Project Report (KEERTHI SWEETS)

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1 INTRODUCTION

1.1 Overview A brief description about your project

Keerthi Sweets Manufacturer and Trader of Sweets, relies on Zoho Books to manage their inventory, handle purchase orders, and generate invoices for their customers. They can track stock levels, manage supplier payments, and generate financial reports.

Keerthi Sweets & Bakery is an Indian company incorporated on its registered office address is Keerthi Sweets & Bakery Shop No 6,Police Dormitary, Police Dormitary, ,Vijayawada, Andhra Pradesh,India,520002. The current age of the company as per its registration date is

in the year null. The contact details of the company are mentioned in the contact section or you could contact them by submitting the request for quote form on their website.

Established as a company, Keerthi Sweets & Bakery is known as the leading null of high quality products / services such as Milk Sweets, Cookies, Chocolate, Birthday Cake The products / services offered are well-known for features like high quality, competitive prices, requisite functionality, and low maintenance. The company is located With the help of their experienced staff, stringent quality control measures and focus on customer service, the company has been able to offer Milk Sweets, Cookies, Chocolate, Birthday Cake in multiple ranges and models. Their products / services have competitive position in the international market, and they have proven track record of supplying products / services to their customers and buyers at market competitive price.

Keerthi Sweets & Bakery provides you the best range of birthday cake, chocolate, cookies & milk sweets with effective & timely delivery.

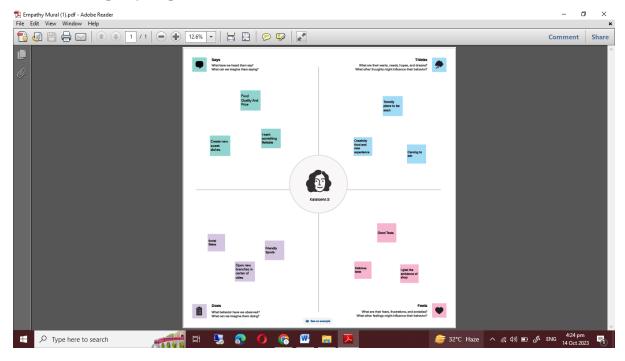
1.2 Purpose The use of this project. What can be achieved using this-

Keerthi Sweets is a renowned manufacturer and trader of delectable sweets, catering to both wholesale and retail customers. With a rich heritage spanning several decades, Keerthi Sweets has earned a reputation for its commitment to quality, authenticity, and customer satisfaction. Specializing in a wide variety of traditional and innovative sweets, they combine traditional recipes with modern techniques to create flavors that tantalize taste buds.

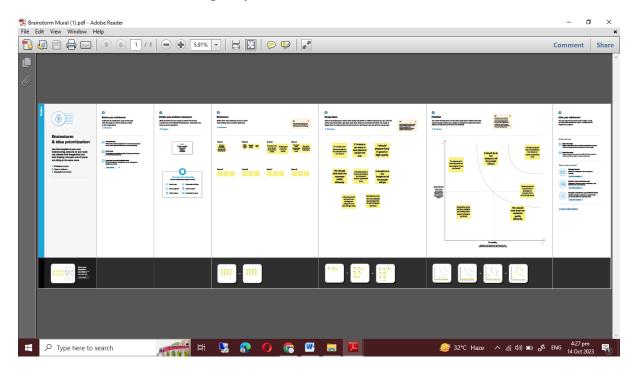
Keerthi Sweets is a Private Limited company also registered under GST in Tamil Nadu. Keerthi Sweets is a Manufacturer and trader of various sweets in wholesale and retail, it has a wide range of customers (B2B & B2C) all over the state and it procures raw material from various suppliers in the state. It operates at a Gross Profit margin of 50%.

2 Problem Definition & Design Thinking

2.1 Empathy Map Paste screenshot



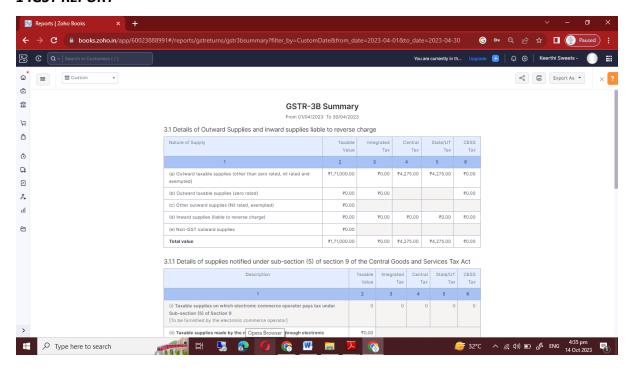
2..1 Ideation & Brainstorming Map screenshot



