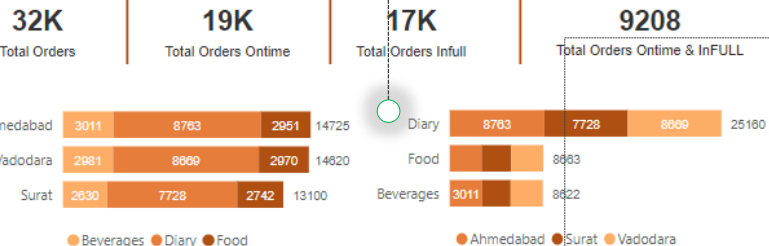


INSIGHTS  
&  
KEY FINDINGS



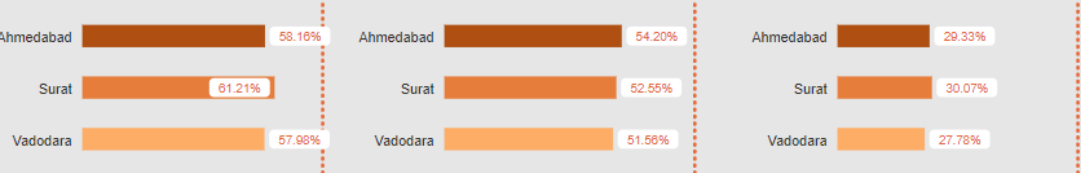
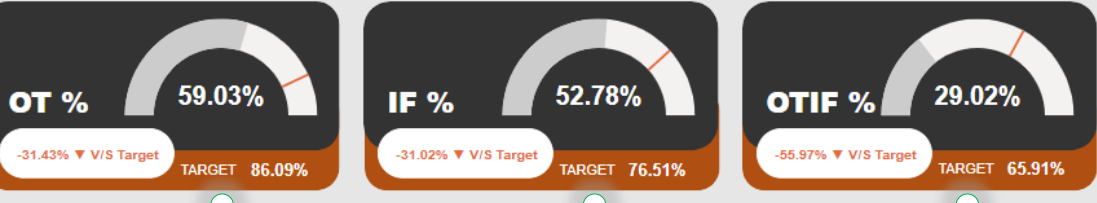
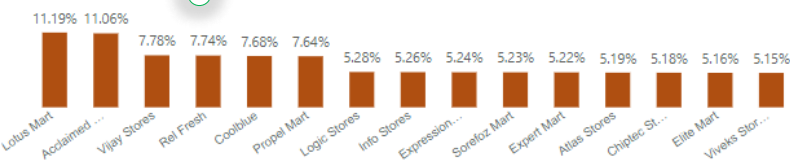
ORDERS  
at Glance



ALL / Multiple

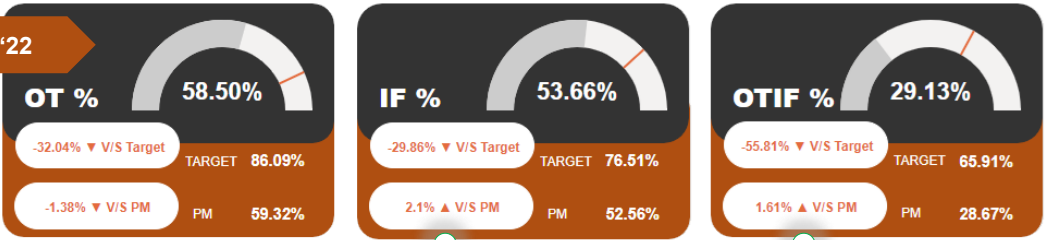
Select Year  
2022

Select month  
All

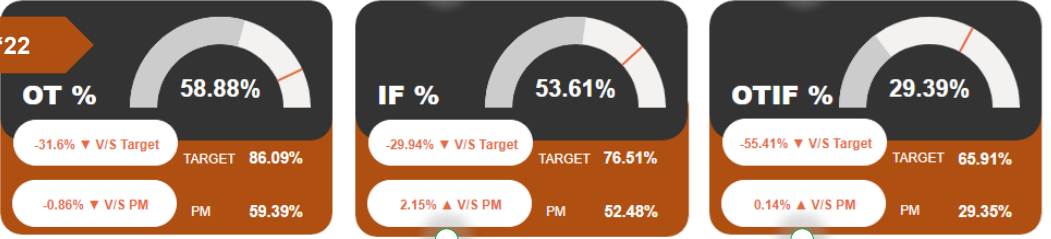


- 1 Diary products orders are almost double than the Food and Beverages Category.
- 2 Average OT%, IF% and OTIF% are noticeably lower than the Targeted levels.
- 3 First 6 Customers **Acclaimed Stores , Lotus Mart, Vijay Stores, Rel Fresh, Cool Blue & Propel Mart** is constituting 53% of Total orders & seems to be key customers
- 4 **MAY'22** and **AUG'22** are the two months where **IF%** and **OTIF %** have shown slight improvement compare to past month, still they are far away from Target levels

