



# Wayaak Purchasing Analysis



# 1.

## OVERVIEW

*Summary*





# 266,512,442

Total Public Price



# 64,087,776

Total Saving



# 202,424,666

Total Paid



# 70

Vendors



# 24 %

Discount %



# 266.5 M

Total Public Price



# 64 M

Total Actual Saving



# 24 %

Discount %



# 81.1 M

Total Potential Saving



# 30.5 %

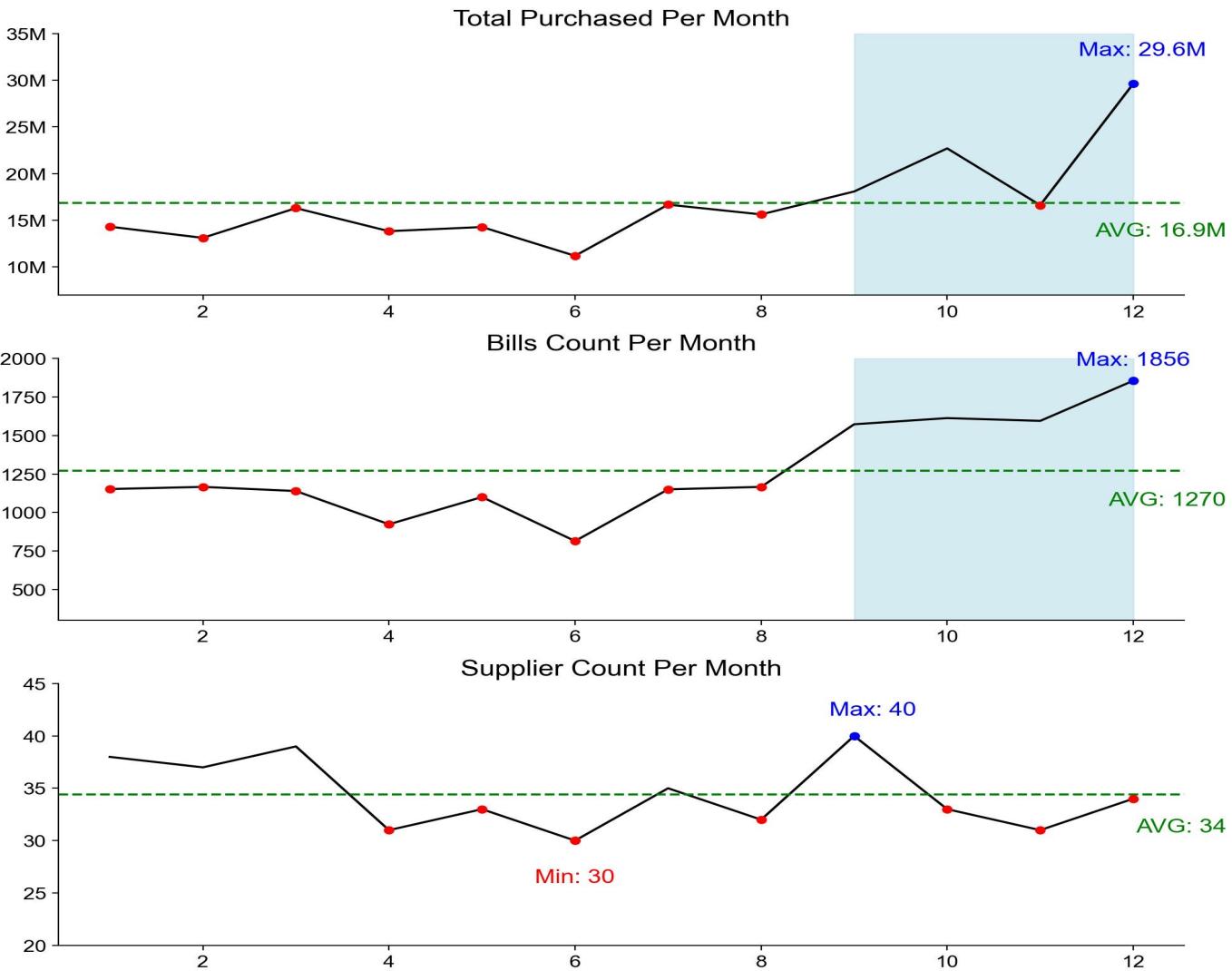
