**Freshco Hyper Market HSR Bangalore**

**Order Level Analysis**

**Order distribution at slot and delivery area level**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Order Drop Geo** | **Afternoon** | **Evening** | **Late Night** | **Morning** | **Night** |
| Akshaya Nagar | 3 | 4 | 4 | 6 | 4 |
| Arekere | 1 | 1 | 2 | 0 | 2 |
| Banashankari Stage 2 | 0 | 1 | 0 | 0 | 1 |
| Bannerghatta | 0 | 2 | 0 | 1 | 2 |
| Basavanagudi | 0 | 2 | 0 | 0 | 1 |
| Bellandur - Off Sarjapur Road | 9 | 11 | 2 | 7 | 15 |
| Bellandur, APR | 8 | 14 | 0 | 6 | 1 |
| Bellandur, Ecospace | 0 | 0 | 1 | 0 | 0 |
| Bellandur, ETV | 0 | 0 | 0 | 1 | 1 |
| Bellandur, Green Glen | 32 | 27 | 12 | 27 | 36 |
| Bellandur, Sakara | 7 | 2 | 1 | 0 | 1 |
| Bellandur, Sarjapur Road | 20 | 13 | 15 | 11 | 39 |
| Bilekahalli | 2 | 5 | 1 | 2 | 1 |
| Binnipet | 0 | 0 | 0 | 1 | 0 |
| Bomannahali - MicoLayout | 151 | 107 | 36 | 132 | 125 |
| Bommanahalli | 13 | 13 | 6 | 10 | 10 |
| Brookefield | 0 | 0 | 1 | 0 | 0 |
| BTM Stage 1 | 11 | 3 | 7 | 3 | 11 |
| BTM Stage 2 | 6 | 6 | 5 | 7 | 8 |
| Challagatta | 0 | 0 | 1 | 0 | 0 |
| Cox Town | 0 | 0 | 0 | 1 | 0 |
| CV Raman Nagar | 0 | 0 | 1 | 0 | 0 |
| Devarachikanna Halli | 1 | 3 | 1 | 0 | 3 |
| Doddanekundi | 0 | 0 | 1 | 0 | 1 |
| Domlur, EGL | 3 | 0 | 1 | 3 | 1 |
| Frazer Town | 0 | 0 | 1 | 0 | 0 |
| Harlur | 324 | 280 | 73 | 382 | 250 |
| HSR Layout | 4085 | 3288 | 953 | 3749 | 3582 |
| Indiranagar | 3 | 0 | 2 | 1 | 2 |
| ITI Layout | 1039 | 757 | 346 | 868 | 936 |
| Jayanagar | 1 | 1 | 0 | 1 | 0 |
| JP Nagar Phase 1-3 | 0 | 2 | 1 | 1 | 1 |
| JP Nagar Phase 4-5 | 2 | 1 | 1 | 2 | 1 |
| JP Nagar Phase 6-7 | 3 | 0 | 1 | 2 | 0 |
| JP Nagar Phase 8-9 | 0 | 1 | 0 | 0 | 0 |
| Kadubeesanhali, Prestige | 1 | 0 | 6 | 0 | 2 |
| Kadubeesanhali, PTP | 0 | 0 | 0 | 0 | 1 |
| Koramangala, Ejipura | 33 | 30 | 35 | 25 | 37 |
| Kudlu | 130 | 108 | 57 | 118 | 105 |
| Kumaraswamy Layout | 1 | 1 | 0 | 1 | 1 |
| Mahadevapura | 0 | 0 | 0 | 1 | 0 |
| Manipal County | 20 | 16 | 13 | 18 | 13 |
| Marathahalli | 0 | 1 | 0 | 1 | 1 |
| Pattandur | 1 | 0 | 0 | 0 | 0 |
| Richmond Town | 2 | 0 | 0 | 0 | 0 |
| Sarjapur Road | 6 | 3 | 1 | 0 | 10 |
| Victoria Layout | 0 | 0 | 0 | 0 | 1 |
| Vimanapura | 1 | 0 | 0 | 0 | 0 |
| Viveka Nagar | 4 | 2 | 1 | 0 | 0 |
| Whitefield | 0 | 1 | 0 | 0 | 0 |
| Wilson Garden, Shantinagar | 0 | 2 | 0 | 0 | 2 |
| Yemalur | 1 | 4 | 0 | 1 | 1 |

**Visualisation**

**Insights**

1. HSR layout area has the highest distribution of orders among all slots such as Morning,afternoon,evening,night,late night
2. The highest number of orders is tracked at HSR layout during Afternoon slot i.e, 4085
3. ITI layout area has the second highest distribution of orders among all slots such as morning,afternoon,evening,night,late night
4. The distribution of orders among all slots is very low for areas such as Bellandur,Ecospace ,Binnipet,Brookefield,Cox Town,Frazer Town,JP Nagar Phase 8-9, Kadubeesanhali, PTP ,Mahadevapura,Pattandur,Victoria Layout,Vimanapura,Whitefield
5. Freshco needs to publicise their brand in areas with less orders via news papers,social media marketing,big flexis,advertisements at various areas or offer discounts

**Areas with highest increase in monthly orders from Jan 2021 to Sep 2021**

**Observation**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Order Drop Geo** | **Jan-2021** | **Feb-2021** | **Mar-2021** | **Apr-2021** | **May-2021** | **Jun-2021** | **Jul-2021** | **Aug-2021** | **Sep-2021** |
| Akshaya Nagar | 0 | 0 | 3 | 5 | 4 | 6 | 0 | 1 | 2 |
| Arekere | 2 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 1 |
| Banashankari Stage 2 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| Bannerghatta | 2 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 |
| Basavanagudi | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 |
| Bellandur - Off Sarjapur Road | 4 | 1 | 4 | 9 | 8 | 6 | 2 | 7 | 3 |
| Bellandur, APR | 3 | 9 | 6 | 2 | 1 | 2 | 1 | 4 | 1 |
| Bellandur, Ecospace | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Bellandur, ETV | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| Bellandur, Green Glen | 8 | 8 | 10 | 16 | 16 | 22 | 22 | 10 | 22 |
| Bellandur, Sakara | 0 | 0 | 1 | 1 | 3 | 1 | 1 | 2 | 2 |
| Bellandur, Sarjapur Road | 11 | 5 | 8 | 15 | 9 | 19 | 14 | 6 | 11 |
| Bilekahalli | 2 | 0 | 1 | 0 | 2 | 0 | 2 | 1 | 3 |
| Binnipet | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Bomannahali - MicoLayout | 90 | 45 | 49 | 58 | 50 | 65 | 65 | 79 | 50 |
| Bommanahalli | 7 | 7 | 5 | 5 | 13 | 6 | 3 | 4 | 2 |
| Brookefield | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| BTM Stage 1 | 3 | 4 | 6 | 4 | 9 | 2 | 1 | 3 | 3 |
| BTM Stage 2 | 4 | 4 | 3 | 3 | 6 | 1 | 3 | 3 | 5 |
| Challagatta | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Cox Town | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| CV Raman Nagar | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| Devarachikanna Halli | 1 | 2 | 1 | 2 | 0 | 1 | 0 | 0 | 1 |
| Doddanekundi | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| Domlur, EGL | 2 | 0 | 1 | 2 | 2 | 0 | 0 | 0 | 1 |
| Frazer Town | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Harlur | 53 | 70 | 88 | 86 | 68 | 67 | 84 | 254 | 539 |
| HSR Layout | 1072 | 1186 | 1573 | 1794 | 1768 | 1855 | 1882 | 1921 | 2606 |
| Indiranagar | 0 | 0 | 0 | 3 | 2 | 1 | 2 | 0 | 0 |
| ITI Layout | 264 | 253 | 351 | 374 | 354 | 438 | 467 | 528 | 917 |
| Jayanagar | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| JP Nagar Phase 1-3 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0 |
| JP Nagar Phase 4-5 | 1 | 1 | 0 | 1 | 3 | 0 | 0 | 1 | 0 |
| JP Nagar Phase 6-7 | 0 | 1 | 1 | 0 | 3 | 1 | 0 | 0 | 0 |
| JP Nagar Phase 8-9 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| Kadubeesanhali, Prestige | 0 | 1 | 2 | 0 | 2 | 0 | 3 | 0 | 1 |
| Kadubeesanhali, PTP | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| Koramangala, Ejipura | 5 | 15 | 11 | 35 | 33 | 21 | 15 | 8 | 17 |
| Kudlu | 55 | 46 | 51 | 49 | 78 | 100 | 57 | 54 | 28 |
| Kumaraswamy Layout | 0 | 1 | 0 | 0 | 2 | 0 | 1 | 0 | 0 |
| Mahadevapura | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| Manipal County | 12 | 3 | 5 | 8 | 7 | 23 | 7 | 10 | 5 |
| Marathahalli | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Pattandur | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Richmond Town | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 |
| Sarjapur Road | 1 | 0 | 0 | 1 | 6 | 4 | 4 | 0 | 4 |
| Victoria Layout | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Vimanapura | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| Viveka Nagar | 0 | 0 | 0 | 1 | 3 | 1 | 2 | 0 | 0 |
| Whitefield | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Wilson Garden, Shantinagar | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 2 |
| Yemalur | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 2 | 1 |

**Visualisation**

**Insights**

1. The areas such as HSR Layout,HArlur,ITI Layout,BTM Stage 2,Bellandur,Green Glen has highest increase in absolute orders from Jan 2021 to Sep 2021
2. Freshco needs to publicise their brand in areas with less increase via news papers,social media marketing,big flexis,advertisements or offer discounts

**Delivery charges as percentage of product amount at slot and month level**

**Observation**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Slot** | **Jan-2021** | **Feb-2021** | **Mar-2021** | **Apr-2021** | **May-2021** | **Jun-2021** | **Jul-2021** | **Aug-2021** | **Sep-2021** |
| Afternoon | 9.33% | 7.77% | 7.53% | 7.81% | 4.89% | 5.16% | 4.33% | 2.59% | 1.73% |
| Evening | 10.22% | 8.69% | 8.35% | 7.99% | 5.64% | 5.38% | 5.14% | 2.22% | 1.71% |
| Late Night | 15.91% | 16.95% | 15.92% | 15.61% | 4.42% | 12.68% | 12.92% | 7.73% | 5.59% |
| Morning | 10.82% | 10.10% | 8.51% | 7.91% | 4.92% | 4.73% | 5.06% | 2.78% | 1.89% |
| Night | 10.82% | 10.04% | 8.89% | 9.44% | 6.50% | 6.37% | 6.69% | 2.83% | 2.17% |

**Visualisation**

**Insights**

1. The highest delivery charge as percentage of product amount is recorded at Late Night for Month of February 2021
2. The lowest delivery charge as percentage of product amount is recorded at Evening slot for month of September 2021
3. Delivery charges are less in Sep 2021
4. More delivery fees are charged in Jan 2021 and Feb 2021

**Discount as a percentage of product amount at slot and month level**

**Observation**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Slot** | **Jan-2021** | **Feb-2021** | **Mar-2021** | **Apr-2021** | **May-2021** | **Jun-2021** | **Jul-2021** | **Aug-2021** | **Sep-2021** |
| Afternoon | 1.04% | 0.37% | 0.89% | 1.02% | 4.78% | 2.35% | 4.84% | 21.50% | 10.46% |
| Evening | 1.23% | 0.43% | 0.60% | 0.61% | 4.54% | 1.86% | 5.90% | 20.60% | 11.46% |
| Late Night | 0.72% | 0.59% | 0.63% | 0.59% | 3.39% | 1.93% | 3.29% | 12.77% | 5.10% |
| Morning | 0.93% | 1.13% | 0.56% | 0.68% | 4.15% | 1.70% | 4.64% | 20.86% | 10.96% |
| Night | 1.00% | 0.80% | 0.59% | 0.90% | 5.07% | 1.89% | 6.74% | 22.11% | 9.76% |

**Visualisation**

**Insights**

1. The highest discount as percentage of product amount is recorded at Night for Month of August 2021 i.e, 22.11%
2. The lowest discount as percentage of product amount is recorded at Afternoon slot for month of February 2021 i.e, 0.37%
3. Low discounts are offered during Feb '2021
4. More discounts are given during Aug’2021 and Sep’ 2021