MAY '22



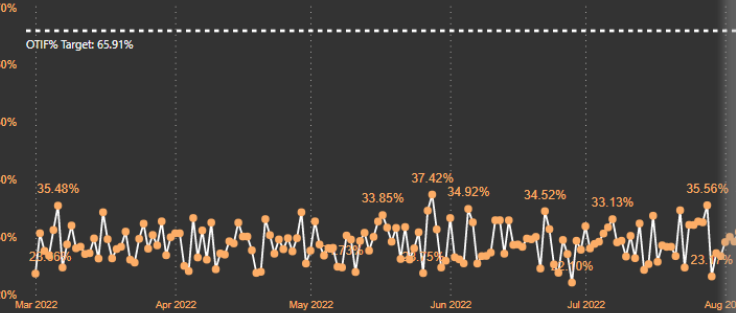
AUG '22



INSIGHTS  
&  
KEY FINDINGS

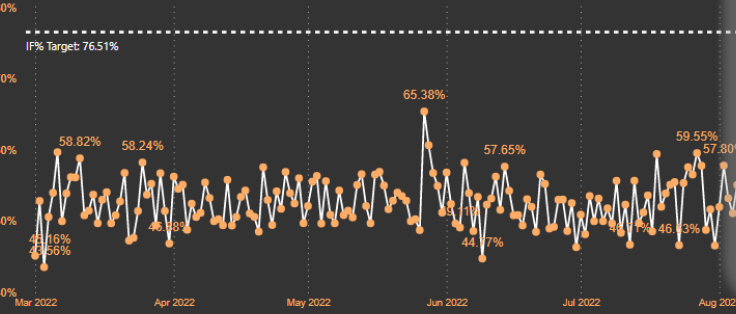
2

OT% IF% OTIF% LIFR% VoFR%



2

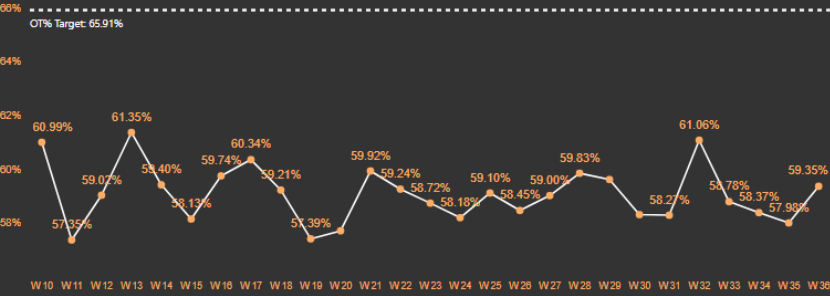
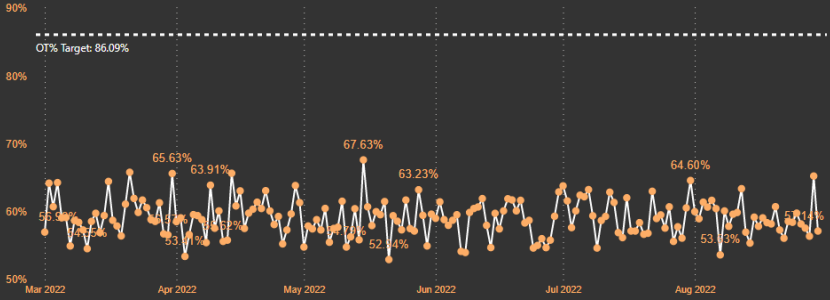
OT% IF% OTIF% LIFR% VoFR%



1



OT% IF% OTIF% LIFR% VoFR%



1

In **Daily Trend for OT% Graphs for Order** even Daily level of OT% too are significantly lower than **Targeted OT%**

As we see in above slide only 59.03% of total orders are delivered on time

2

Even Daily trends of **IF%** and **OTIF %** chart shows that not a single day they are able to touch the Target lines for respective matrices .