Discount %



# 17 M

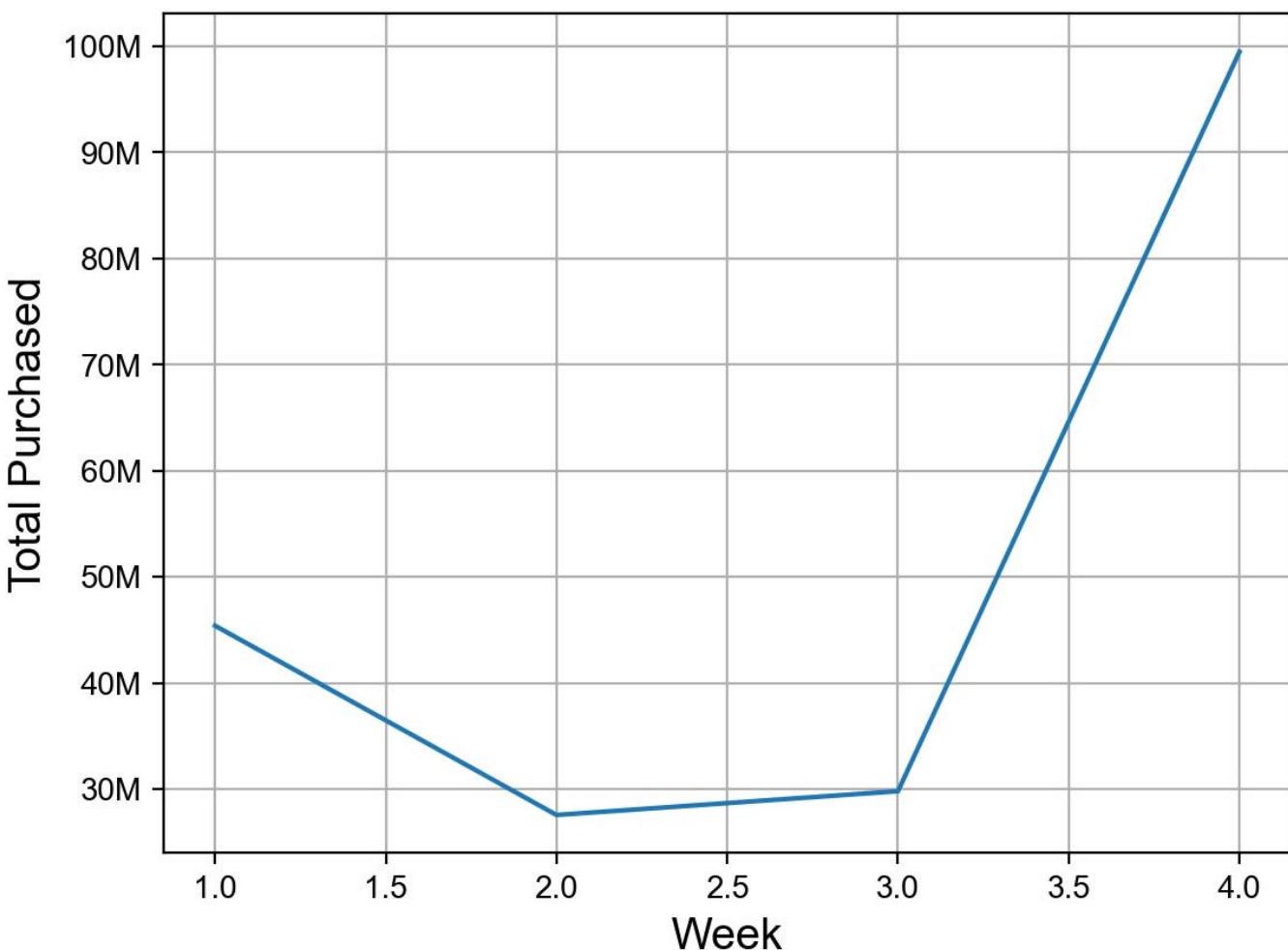
Opportunity Loss

# Overview



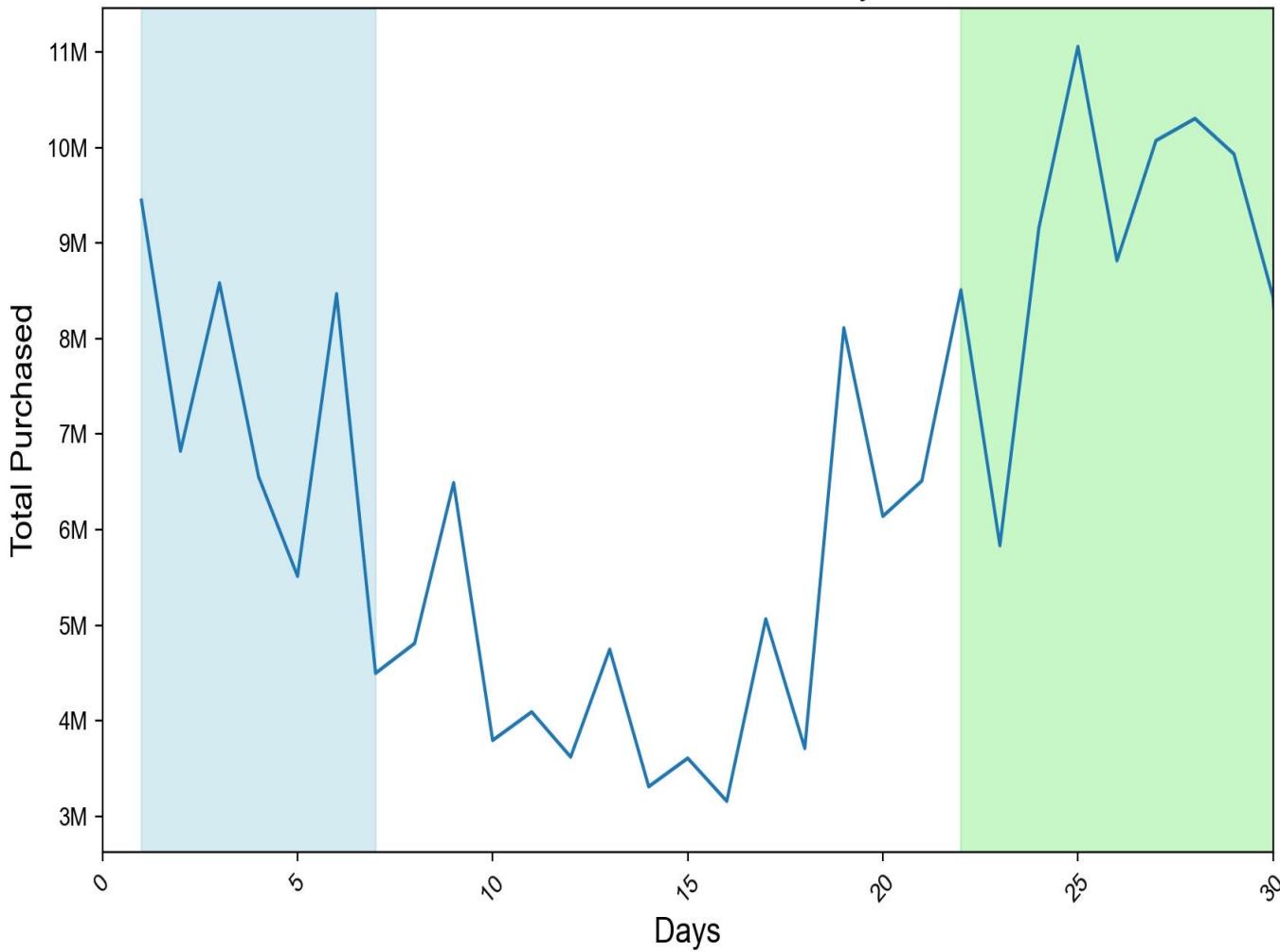
# Stacked Weekly Consumption

## Total Purchased