**Discount as a percentage of product amount at drop area and slot level**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Order Drop Geo** | **Afternoon** | **Evening** | **Late Night** | **Morning** | **Night** |
| Akshaya Nagar | 0.29% | 0.25% | 0.00% | 0.18% | 10.48% |
| Arekere | 0.00% | 1.69% | 0.00% | #DIV/0! | 3.06% |
| Banashankari Stage 2 | #DIV/0! | 0.00% | #DIV/0! | #DIV/0! | 0.00% |
| Bannerghatta | #DIV/0! | 1.95% | #DIV/0! | 0.00% | 7.72% |
| Basavanagudi | #DIV/0! | 0.00% | #DIV/0! | #DIV/0! | 0.00% |
| Bellandur - Off Sarjapur Road | 5.01% | 4.18% | 0.00% | 1.80% | 14.23% |
| Bellandur, APR | 4.09% | 2.96% | #DIV/0! | 1.09% | 6.67% |
| Bellandur, Ecospace | #DIV/0! | #DIV/0! | 0.00% | #DIV/0! | #DIV/0! |
| Bellandur, ETV | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 0.00% |
| Bellandur, Green Glen | 4.67% | 5.83% | 4.22% | 2.23% | 6.14% |
| Bellandur, Sakara | 1.49% | 0.00% | 43.23% | #DIV/0! | 0.00% |
| Bellandur, Sarjapur Road | 0.71% | 1.74% | 1.25% | 2.28% | 0.99% |
| Bilekahalli | 13.25% | 1.66% | 10.00% | 13.15% | 29.73% |
| Binnipet | #DIV/0! | #DIV/0! | #DIV/0! | 0.00% | #DIV/0! |
| Bomannahali - MicoLayout | 2.15% | 2.67% | 2.11% | 3.73% | 6.82% |
| Bommanahalli | 1.90% | 2.86% | 4.43% | 1.22% | 3.33% |
| Brookefield | #DIV/0! | #DIV/0! | 0.00% | #DIV/0! | #DIV/0! |
| BTM Stage 1 | 14.69% | 0.00% | 0.00% | 8.21% | 0.68% |
| BTM Stage 2 | 0.53% | 8.83% | 0.00% | 4.88% | 1.84% |
| Challagatta | #DIV/0! | #DIV/0! | 0.00% | #DIV/0! | #DIV/0! |
| Cox Town | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| CV Raman Nagar | #DIV/0! | #DIV/0! | 0.00% | #DIV/0! | #DIV/0! |
| Devarachikanna Halli | 1.16% | 0.00% | 0.00% | #DIV/0! | 12.42% |
| Doddanekundi | #DIV/0! | #DIV/0! | 0.00% | #DIV/0! | 10.00% |
| Domlur, EGL | 0.00% | #DIV/0! | 17.09% | 1.31% | #DIV/0! |
| Frazer Town | #DIV/0! | #DIV/0! | 0.00% | #DIV/0! | #DIV/0! |
| Harlur | 10.31% | 9.24% | 3.70% | 10.17% | 9.90% |
| HSR Layout | 6.21% | 6.53% | 3.96% | 6.01% | 6.52% |
| Indiranagar | 1.58% | #DIV/0! | 0.00% | 0.00% | 6.76% |
| ITI Layout | 7.21% | 7.09% | 4.11% | 8.21% | 7.97% |
| Jayanagar | 0.00% | 35.61% | #DIV/0! | 0.00% | #DIV/0! |
| JP Nagar Phase 1-3 | #DIV/0! | 16.69% | 0.00% | 0.00% | 0.00% |
| JP Nagar Phase 4-5 | 0.00% | 0.00% | 20.67% | 0.27% | 0.00% |
| JP Nagar Phase 6-7 | 0.00% | #DIV/0! | 0.00% | 0.20% | #DIV/0! |
| JP Nagar Phase 8-9 | #DIV/0! | 0.41% | #DIV/0! | #DIV/0! | #DIV/0! |
| Kadubeesanhali, Prestige | 0.00% | #DIV/0! | 0.00% | #DIV/0! | 1.93% |
| Kadubeesanhali, PTP | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 0.00% |
| Koramangala, Ejipura | 6.88% | 5.74% | 2.05% | 1.31% | 3.01% |
| Kudlu | 6.36% | 3.66% | 1.44% | 4.87% | 4.69% |
| Kumaraswamy Layout | 0.00% | 0.00% | #DIV/0! | 0.00% | 0.00% |
| Mahadevapura | #DIV/0! | #DIV/0! | #DIV/0! | 0.00% | #DIV/0! |
| Manipal County | 3.53% | 3.32% | 5.86% | 4.57% | 12.42% |
| Marathahalli | #DIV/0! | 0.00% | #DIV/0! | #DIV/0! | 0.00% |
| Pattandur | 0.00% | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Richmond Town | 0.00% | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Sarjapur Road | 0.13% | 0.00% | 0.00% | #DIV/0! | 2.35% |
| Victoria Layout | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 7.07% |
| Vimanapura | 0.00% | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Viveka Nagar | 0.58% | 0.30% | #DIV/0! | #DIV/0! | #DIV/0! |
| Whitefield | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Wilson Garden, Shantinagar | #DIV/0! | 2.25% | #DIV/0! | #DIV/0! | 3.81% |
| Yemalur | 0.00% | 9.88% | #DIV/0! | 12.18% | 0.00% |

**Visualisation**

**Insights**

1. The highest discount as percentage of product amount is recorded at Bellandur,Sakara at Night i.e, 43.23%
2. Next to Bellandur,Sakara Jayanagar at Evening is having second place for discount as percentage of product amount

**Completion rate Analysis**

**Completion Rate at slot vs Day of the week**

**Observation**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Day Of Week** | **Sunday** | **Monday** | **Tuesday** | **Wednesday** | **Thursday** | **Friday** | **Saturday** |
| Afternoon | 99.90% | 99.74% | 99.35% | 99.64% | 99.88% | 99.77% | 99.89% |
| Evening | 100.00% | 99.85% | 99.69% | 99.69% | 99.85% | 99.57% | 99.30% |
| Late Night | 99.63% | 99.07% | 98.94% | 100.00% | 99.51% | 99.19% | 99.21% |
| Morning | 99.76% | 99.86% | 99.74% | 99.48% | 99.36% | 98.65% | 99.74% |
| Night | 99.87% | 99.72% | 99.58% | 99.00% | 99.62% | 99.35% | 97.89% |

**Visualisation**

**Insights**

1. We can observe a 100% completion rate for Sunday Evening slot and Wednesday Late Night slot
2. The lowest completion rate of 97.89% is recorded at Saturday Night slot,the order may be out of stock or payment authorization problems at time of delivery or shipping address undeliverable
3. Please refer to graph for pattern in completion rate how it varies(night completion rate decreases then increases and then decrease among days of week) among sunday,monday,tuesday,wednesday,thursday,friday,saturday during morning,afternoon,evening,night,late night slots

**Completion rate at drop area level**

**Observation**

|  |  |
| --- | --- |
| **Order Drop Geo** | **Completion rate** |
| Akshaya Nagar | 100.00% |
| Arekere | 100.00% |
| Banashankari Stage 2 | 100.00% |
| Bannerghatta | 100.00% |
| Basavanagudi | 100.00% |
| Bellandur - Off Sarjapur Road | 100.00% |
| Bellandur, APR | 100.00% |
| Bellandur, Ecospace | 100.00% |
| Bellandur, ETV | 50.00% |
| Bellandur, Green Glen | 99.25% |
| Bellandur, Sakara | 100.00% |
| Bellandur, Sarjapur Road | 100.00% |
| Bilekahalli | 100.00% |
| Binnipet | 100.00% |
| Bomannahali - MicoLayout | 99.27% |
| Bommanahalli | 98.08% |
| Brookefield | 100.00% |
| BTM Stage 1 | 97.14% |
| BTM Stage 2 | 100.00% |
| Challagatta | 100.00% |
| Cox Town | 0.00% |
| CV Raman Nagar | 100.00% |
| Devarachikanna Halli | 100.00% |
| Doddanekundi | 100.00% |
| Domlur, EGL | 75.00% |
| Frazer Town | 100.00% |
| Harlur | 99.69% |
| HSR Layout | 99.60% |
| Indiranagar | 87.50% |
| ITI Layout | 99.59% |
| Jayanagar | 100.00% |
| JP Nagar Phase 1-3 | 100.00% |
| JP Nagar Phase 4-5 | 100.00% |
| JP Nagar Phase 6-7 | 100.00% |
| JP Nagar Phase 8-9 | 100.00% |
| Kadubeesanhali, Prestige | 100.00% |
| Kadubeesanhali, PTP | 100.00% |
| Koramangala, Ejipura | 99.38% |
| Kudlu | 99.42% |
| Kumaraswamy Layout | 100.00% |
| Mahadevapura | 100.00% |
| Manipal County | 98.75% |
| Marathahalli | 66.67% |
| Pattandur | 100.00% |
| Richmond Town | 100.00% |
| Sarjapur Road | 100.00% |
| Victoria Layout | 100.00% |
| Vimanapura | 100.00% |
| Viveka Nagar | 85.71% |
| Whitefield | 0.00% |
| Wilson Garden, Shantinagar | 100.00% |
| Yemalur | 100.00% |

**Visualisation**

**Insights**

1. Areas such as Akshaya Nagar,Arekere,Banashankari Stage 2,Bannerghatta,Basavanagudi,Bellandur - Off Sarjapur Road,Bellandur, APR,Bellandur, Ecospace,Bellandur, Sakara, Bellandur, Sarjapur Road,Bilekahalli,Binnipet,Brookefield,BTM Stage 2,Challagatta,CV Raman Nagar,Devarachikanna Halli,Doddanekundi,Frazer Town,Jayanagar,JP Nagar Phase 1-3,JP Nagar Phase 4-5,JP Nagar Phase 6-7,JP Nagar Phase 8-9,Kadubeesanhali, Prestige ,Kadubeesanhali, PTP ,Kumaraswamy Layout,Mahadevapura,Pattandur,Richmond Town,Sarjapur Road,Victoria Layout,Vimanapura,Wilson Garden, Shantinagar ,Yemalur have 100% completion rate
2. Areas such as Whitefield,Cox Town have 0% completion rate,the order may be out of stock or payment authorization problems at time of delivery or shipping address undeliverable

**Completion rate at No of products level**

**Observation**

|  |  |
| --- | --- |
| **No of Products** | **Completion rate** |
| 1 | 99.27% |
| 2 | 99.73% |
| 3 | 99.41% |
| 4 | 99.56% |
| 5 | 99.75% |
| 6 | 99.40% |
| 7 | 99.66% |
| 8 | 99.79% |
| 9 | 99.46% |
| 10 | 99.82% |
| 11 | 99.33% |
| 12 | 100.00% |
| 13 | 100.00% |
| 14 | 99.57% |
| 15 | 100.00% |
| 16 | 99.25% |
| 17 | 100.00% |
| 18 | 100.00% |
| 19 | 100.00% |
| 20 | 100.00% |
| 21 | 100.00% |
| 22 | 100.00% |
| 23 | 100.00% |
| 24 | 100.00% |
| 25 | 100.00% |

**Visualisation**

**Insights**

1. There is 100% completion rate for no.of products 12,13,15,17,18,19,20,21,22,23,24,25
2. Least conversion rate is recorded at 16 no.of products i.e, 99.25%,the order may be out of stock or payment authorization problems at time of delivery or shipping address undeliverable

**Completion rate analysis at weekday and weekend level**

**Observation**

|  |  |
| --- | --- |
| **Day Type** | **Completion rate** |
| Weekend | 99.552% |
| Weekday | 99.554% |

