



INDIAN INSTITUTE OF TECHNOLOGY MADRAS

BUSINESS DATA MANAGEMENT – CAPSTONE PROJECT

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The analysis is done on small shop named "**BALAK RAM & SONS**".

Basically the area of business is Groceries such as Pulses, Salt, Flour and different types of Oils etc. Two months of data is collected (1 Dec 2021 to 31 Jan 2022) to see variations in revenue, profit and inventories.

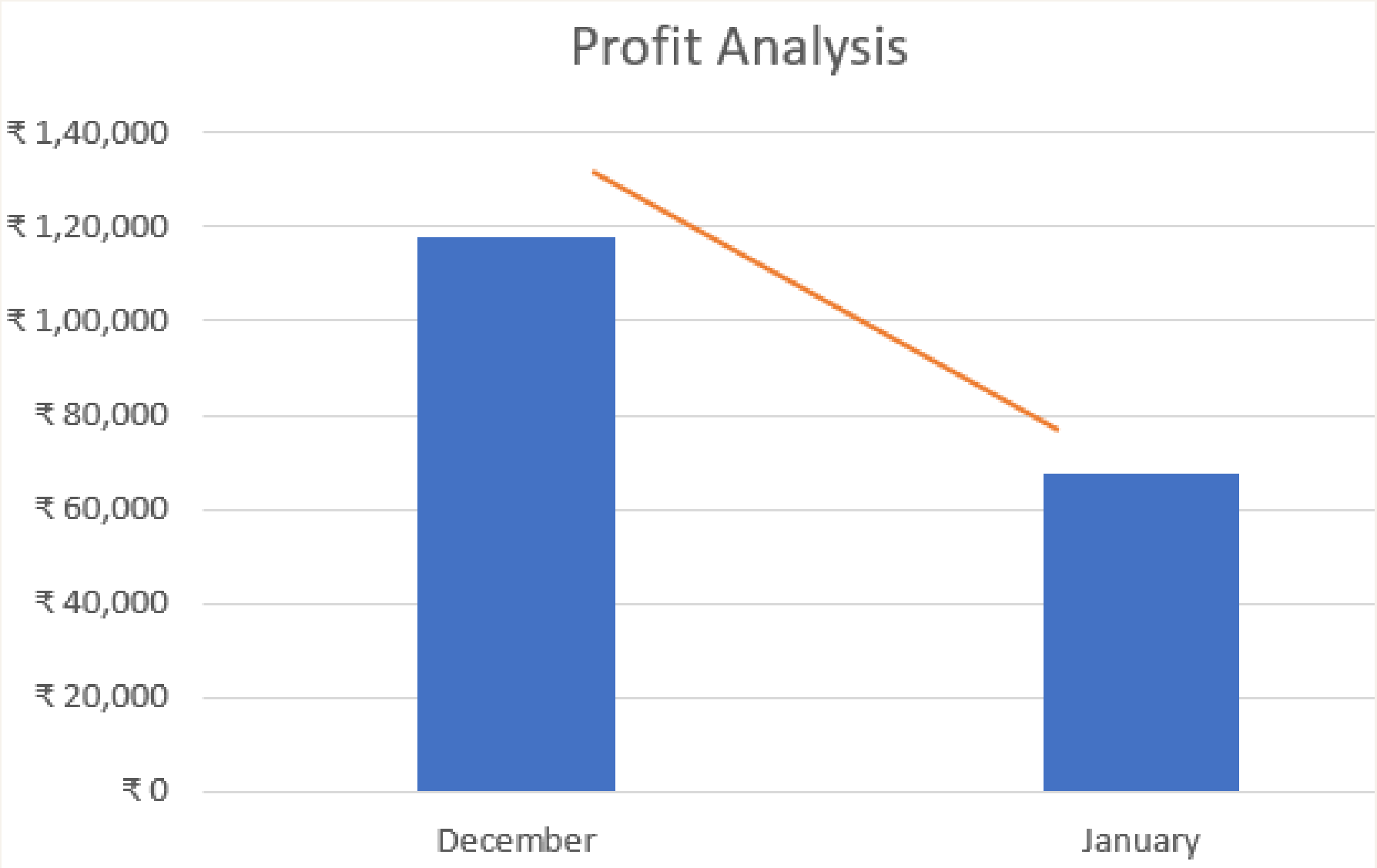
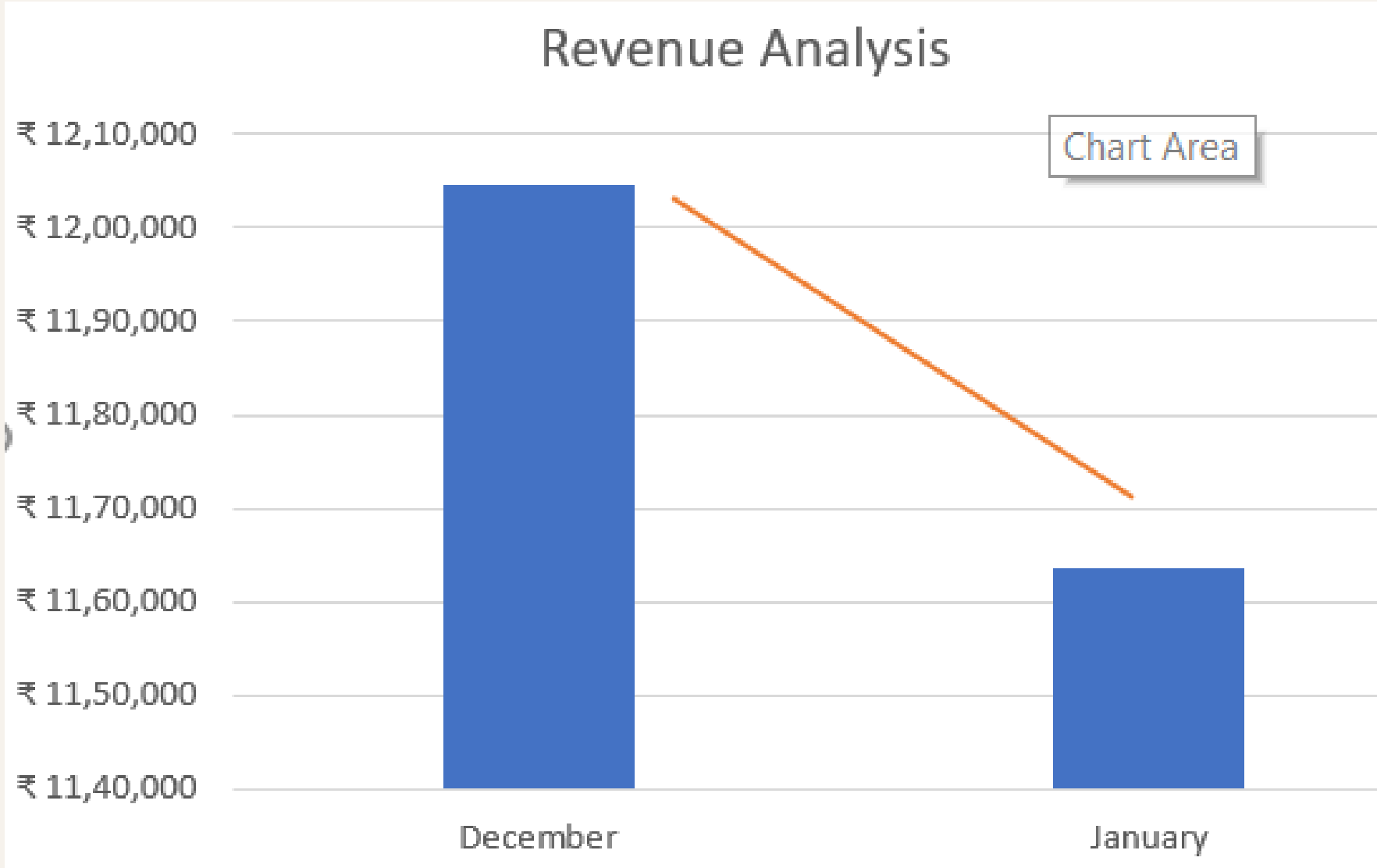
Revenue Analysis, Revenue Pareto, Profit Analysis, Profit Pareto and average inventory ratio and graphs on whole dataset is performed.