Over Weeks



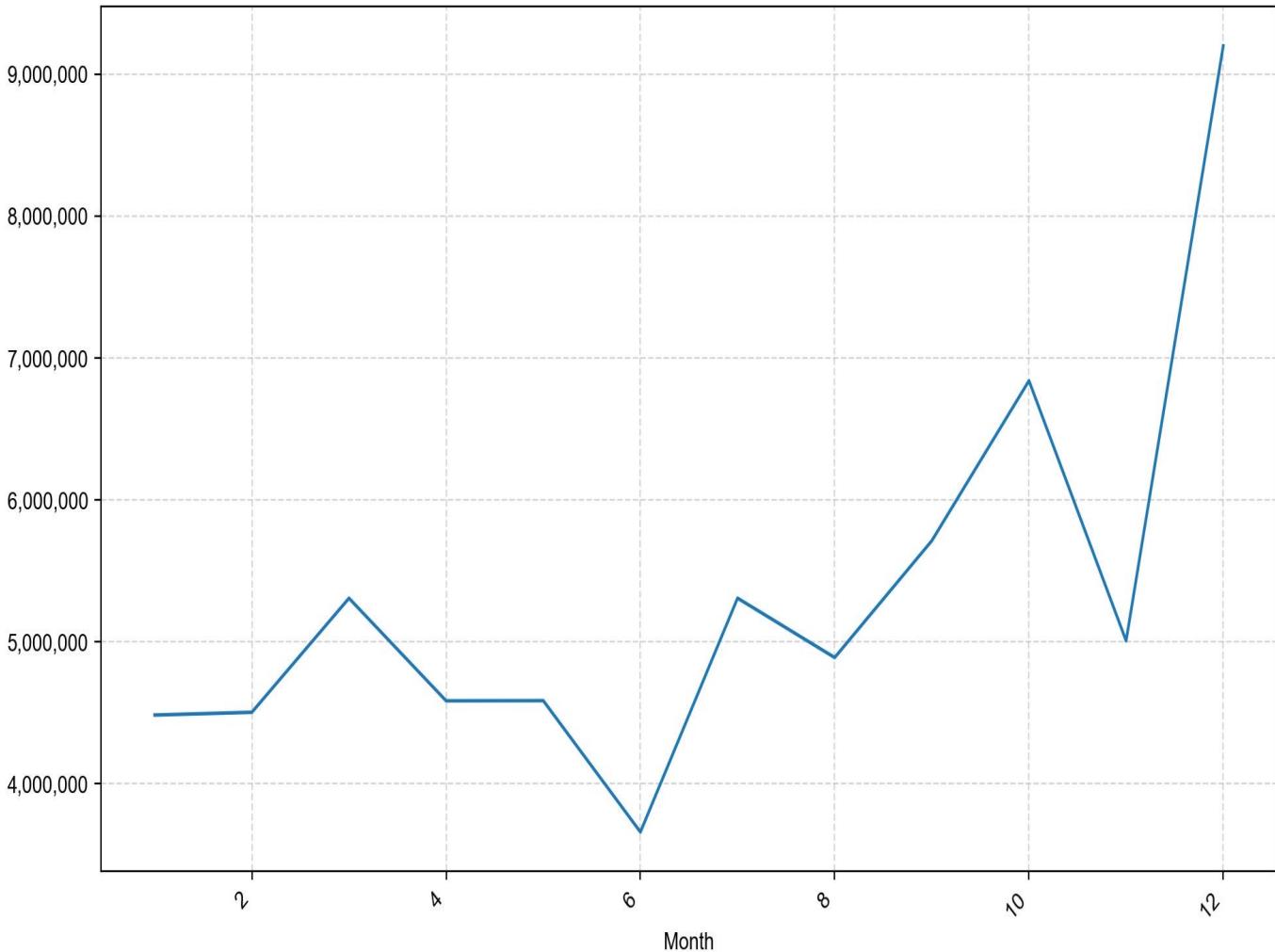
# Daily Consumption

Total Purchased Over Days



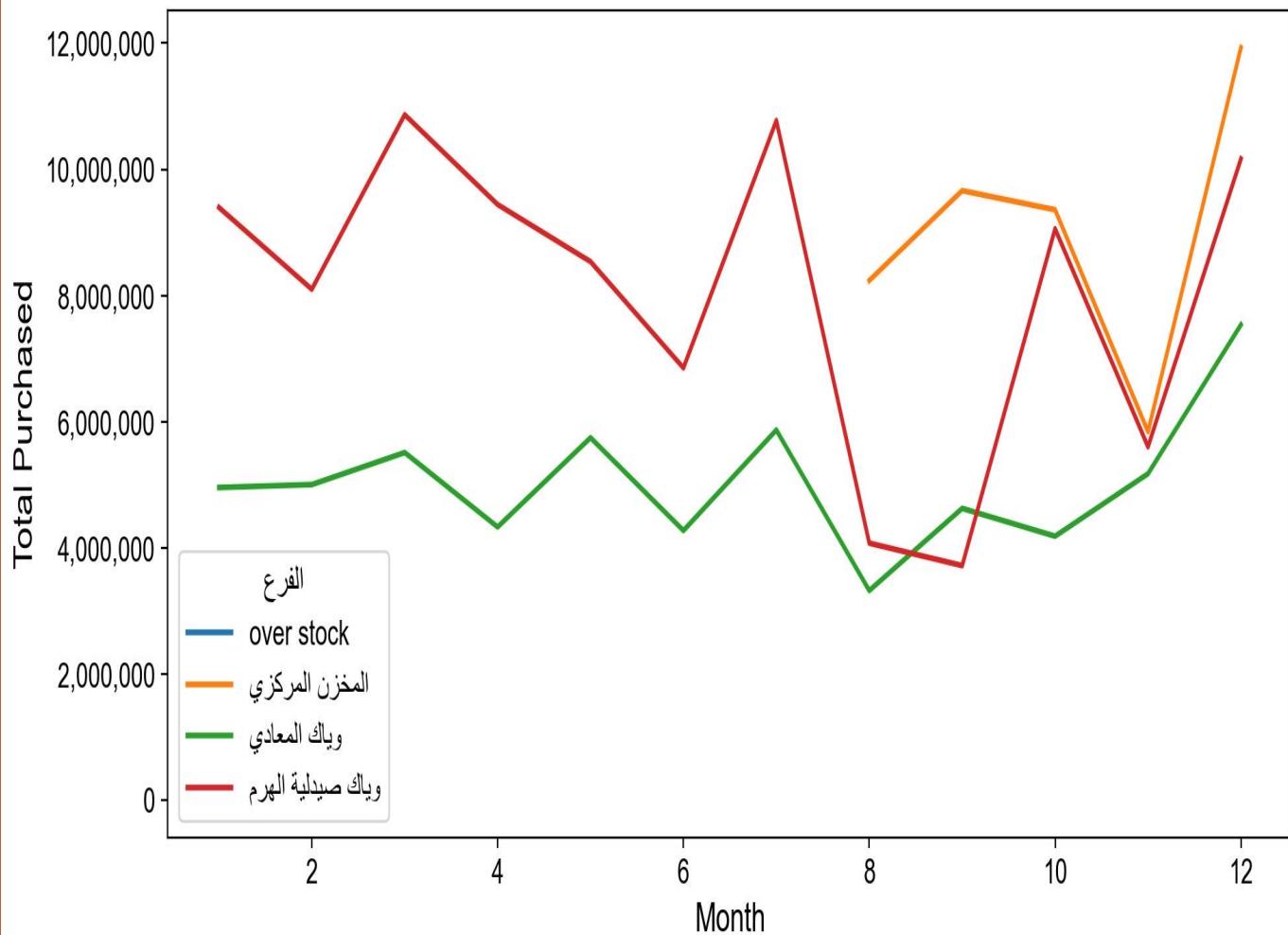
# Monthly Savings in EGP

Total Discount Per Month

