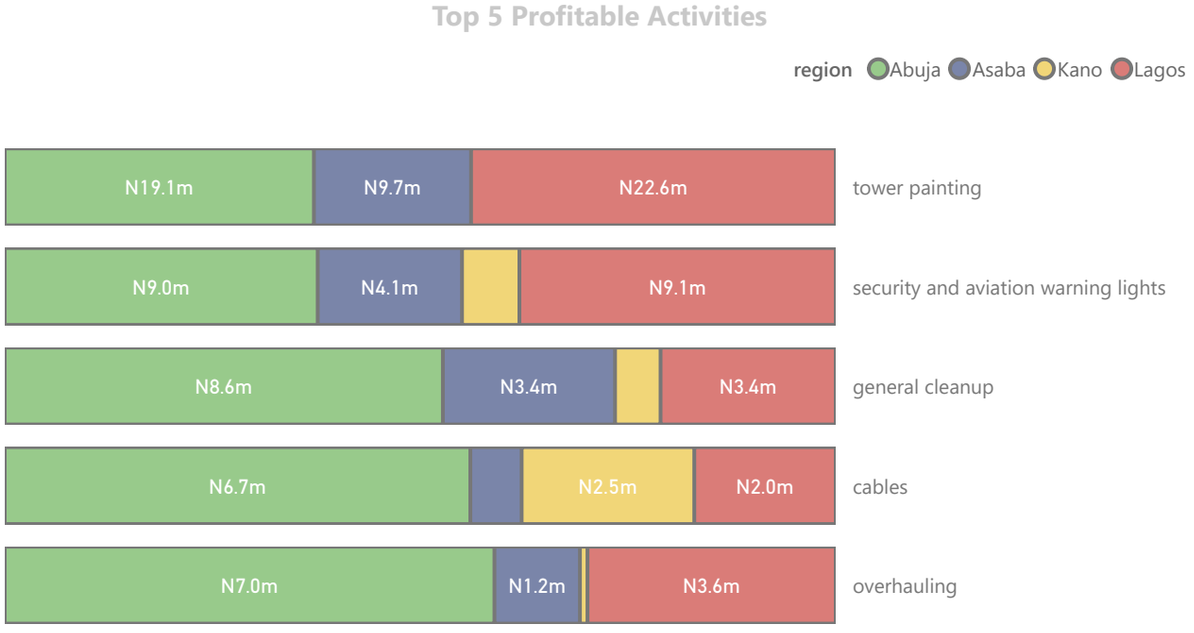
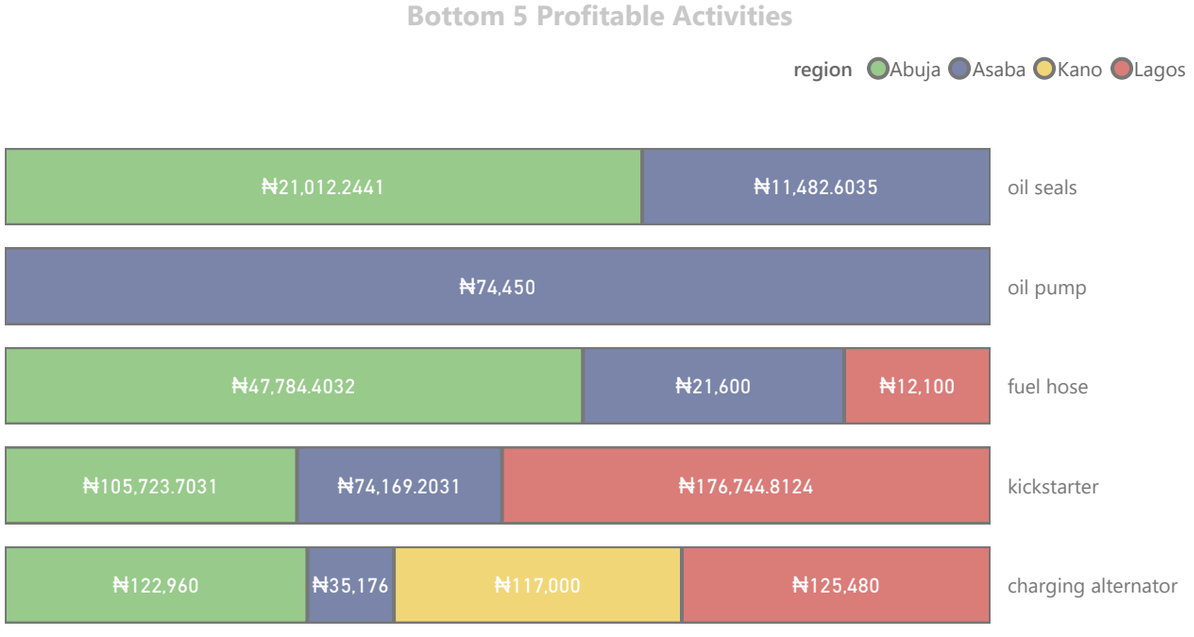
