***Questions for Mr. Haulage***

*Points of Discussion & Further Investigation in Second Round of Analysis*

* *Current Fleet:*
  + *How many trucks do you currently have of each size?*
  + *Does this number currently service the contract well? If so, I'd advise that same number of trucks would be required, (unless there are plans for the contract to be scaled up / down) & staggering their replacement throughout the year to spread out the capital expenditure.*
  + *Are they owned or leased? What is the potential income / expenditure associated with selling / returning them? Factoring this into the cost analysis would be extremely beneficial.*
  + *Do you have other contracts where the trucks can be utilised when not in use for this specific contract?*
  + *Did you allow for this capital expenditure when submitting your tender for the contract? If not, when is the contract up for renewal & can you build these costs into your bid.*
  + *Have you conducted thorough market research into trucks on the market? A medium-sized truck hasn't been included & could be beneficial.*
* *Dataset:*
  + *Do you have any further data relating to this defence contract? Having two full years data (August '21 - August '23) would be useful to perform a year-on-year cost analysis.*
  + *Breaking the delivery\_region down further would be beneficial. Further data on exact delivery locations could help to plan your routes more effectively.*
* *Truck Details:*
  + *Why can each type of truck only perform 'one delivery per day' - This seems to be a major factor holding you back from reaching your highest profit margin. Understanding this & looking into other possibilities such as:*
  + *Hours per day the driver is working.*
  + *Repeat deliveries for trucks within the drivers shift when the delivery region & distance allows (which is a high percentage of the time given that most of your clients are within Greater London & the strong correlation between volume of orders & shorter delivery distance (miles)*
  + *You pay the driver a day rate & a fuel cost per day - if it takes 1 hour to load one small box & most of your orders (31.45%) are in Greater London, where you are based (average of 26.91 miles) the driver could reload 3 times, or you could pay your driver per box delivered.*
  + *The truck details provided show a driver cost PER DAY & fuel cost PER DAY & loading time PER TRUCK however, you haven't provided any information in relation to hours worked per day, so I'm unable to attribute any costs to 'loading time' or gain insights from this.*
  + *Can you confirm the current SLA & KPI's in regard to turn around time for orders? The Assumption has been based on same-day delivery, however, a 48–72-hour turn-around time would greatly impact the results of my analysis and reduce the number of trucks required to fulfil the contract.*
  + *Is the Defence contract planned to continue? When is the contract up for renewal? How long have you had the contract & what is the likelihood of renewal in the current market?*
  + *I'd like to clarify with business that all records in this dataset pertain to the ONE defence contract in question? There are 1,792 customers in the dataset of 2,000 orders indicating a lack of repeat business, I'd expect to see fewer customer\_id's & more repeat orders when analysing one specific contract. I am working on the assumption that the singular aforementioned 'Defence Contract' is made up of many customers, therefore validating many customer\_id’s. However, I'd like to clarify this with Mr Haulage.*
  + *Could you clarify the meaning of item\_serial? I have checked as best I can for duplicate data here, but without a further context I can only assume its value & allow duplicates. Considering there are 2,000 orders & 1,982 item serials (only a variation of 18); it strikes me that there is the potential for there to be duplicate records placed by the Defence contractor accidentally, maybe two order\_id’s / purchase orders raised for the same delivery that may not have been fulfilled or made it to invoicing.*