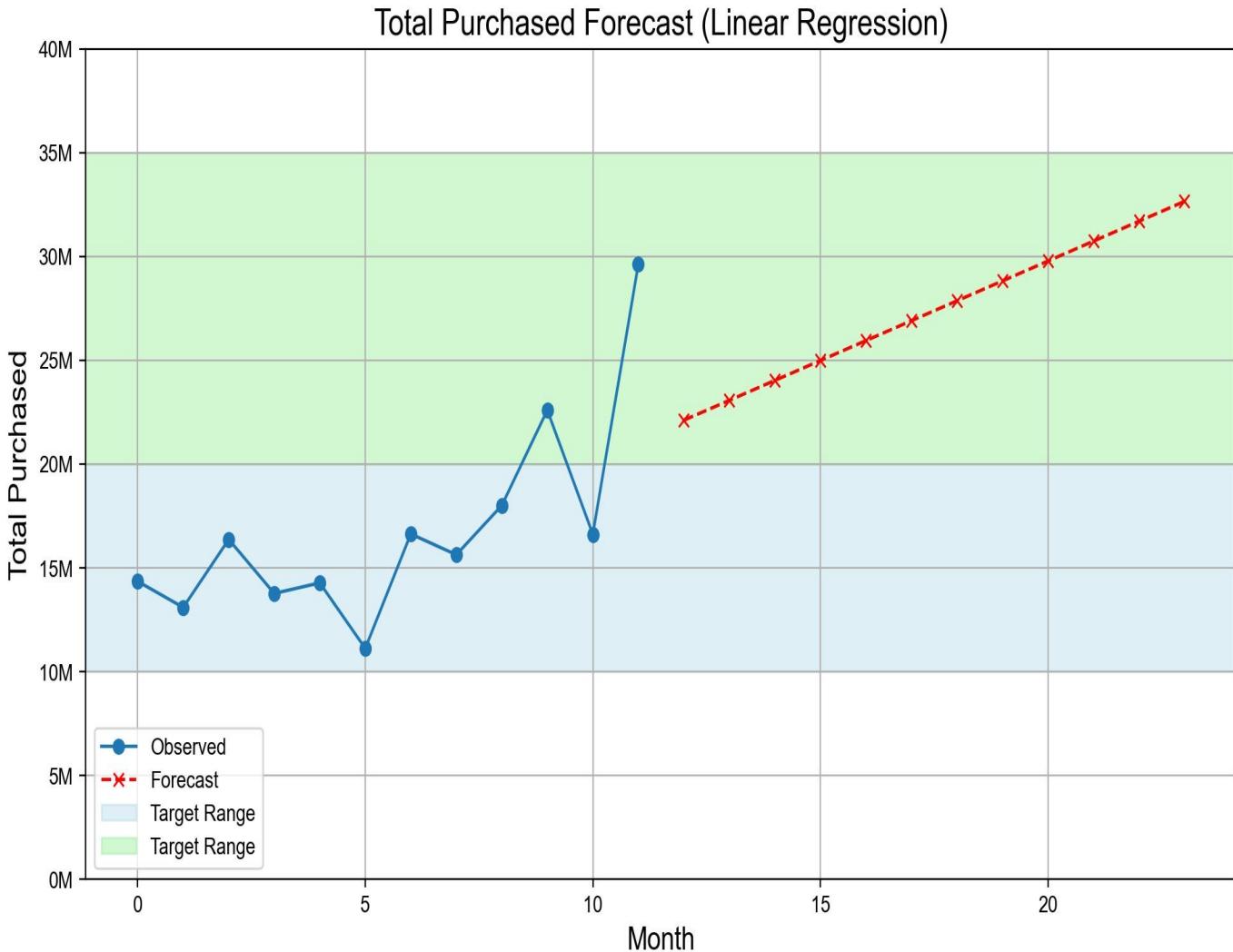


## Monthly Store Purchasing

Store Purchased Per Month



# Purchasing Forecast in EGP



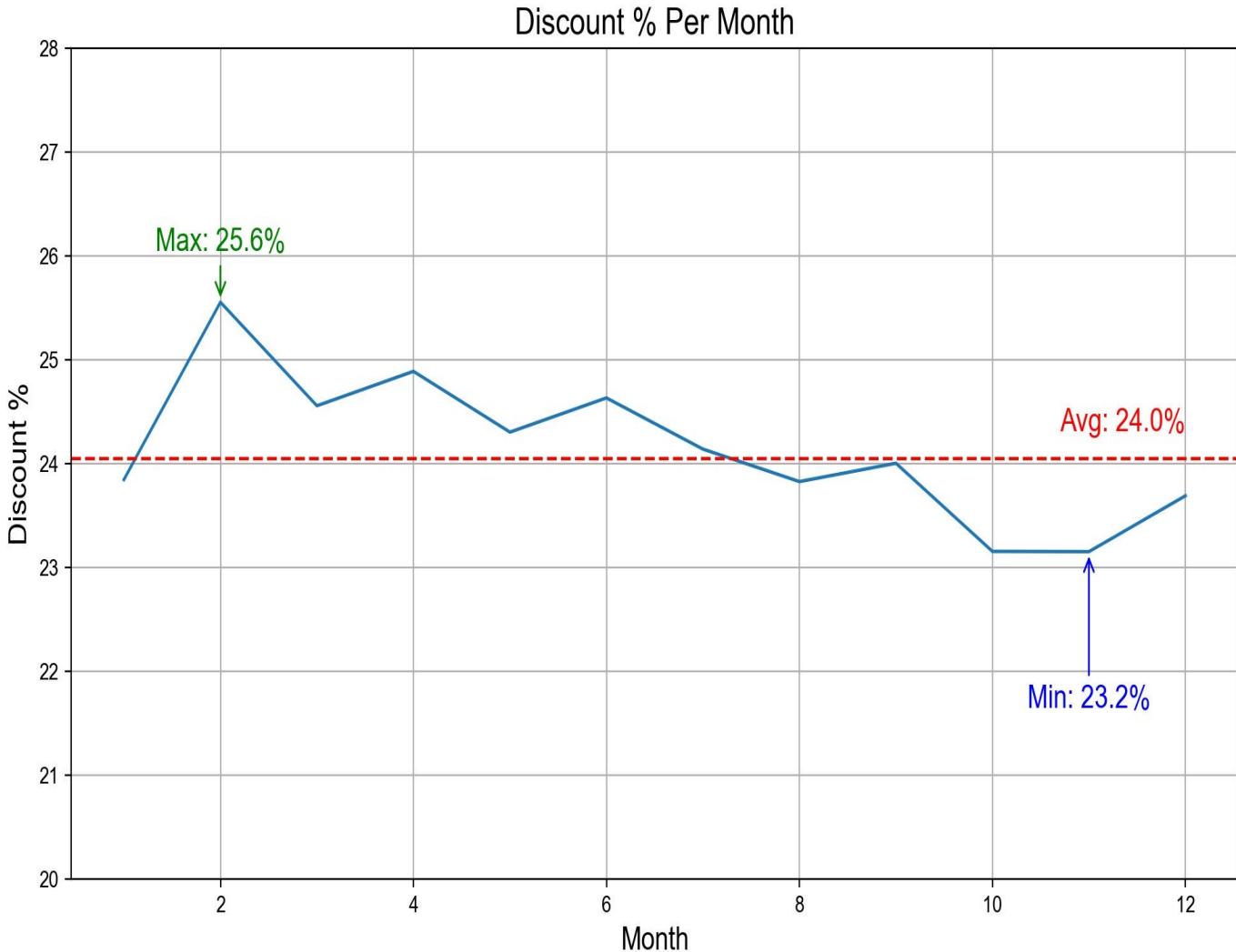
# 2.