**Visualisation**

**Insights**

1. Weekday and weekend has approximately same completion rate

**Completion Rate at month and slot level**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Order Month** | **Afternoon** | **Evening** | **Late Night** | **Morning** | **Night** |
| Sep-2021 | 99.72% | 99.27% | 99.68% | 99.65% | 99.55% |
| Aug-2021 | 99.87% | 100.00% | 98.69% | 99.85% | 99.71% |
| Jul-2021 | 99.84% | 100.00% | 99.52% | 99.84% | 99.69% |
| Jun-2021 | 100.00% | 100.00% | 98.61% | 99.83% | 100.00% |
| May-2021 | 100.00% | 99.66% | 100.00% | 100.00% | 100.00% |
| Apr-2021 | 99.56% | 99.40% | 100.00% | 99.03% | 97.23% |
| Mar-2021 | 99.63% | 99.73% | 99.61% | 98.10% | 98.72% |
| Feb-2021 | 99.74% | 99.33% | 100.00% | 99.22% | 99.26% |
| Jan-2021 | 99.01% | 100.00% | 98.11% | 99.41% | 99.50% |

**Visualisation**

**Insights**

1. Lower completion rate is recorded at Night during April 2021 i.e, 97.23,the order may be out of stock or payment authorization problems at time of delivery or shipping address undeliverable
2. 100% completion rate is observed at Afternoon slot Jun-2021,Afternoon slot May 2021,Evening slot August 2021,Evening slot July 2021,Evening June 2021,Evening slot January 2021,Late night slot May 2021,Late night slot April 2021,Late night slot February 2021,Morning slot May 2021,Night slot June 2021, Night slot May 2021

**Completion rate at day of week**

**Observation**

|  |  |
| --- | --- |
| **Day Of Week** | **Completion rate** |
| Sunday | 99.86% |
| Monday | 99.74% |
| Tuesday | 99.55% |
| Wednesday | 99.49% |
| Thursday | 99.66% |
| Friday | 99.34% |
| Saturday | 99.24% |

**Visualisation**

**Insights**

1. completion rate decreased from sunday to wednesday and there is a slight increase on thursday and decreased till Saturday
2. The order may be out of stock or payment authorization problems at time of delivery or shipping address undeliverable

**Customer Level Analysis**

**Completion rate at Source level**

**Observation**

|  |  |
| --- | --- |
| **Source level** | **Completion Rate** |
| Instagram | 99.46% |
| Snapchat | 99.57% |
| Offline Campaign | 99.44% |
| Google | 99.55% |
| Organic | 99.63% |
| Facebook | 99.58% |

**Visualisation**

**Insights**

1. Organic source level has slightly higher completion rate than offline campaign
2. Completion rate is affected by payment gateway technical issues at time of delivery,shipping address deliverability,products availability

