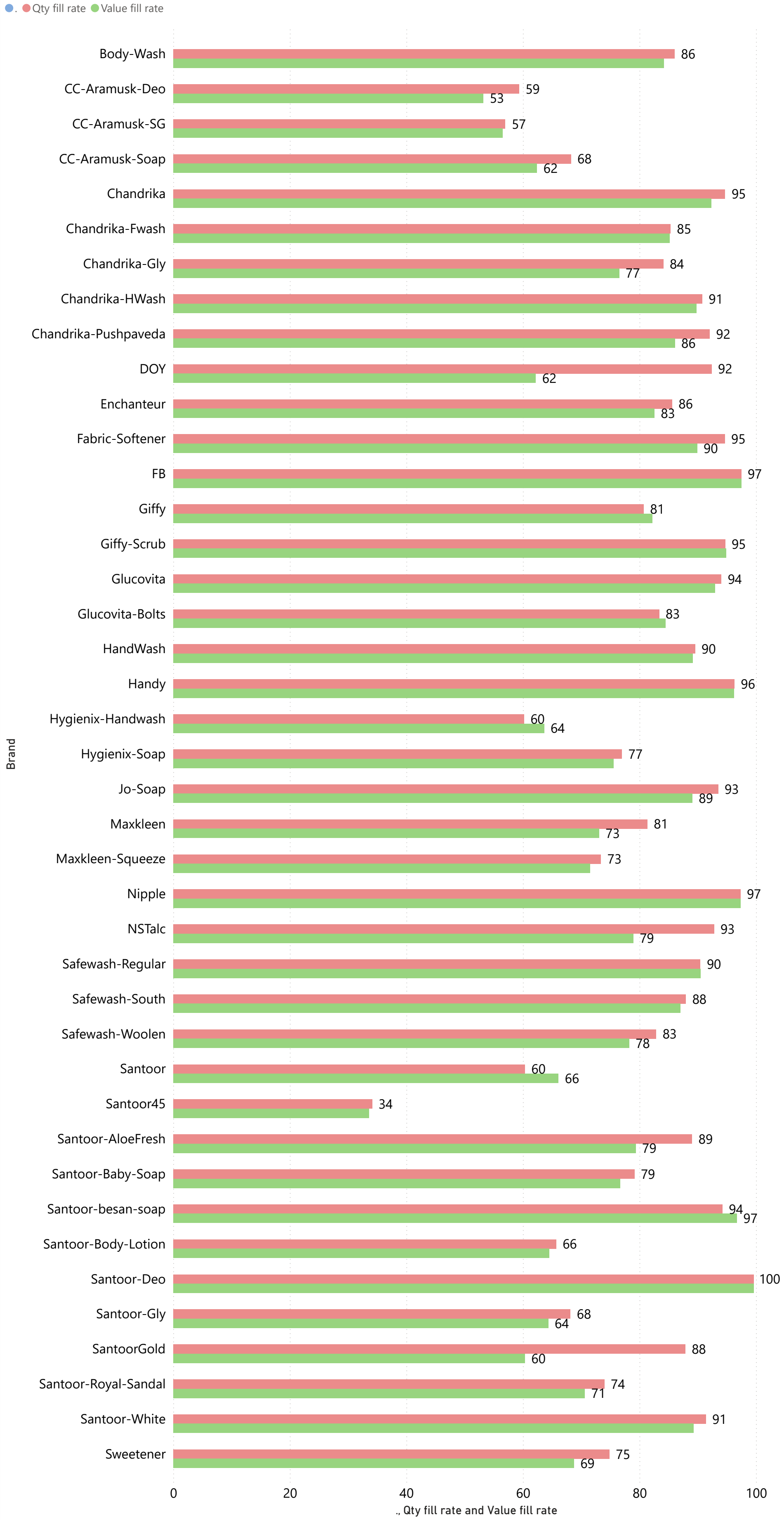
Week Wise Value Fill Rate			
Period	OrderNetValue	InvNetValue	Value fill rate
01.2526	21,18,06,510.58	12,90,96,458.31	60.95
02.2526	87,05,18,012.29	53,28,82,683.98	61.21
03.2526	96,43,66,568.04	71,46,69,606.24	74.11
04.2526	1,12,80,12,622.12	84,46,24,607.47	74.88
05.2526	1,04,75,39,282.16	79,09,87,773.17	75.51
06.2526	1,16,91,47,631.99	87,73,45,857.07	75.04
07.2526	1,30,35,84,652.77	96,04,72,954.24	73.68
08.2526	1,20,95,53,013.31	86,09,64,319.58	71.18
09.2526	1,23,36,03,505.26	96,07,20,327.37	77.88
10.2526	1,02,47,54,587.20	84,04,67,600.22	82.02
Total	10,16,28,86,385.72	7,51,22,32,187.65	73.92