Sample of data collected:

BALAK RAM & SONS GSTGOODS 5% Stock Summary 1-Dec-2021 to 31-Dec-2021												
Particulars	GSTGOODS 5% BALAK RAM & SONS 1-Dec-2021 to 31-Dec-2021											
	Opening Balance			Inwards			Outwards			Closing Balance		
	Quantity	Rate	Value	Quantity	Rate	Value	Quantity	Rate	Value	Quantity	Rate	Value
Aggarwati	-191 PCS	7.95	-1518.94							-191 PCS	7.95	-1518.94
AJWAIN	102.800 kgs	147.12	15123.90				4.500 kgs	201.33	906.00	98.300 kgs	147.08	14457.90
Amchoor	85.100 kgs	120.48	10252.74	5.000 kgs	142.80	714.00	7.000 kgs	177.86	1245.00	83.100 kgs	121.49	10096.02
AMRIT PUFF 15KG	39 nags	2048.68	79898.49	250 nags	1990.68	497668.83	244 nags	2092.62	510600.00	45 nags	1978.68	89040.41

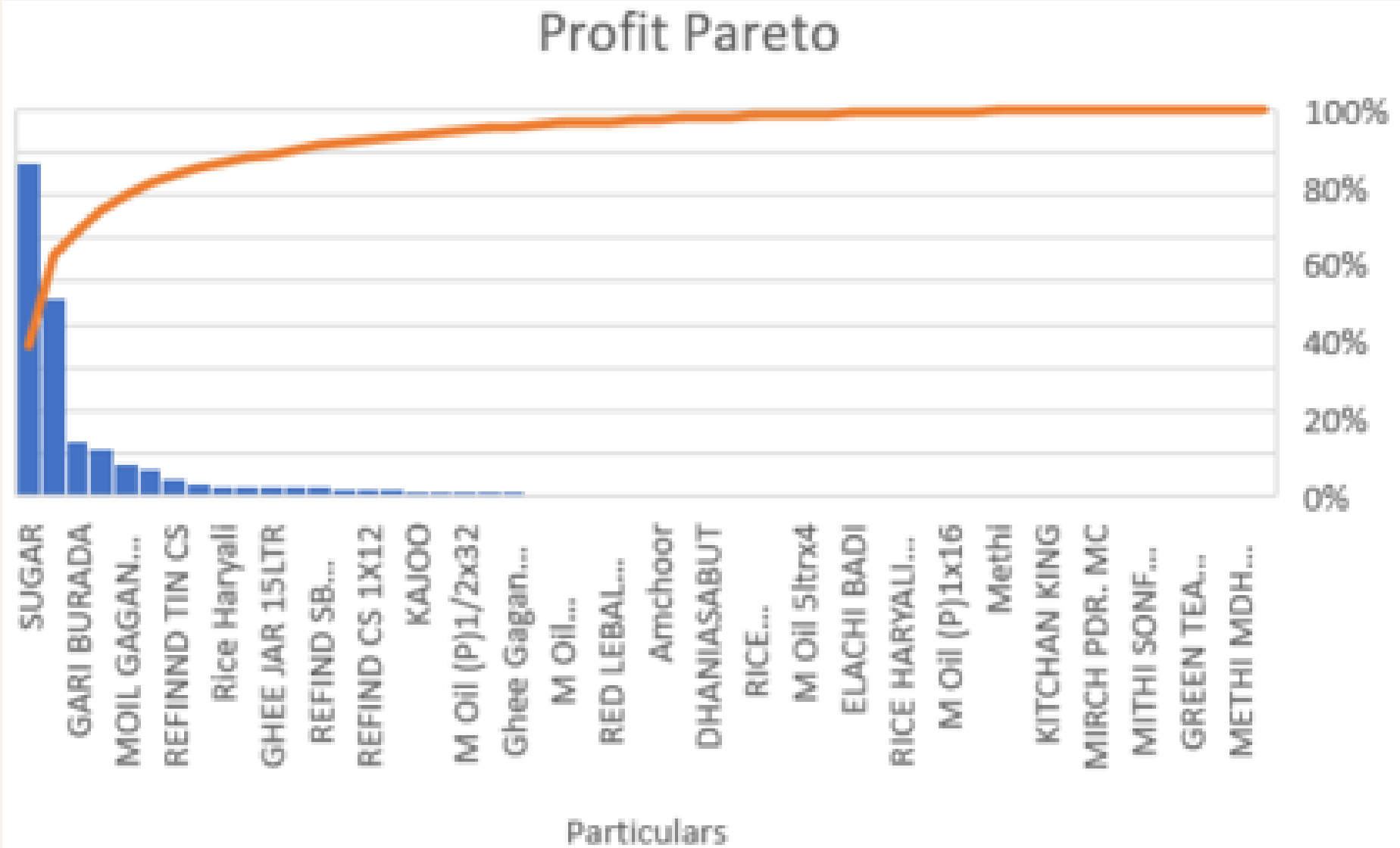
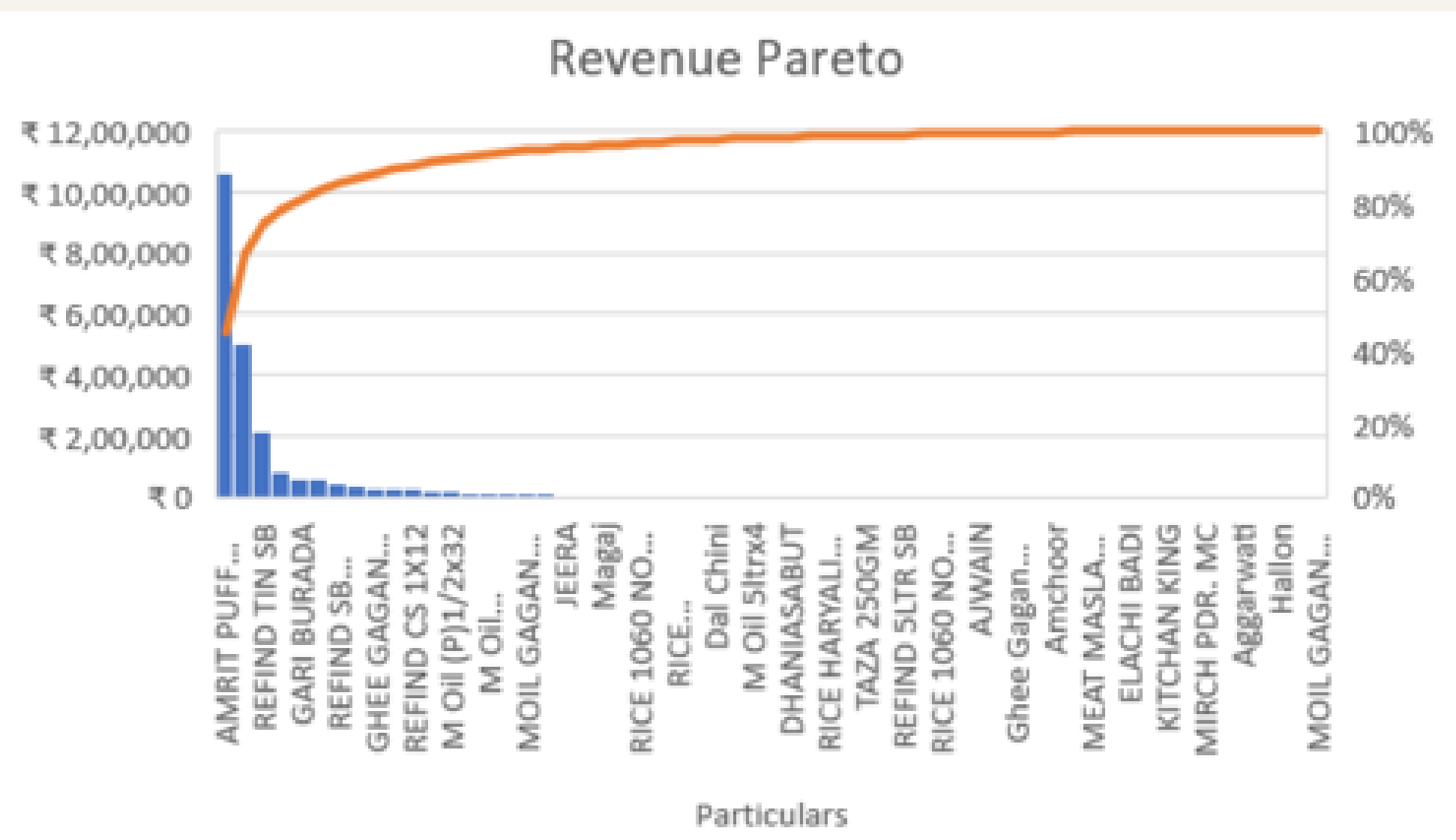
Month wise Revenue and Profit analysis