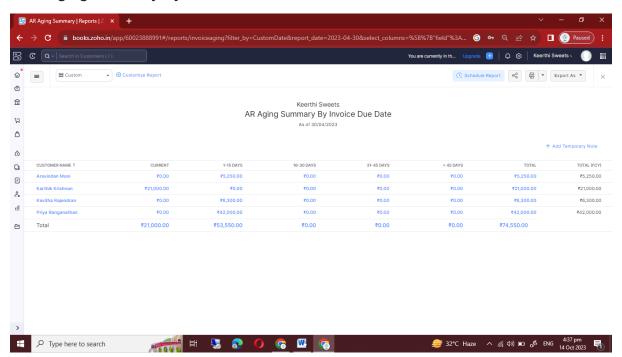
3 RESULT

Final findings (Output) of the project along with screenshots.

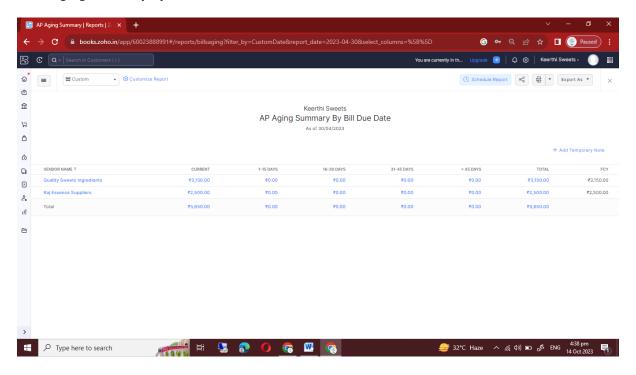
1 .GST REPORT



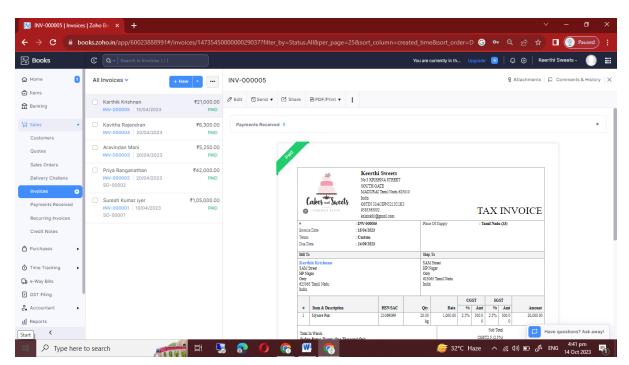
2.AR Aging Summary By Invoice Due Date



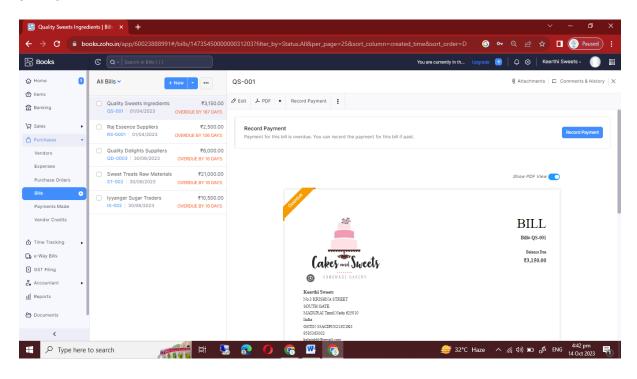
3. AP Aging Summary By Bill Due Date



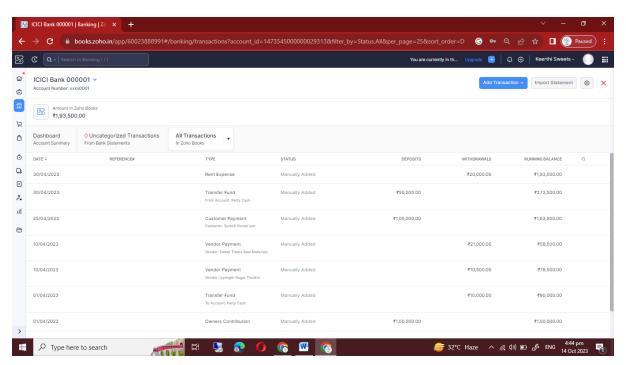
4.INVOICE



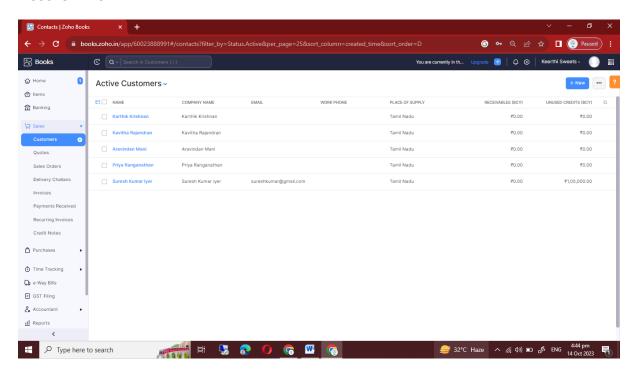
5.BILLS



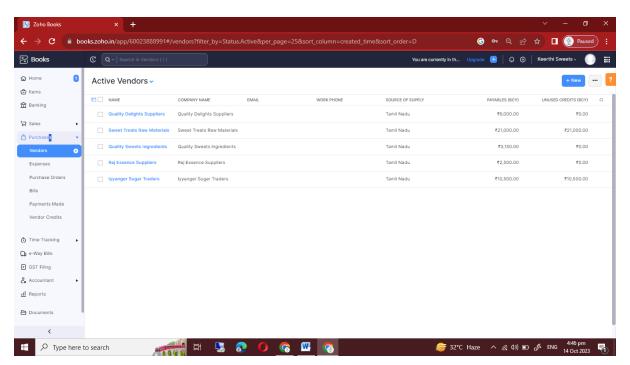
6.BANKING



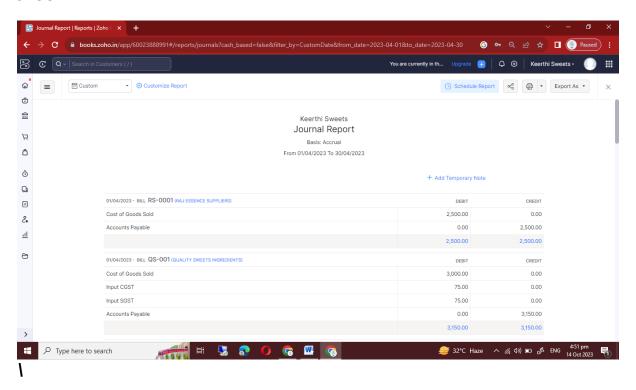
7.CUSTOMERS

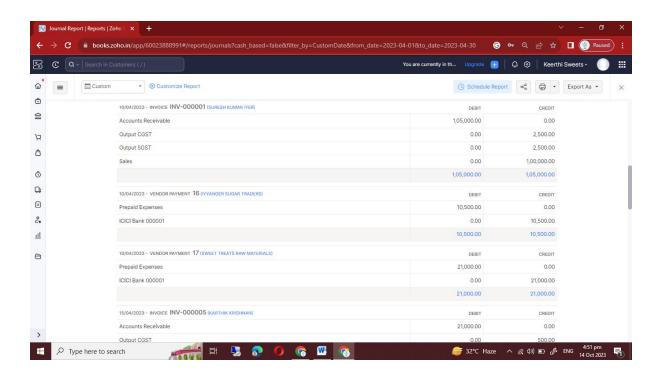


8.VENDORS



9.JOURNAL





4 ADVANTAGES & DISADVANTAGES

List of advantages and disadvantages of the proposed solution

1. Hard to Resist

There can be no doubt about it—custom sweets are immensely popular with the crowd. They're hard to resist for two main reasons.

For one, people simply enjoy freebies. There's something about a freebie that always makes people happy. Customers who receive something for free always end up feeling special.

Another reason why custom candies are a hit among customers is they're edible. Nothing gets people more excited than a freebie they can eat.

2. Great Value for Money

Business owners aren't just concerned with how to properly promote their brand, product, or service. If anything, they're also keeping a close eye on how much brand promotion actually costs.

No matter how savvy a brand ambassador or marketer is, they'll always be limited by their budget. A smaller budget could mean not being able to afford a fancy magazine ad, build a towering billboard, or start a social media campaign to promote your company.

However, business owners even with the tightest of budgets can realistically afford a good selection of promotional sweets.

For example, you can get 5,000 individually-wrapped rock candies at £0.18 per piece. This price already includes both the candy wrapping and logo printing.

Promotional merchandise makers even lower the cost of making custom sweets when you buy larger quantities.

3. Ideal for Trade Shows and Exhibitions

Have something in your booth that can grab people's attention. The attention-grabbing device must be something you can easily bring with you to and from the venue. Promotional sweets accomplish both of these caveats in one fell swoop.