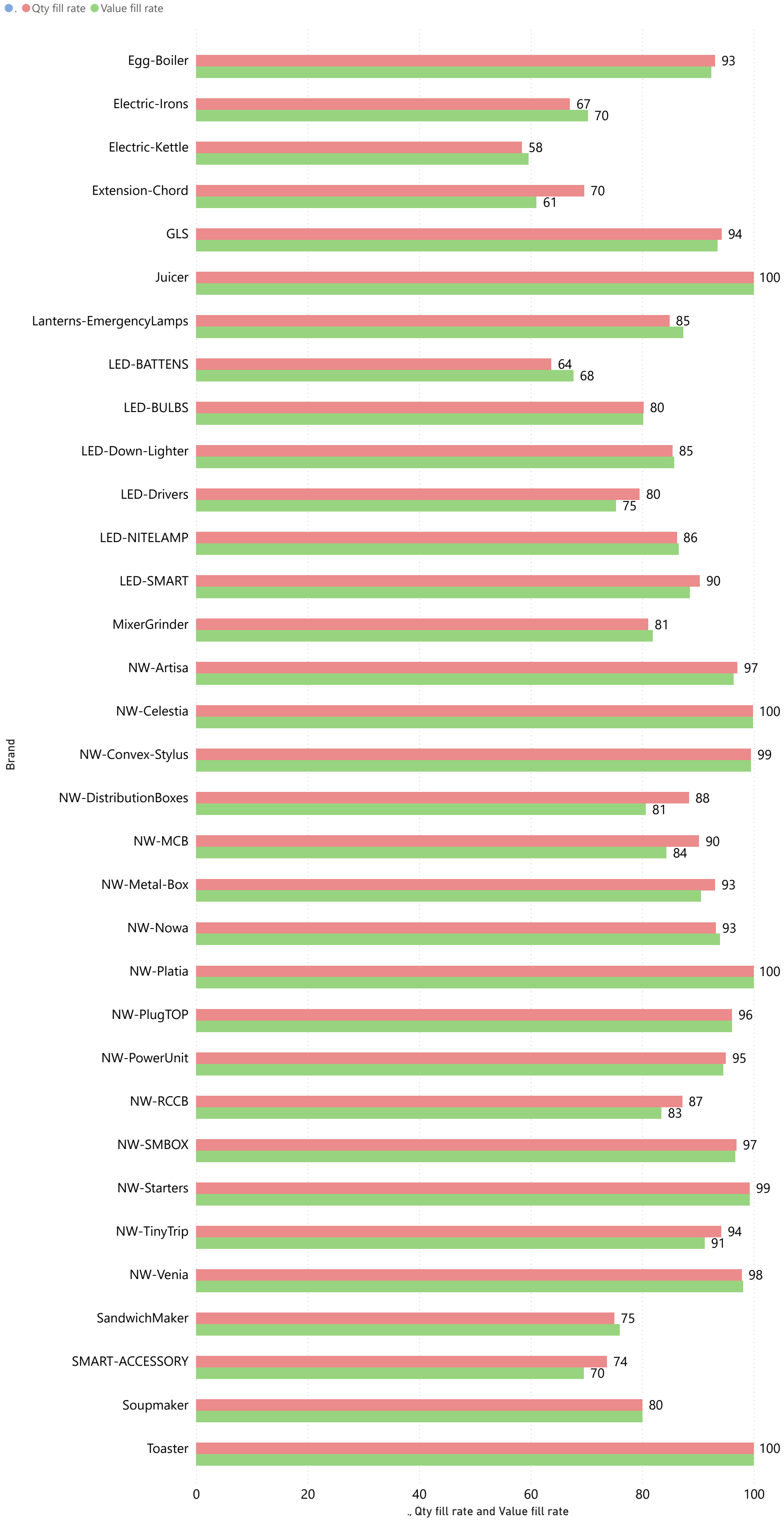


Brand	Sales Doc Ty...	Div Name	Material Group	SalesOffice	LOB	Plant Name	Material	Sales Doc	Week	PC	FinYear
All	All	All	All	All	All	All	All	All	All	All	2526

Consumer Care & Ivory - Brand Wise Fill Rate (in percentage)



Lighting & Switches - Brand Wise Fill Rate (in percentage)



Reason (CC & Ivory)	
ReasonCode	LossValue
	1,60,21,25,851.07
Appointment Issue/ PO Cancelled/ Site not Ready	13,22,931.41
Billed at Later	2,70,346.89
Billing Approval not Received	19,64,492.59
Duplicate Order Entry	64,26,63,847.11
Funds (RTGS/Cheque)/Credit Limit Issue	7,25,670.72
SAP Error/Network Issue/Pricing Error	94,83,166.50
Stock Available but Damaged/Non-Saleable/Low Shelf Life	10,99,743.97
Stock not Available	28,01,47,202.87
<b>Total</b>	<b>2,53,98,03,253.13</b>

Reason (Lighting & Switches)	
ReasonCode	LossValue
	7,18,96,435.30
Appointment Issue/ PO Cancelled/ Site not Ready	41,599.92
Billing Approval not Received	18,530.15
Duplicate Order Entry	3,08,125.88
Funds (RTGS/Cheque)/Credit Limit Issue	4,351.18
Stock not Available	3,85,81,902.51
<b>Total</b>	<b>11,08,50,944.94</b>