## Discount Metrics

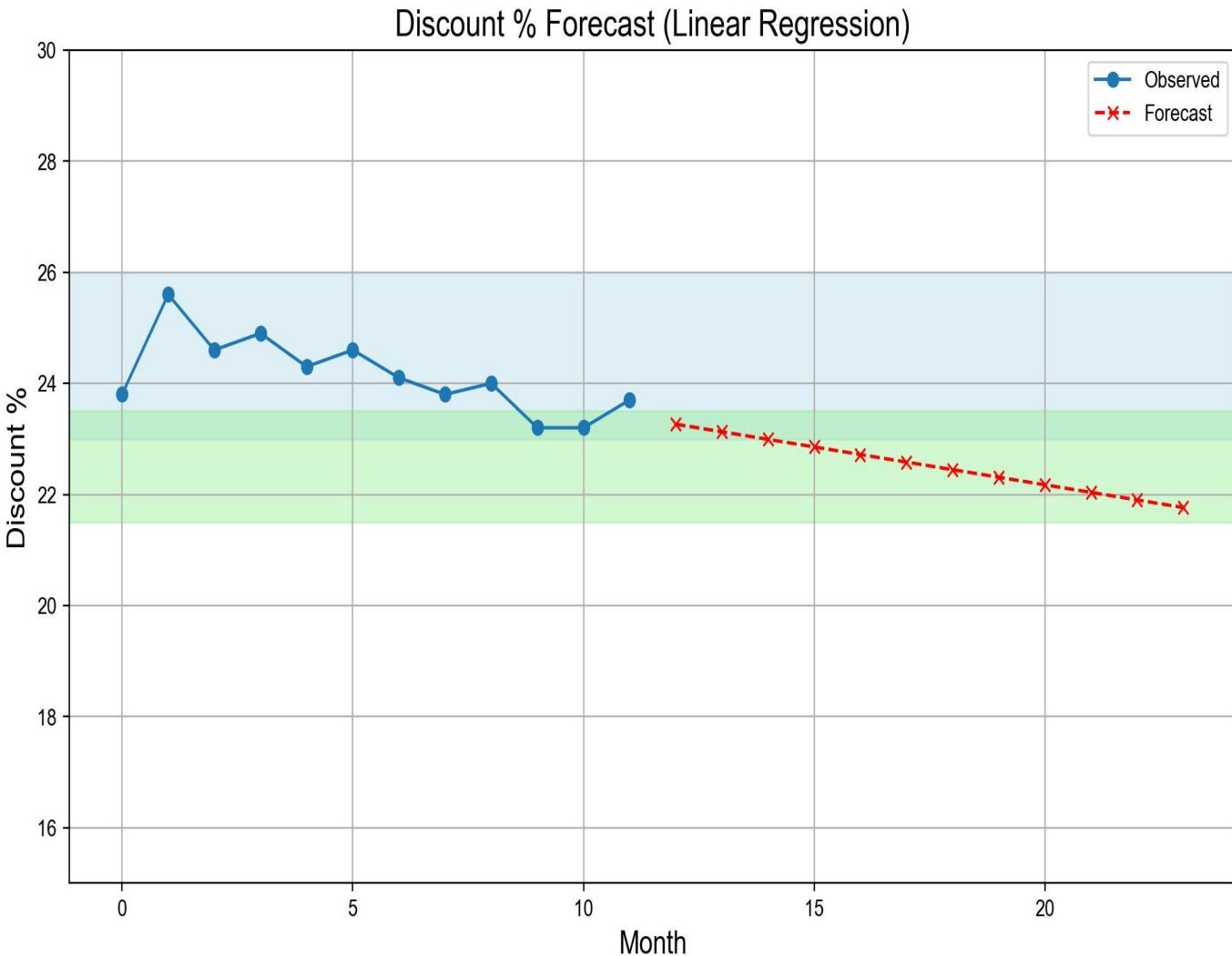
*Let's start with the  
first set of slides*