**LTV for every customer**

**Observation**

|  |  |
| --- | --- |
| **User ID** | **Life Time Value** |
| EAH22109719 | 105 |
| ASN10109716 | 175 |
| BNE3109662 | 180 |
| GPC5109596 | 122 |
| GKB16109590 | 424 |
| TIM13109536 | 95 |
| QIS17109512 | 94 |
| XAC14109449 | 822 |
| YEA15109446 | 190 |
| EOU1109410 | 360 |
| BQF3109371 | 240 |
| SOG14109293 | 0 |
| VLF21109200 | 142 |
| IQF18109194 | 70 |
| HRR8109173 | 160 |
| CNQ17109155 | 379 |
| NIU12109119 | 200 |
| TBI21109116 | 321 |
| IIQ9109104 | 0 |
| XSL18108975 | 132 |
| KWC6108936 | 320 |
| IXQ23108870 | 357 |
| YJI26108867 | 131 |
| LKV24108822 | 325 |
| JXJ6108813 | 60 |
| CNS23108798 | 297 |
| NWM23108789 | 81 |
| YKS20108741 | 315 |
| UXD7108738 | 200 |
| NIK23108729 | 186 |
| IPS21108696 | 175 |
| QWF3108630 | 308 |
| SNL15108621 | 690 |
| YVM10108573 | 580 |
| DLE17108519 | 95 |
| TXU17108462 | 183 |
| HFJ18108459 | 98 |
| LGM1108390 | 181 |
| LWF2108387 | 519 |
| QAD12108372 | 264 |
| OZY22108357 | 81 |
| ARL13108354 | 137 |
| PPB16108351 | 586 |
| FVO17108330 | 405 |
| ANV6108306 | 89 |
| TKQ11108288 | 95 |
| LIE24108276 | 212 |
| XFX16108243 | 1550 |
| JVC17108222 | 445 |
| WNO20108195 | 332 |
| PWC1108177 | 81 |
| DUG13108135 | 213 |
| QFJ19108108 | 344 |
| DNW14108069 | 793 |
| POB19108036 | 392 |
| PIP10108030 | 484 |
| HCS12108024 | 105 |
| RYB11107988 | 381 |
| JOS2107946 | 228 |
| IXF13107943 | 330 |
| UEV8107886 | 293 |
| AQI2107775 | 503 |
| WBN23107772 | 335 |
| WXE5107730 | 198 |
| DUB3107697 | 307 |
| BKE19107637 | 166 |
| EYR18107613 | 231 |
| TQO20107529 | 348 |
| XPE17107493 | 549 |
| ZMX14107466 | 634 |
| ODL3107394 | 140 |
| QVH10107391 | 200 |
| MVS4107379 | 132 |
| YVB20107367 | 371 |
| YLZ26107274 | 364 |
| SNP4107265 | 55 |
| PTZ4107241 | 286 |
| LAM14107226 | 863 |
| BOG9107217 | 599 |
| XXE6107175 | 108 |
| MVQ24107088 | 1320 |
| KNN20107064 | 445 |
| TBZ5107046 | 690 |
| IJE10107031 | 134 |
| PYO26106974 | 148 |
| HRH2106971 | 541 |
| SAC24106968 | 132 |
| RAN1106956 | 112 |
| NFG18106944 | 265 |
| VLU3106941 | 144 |
| BZZ22106899 | 144 |
| LIO9106872 | 225 |
| YCY13106851 | 631 |
| ALL6106833 | 16 |
| LYN21106821 | 17 |
| JIR21106779 | 2057 |
| MML24106761 | 213 |
| SOB19106749 | 207 |
| XNP19106689 | 120 |
| SRE11106674 | 124 |
| XRZ24106650 | 1506 |
| LPN5106638 | 688 |
| OTR21106632 | 379 |
| BDX17106611 | 476 |
| KLM23106602 | 434 |
| VLW5106596 | 123 |
| BPN16106563 | 71 |
| KDR14106485 | 437 |
| NMG6106467 | 322 |
| JGS13106419 | 330 |
| MDZ3106380 | 100 |
| NIQ10106377 | 330 |
| YNI24106356 | 420 |
| NJA9106341 | 364 |
| UHD10106335 | 596 |
| ATB4106308 | 50 |
| SVY8106299 | 255 |
| IFD9106242 | 230 |
| JDE16106185 | 69 |
| ATW15106137 | 710 |
| TGE9106104 | 90 |
| XYS3106089 | 414 |
| IVQ3106068 | 290 |
| HAG21106059 | 118 |
| XLT20106050 | 940 |
| CAA2106023 | 1859 |
| IYW6105975 | 813 |
| QLJ10105912 | 345 |
| TKC21105894 | 232 |
| DWE20105867 | 160 |
| JYP9105858 | 108 |
| WKN16105855 | 80 |
| UEP17105846 | 431 |
| NAG5105843 | 91 |
| SLU3105831 | 452 |
| NPP7105693 | 1036 |
| KHY1105642 | 267 |
| TXT4105597 | 984 |
| NAG7105552 | 1235 |
| TUA10105510 | 1181 |
| PNT11105501 | 254 |
| TCZ1105438 | 89 |
| WGD14105432 | 229 |
| GHQ4105333 | 319 |
| DTO16105324 | 108 |
| EGG3105321 | 881 |
| FTY26105285 | 425 |
| QXS19105279 | 263 |
| XUZ3105276 | 862 |
| EAP14105225 | 267 |
| QXI11105177 | 389 |
| HTX13105147 | 284 |
| ZIR5105042 | 149 |
| DLE6105018 | 86 |
| CSA26104988 | 303 |
| PRA8104904 | 711 |
| JKN26104898 | 112 |
| GXZ11104895 | 180 |
| TLU5104838 | 329 |
| HRL2104829 | 162 |
| ALG22104823 | 114 |
| MYF1104805 | 330 |
| MHY6104796 | 775 |
| URH3104790 | 660 |
| SYA5104700 | 191 |
| ZRI25104688 | 198 |
| OUF24104685 | 612 |
| CTB18104676 | 70 |
| YSM16104673 | 740 |
| TUS20104655 | 99 |
| AQH11104640 | 655 |
| EVH26104634 | 485 |
| QXE20104628 | 117 |
| AQJ17104619 | 984 |
| ZLQ23104592 | 49 |
| YMK16104583 | 85 |
| MQP20104577 | 759 |
| KEO20104571 | 50 |
| FJK3104556 | 99 |
| QWX13104520 | 282 |
| GWV14104514 | 1617 |
| SVS21104511 | 425 |
| UIM13104478 | 1786 |
| VFO3104427 | 91 |
| WTE8104418 | 424 |
| ZQS17104373 | 266 |
| OMI13104334 | 332 |
| TSF6104268 | 256 |
| KAE18104253 | 95 |
| CMQ25104244 | 801 |
| XCU5104238 | 105 |
| BXJ2104169 | 426 |
| QLZ17104160 | 441 |
| RZJ8104118 | 280 |
| FKB24104067 | 99 |
| FQS23104055 | 243 |
| ZHO17104049 | 1670 |
| NZT8104025 | 1067 |
| RTJ20104004 | 252 |
| XAU23103998 | 905 |
| GBO4103980 | 261 |
| MQT11103953 | 177 |
| RWM21103935 | 34 |
| VIE7103896 | 91 |
| GPS20103869 | 2230 |
| SET11103860 | 1376 |
| YNH13103785 | 299 |
| EOC5103725 | 806 |
| LJJ8103713 | 705 |
| KCS4103704 | 45 |
| YMM26103698 | 132 |
| LLI2103677 | 1019 |
| MSI18103563 | 223 |
| JUW8103527 | 264 |
| OHE20103512 | 91 |
| SSF23103437 | 589 |
| XHN6103422 | 422 |
| LBQ10103341 | 190 |
| XTN13103335 | 258 |
| PVM12103314 | 348 |
| VYS15103311 | 108 |
| ONK14103299 | 90 |
| NTD10103278 | 400 |
| MPI22103212 | 563 |
| EDA6103203 | 613 |
| CWI22103137 | 95 |
| XHF16103125 | 30 |
| HYI10103110 | 0 |
| BLN5103104 | 70 |
| CNB11103098 | 1046 |
| VJT25103080 | 351 |
| USV16103065 | 797 |
| ZFB19103029 | 1333 |
| ELW12103011 | 316 |
| AVK26103008 | 1028 |
| CBE21102885 | 100 |
| OXV10102840 | 1032 |
| KZC7102816 | 214 |
| GOV15102813 | 3931 |
| YXJ6102783 | 2209 |
| ABB4102768 | 502 |
| HDQ10102765 | 940 |
| GDQ23102738 | 405 |
| ZUP8102705 | 495 |
| YEY9102696 | 423 |
| QOH12102681 | 2128 |
| CXR5102669 | 199 |
| MSX9102645 | 98 |
| VNQ11102624 | 734 |
| REW23102615 | 1381 |
| XTN17102597 | 0 |
| MZP8102525 | 369 |
| LQH7102504 | 210 |
| FFR15102477 | 194 |
| EGA12102435 | 49 |
| USK3102420 | 427 |
| PYG9102402 | 131 |
| CIK6102384 | 91 |
| TAE23102369 | 288 |
| NWU22102339 | 300 |
| IIE20102306 | 125 |
| LWI4102294 | 365 |
| UCU11102252 | 1578 |
| VDM22102249 | 420 |
| CUA25102240 | 790 |
| EJA17102219 | 129 |
| IIZ1102192 | 40 |
| GBN8102189 | 210 |
| RCQ18102171 | 946 |
| BOH22102156 | 1568 |
| HKA1102117 | 126 |
| LLZ11102108 | 616 |
| CSY2102099 | 592 |
| FOB14102081 | 441 |
| BSJ22102069 | 755 |
| WYG23102045 | 99 |
| IFE7102039 | 310 |
| ATG14101904 | 557 |
| RUD13101856 | 81 |
| EBK4101841 | 150 |
| BYK10101838 | 4215 |
| UZK26101772 | 1211 |
| STZ13101751 | 565 |
| MGA15101733 | 2696 |
| BWW22101715 | 575 |
| EXR16101706 | 0 |
| GXS7101697 | 509 |
| JDB4101688 | 3494 |
| FYN1101628 | 240 |
| AFJ6101622 | 1183 |
| POS5101607 | 2093 |
| LRD14101595 | 545 |
| RTT26101586 | 359 |
| YBI15101529 | 565 |
| EGJ1101511 | 340 |
| LLB15101469 | 318 |
| DLF7101451 | 578 |
| OSS20101370 | 253 |
| QYD11101364 | 598 |
| LZV17101358 | 100 |
| ZVB14101274 | 379 |
| QAH23101247 | 180 |
| PRP8101217 | 120 |
| SVP11101208 | 273 |
| GGJ24101142 | 992 |
| HZF21101073 | 468 |
| QMF16101049 | 323 |
| NRM24101004 | 309 |
| KTK16100998 | 372 |
| OXN22100989 | 403 |
| PKG1100986 | 128 |
| KSE13100983 | 402 |
| XJQ18100971 | 419 |
| FBD26100896 | 284 |
| IOK17100845 | 159 |
| IRH1100806 | 136 |
| ZEI18100788 | 1688 |
| NNP3100773 | 454 |
| ZCZ7100770 | 675 |
| PCB19100725 | 228 |
| XQM16100710 | 42 |
| XIG5100701 | 97 |
| JZV24100653 | 1057 |
| WZV11100629 | 871 |
| BBP18100596 | 1165 |
| QPP10100575 | 3192 |
| POJ21100572 | 52 |
| BFI5100569 | 666 |
| TBA5100542 | 478 |
| SIH6100473 | 836 |
| LNF2100458 | 201 |
| IWH23100440 | 126 |
| LVJ18100413 | 2358 |
| HGL15100389 | 940 |
| DUN17100335 | 492 |
| EIU26100305 | 441 |
| QNJ8100257 | 486 |
| JUD26100140 | 602 |
| USS3100122 | 2576 |
| GKJ2100059 | 858 |
| TPA5100023 | 931 |
| OMO13100014 | 1194 |
| TMR25100011 | 80 |
| AYB7100005 | 535 |
| LQP799969 | 338 |
| KPU199948 | 1017 |
| BIA399933 | 90 |
| CJF1199918 | 2409 |
| JRK1999888 | 360 |
| LJS699876 | 347 |
| PNR599858 | 170 |
| IML2399819 | 1482 |
| MDF1899804 | 1026 |
| NJO2199792 | 297 |
| WOR2199780 | 32 |
| RSC1799774 | 292 |
| SHC1599747 | 224 |
| YTD699729 | 447 |
| GKU1099708 | 330 |
| OIS1399657 | 218 |
| PPM2699498 | 2438 |
| WHU499477 | 522 |
| QKO1999456 | 598 |
| HXF1799420 | 464 |
| VZA1899411 | 236 |
| ZFM2499387 | 460 |
| GEE2499381 | 172 |
| ZXF999360 | 141 |
| OPR599348 | 126 |
| CVS1599333 | 80 |
| LRQ1299324 | 5646 |
| ZHF2399318 | 626 |
| OCO2699288 | 570 |
| PWY899279 | 866 |
| SIU2499276 | 113 |
| EZD1899258 | 260 |
| DWL2599201 | 728 |
| CIA2199156 | 210 |
| LQC399111 | 202 |
| SUA899018 | 161 |
| VVR798982 | 1609 |
| NAB398967 | 95 |
| RJH1298940 | 437 |
| ETW1698934 | 1569 |
| XNH898880 | 385 |
| OJT2098754 | 119 |
| EVC2698721 | 879 |
| BQD1498715 | 674 |
| AKG198688 | 1581 |
| KNZ1698664 | 126 |
| UFG1098649 | 112 |
| MCS1998643 | 171 |
| FWI1698586 | 2046 |
| VIZ2398553 | 30 |
| CLS1098532 | 2903 |
| XRW1398511 | 1645 |
| GNR298466 | 1589 |
| SDI398445 | 305 |
| QVJ398439 | 935 |
| XPE498400 | 76 |
| KRP898334 | 350 |
| YKB698322 | 330 |
| RSQ2498319 | 225 |
| ZON898304 | 413 |
| SBX698265 | 408 |
| UYZ1198253 | 307 |
| LDV698241 | 4221 |
| GXY798211 | 65 |
| NZR1798205 | 393 |
| HSJ1098199 | 89 |
| HEA2398184 | 718 |
| NOM1698172 | 719 |
| YOC998046 | 1908 |
| ZON1598028 | 507 |
| XBZ398022 | 75 |
| TYN598010 | 726 |
| ELT697929 | 123 |
| EMQ1297923 | 625 |
| BAI897848 | 330 |
| ILV2097809 | 124 |
| AAT397791 | 613 |
| QVP2097779 | 180 |
| VZL1697770 | 1374 |
| ZGC1697710 | 1367 |
| CXG2297695 | 15403 |
| WTB2197689 | 121 |
| TDH1397686 | 527 |
| ENN1197656 | 303 |
| IYZ1197647 | 56 |
| FJZ1597635 | 280 |
| QKQ2697584 | 249 |
| ISG897581 | 313 |
| XSR397560 | 542 |
| KZU197548 | 401 |
| ZJN1197515 | 152 |
| MIM1297509 | 453 |
| QSO2297497 | 229 |
| CLH397491 | 879 |
| JUW2397470 | 200 |
| DYV1697461 | 1111 |
| EZY1497443 | 187 |
| KCR2497401 | 589 |
| XRE1797398 | 1973 |
| ZIX997371 | 794 |
| PKS2297365 | 351 |
| TII397347 | 590 |
| MZJ1197335 | 270 |
| HOK1397308 | 530 |
| LZI1897287 | 815 |
| OKB1097212 | 4023 |
| KIT1597149 | 1234 |
| JWW197137 | 561 |
| PET2597134 | 1021 |
| SHI2297116 | 365 |
| GIA1797104 | 178 |
| OLP1797101 | 762 |
| PRW2297077 | 464 |
| PRQ1197068 | 105 |
| TKL2297065 | 52 |
| EEL1397047 | 211 |
| RTF1297014 | 134 |
| EZS196987 | 482 |
| NUK396972 | 113 |
| YYK596966 | 20 |
| HEE2596954 | 195 |
| WZD596933 | 2204 |
| CAG1496861 | 555 |
| AGL1596852 | 2965 |
| VJE696822 | 4562 |
| FCZ296810 | 806 |
| SZG1696804 | 553 |
| UOO496765 | 516 |
| WHF896750 | 1020 |
| BYR1096741 | 760 |
| KRJ296717 | 1011 |
| HOX596711 | 458 |
| BIN896666 | 818 |
| BKJ696606 | 334 |
| LFP396582 | 294 |
| ECW1496573 | 0 |
| CVP1296570 | 117 |
| HBN496567 | 237 |
| UCD396519 | 120 |
| FLO796471 | 189 |
| TXI1396432 | 435 |
| UBR1396402 | 1443 |
| UYX2196357 | 446 |
| PBN2096354 | 2729 |
| LXI1996351 | 346 |
| SSU696342 | 1081 |
| TPX1696315 | 101 |
| QTV796297 | 175 |
| YKP2096276 | 3414 |
| OOC1796264 | 1073 |
| QYW1796252 | 105 |
| KDO596186 | 735 |
| GVN596165 | 252 |
| FBB2096153 | 100 |
| EYO2696132 | 1020 |
| GSW2596096 | 165 |
| LPJ2196039 | 1752 |
| HYJ1595937 | 422 |
| BLL695871 | 851 |
| OEW1495862 | 651 |
| UFJ1595820 | 1955 |
| GDD1395730 | 180 |
| ZMI1895655 | 105 |
| ZGN595637 | 1845 |
| LSR1195634 | 2777 |
| MMV2095553 | 1976 |
| BGR195487 | 163 |
| MTV2495484 | 640 |
| ZKU2195478 | 1785 |
| WEP2695475 | 99 |
| IEY1795469 | 2375 |
| ARS395418 | 1929 |
| HSG2695400 | 755 |
| OFJ995391 | 206 |
| TFN595367 | 165 |
| JSI1995316 | 140 |
| VQO2595307 | 870 |
| ZUZ1395298 | 558 |
| VBP2695265 | 802 |
| TGL1495250 | 246 |
| OLW795244 | 424 |
| PEE795235 | 1395 |
| XMA1195199 | 188 |
| AYZ895190 | 165 |
| ZOL1595160 | 126 |
| UNJ795142 | 865 |
| TFX1395106 | 5391 |
| ZXM595103 | 20 |
| IRM195085 | 4574 |
| DJP295013 | 382 |
| KHB394998 | 263 |
| DRU1694968 | 458 |
| IOX994896 | 93 |
| QHF294818 | 48 |
| UMH994797 | 5083 |
| EZB1994749 | 5280 |
| LXX594743 | 92 |
| JBQ494686 | 146 |
| TFS2394683 | 354 |
| GFX2194653 | 131 |
| LOH1294563 | 304 |
| IRJ994545 | 85 |
| PHN894530 | 371 |
| RUY394515 | 2133 |
| NBA794506 | 1386 |
| UYM394503 | 1592 |
| BJJ2694494 | 256 |
| KBB794470 | 2971 |
| WDW1994410 | 19 |
| WYD394365 | 1116 |
| XNK194338 | 109 |
| UBI1194335 | 500 |
| GYN2494260 | 403 |
| AYX694254 | 60 |
| FUK2694131 | 805 |
| HCB594104 | 420 |
| QQV394101 | 440 |
| QSN2094017 | 468 |
| HCQ1393990 | 636 |
| MDQ693972 | 228 |
| KST1393960 | 296 |
| QEK1193927 | 423 |
| GXP393912 | 421 |
| JWW2693894 | 360 |
| HTU1793861 | 353 |
| UXX2093834 | 632 |
| SVZ2493786 | 283 |
| IZC993738 | 837 |
| ZQB1793720 | 332 |
| MEZ2093711 | 85 |
| IPO2093702 | 95 |
| TPJ1993699 | 499 |
| GCM1893684 | 230 |
| SGU493657 | 395 |
| ETN2393642 | 5386 |
| YZR1993639 | 35 |
| OCV2493486 | 410 |
| WWU1593477 | 56 |
| IUV2593411 | 207 |
| RQJ293393 | 186 |
| RZS1493384 | 409 |
| AKB2293372 | 119 |
| NLN793333 | 275 |
| ZYG693321 | 115 |
| WOC893306 | 805 |
| DBR1293303 | 781 |
| EUG1693294 | 192 |
| ZVI1393261 | 2045 |
| YDY2193213 | 573 |
| YIW1993189 | 99 |
| FHK1093150 | 677 |
| NGG2393105 | 106 |
| HXI2493036 | 278 |
| QED2592967 | 108 |
| YJE1492949 | 462 |
| CMO892874 | 260 |
| UGT2392838 | 134 |
| NAP2592796 | 397 |
| TZY1692787 | 778 |
| UXH2492763 | 5615 |
| CGY1092706 | 1374 |
| RCJ592697 | 2228 |
| VZL1292688 | 808 |
| GDZ392685 | 527 |
| SVQ1192673 | 388 |
| RQK1092610 | 40 |
| VWG2292574 | 490 |
| WKY1592472 | 144 |
| JWR2592445 | 330 |
| UNN2292424 | 1510 |
| NHT1192412 | 3834 |
| BWD492409 | 2822 |
| ZWB2092244 | 264 |
| YHO1992184 | 978 |
| TLP392091 | 129 |
| EGL1292058 | 6165 |
| KAE492028 | 812 |
| RCQ1592004 | 2079 |
| JAW691992 | 834 |
| TWG691986 | 53 |
| TZN2091980 | 362 |
| NNF1291971 | 504 |
| KFF391875 | 152 |
| QMA891845 | 178 |
| BCG1391833 | 258 |
| KXJ1191824 | 367 |
| EZY1091809 | 1043 |
| HOB2391791 | 216 |
| IYP191785 | 195 |
| DQW291773 | 619 |
| CAY1891764 | 427 |
| HTD1191722 | 101 |
| UMP2391671 | 473 |
| UXC691662 | 1347 |
| QJK1091659 | 378 |
| OTQ2091578 | 1367 |
| COZ1291569 | 206 |
| BQY1391533 | 30 |
| TGW2091497 | 135 |
| YQA2391470 | 3509 |
| QRS991440 | 211 |
| COO1391422 | 677 |
| ESN291398 | 117 |
| XLA2491395 | 6888 |
| VWM1591374 | 209 |
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| DOF413662 | 190 |
| BHK113605 | 825 |
| VHE513602 | 403 |
| IHV2213581 | 24125 |
| LQQ1613539 | 370 |
| EVS713536 | 1076 |
| JGZ2213470 | 794 |
| HIZ1713455 | 15295 |
| APQ2413449 | 60925 |
| ATY313446 | 2408 |
| NCE2613419 | 416 |
| RYM2213401 | 10391 |
| SNK2313398 | 238 |
| RGP213395 | 330 |
| JRK1913389 | 3936 |
| EDB2413305 | 475 |
| FDQ1113290 | 495 |
| VSE613284 | 11738 |
| FDO1013281 | 42560 |
| HAZ213275 | 920 |
| XIK1313260 | 19228 |
| PYG1213254 | 253 |
| WNV2513239 | 699 |
| NHN1313233 | 2928 |
| JPK2513212 | 99 |
| DTY213188 | 150 |
| DRA713173 | 396 |
| KZR813158 | 2220 |
| AFB1613116 | 41576 |
| HXD1013104 | 6252 |
| MMS613074 | 330 |
| LVE1713020 | 15076 |
| HLD313005 | 2218 |
| RVH1012990 | 5811 |
| KBO2612942 | 1365 |
| FIJ912924 | 19542 |
| HMA1012921 | 128 |
| IYL1312885 | 6653 |
| EJE1212876 | 6009 |
| XOP2112867 | 3506 |
| SVA2112792 | 5784 |
| GLM812750 | 4387 |
| DQE512729 | 9164 |
| XOF2012723 | 589 |
| WEY2112684 | 4475 |
| ZVU712672 | 8558 |
| WBO2012663 | 560 |
| UHW812648 | 7536 |
| BYD1612624 | 9068 |
| BZV1112588 | 218 |
| XLW2512570 | 985 |
| ZXY1812528 | 142 |
| KAE1212480 | 30754 |
| PCS1012468 | 3797 |
| QMT1512465 | 1072 |
| DDT612435 | 1075 |
| VGD1112426 | 1191 |
| LDK612420 | 2236 |
| EMI912417 | 530 |
| NWD2012387 | 13862 |
| TLT412321 | 1779 |
| GVH812303 | 9752 |
| OIV912297 | 7427 |
| ZXM612261 | 241 |
| XAO1312258 | 352 |
| FFL212249 | 16238 |
| ZAN2012183 | 90 |
| LWC2012150 | 1095 |
| DJP1612093 | 6935 |
| DXF1512072 | 9136 |
| CXE1912048 | 1402 |
| WWC812033 | 39584 |
| WCZ1712018 | 3341 |
| ISN2212006 | 4398 |
| UUI911994 | 2977 |
| ODP111979 | 295 |
| HAZ1811967 | 8569 |
| MEI1411931 | 592 |
| WOK311913 | 3814 |
| PJY1711907 | 5752 |
| QPB2111889 | 12542 |
| HJL1111865 | 8829 |
| XOG811856 | 683 |
| XMM1911850 | 1077 |
| RYG2411808 | 397 |
| CRU311790 | 366 |
| HWZ2211760 | 425 |
| EYL2311682 | 25103 |
| ASN1611670 | 12384 |
| PNR211652 | 9182 |
| JHA1111625 | 24837 |
| JBN1511604 | 6870 |
| HSW2411568 | 667 |
| WCG2511556 | 863 |
| RIH211496 | 4448 |
| AWP1211478 | 99 |
| DPK1011424 | 2425 |
| KZE211325 | 2165 |
| VUO511322 | 7743 |
| TWZ411301 | 6002 |
| OBE2211274 | 1107 |
| GQC1711232 | 15074 |
| WFF1311211 | 5562 |
| UNS611139 | 213 |
| LLZ2611121 | 1682 |
| AFM811103 | 2714 |
| GGC1611049 | 14087 |
| DFP711046 | 877 |
| NUB1610968 | 188 |
| VNJ410953 | 739 |
| VUM2110905 | 3970 |
| NSY1410896 | 2163 |
| GBH2310833 | 5485 |
| ASM2010830 | 18870 |
| XSP710818 | 869 |
| GMS2610791 | 396 |
| OUG810773 | 342 |
| SQX1710635 | 2531 |
| BNS1210536 | 6854 |
| DXR710500 | 1641 |
| RQY2310476 | 1388 |
| RDK810473 | 5830 |
| BDN2510449 | 12495 |
| TVP2610440 | 2248 |
| DOT1510434 | 1091 |
| OGL210395 | 14571 |
| LYA2110380 | 2428 |
| QVN410377 | 1237 |
| XMP1410344 | 18678 |
| GWL110338 | 3215 |
| TMX210335 | 493 |
| QJB810296 | 6496 |
| QYN1410287 | 1065 |
| KFM1510278 | 10136 |
| TML510263 | 4466 |
| LEC710221 | 1392 |
| RKK1910191 | 1544 |
| QWQ110116 | 159 |
| KEF1610098 | 14124 |
| EVQ1210095 | 9014 |
| RZN1410086 | 3352 |
| AWV410077 | 5131 |
| KOF410071 | 7908 |
| HTO2010050 | 23193 |
| POG259978 | 17723 |
| VPF109954 | 512 |
| YGQ79909 | 234 |
| ZAY269873 | 353 |
| BJN219816 | 165 |
| BNX169768 | 297 |
| SEL129765 | 243 |
| QLZ139762 | 1381 |
| QTE149741 | 1691 |
| BAD129735 | 12684 |
| MWJ239723 | 483 |
| JPN229702 | 9712 |
| KTM149675 | 9708 |
| XXV119663 | 45593 |
| NXP69651 | 5368 |
| DBF39606 | 1565 |
| FZK59600 | 726 |
| ADF59546 | 5462 |
| AOR169453 | 891 |
| WFK129441 | 10286 |
| AEA159414 | 406 |
| LHT99387 | 8999 |
| VMV49303 | 21922 |
| FCB69285 | 539 |
| NJJ109213 | 2902 |
| IRN189186 | 1207 |
| UNG39111 | 16663 |
| ODB59090 | 988 |
| IOD259072 | 16273 |
| OHH149021 | 200 |
| AOU169003 | 542 |
| SYN58991 | 2576 |
| ABJ208964 | 15685 |
| KWA208958 | 1376 |
| PMY78943 | 24595 |
| DHO128898 | 218 |
| IED148895 | 764 |
| SSV128865 | 15222 |
| FZV188847 | 329 |
| VDI248823 | 8961 |
| RKU238787 | 2187 |
| ONS118772 | 7294 |
| BXE108709 | 0 |
| CDF38694 | 22490 |
| ACA228688 | 1774 |
| BLJ218685 | 8500 |
| YQT158661 | 8798 |
| QIU108655 | 920 |
| VYJ178613 | 780 |
| GHK268589 | 24946 |
| VOW98565 | 5253 |
| LUB88529 | 5351 |
| TVV88502 | 7352 |
| UGA138472 | 7921 |
| ZQB198457 | 54149 |
| KRP78385 | 2601 |
| VKZ148337 | 1667 |
| KST28307 | 7245 |
| ARM228301 | 4793 |
| PBA128211 | 13672 |
| MPC38205 | 7623 |
| MLM68187 | 50 |
| GNE268184 | 1994 |
| UXN178163 | 330 |
| IVP258157 | 3108 |
| WUK158127 | 5689 |
| NTE138118 | 6674 |
| PKY238103 | 14467 |
| FVX108073 | 31929 |
| MCZ117962 | 10361 |
| OII227941 | 30032 |
| RYQ97935 | 2344 |
| YHV247932 | 559 |
| DBL257875 | 730 |
| TAA257842 | 12606 |
| WEY197830 | 14217 |
| DEZ157812 | 1075 |
| NHS107788 | 1995 |
| BDJ217719 | 318 |
| BLR197683 | 15978 |
| ZJY107677 | 10723 |
| FDW177668 | 10342 |
| EYY167614 | 4837 |
| CBY77605 | 9510 |
| CHH187563 | 17700 |
| OQR187557 | 18087 |
| LDB107509 | 13693 |
| ZTT157503 | 6412 |
| YNW267470 | 2722 |
| BBJ27461 | 10603 |
| LQK77449 | 43839 |
| VKS237431 | 426 |
| KIW147422 | 3031 |
| ATO237404 | 32735 |
| KZJ17392 | 5651 |
| GRS27371 | 698 |
| MID87326 | 735 |
| BLV137314 | 6203 |
| KHE37302 | 330 |
| CJV67284 | 14385 |
| PCC217254 | 7713 |
| RTH177227 | 25379 |
| HRZ197143 | 9254 |
| YDL97113 | 6968 |
| SSD207101 | 34787 |
| WOV37074 | 433 |
| ZCA177053 | 15712 |
| MVI66948 | 3590 |
| YPA206849 | 6744 |
| SMH246834 | 428 |
| WTO56831 | 5266 |
| OMG56822 | 644 |
| YPD206813 | 10929 |
| QJC186783 | 2565 |