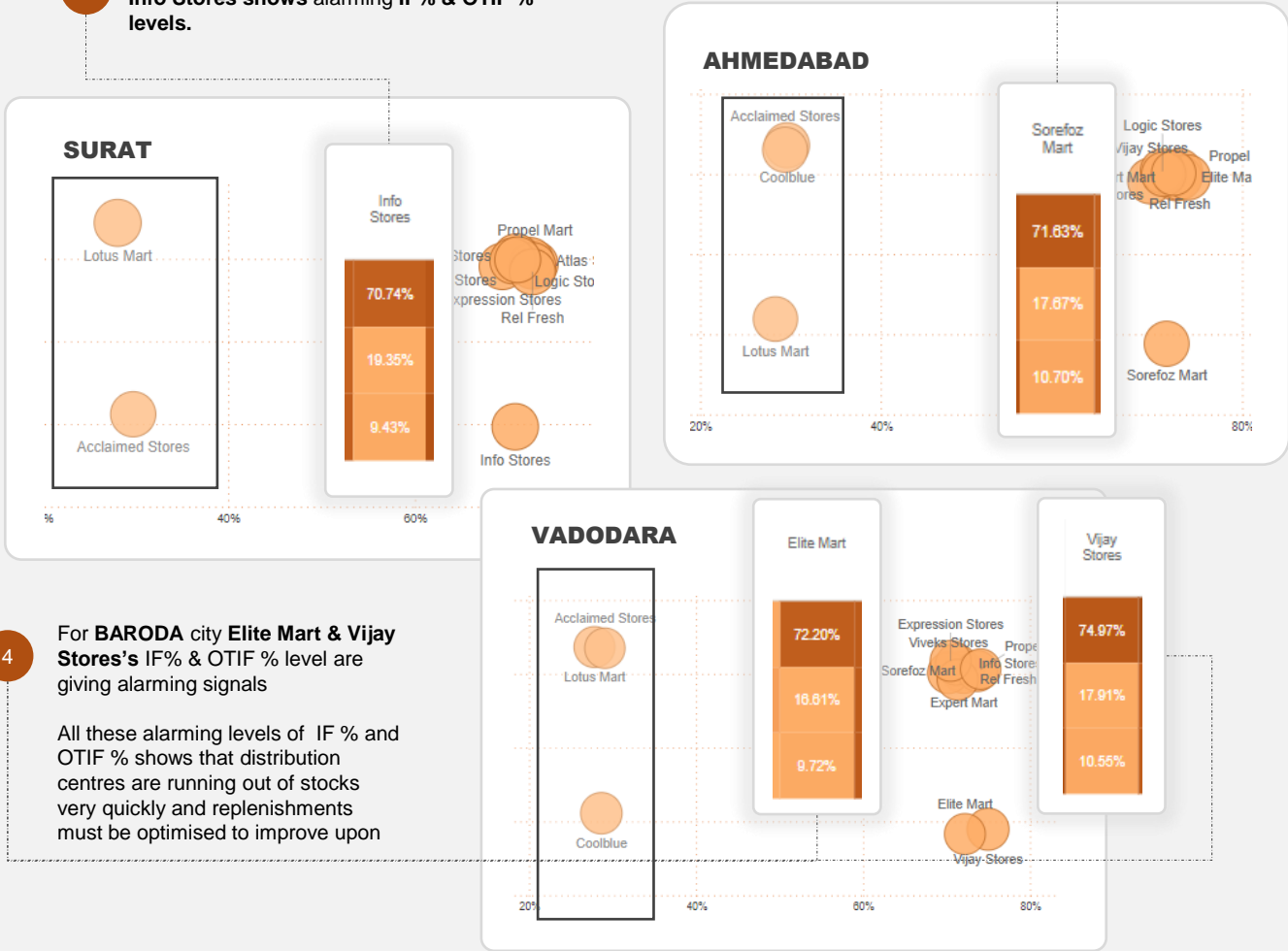
Especially **OTIF% performance is quite disappointing.**

The average **OTIF%** is significantly lower than the **Targeted OTIF %** Which shows poor delivering capabilities.