# Monthly Discount

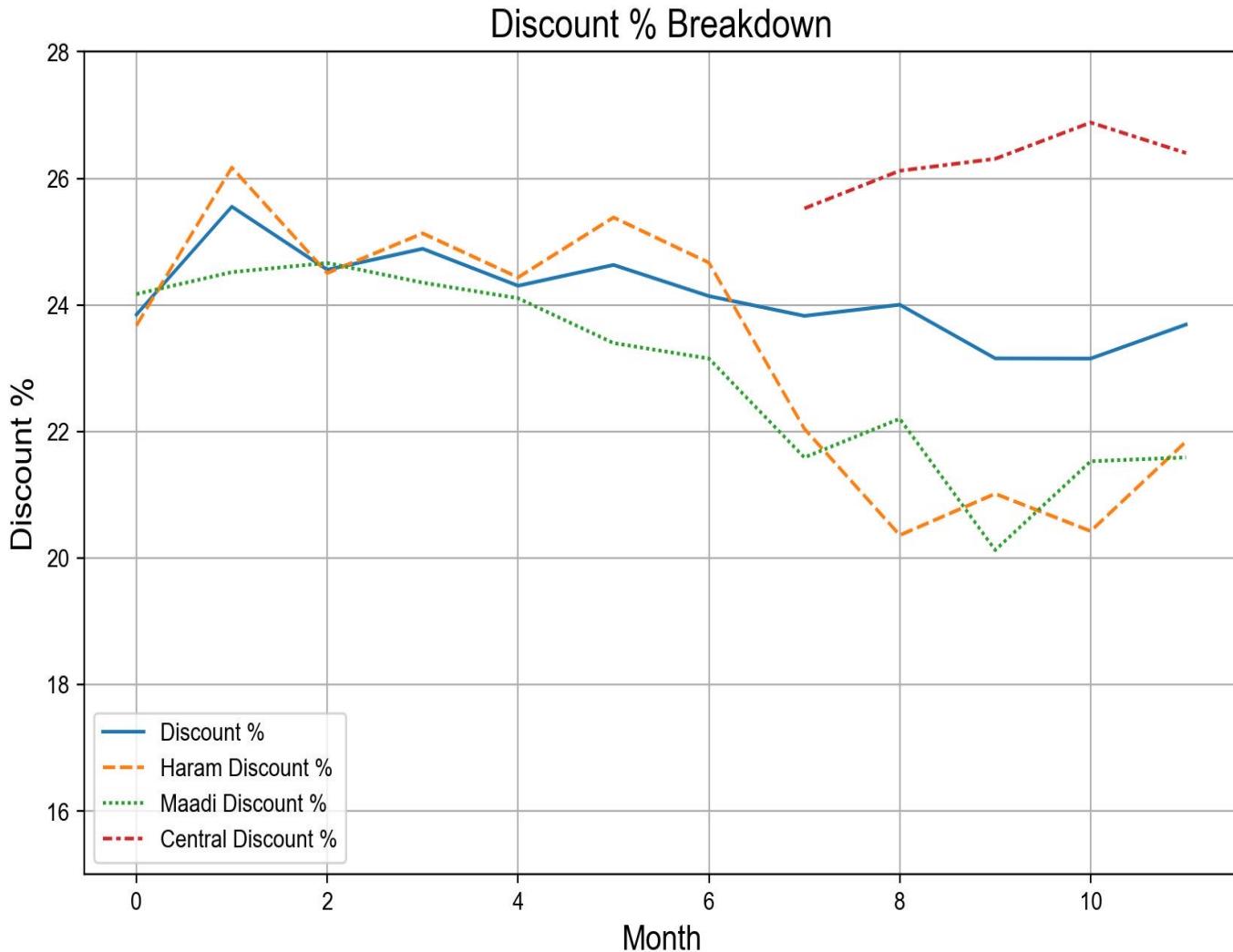


# Purchasing Forecast Discount %



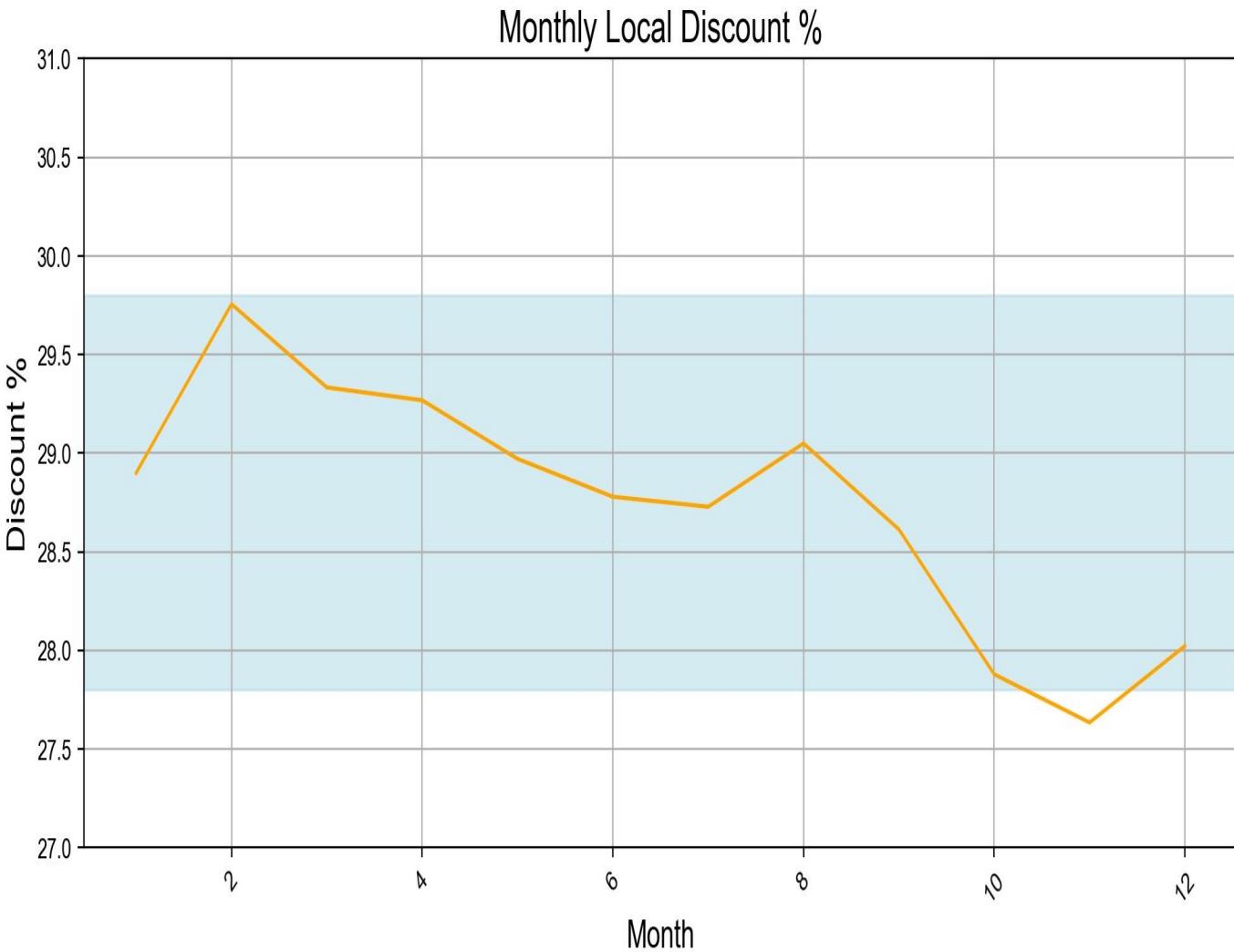
# Discount Breakdown

- **Total** average discount 24 %.
- **Haram** average discount 23.6 %