**Visualisation**

**Insights**

1. According to analysis, User APQ2413449 has highest LTV of 60925,it might be a store
2. Due to huge number of data points, the chart is looking cluttered

**Aggregated LTV at customer acquisition source level**

**Observation**

|  |  |
| --- | --- |
| **Source Level** | **Aggregated LTV** |
| Instagram | 322.8523707 |
| Snapchat | 363.5187673 |
| Offline Campaign | 346.7187282 |
| Google | 363.0517951 |
| Organic | 343.8610778 |
| Facebook | 349.0614973 |

**Visualisation**

**Insights**

1. Due to Snapchat, there is highest aggregated LTV of 363.5187673,It does better advertising and snapchat might have more user impressions which supported marketing.
2. Google facebook and Offline campaign comes next to generate higher aggregated LTV

**Aggregated LTV at customer acquisition month level**

**Observation**

|  |  |
| --- | --- |
| **Acquisition Month** | **Aggregated LTV** |
| Sep-21 | 247.4917864 |
| Aug-2021 | 271.7213647 |
| Jul-2021 | 310.8607242 |
| Jun-2021 | 322.5980861 |
| May-2021 | 346.0539317 |
| Apr-2021 | 340.1092 |
| Mar-2021 | 351.3635487 |
| Feb-2021 | 342.7319661 |
| Jan-2021 | 385.5178571 |

**Visualisation**

**Insights**

1. Users acquired in Jan 2021 has higher aggregated LTV of 385.5178571.Freshco is good at business during Jan ‘2021.
2. Least aggregated LTV is seen on users acquired in Sep 2021, freshco might not keep up with marketing trend.There is drop in average cart value So, freshco need to come up with innovative ideas of advertising to attract the users and made to order.
3. users acquired in rest months have aggregated LTV ranging from 247.4 to 351.3

**Average revenue at customer acquisition source level**

**Observation**

|  |  |
| --- | --- |
| **Source Level** | **Average Revenue** |
| Instagram | 322.8523707 |
| Snapchat | 363.5187673 |
| Offline Campaign | 346.7187282 |
| Google | 363.0517951 |
| Organic | 343.8610778 |
| Facebook | 349.0614973 |

**Visualisation**

**Insights**

1.Through Snapchat Highest average revenue of 363.518 is recorded,It does better advertising and snapchat might have more user impressions which supported marketing.

2.Users acquired through instagram generated low average revenue. Marketing team needs to improve their standards and ideas which are implemented on instagram.