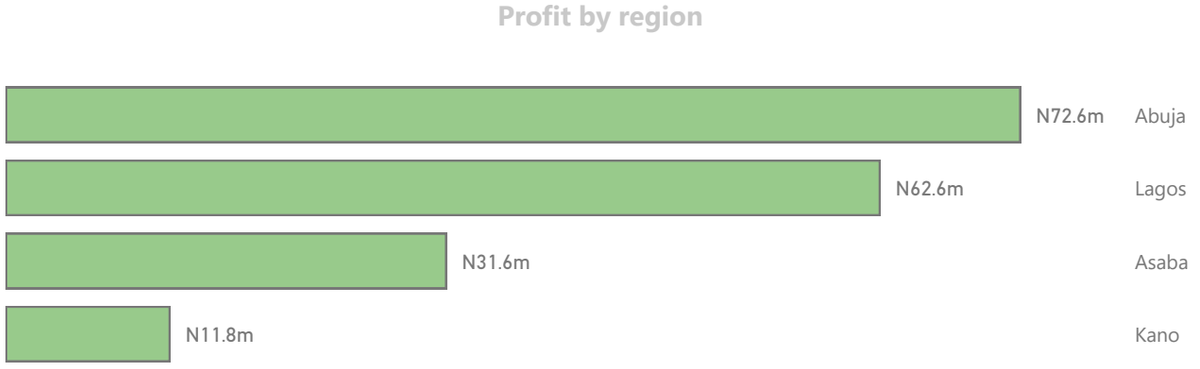