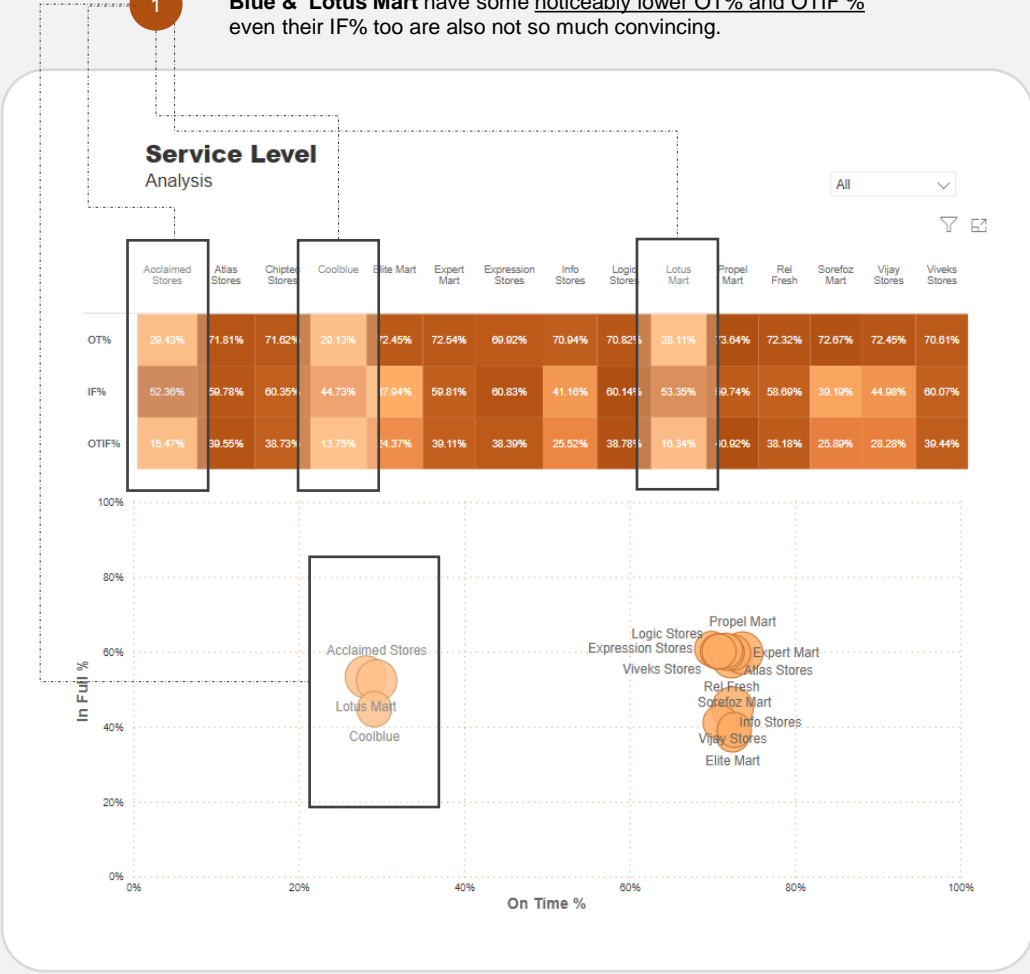


2 When service levels are filtered for **AHMEDABAD** city it also brings to our notice one more alarming **IF% & OTIF % levels for Sorefoz Mart** which needs to be taken care

3 When service levels are filtered for **SURAT** city **Info Stores** shows alarming **IF% & OTIF % levels.**



1 Service Level Analysis of Orders shows For **Acclaimed Stores , Cool Blue & Lotus Mart** have some noticeably lower OT% and OTIF % even their IF% too are also not so much convincing.

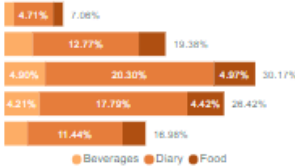


INSIGHTS  
&  
KEY FINDINGS

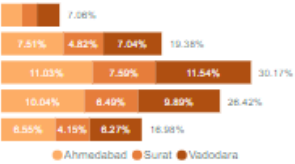
2

LINE LEAD TIME  
Analysis

dealyed_days	Beverages	Diary	Food	Total
-1	150	813	155	918
0	442	1681	417	2520
1	637	2840	648	3923
2	548	2313	575	3436
3	380	1488	380	2208
Total	2137	8715	2153	13005



dealyed_days	Ahmedabad	Surat	Vadodara	Total
-1	329	233	358	918
0	977	827	916	2520
1	1435	987	1501	3923
2	1308	844	1288	3436
3	852	540	816	2208
Total	4899	3231	4875	13005



1

Initial analysis of Order Line overview shows that there are certain customers who has **LIFR %** noticeably lower than Average **LIFR %**.