Brightly-coloured and well-designed custom candies will help lure your prospective customers to your booth. Bringing one or two bags of custom candies to an exhibition is also a lot easier compared to heaving boxes of breakable mugs or bulky t-shirts. Plus, personalised sweets only take up a small amount of desk space, so it's easy to put a lot out in

one go. You can even put a promotional sweets jar right at your booth so people who pass by can just help themselves.

4. Easy to Hand Out

Custom sweets aren't just easy to bring from your office to the trade show or exhibition venue. They're also equally easy to hand out to your prospective customers.

Most promotional candies are only as small as a pence. Their small and convenient size makes it easy for your customers to grab a handful and put them in their pocket.

Because each candy is branded with your logo, your customers will remember you every time they reach into their pocket, unwrap a piece, and pop one into their mouths.

RELATED: Printed Rock Sweets: How These Promotional Sweets Are Made

5. Suits Any Business Type

While there is a wide array of promotional items you can choose to incorporate directly into your marketing plan, understand that not all products out there compliment your brand, product, or service.

Handing out promotional desk pads, for example, might not be appropriate if your target market doesn't necessarily use them on a daily basis. Custom polo shirts might also be better for a company whose primary clients are golfers or professionals.

Custom sweets, on the other hand, are promotional items suitable for any kind of business. Customers will always find it hard to say no when offered a sweet treat.

6. Wide Variety of Sweets

Don't limit your notion of promotional candies to just hard confections stamped with your company logo. There are a wide variety of sweets you can customise with your brand.

You can give away tins of promotional mints to your prospective customers when you rent a booth in an upcoming trade show. Mints are popular among trade show and exhibition goers because everyone wants to have fresh breath whenever they're networking with other people.

Aside from mints, promotional chocolates are also a popular type of confection you can customise. You can have chocolate bars individually enclosed with wrappers printed with your company logo.

DISADVANTAGE

Risk of Disease

According to Harvard School of Public Health, regularly consuming sugary foods and drinks increases your risk of heart disease. Sugar's acid-forming effect increases inflammation in the body, which can lead to gout in the long term.

Candy and sweets increase insulin levels, putting you at a greater risk of developing diabetes. Eating candy and sweets as part of your diet adds a lot of empty calories to your daily caloric intake, which can easily cause excess weight gain and lead to obesity. A study published in the "Journal of Nutrition" found that the disease notorious for being caused by alcoholism, fatty liver disease, can also be due to prolonged consumption of refined fructose, found in many candies and sweets.

Risk of Cavities

The American Dental Association warns against the consumption of candy and sweets because of the immediate effects they have on the teeth. When plaque from food and sugar from candy, baked goods or sugary drinks make contact in your mouth, an acidic reaction occurs. This acid attacks the teeth, causing them to decay. Over time, this can lead to cavities.

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Acne

A 2008 study published in the journal "Molecular Nutrition & Food Research" looked at the effects of low- and high-glycemic diets on the skin of teenage males who had acne. Sugar is a high-glycemic food because the body breaks it down into glucose more quickly, causing a large spike in your blood sugar levels. The study found that participants on a high-glycemic diet had an increase in acne. This suggests that sugar aggravates factors that cause acne to develop, another disadvantage to eating candy.

It Can Cause Weight Gain

Obesity rates are rising worldwide, and evidence suggests that added sugar — often from sugar-sweetened beverages — is a major contributor to obesity (4Trusted Source). Sugar-sweetened drinks like , and sweet teas are loaded with fructose, a type of **Simple Sugar** .Consuming fructose increases your hunger and desire for food more than glucose, the main type of sugar found in starchy foods

Additionally, animal studies show that excessive fructose consumption may cause resistance to, an important hormone that regulates hunger and tells your body to stop eating

In other words, sugary beverages don't curb your hunger, making it easy to quickly consume a high number of liquid calories. This can lead to weight gain.

Research shows that consuming sugary beverages is associated with weight gain and increased risk of type diabetes.

Also, drinking a lot of sugar-sweetened beverages is linked to an increased amount of, a kind of deep belly fat associated with conditions like diabetes and heart disease.

5 APPLICATIONS

The areas where this solution can be applied

Enhancements that can be made in the future.

Enhance Visibility with SEO and Content Marketing:

To make your sweet shop easily discoverable online, use effective SEO techniques. Write it with most-used keyword titles and descriptions to improve your visibility on search engines. Additionally, create engaging content that will keep customers coming back for more. By optimizing your website content for search engines, you'll attract more visitors through organic search results.