Which job types and regions have generated most profit?

Over a span of two years Tower Painting was a standout activity, with Lagos contributing largely with ₦22.6 million. Abuja also contributed significantly with ₦19.1 million, while Asaba generated ₦9.7 million. **Security and Aviation Warning Lights replacement** proved lucrative, with Lagos, Abuja, Asaba and Kano earning ₦9.1 million, ₦9 million, ₦4.1 million and ₦1.6 million respectively.

Projects involving **General clean-up** were particularly successful in Abuja (₦8.6 million), while **Cables** installations in Abuja brought in ₦6.7 million. Overhauling activities in Abuja were also noteworthy, adding ₦7.0 million to our profits.

On the flip side, activities like Oil Seals and Fuel Hose were less profitable. For instance, oil seals in Abuja earned ₦21,012 and Lagos ₦11,482. Similarly, **Fuel Hose** projects generated lower profits, with Abuja at ₦47,784, Asaba at ₦21,600, and Lagos at ₦12,100.

Despite the challenges, the overall profitability across regions was significant:

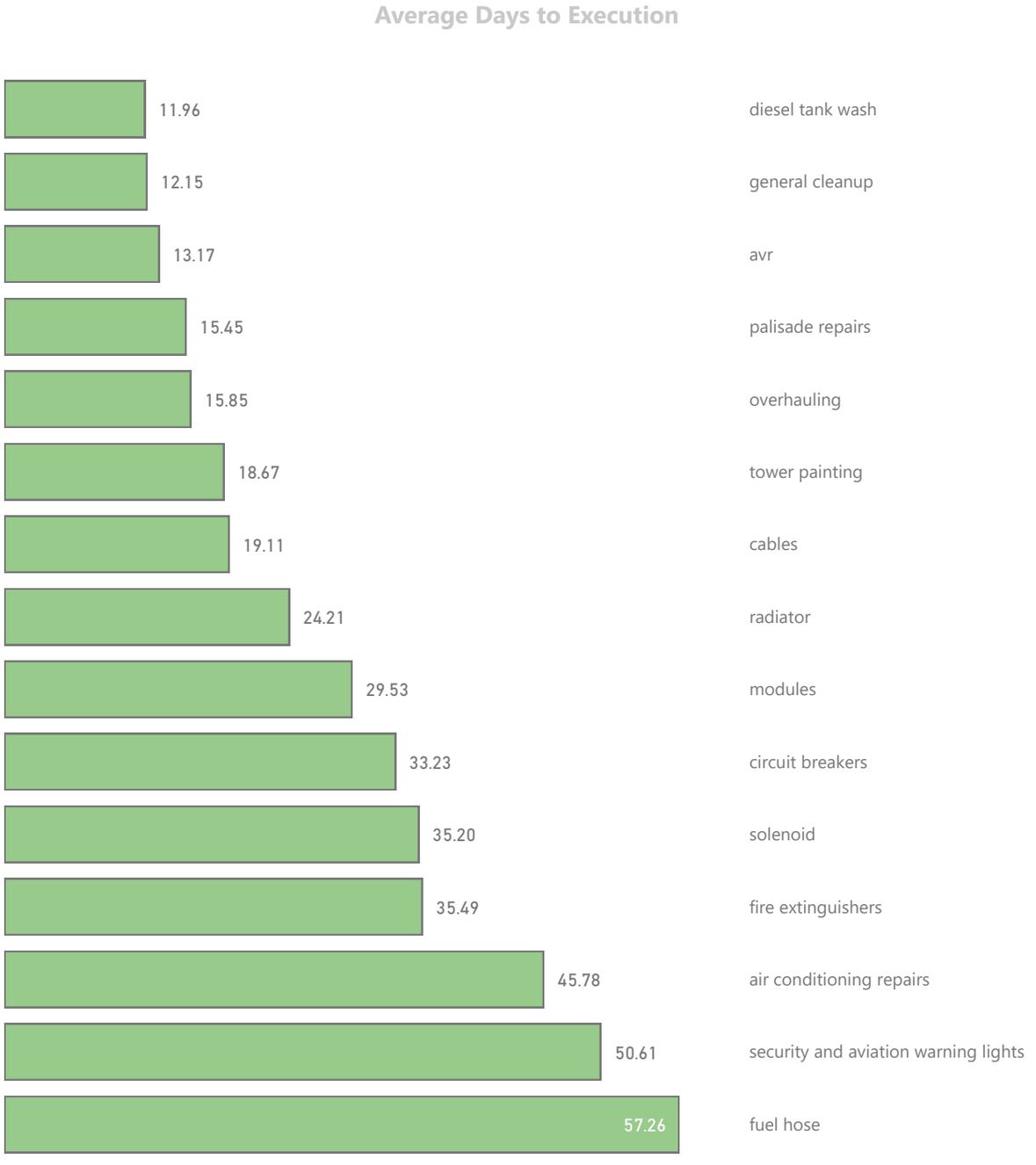
Total Profit by Region:

- **Abuja**: ₦72.6 million
- **Lagos**: ₦62.2 million
- **Asaba**: ₦31.6 million
- **Kano**: ₦11.8 million

Overall Total Profit:

₦178.6 million

These figures highlight our areas of strength and potential financial growth as we continue to enhance our telecommunications infrastructure.