**Average revenue at customer acquisition month level**

**Observation**

|  |  |
| --- | --- |
| **Acquisition Month** | **Average Revenue** |
| Sep-21 | 247.4917864 |
| Aug-2021 | 271.7213647 |
| Jul-2021 | 310.8607242 |
| Jun-2021 | 322.5980861 |
| May-2021 | 346.0539317 |
| Apr-2021 | 340.1092 |
| Mar-2021 | 351.3635487 |
| Feb-2021 | 342.7319661 |
| Jan-2021 | 385.5178571 |

**Visualisation**

**Insights**

1. Users acquired in Jan 2021 have high Average revenue.Freshco is good at business during Jan ‘2021.
2. Users acquired in Sep 2021 have low Average revenue,freshco might not keep up with marketing trend.There is drop in average cart value So, freshco need to come up with innovative ideas of advertising to attract the users and made to order.

**Pattern in Order Rating across slots**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Slots** | **Rating 5 orders** | **total orders** | **Rating 5, % of orders** | **Rating 1 orders** | **Rating 1, % of orders** |
| Afternoon | 4073 | 5924 | 69% | 35 | 0.59% |
| Evening | 3227 | 4712 | 68% | 39 | 0.83% |
| Late Night | 995 | 1589 | 63% | 15 | 0.94% |
| Morning | 3715 | 5389 | 69% | 37 | 0.69% |
| Night | 3474 | 5209 | 67% | 45 | 0.86% |

**Visualisation**

**Insights**

1. After careful study comparing 5 rating orders with total orders during slots, orders placed during Afternoon and morning,evening are rated 5 Higher than orders placed during late night
2. After careful study comparing 1 rating orders with total orders during slots, orders placed during late night,evening,night are rated 1 Higher than orders placed during afternoon
3. Need to work on delivery process to achieve customer rating.
4. Delivery boys need to be instructed for careful dealing with products,probably a quick out for delivery,a polite conversation with customer, to follow the instructions they have given while ordering such as door delivery, do n’t disturb hand it over to security guard and ask them to rate the delivery etc. To achieve customer rating.

**Pattern in Order Rating across no.of items**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **No of items** | **Rating 5 orders** | **total orders** | **Rating 5, % of orders** | **Rating 1 orders** | **Rating 1, % of orders** |
| 1 | 2769 | 4223 | 66% | 33 | 0.78% |
| 2 | 2735 | 4037 | 68% | 33 | 0.82% |
| 3 | 2220 | 3209 | 69% | 27 | 0.84% |
| 4 | 1705 | 2484 | 69% | 19 | 0.76% |
| 5 | 1401 | 2016 | 69% | 11 | 0.55% |
| 6 | 1056 | 1493 | 71% | 13 | 0.87% |
| 7 | 822 | 1185 | 69% | 4 | 0.34% |
| 8 | 624 | 932 | 67% | 5 | 0.54% |
| 9 | 508 | 742 | 68% | 4 | 0.54% |
| 10 | 365 | 547 | 67% | 4 | 0.73% |
| 11 | 297 | 451 | 66% | 4 | 0.89% |
| 12 | 225 | 327 | 69% | 4 | 1.22% |
| 13 | 168 | 269 | 62% | 0 | 0.00% |
| 14 | 141 | 231 | 61% | 2 | 0.87% |
| 15 | 147 | 194 | 76% | 2 | 1.03% |
| 16 | 83 | 133 | 62% | 4 | 3.01% |
| 17 | 73 | 117 | 62% | 1 | 0.85% |
| 18 | 49 | 91 | 54% | 0 | 0.00% |
| 19 | 49 | 70 | 70% | 0 | 0.00% |
| 20 | 19 | 33 | 58% | 0 | 0.00% |
| 21 | 13 | 20 | 65% | 1 | 5.00% |
| 22 | 10 | 11 | 91% | 0 | 0.00% |
| 23 | 4 | 5 | 80% | 0 | 0.00% |
| 24 | 1 | 2 | 50% | 0 | 0.00% |
| 25 | 0 | 1 | 0% | 0 | 0.00% |

**Visualisation**

**Insights**

1. Persons who ordered 22 number of products rated 5 comparatively higher than those ordered other no. of products
2. Persons who ordered 21 number of products rated 1 comparatively higher than those ordered other no. of products
3. Need to work on delivery process to achieve customer rating.
4. Delivery boys need to be instructed for careful dealing with products,probably a quick out for delivery,a polite conversation with customer, to follow the instructions they have given while ordering such as door delivery, do n’t disturb hand it over to security guard and ask them to rate the delivery etc. To achieve customer rating.

**Pattern in Order Rating across delivery charges**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Delivery charges** | **Rating 5 orders** | **total orders** | **Rating 5, % of orders** | **Rating 1 orders** | **Rating 1,% of orders** |
| 0-50 | 14924 | 21814 | 68% | 163 | 0.75% |
| 51-100 | 443 | 725 | 61% | 4 | 0.55% |
| 101-150 | 94 | 150 | 63% | 3 | 2.00% |
| 151-200 | 16 | 25 | 64% | 1 | 4.00% |
| 201-250 | 4 | 4 | 100% | 0 | 0.00% |
| 251-300 | 1 | 2 | 50% | 0 | 0.00% |
| 301-350 | 1 | 1 | 100% | 0 | 0.00% |

**Visualisation**

**Insights**

1. Every Customer paying delivery charge of 201-250 and 301-350 rated 5
2. 68% of customers paying delivery charge of 0-50 rated 5
3. 4% of customers paying delivery charge of 151-200 rated 1
4. Delivery boys need to be instructed for careful dealing with products,probably a quick out for delivery,a polite conversation with customer, to follow the instructions they have given while ordering such as door delivery, do n’t disturb hand it over to security guard and ask them to rate the delivery etc. To achieve customer rating.

**Pattern in Order Rating across discount**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Discount** | **Rating 5 orders** | **total orders** | **Rating 5, % of orders** | **Rating 1 orders** | **Rating 1,% of orders** |
| 0-100 | 14660 | 21461 | 68% | 163 | 0.76% |
| 101-200 | 688 | 1047 | 66% | 8 | 0.76% |
| 201-300 | 49 | 82 | 60% | 0 | 0.00% |
| 301-400 | 9 | 17 | 53% | 0 | 0.00% |
| 401-500 | 1 | 3 | 33% | 0 | 0.00% |
| 501-600 | 12 | 17 | 71% | 0 | 0.00% |
| 601-700 | 39 | 58 | 67% | 0 | 0.00% |
| 701-800 | 25 | 35 | 71% | 0 | 0.00% |
| Above 800 | 0 | 1 | 0% | 0 | 0.00% |

**Visualisation**

**Insights**

1.71 % of Customers who got discount from 501-600 and 701-800 have rated 5

2.68% of customers who got discount of 0-100 rated 5

1. Only 0.76% of customers who got discount of 0-100 and 101-200 rated 1
2. Delivery boys need to be instructed for careful dealing with products,probably a quick out for delivery,a polite conversation with customer, to follow the instructions they have given while ordering such as door delivery, do n’t disturb hand it over to security guard and ask them to rate the delivery etc. To achieve customer rating.

**Delivery Analysis**

**Average overall delivery time at month and delivery area level**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Delivery Area** | **Sep-2021** | **Aug-2021** | **Jul-2021** | **Jun-2021** | **May-2021** | **Apr-2021** | **Mar-2021** | **Feb-2021** | **Jan-2021** |
| Akshaya Nagar | 0:36:39 | 1:44:37 | #DIV/0! | 0:50:19 | 1:02:12 | 0:49:12 | 0:54:56 | #DIV/0! | #DIV/0! |
| Arekere | 0:33:48 | #DIV/0! | #DIV/0! | 0:53:11 | 0:56:02 | 0:51:59 | #DIV/0! | #DIV/0! | 0:28:17 |
| Banashankari Stage 2 | #DIV/0! | #DIV/0! | 0:54:22 | 0:24:57 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Bannerghatta | #DIV/0! | 0:57:08 | #DIV/0! | #DIV/0! | 1:00:39 | #DIV/0! | 0:40:11 | #DIV/0! | 0:52:51 |
| Basavanagudi | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 0:57:49 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Bellandur - Off Sarjapur Road | 0:30:29 | 0:28:05 | 0:32:09 | 0:29:59 | 0:51:37 | 0:40:55 | 0:35:57 | 0:15:16 | 0:35:17 |
| Bellandur, APR | 0:41:32 | 0:46:38 | 0:45:41 | 0:40:21 | 0:34:27 | 0:52:44 | 0:43:34 | 0:42:05 | 0:49:30 |
| Bellandur, Ecospace | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 0:21:19 |
| Bellandur, ETV | 0:29:37 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Bellandur, Green Glen | 0:25:12 | 0:31:04 | 0:26:37 | 0:27:08 | 0:50:55 | 0:35:45 | 0:32:11 | 0:27:51 | 0:28:25 |
| Bellandur, Sakara | 0:21:10 | 0:36:06 | 0:28:12 | 0:25:53 | 1:11:17 | 1:02:27 | 0:49:48 | #DIV/0! | #DIV/0! |
| Bellandur, Sarjapur Road | 0:27:08 | 0:26:02 | 0:30:07 | 0:26:36 | 1:03:46 | 0:35:58 | 0:32:16 | 0:28:28 | 0:31:48 |
| Bilekahalli | 0:28:03 | 0:24:13 | 0:49:20 | #DIV/0! | 0:43:59 | #DIV/0! | 0:53:34 | #DIV/0! | 0:37:03 |
| Binnipet | #DIV/0! | #DIV/0! | 0:46:30 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Bomannahali - MicoLayout | 0:24:48 | 0:29:48 | 0:28:15 | 0:34:00 | 0:59:17 | 0:33:18 | 0:29:36 | 0:31:53 | 0:30:11 |
| Bommanahalli | 0:23:17 | 0:39:19 | 0:35:55 | 0:29:40 | 1:04:10 | 0:40:48 | 0:33:45 | 0:24:58 | 0:32:04 |
| Brookefield | #DIV/0! | #DIV/0! | 1:31:14 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| BTM Stage 1 | 0:23:27 | 0:31:11 | 0:45:26 | 0:26:00 | 0:39:55 | 0:36:11 | 0:36:41 | 0:31:18 | 0:30:02 |
| BTM Stage 2 | 0:33:41 | 0:38:40 | 0:40:49 | 0:25:24 | 0:48:32 | 0:29:34 | 0:27:42 | 0:26:04 | 0:28:55 |
| Challagatta | #DIV/0! | 0:41:08 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Cox Town | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| CV Raman Nagar | #DIV/0! | #DIV/0! | #DIV/0! | 1:03:57 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Devarachikanna Halli | 0:36:55 | #DIV/0! | #DIV/0! | 0:26:51 | #DIV/0! | 1:05:45 | 0:47:03 | 0:42:54 | 0:25:33 |
| Doddanekundi | #DIV/0! | 0:42:08 | 0:38:37 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Domlur, EGL | 0:35:10 | #DIV/0! | #DIV/0! | #DIV/0! | 1:37:16 | 0:43:36 | #DIV/0! | #DIV/0! | 0:37:25 |
| Frazer Town | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 0:44:49 | #DIV/0! | #DIV/0! |
| Harlur | 0:29:32 | 0:34:54 | 0:26:37 | 0:27:43 | 1:00:07 | 0:33:50 | 0:27:07 | 0:26:30 | 0:30:25 |
| HSR Layout | 0:17:24 | 0:20:23 | 0:18:14 | 0:21:17 | 0:42:04 | 0:26:30 | 0:18:39 | 0:17:43 | 0:19:51 |
| Indiranagar | #DIV/0! | #DIV/0! | 0:42:35 | 0:37:52 | 0:54:35 | 1:08:56 | #DIV/0! | #DIV/0! | #DIV/0! |
| ITI Layout | 0:19:00 | 0:21:34 | 0:20:01 | 0:23:17 | 0:44:32 | 0:26:56 | 0:20:29 | 0:18:37 | 0:22:13 |
| Jayanagar | #DIV/0! | 0:53:58 | 0:53:02 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 0:56:05 |
| JP Nagar Phase 1-3 | #DIV/0! | 0:41:19 | #DIV/0! | #DIV/0! | 0:57:25 | 0:38:39 | 0:59:38 | #DIV/0! | 0:32:49 |
| JP Nagar Phase 4-5 | #DIV/0! | 0:52:42 | #DIV/0! | #DIV/0! | 0:55:56 | 0:45:29 | #DIV/0! | 0:56:11 | 0:37:46 |
| JP Nagar Phase 6-7 | #DIV/0! | #DIV/0! | #DIV/0! | 0:44:58 | 0:53:47 | #DIV/0! | 0:32:23 | 0:49:07 | #DIV/0! |
| JP Nagar Phase 8-9 | #DIV/0! | #DIV/0! | #DIV/0! | 0:59:29 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Kadubeesanhali, Prestige | 0:21:01 | #DIV/0! | 0:47:08 | #DIV/0! | 1:03:31 | #DIV/0! | 0:27:32 | 0:35:49 | #DIV/0! |
| Kadubeesanhali, PTP | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 0:42:34 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Koramangala, Ejipura | 0:22:49 | 0:27:43 | 0:28:15 | 0:30:54 | 0:54:25 | 0:44:44 | 0:26:15 | 0:25:36 | 0:26:45 |
| Kudlu | 0:25:23 | 0:32:10 | 0:29:14 | 0:29:59 | 0:55:16 | 0:37:44 | 0:30:48 | 0:29:02 | 0:29:22 |
| Kumaraswamy Layout | #DIV/0! | #DIV/0! | 0:57:33 | #DIV/0! | 0:58:26 | #DIV/0! | #DIV/0! | 0:53:38 | #DIV/0! |
| Mahadevapura | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 2:26:40 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Manipal County | 0:37:58 | 0:37:11 | 0:43:09 | 0:34:56 | 1:02:24 | 0:43:16 | 0:35:09 | 0:30:46 | 0:34:47 |
| Marathahalli | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 0:49:47 | #DIV/0! | #DIV/0! | #DIV/0! | 0:32:37 |
| Pattandur | #DIV/0! | 1:11:12 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Richmond Town | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 1:03:24 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Sarjapur Road | 0:27:58 | #DIV/0! | 0:32:50 | 0:28:04 | 1:01:24 | 0:23:53 | #DIV/0! | #DIV/0! | 0:41:13 |
| Victoria Layout | 0:42:19 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Vimanapura | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | 1:15:28 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Viveka Nagar | #DIV/0! | #DIV/0! | 0:40:25 | 0:26:26 | 0:56:07 | 0:32:26 | #DIV/0! | #DIV/0! | #DIV/0! |
| Whitefield | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Wilson Garden, Shantinagar | 0:43:36 | #DIV/0! | #DIV/0! | #DIV/0! | 0:33:38 | #DIV/0! | 0:37:38 | #DIV/0! | #DIV/0! |
| Yemalur | 0:34:42 | 0:39:01 | 0:42:23 | 0:27:18 | #DIV/0! | 0:37:21 | #DIV/0! | 0:33:44 | #DIV/0! |