Connect with your Audience via social media:

Utilize social media marketing as another powerful tool to reach potential customers. Develop informative and engaging content that determines connections with your target audience and helps build lasting relationships.

Offer Online Delivery for Convenience:

Upgrade your shop by offering online delivery services. With more people shopping online, delivering your sweets directly to their doorsteps will provide a significant advantage. You can utilize your own app, leverage third-party delivery apps, or make use of WhatsApp marketing to facilitate online orders.

Utilize Google My Business Listing:

Ensure your sweet shop is listed on Google My Business. This free listing will enhance your visibility in search results, making it easier for customers to find your location and contact information.

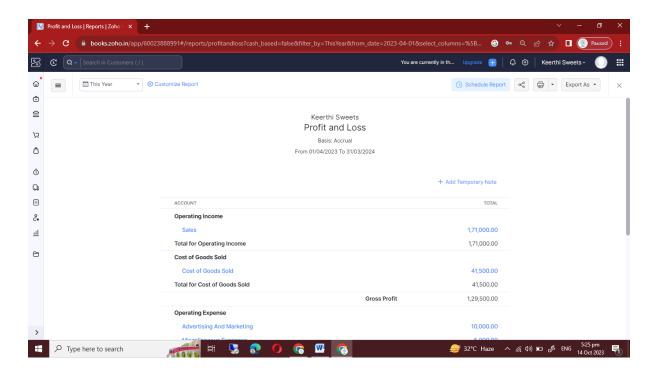
Increase your Sales with Unique Offers and Contests:

Attracting customers to your physical store is vital for generating revenue. Offering unique products, exclusive flavours, or loyalty cards that provide discounts for regular customers can entice people to visit your shop. Promote these special features prominently on your website and social media channels to create awareness.

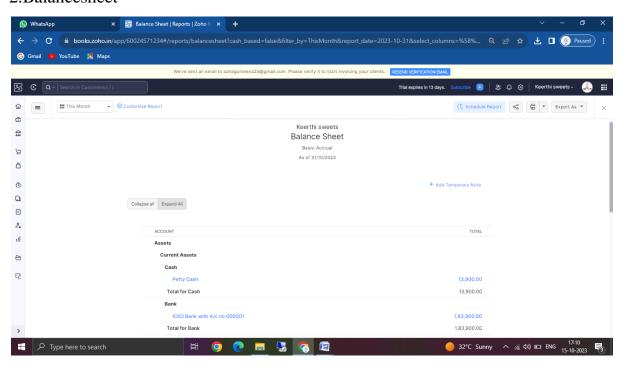
6 CONCLUSION

Conclusion summarizing the entire work and findings.

1. Profit & loss:



2.Balancesheet



7 FUTURE SCOPE

By 2030, the global Sugar Confectionery market size is projected to reach multimillion figures, displaying an unexpected compound annual growth rate between 2023 and 2030 when compared to the figures observed in 2021. These companies have the potential to drive market growth through various strategies.

The global confectionery market is anticipated to be valued at US\$ 237,788.2 million in 2023. The market is forecasted to expand at a CAGR of 7.3% to reach US\$ 483,214.7 million from 2023 to 2033. Growth is attributed to increasing advancement in the food and beverage industry. These companies have the potential to drive market growth through various strategies. They can focus on offering innovative and high-performance products, taking advantage of advancements in technology. Additionally, expanding their distribution channels to target new customers would be beneficial. Strategic partnerships and collaborations can also be pursued to strengthen market presence and enhance competitiveness.

8 APPENDIX

A. Source Code Attach the code for the solution built

Zoho Books is your one-stop platform for managing your accounting tasks and organizing your transactions. It's a single secure location to keep up with your company's bills and invoices, reconcile your bank statements, control your spending, oversee projects, and eliminate GST compliance worries.

Usability

Zoho Books' clean and simple dashboard gives you immediate, convenient insight into your financial health. An effective, user-friendly UI makes Zoho Books easy to navigate.

Security

Zoho Books protects your privacy and security with IP restrictions, two-factor authentication, SSL, and more. Your data can only be accessed by the users that you authorize. Learn more about Zoho's privacy and security policy.

Extensibility

Zoho Books is designed to help your business connect across multiple platforms. Extend your accounting with a library of more than 300 business apps via Zapier, or take advantage of built-in connections with other apps in the Zoho suite.

Reliability

Zoho Books is built with dependable features that protect your data and produce accurate results for your accounting. Rely on Zoho Books' customer support team to assist you in making the best use of Zoho Books.