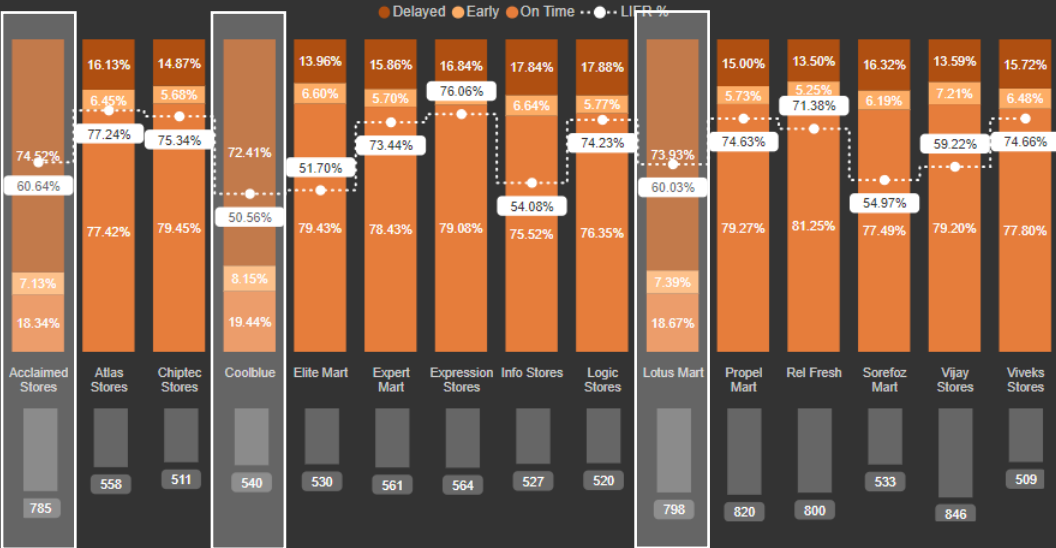
- Acclaimed Stores , Cool Blue, Elite Mart, Info Stores, Lotus Mart, Sorefoz Mart & Vijay Stores
- Out of That **Acclaimed Stores , Lotus Mart & Vijay Stores** are the customers who have larger no. of order lines amongst all

2

Further detailed analysis of Line lead time analysis combined with delayed days analysis reveals some interesting facts

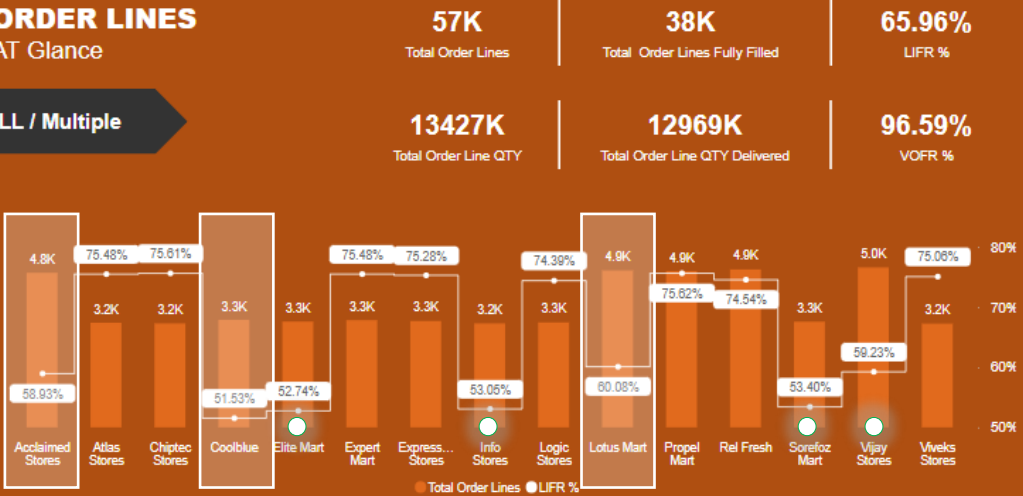
For **Acclaimed Stores , Cool Blue & Lotus Mart** more than 75% of times lines are being delivered late. Moreover, out of that 75% delayed deliveries, 66% of them are late by 2 or 3 days.

2



ORDER LINES  
AT Glance

ALL / Multiple



1



Unfortunately, The Answer is “**YES**”

And probably **Acclaimed Stores , Cool Blue & Lotus Mart** are the Key customers who would certainly not willing to renew the contract