**Insights**

1. Mahadevapura during MAy 2021 got the delivery in 2 hours 26 minutes(high average delivery time)
2. Bellandur - Off Sarjapur Road during Feb 2021 got the delivery with in 15 minutes 16 seconds on average
3. Delivery speed depends on climate,traffic,availability of products,acceptance time of delivery boys for pickup and their reach times to pick up geo.
4. Climate such as mid summer the temperatures are very high so, the delivery process might take long. During heavy rains also the process slows down.Heavy traffic leads to congestion and to get out of the traffic being a large van or truck it takes time.

**Average overall delivery time at month and weekend/weekday level**

**Observation**

|  |  |  |
| --- | --- | --- |
| **Order Month** | **Weekday** | **Weekend** |
| Sep-2021 | 0:19:37 | 0:19:44 |
| Aug-2021 | 0:22:36 | 0:22:55 |
| Jul-2021 | 0:19:31 | 0:20:32 |
| Jun-2021 | 0:22:55 | 0:22:53 |
| May-2021 | 0:42:31 | 0:48:30 |
| Apr-2021 | 0:27:22 | 0:29:27 |
| Mar-2021 | 0:20:17 | 0:20:35 |
| Feb-2021 | 0:19:26 | 0:19:15 |
| Jan-2021 | 0:22:37 | 0:21:00 |

**Visualisation**

**Insights**

1. They took long time to deliver on average of 48 minutes 30 sec during Weekend on May 2021 due to summer
2. They took long time to deliver on average of 42 minutes 32 sec during Weekday on May 2021 due to summer
3. During Feb 2021 on Weekend the average fast delivery time is 19 minutes 18 seconds and on weekdays the average fast delivery time is 19 minutes 22 seconds
4. Delivery speed depends on climate,traffic,availability of products,acceptance time of delivery boys for pickup and their reach times to pick up geo.
5. Climate such as mid summer the temperatures are very high so, the delivery process might take long. During heavy rains also the process slows down.Heavy traffic leads to congestion and to get out of the traffic being a large van or truck it takes time.

**Average overall delivery time at slot level**

**Observation**

|  |  |
| --- | --- |
| **Slot** | **Average Delivery Time** |
| Afternoon | 0:25:47 |
| Evening | 0:25:34 |
| Late Night | 0:17:29 |
| Morning | 0:25:07 |
| Night | 0:22:30 |

**Visualisation**

**Insights**

1. On an average the delivery is fast during Late night since there is less traffic
2. On an average the delivery is comparatively slow during Morning,Afternoon,Evening since there is traffic
3. Delivery speed depends on climate,traffic,availability of products,acceptance time of delivery boys for pickup and their reach times to pick up geo.
4. Climate such as mid summer the temperatures are very high so, the delivery process might take long. During heavy rains also the process slows down.Heavy traffic leads to congestion and to get out of the traffic being a large van or truck it takes time.

**Pattern in delivery charges with Slot**

**Observation**

|  |  |  |
| --- | --- | --- |
| **Slot** | **Delivery charges** | **Average Delivery charge** |
| Afternoon | 0-210 | 19.24758842 |
| Evening | 0-180 | 19.98595147 |
| Late Night | 0-332 | 32.28942369 |
| Morning | 0-202 | 18.99552489 |
| Night | 0-170 | 20.97061098 |

**Visualisation**

**Insights**

1. Customers ordered Late night paid high range of delivery charges upto 332 rupees(may be due to over night duty of delivery boys)
2. Most customers paid 25 rupees delivery charge

**Pattern in delivery charges with delivery area**

**Observation**

|  |  |  |
| --- | --- | --- |
| **Delivery area** | **Delivery charges** | **Average Delivery charge** |
| Akshaya Nagar | 0-202 | 119.2857143 |
| Arekere | 97-175 | 127 |
| Banashankari Stage 2 | 145 | 145 |
| Bannerghatta | 65-150 | 111 |
| Basavanagudi | 150-165 | 155 |
| Bellandur - Off Sarjapur Road | 0-112 | 53.47727273 |
| Bellandur, APR | 0-135 | 102.4137931 |
| Bellandur, Ecospace | 39 | 39 |
| Bellandur, ETV | 0 | 0 |
| Bellandur, Green Glen | 0-110 | 36.18796992 |
| Bellandur, Sakara | 0-105 | 70.27272727 |
| Bellandur, Sarjapur Road | 0-180 | 69.55102041 |
| Bilekahalli | 20-135 | 77.18181818 |
| Binnipet | 0 | 0 |
| Bomannahali - MicoLayout | 0-166 | 38.76051188 |
| Bommanahalli | 0-112 | 51.80392157 |
| Brookefield | 332 | 332 |
| BTM Stage 1 | 0-126 | 73.08823529 |
| BTM Stage 2 | 0-119 | 55.875 |
| Challagatta | 172 | 172 |
| Cox Town |  | #DIV/0! |
| CV Raman Nagar | 287 | 287 |
| Devarachikanna Halli | 15-166 | 95.75 |
| Doddanekundi | 165-232 | 198.5 |
| Domlur, EGL | 100-180 | 135.3333333 |
| Frazer Town | 259 | 259 |
| Harlur | 0-157 | 20.45210728 |
| HSR Layout | 0-75 | 18.20397563 |
| Indiranagar | 85-212 | 142 |
| ITI Layout | 0-67 | 16.65521628 |
| Jayanagar | 30-110 | 66.66666667 |
| JP Nagar Phase 1-3 | 50-179 | 105.8 |
| JP Nagar Phase 4-5 | 78-180 | 117.5714286 |
| JP Nagar Phase 6-7 | 80-199 | 126.5 |
| JP Nagar Phase 8-9 | 130 | 130 |
| Kadubeesanhali, Prestige | 45-157 | 122.1111111 |
| Kadubeesanhali, PTP | 120 | 120 |
| Koramangala, Ejipura | 0-135 | 50.28301887 |
| Kudlu | 0-146 | 32.41165049 |
| Kumaraswamy Layout | 145-150 | 146.25 |
| Mahadevapura | 195 | 195 |
| Manipal County | 0-157 | 58.93670886 |
| Marathahalli | 170-180 | 175 |
| Pattandur | 180 | 180 |
| Richmond Town | 80-85 | 82.5 |
| Sarjapur Road | 0-180 | 69.05 |
| Victoria Layout | 75 | 75 |
| Vimanapura | 210 | 210 |
| Viveka Nagar | 30-120 | 85.83333333 |
| Whitefield |  | #DIV/0! |
| Wilson Garden, Shantinagar | 85-105 | 95 |
| Yemalur | 0-135 | 77.85714286 |

**Visualisation**

**Insights**

1. Delivery charges depend on the how far the area is from the Freshco ,HSR and the availability of delivery boys
2. If the drop area is far and during peak time of high orders and same number of delivery boys , the delivery charges will be high
3. That why HSR layout is charged less range of delivery charge i.e, 0-75
4. On an average delivery charges are more for CV Raman Nagar and Frazer Town and Brookefield

**Pattern in delivery area with delivery time**

**Observation**

|  |  |
| --- | --- |
| **Delivery Area** | **Delivery Time** |
| Akshaya Nagar | 0:54:15 |
| Arekere | 0:41:56 |
| Banashankari Stage 2 | 0:39:40 |
| Bannerghatta | 0:52:44 |
| Basavanagudi | 0:57:49 |
| Bellandur - Off Sarjapur Road | 0:36:40 |
| Bellandur, APR | 0:44:14 |
| Bellandur, Ecospace | 0:21:19 |
| Bellandur, ETV | 0:29:37 |
| Bellandur, Green Glen | 0:31:25 |
| Bellandur, Sakara | 0:44:59 |
| Bellandur, Sarjapur Road | 0:33:07 |
| Bilekahalli | 0:38:26 |
| Binnipet | 0:46:30 |
| Bomannahali - MicoLayout | 0:32:56 |
| Bommanahalli | 0:40:38 |
| Brookefield | 1:31:14 |
| BTM Stage 1 | 0:34:24 |
| BTM Stage 2 | 0:34:51 |
| Challagatta | 0:41:08 |
| Cox Town | #DIV/0! |
| CV Raman Nagar | 1:03:57 |
| Devarachikanna Halli | 0:44:13 |
| Doddanekundi | 0:40:23 |
| Domlur, EGL | 0:59:03 |
| Frazer Town | 0:44:49 |
| Harlur | 0:31:53 |
| HSR Layout | 0:22:29 |
| Indiranagar | 0:56:38 |
| ITI Layout | 0:23:18 |
| Jayanagar | 0:54:22 |
| JP Nagar Phase 1-3 | 0:45:58 |
| JP Nagar Phase 4-5 | 0:51:25 |
| JP Nagar Phase 6-7 | 0:47:58 |
| JP Nagar Phase 8-9 | 0:59:29 |
| Kadubeesanhali, Prestige | 0:42:16 |
| Kadubeesanhali, PTP | 0:42:34 |
| Koramangala, Ejipura | 0:36:31 |
| Kudlu | 0:34:21 |
| Kumaraswamy Layout | 0:57:01 |
| Mahadevapura | 2:26:40 |
| Manipal County | 0:39:13 |
| Marathahalli | 0:41:12 |
| Pattandur | 1:11:12 |
| Richmond Town | 1:03:24 |
| Sarjapur Road | 0:39:27 |
| Victoria Layout | 0:42:19 |
| Vimanapura | 1:15:28 |
| Viveka Nagar | 0:44:37 |
| Whitefield | #DIV/0! |
| Wilson Garden, Shantinagar | 0:39:37 |
| Yemalur | 0:36:13 |

**Visualisation**

**Insights**

1. Brookefield,CV Raman NAgar,Domlur,EGL ,Pattandur,Richmond town,Vimanapura areas were delivered in more than an hour on an average
2. Delivery speed depends on climate,traffic,availability of products,acceptance time of delivery boys for pickup and their reach times to pick up geo.
3. Climate such as mid summer the temperatures are very high so, the delivery process might take long. During heavy rains also the process slows down.Heavy traffic leads to congestion and to get out of the traffic being a large van or truck it takes time.
4. Logical reason is Traffic.Especially in urban areas Delivery vehicles may get stuck in traffic and has to take longer routes to avoid congestion,leading to significant slow down in delivery process.