What is the average time taken to complete different types of jobs

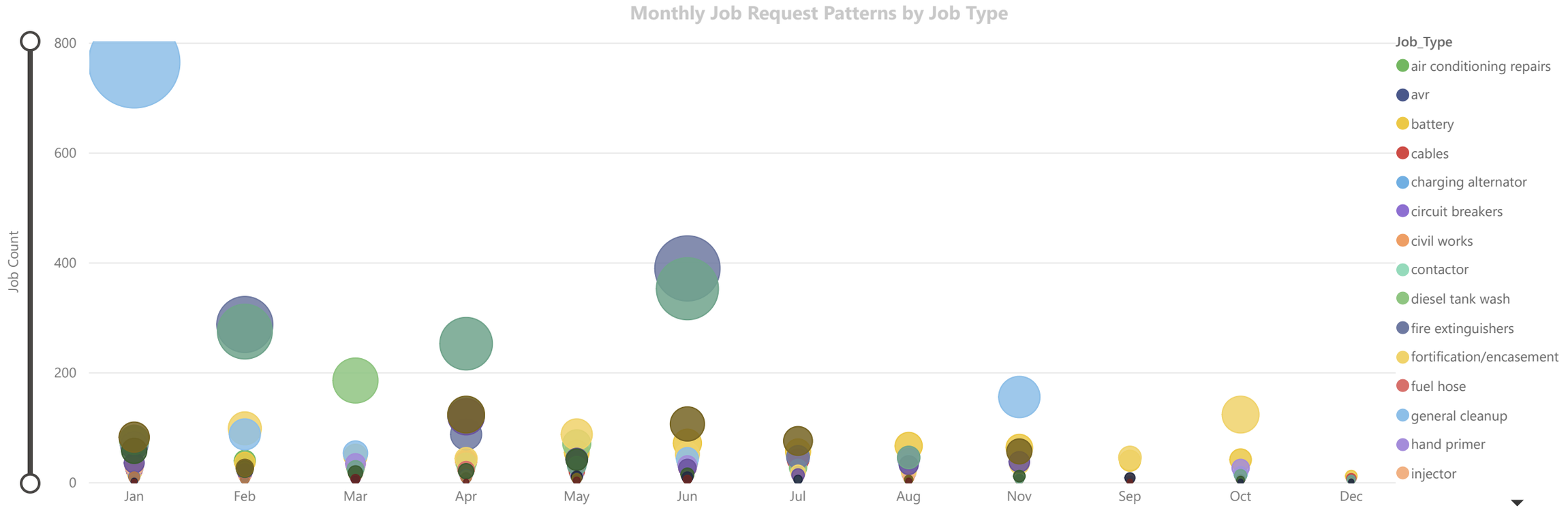
In the past two years Our team has tracked the average completion time for various maintenance tasks. at the telecommunications site carefully The data reveals interesting insights into our operational performance. It highlights our strengths and areas for improvement.

Imagine the satisfaction of quickly washing a diesel tank in an average o 12 days. These operations are among the fastest. This reflects their important role in maintaining network integrity. General cleaning operations are closely monitored and are usually completed within around 12 days as well, to ensure our site is spotless and works well.

The subsequent AVR (automatic voltage regulator) work took approximately 13 days to complete. This is a testament to the precision and expertise of the team. Repair and overhaul activities for the steel fence required for site safety and efficiency were completed in approximately 15 days and 16 days, respectively...

However, not everything is so fast. fire extinguisher replacements and servicing takes approximately 35 days, while air conditioning replacement takes approximately 45 days.

Short completion times for tasks such as diesel tank cleaning, automatic voltage regulator replacement, overhauling of engines and radiators. This may be due to its network-critical nature. This is because they need to act quickly to prevent service disruptions.



