

Capstone Project Proposal

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- + Does the proposal discuss a business problem?
- Yes, this proposal discusses a business problem.

- + Executive Summary and Title.



J.K. Textile Traders & Manufacturer

At J.K. Textile Traders and Manufacturer, they're confident you'll be satisfied with their products. That's because they use only the highest quality materials and top-of-the-line technologies. They manufacture all kinds of Machinery parts. Like textile machinery parts, packing machinery parts, etc (Gears, Impellers, Shafts, Cutters, Industrial Cleaning Brushes, etc.). They as well repair all kinds of Machinery parts like textile machinery parts, gearboxes, packing machinery parts, packing & textile machine cutting knives, etc

LIST Of CLIENTS

- Ginni International Limited
- Ginni Filaments Ltd
- Unicharm
- Moral Overseas Limited
- Pratibha
- Vardhman
- Nahar Group of Companies: Nahar Spinning Mills Ltd
- Vista

JK Textile Traders and Manufacturer's provide close substitute to the original machine parts with the best affordable price range and top-quality raw materials.

- + Organisation Background

Industrial Machinery Spare Parts Supplier
SINCE 1992

At their company, they pride themselves on exceptional quality. From the initial concept to the final product, their attention to detail is second to none. In an ever-evolving industry, J.K. Textile Traders & Manufacturer is successfully Manufacturing, Repairing, and Supplying all types of Industrial Machinery Parts for the last 30 years. By their goods you can see for yourself - they love their work and they're sure you will, too.

They started their work from a small room with a funding of ₹ 3000 to a factory which grew slowly and gradually over the past 30 years successfully.

Problem Statement

- Even after providing the top-quality goods at lower price, they have close substitutes i.e., **THREAT OF SUBSTITUTE PRODUCTS.**
- No power of supplier.
- Potential of new entries into the industry.
- Higher rate of scrap is generated
- Low revenue and high expenses

Background of the Problem

- Scrap Production
 - Due to damage by transportation
 - Due to overheating of machines
- Inventory Management
 - Maintaining an inventory which neither leads to shortage nor to surplus production of goods as shortage production leads to loss of customer and surplus productions leads to rusting of goods as well as loss of money.
- Shortage of Skilled Labour
 - They need skilled labour as they are manufacturing spare parts of machine so all the measurements of gears should be accurate as any change in the measurement will lead to wastage of product and if fitted forcefully, they will damage the machines.

Problem Solving Approach

- Details about the methods used with Justification

- Pareto Principle – To focus on main products so that we can increase the revenue and decrease the expenses well as labour of both machine as well as man.
 - Overall Equipment Effectiveness – We will increase the Quality rate for the reduction of scrap as well as maintain Performance rate so that machine won't overheat.
 - Penetrative Pricing – To reduce Substitutes as well as New Entry Threats.
 - Effective Logistics – Usage of good logistics which maintains their transport system so that the goods are not damaged in the process of transportation.
- Details about the intended data collection with Justification
 - I approached about 20 Firms with the help of friends and different search engines, nearly all of them rejected to share their data as most of them don't pay GST properly and rest did not have data and records of their sales and production.
 - Later on, found JK textile traders and manufacturer who not only have raw data of sales but also pays GST and generates revenue under government's guidelines (at max 10-15% profit on final amount) that's why they agreed and provided us with the data of 1 month.
 - Details about the analysis tools with Justification
 - Usage of MS-Excel for cleaning the data, to make it structured from raw data.
 - Usage of Pivot table for Pareto Principle, revenue and volume.
 - Google Search Engines to contact different logistics.

Expected Timeline

- In the upcoming month, I will be trying to increase data so that the analysis can be more definite as well as precise.
- Data Cleaning and Structuring as data is very raw in nature.
- Revenue analysis with pareto principle to increase profit and reduce labour.

Expected Outcome

- Most probably all the problems will be solved except for transportation logistic problem as it is out of our bounds, we can manage Quality, Quantity, Performance, Sales, Production with the help of lectures taught in Business Data Management.