**Product Level Analysis**

**Completion rate at No of products level**

**Observation**

|  |  |
| --- | --- |
| **No of Products** | **Completion rate** |
| 1 | 99.27% |
| 2 | 99.73% |
| 3 | 99.41% |
| 4 | 99.56% |
| 5 | 99.75% |
| 6 | 99.40% |
| 7 | 99.66% |
| 8 | 99.79% |
| 9 | 99.46% |
| 10 | 99.82% |
| 11 | 99.33% |
| 12 | 100.00% |
| 13 | 100.00% |
| 14 | 99.57% |
| 15 | 100.00% |
| 16 | 99.25% |
| 17 | 100.00% |
| 18 | 100.00% |
| 19 | 100.00% |
| 20 | 100.00% |
| 21 | 100.00% |
| 22 | 100.00% |
| 23 | 100.00% |
| 24 | 100.00% |
| 25 | 100.00% |

**Visualisation**

**Insights**

1. There is 100% completion rate for no.of products 12,13,15,17,18,19,20,21,22,23,24,25
2. Least conversion rate is recorded at 16 no.of products i.e, 99.25%,the order may be out of stock or payment authorization problems at time of delivery or shipping address undeliverable

**Pattern in Order Rating across no.of items**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **No of items** | **Rating 5 orders** | **total orders** | **Rating 5, % of orders** | **Rating 1 orders** | **Rating 1, % of orders** |
| 1 | 2769 | 4223 | 65.57% | 33 | 0.78% |
| 2 | 2735 | 4037 | 67.75% | 33 | 0.82% |
| 3 | 2220 | 3209 | 69.18% | 27 | 0.84% |
| 4 | 1705 | 2484 | 68.64% | 19 | 0.76% |
| 5 | 1401 | 2016 | 69.49% | 11 | 0.55% |
| 6 | 1056 | 1493 | 70.73% | 13 | 0.87% |
| 7 | 822 | 1185 | 69.37% | 4 | 0.34% |
| 8 | 624 | 932 | 66.95% | 5 | 0.54% |
| 9 | 508 | 742 | 68.46% | 4 | 0.54% |
| 10 | 365 | 547 | 66.73% | 4 | 0.73% |
| 11 | 297 | 451 | 65.85% | 4 | 0.89% |
| 12 | 225 | 327 | 68.81% | 4 | 1.22% |
| 13 | 168 | 269 | 62.45% | 0 | 0.00% |
| 14 | 141 | 231 | 61.04% | 2 | 0.87% |
| 15 | 147 | 194 | 75.77% | 2 | 1.03% |
| 16 | 83 | 133 | 62.41% | 4 | 3.01% |
| 17 | 73 | 117 | 62.39% | 1 | 0.85% |
| 18 | 49 | 91 | 53.85% | 0 | 0.00% |
| 19 | 49 | 70 | 70.00% | 0 | 0.00% |
| 20 | 19 | 33 | 57.58% | 0 | 0.00% |
| 21 | 13 | 20 | 65.00% | 1 | 5.00% |
| 22 | 10 | 11 | 90.91% | 0 | 0.00% |
| 23 | 4 | 5 | 80.00% | 0 | 0.00% |
| 24 | 1 | 2 | 50.00% | 0 | 0.00% |
| 25 | 0 | 1 | 0.00% | 0 | 0.00% |

**Visualisation**

**Insights**

1. Persons who ordered 22 number of products rated 5 comparatively higher than those ordered other no. of products
2. Persons who ordered 21 number of products rated 1 comparatively higher than those ordered other no. of products
3. Need to work on delivery process to achieve customer rating.
4. Delivery boys need to be instructed for careful dealing with products,probably a quick out for delivery,a polite conversation with customer, to follow the instructions they have given while ordering such as door delivery, do n’t disturb hand it over to security guard and ask them to rate the delivery etc. To achieve customer rating.

**Pattern in over all Delivery time across no of items**

**Observation**

|  |  |
| --- | --- |
| **No of items** | **Average Delivery Time** |
| 1 | 0:19:26 |
| 2 | 0:20:48 |
| 3 | 0:22:28 |
| 4 | 0:24:03 |
| 5 | 0:25:43 |
| 6 | 0:26:28 |
| 7 | 0:27:54 |
| 8 | 0:29:18 |
| 9 | 0:30:09 |
| 10 | 0:29:06 |
| 11 | 0:31:06 |
| 12 | 0:29:38 |
| 13 | 0:33:25 |
| 14 | 0:33:37 |
| 15 | 0:36:39 |
| 16 | 0:35:29 |
| 17 | 0:37:38 |
| 18 | 0:37:41 |
| 19 | 0:40:05 |
| 20 | 0:36:47 |
| 21 | 0:37:33 |
| 22 | 0:33:59 |
| 23 | 0:48:05 |
| 24 | 0:28:53 |
| 25 | 0:48:22 |

**Visualistion**

**Insights**

1. no of products 19,23,25 took higher average over all delivery time.Due to slightly higher weight in products.It took more time for packaging and delivering.
2. No of products 1 to 7 took lower time to deliver.Due to lower weight in products it took less time for packaging and delivering.

**Pattern in Slot across No of Products**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **No of Products** | **Afternoon** | **Night** | **Late Night** | **Morning** | **Evening** |
| 1 | 971 | 1065 | 616 | 831 | 740 |
| 2 | 996 | 1083 | 349 | 868 | 741 |
| 3 | 810 | 788 | 207 | 757 | 647 |
| 4 | 654 | 541 | 135 | 596 | 558 |
| 5 | 534 | 432 | 76 | 505 | 469 |
| 6 | 393 | 326 | 69 | 379 | 326 |
| 7 | 371 | 235 | 47 | 282 | 250 |
| 8 | 244 | 182 | 27 | 270 | 209 |
| 9 | 224 | 142 | 24 | 182 | 170 |
| 10 | 145 | 92 | 13 | 152 | 145 |
| 11 | 129 | 79 | 4 | 127 | 112 |
| 12 | 112 | 63 | 6 | 74 | 72 |
| 13 | 71 | 48 | 5 | 71 | 74 |
| 14 | 64 | 38 | 4 | 65 | 60 |
| 15 | 61 | 31 | 2 | 67 | 33 |
| 16 | 36 | 20 | 1 | 48 | 28 |
| 17 | 31 | 10 | 1 | 46 | 29 |
| 18 | 31 | 12 | 2 | 35 | 11 |
| 19 | 23 | 11 | 0 | 15 | 21 |
| 20 | 11 | 3 | 1 | 9 | 9 |
| 21 | 5 | 4 | 0 | 7 | 4 |
| 22 | 7 | 2 | 0 | 2 | 0 |
| 23 | 1 | 0 | 0 | 1 | 3 |
| 24 | 0 | 2 | 0 | 0 | 0 |
| 25 | 0 | 0 | 0 | 0 | 1 |

**Visualisation**

**Insights**

1. No of products 1,2,3 are ordered more times at afternoon,night,morning,evening

**Pattern in day of week across No of Products**

**Observation**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **No of Products** | **Sunday** | **Monday** | **Tuesday** | **Wednesday** | **Thursday** | **Friday** | **Saturday** |
| 1 | 639 | 589 | 570 | 603 | 585 | 633 | 604 |
| 2 | 613 | 506 | 517 | 586 | 587 | 586 | 642 |
| 3 | 503 | 419 | 412 | 430 | 478 | 499 | 468 |
| 4 | 382 | 340 | 334 | 317 | 360 | 372 | 379 |
| 5 | 317 | 263 | 285 | 281 | 321 | 290 | 259 |
| 6 | 224 | 187 | 212 | 222 | 199 | 219 | 230 |
| 7 | 156 | 174 | 163 | 165 | 161 | 169 | 197 |
| 8 | 154 | 130 | 136 | 128 | 123 | 133 | 128 |
| 9 | 122 | 112 | 101 | 100 | 98 | 83 | 126 |
| 10 | 89 | 72 | 82 | 73 | 94 | 70 | 67 |
| 11 | 59 | 63 | 76 | 60 | 61 | 71 | 61 |
| 12 | 61 | 50 | 45 | 41 | 35 | 40 | 55 |
| 13 | 45 | 39 | 43 | 26 | 27 | 45 | 44 |
| 14 | 43 | 37 | 32 | 25 | 36 | 30 | 28 |
| 15 | 32 | 31 | 19 | 21 | 34 | 26 | 31 |
| 16 | 28 | 16 | 13 | 22 | 15 | 18 | 21 |
| 17 | 20 | 11 | 23 | 13 | 12 | 16 | 22 |
| 18 | 19 | 15 | 7 | 13 | 13 | 11 | 13 |
| 19 | 5 | 10 | 8 | 19 | 7 | 6 | 15 |
| 20 | 8 | 3 | 8 | 4 | 2 | 5 | 3 |
| 21 | 0 | 5 | 2 | 4 | 2 | 2 | 5 |
| 22 | 2 | 0 | 1 | 1 | 4 | 2 | 1 |
| 23 | 1 | 2 | 1 | 0 | 1 | 0 | 0 |
| 24 | 0 | 1 | 0 | 0 | 0 | 1 | 0 |
| 25 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |

**Visualisation**

**Insights**

1. More orders are seen with no of products 1 and 2 during all days and no of products 3 during sunday,thursday,friday,saturday

**Completion rate at No of products level and slot**

**Observation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **No of Products** | **Morning** | **Afternoon** | **Evening** | **Night** | **Late Night** |
| 1 | 99.04% | 99.59% | 99.46% | 99.06% | 99.19% |
| 2 | 99.77% | 100.00% | 99.87% | 99.45% | 99.43% |
| 3 | 99.21% | 99.75% | 99.54% | 99.11% | 99.52% |
| 4 | 99.66% | 99.39% | 100.00% | 99.26% | 99.26% |
| 5 | 99.41% | 100.00% | 100.00% | 99.54% | 100.00% |
| 6 | 99.47% | 99.49% | 99.39% | 99.39% | 98.55% |
| 7 | 99.65% | 99.73% | 100.00% | 99.15% | 100.00% |
| 8 | 99.26% | 100.00% | 100.00% | 100.00% | 100.00% |
| 9 | 100.00% | 99.55% | 98.82% | 99.30% | 100.00% |
| 10 | 100.00% | 100.00% | 99.31% | 100.00% | 100.00% |
| 11 | 100.00% | 100.00% | 99.11% | 97.47% | 100.00% |
| 12 | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 13 | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 14 | 100.00% | 98.44% | 100.00% | 100.00% | 100.00% |
| 15 | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 16 | 100.00% | 100.00% | 100.00% | 95.00% | 100.00% |
| 17 | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 18 | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 19 | 100.00% | 100.00% | 100.00% | 100.00% | #DIV/0! |
| 20 | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 21 | 100.00% | 100.00% | 100.00% | 100.00% | #DIV/0! |
| 22 | 100.00% | 100.00% | #DIV/0! | 100.00% | #DIV/0! |
| 23 | 100.00% | 100.00% | 100.00% | #DIV/0! | #DIV/0! |
| 24 | #DIV/0! | #DIV/0! | #DIV/0! | 100.00% | #DIV/0! |
| 25 | #DIV/0! | #DIV/0! | 100.00% | #DIV/0! | #DIV/0! |

**Visualisation**

**Insights**

1.Only the completion rate when the no of products ordered 11 and 16 during the Night slot is minimum