- Revenue and profit both are decreasing in month of January.
- Revenue generated in December Rs.12,04,553 and in January Rs.11,63,541.
- Profit generated in December Rs.1,17,825 and in January Rs.67,598.



Revenue and Profit Pareto analysis

- Revenue and Profit Pareto both follows strict pareto of approx. 15:85,which means 15% of items are generating approxiamately 85% of revenue.



Average Inventory Ratio of two months

- M Oil(P)1X16 (mustard oil) is fastest moving item with average inventory ratio 8.762, where as there are some items which are not moving at all such as MOIL GAGAN 15LTR, METHI MDH 50G etc.

Particulars	Average Inventory ratio		
M Oil (P)1x16	8.762		
REFINND TIN CS	1.367		
REFIND TIN SB	1.116		
GHEE JAR 15LTR	1.115		
SUGAR	0.918		
AMRIT PUFF 15KG	0.911		
Dal Chini	0.651		
Magaj	0.614		Fast Moving >=0.7
Moong Faii	0.501		0.7 > Average Moving >=0.3
Rice Haryali	0.372		0.3 > Slow Moving >0
RICE 1060NO35KG	0.309		Not moving = 0.00
GHEE GAGAN 1X20	0.297		
MOIL GAGAN 500ML	0.295		
REFIND CS 1X12	0.270		
REFIND SB (1X12)	0.257		
CHAT MASALA MDH	0.214		
DAKH	0.163		
BESAN RAJD.PKT	0.150		
TAZA 100GM	0.140		
MEAT MASLA MDH	0.132		
RICE HARYALI 10 KG	0.118		
GARI BURADA	0.113		
Kali Mirch	0.109		
TAZA 250GM	0.101		
REFIND 5LTR SB	0.100		
RICE 1060 NO 5KG	0.090		
RED LEBAL 250GM	0.089		
KAJOO	0.082		
ILACHI CHHOTI	0.077		
DHANIASABUT	0.077		
JEERA	0.074		
HING MDH	0.074		
DEGI MICH MDH	0.063		
MITHI SONF LOOSE	0.058		
AJWAIN	0.050		
Hal di Powder	0.048		

RECOMMENDATIONS

- He should remove non-moving items from stock
- The fastest moving items should always remain in stock.
- Pareto is good enough that 15% of items are generating 85% of revenue and profit so he should focus more on 15% items that are generating highest revenue, these items should always remain in stock.