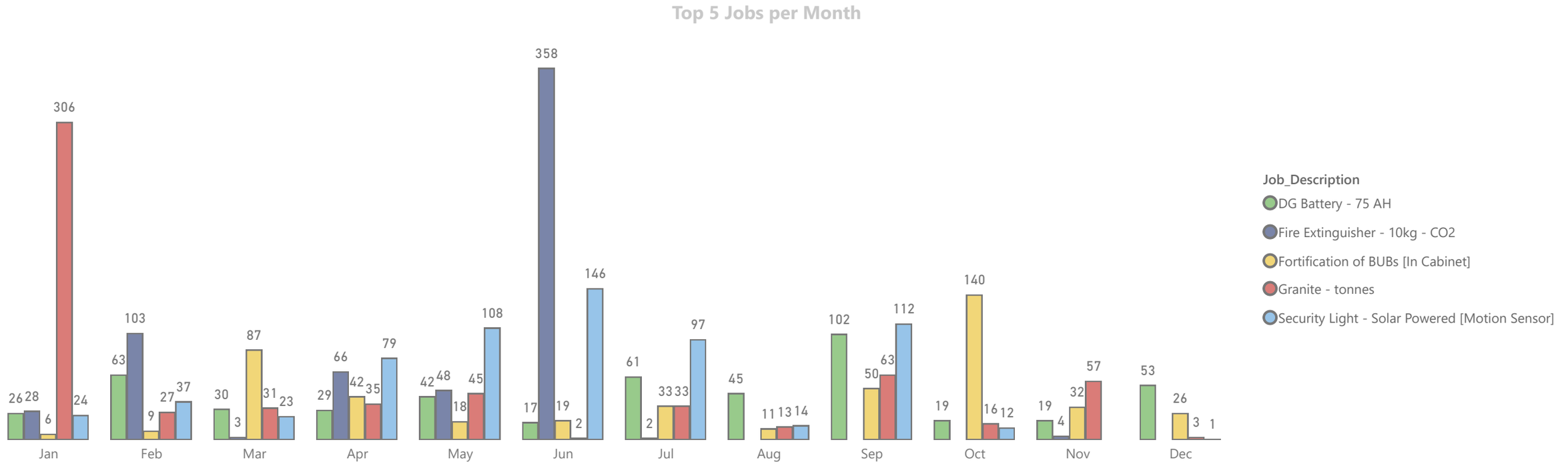
Are there patterns in the frequency and types of job requests across different regions and times of the year?

Over the course of two years, our records reveal interesting patterns in job requests across telecommunications sites, linked to different times of the year.

In January, there's a significant surge in job requests, particularly for **General Clean-up** and **Air Conditioning Repairs**. This spike sets the tone for the year, with February and March continuing the trend, especially in **Battery** and **Cables** services. These months are bustling, reflecting a high demand for varied maintenance tasks.

As the dry season transitions to the rainy season, April and May see a steady flow of job requests, with **Civil Works** and **Diesel Tank Washes** becoming more prominent. June, July, and August, however, mark a period of decline in requests. During these months, the workload lightens, with fewer specific types of jobs dominating the scene.

Come September, there's a resurgence, particularly in **Fire Extinguishers** and **General Clean-up** tasks, likely preparing for the end of the year. This uptick continues into October, with a notable increase in **Fuel Hose** services. As the year winds down, November and December experience another decline, with a diverse but less frequent array of job requests.
These seasonal trends highlight the importance of understanding the cyclical nature of maintenance needs, allowing us to better allocate resources and maintain efficiency throughout the year.



Frequent Jobs

Over the past two years, the company has closely monitored the usage of various spare parts, gaining valuable insights into their frequency and cost. To optimize the use of spares and reduce costs without compromising service quality, we can focus on the spares with the highest usage and cost, and explore alternative procurement strategies.

Our records show that **Fire Extinguishers (10kg - CO2)**, **Granite**, and **Security Lights (Solar Powered with Motion Sensors)** are the most frequently carried out activities. Fire Extinguishers have an annual usage of 612 units, Granite is replaced at 631 sites, and 653 units of Security lights are needed annually.

Given this high demand, the company can adopt bulk purchasing agreements with suppliers. By negotiating for volume discounts, we can significantly cut costs. Establishing long-term partnerships with key suppliers ensures consistent quality and reliability, which is crucial for maintaining service standards.

Moreover, implementing just-in-time inventory practices would reduce holding costs and minimize waste. By monitoring usage patterns more closely, we can forecast demand accurately, ensuring we neither overstock nor run out of critical spares.

Additionally, exploring alternative suppliers who can offer the same quality at a lower price can further optimize costs. Through these strategies, the company can achieve cost-effective spare usage without compromising on service quality, ensuring the efficient and smooth operation of our telecommunications infrastructure.