- **Maadi** average discount 23 %
- **Central** average discount 26.2 %



# Local Items Discount

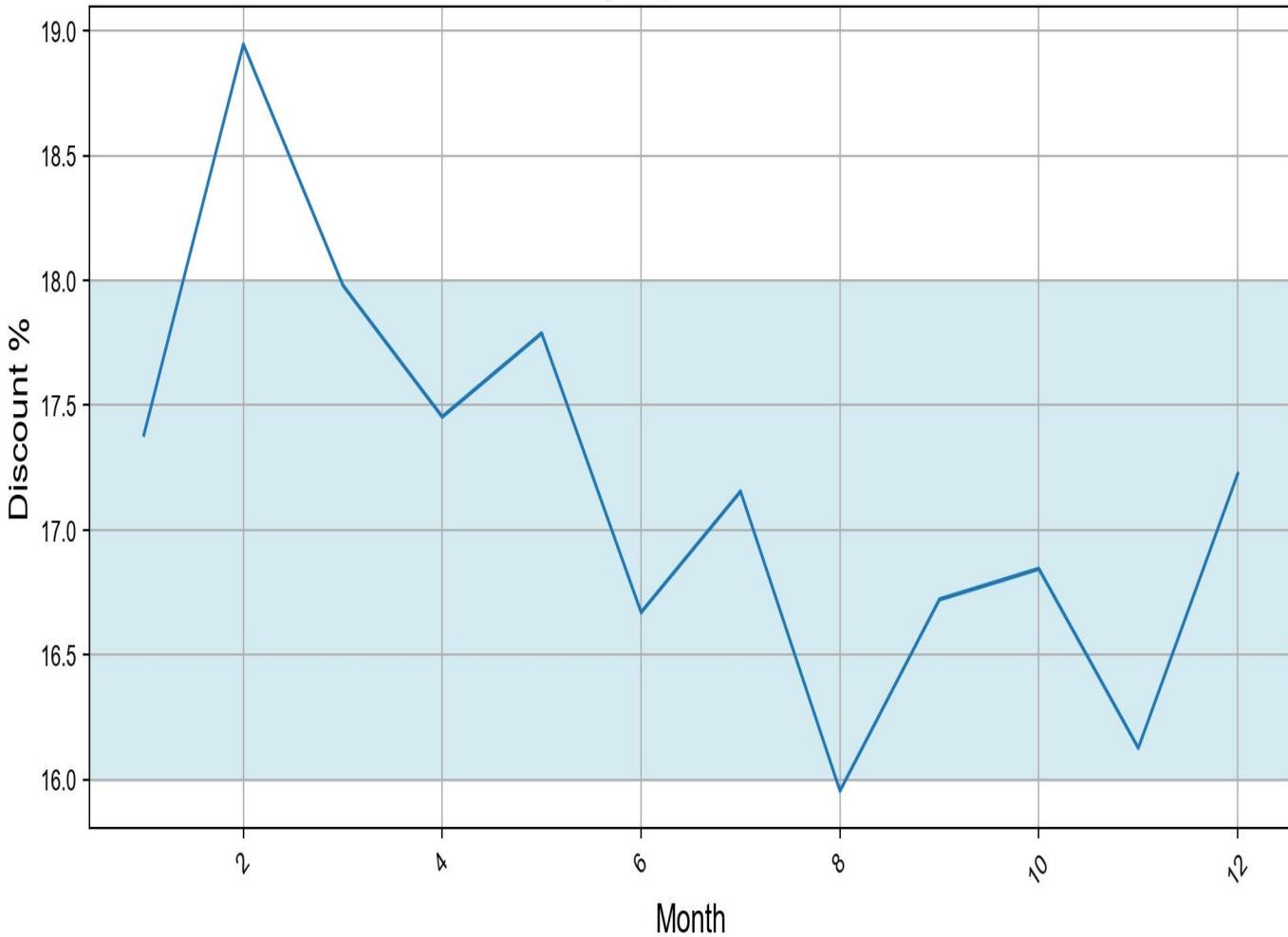
- **High variation**  
(less than 2 %)



# Import Items Discount

- **High variation**  
(about 2 %)

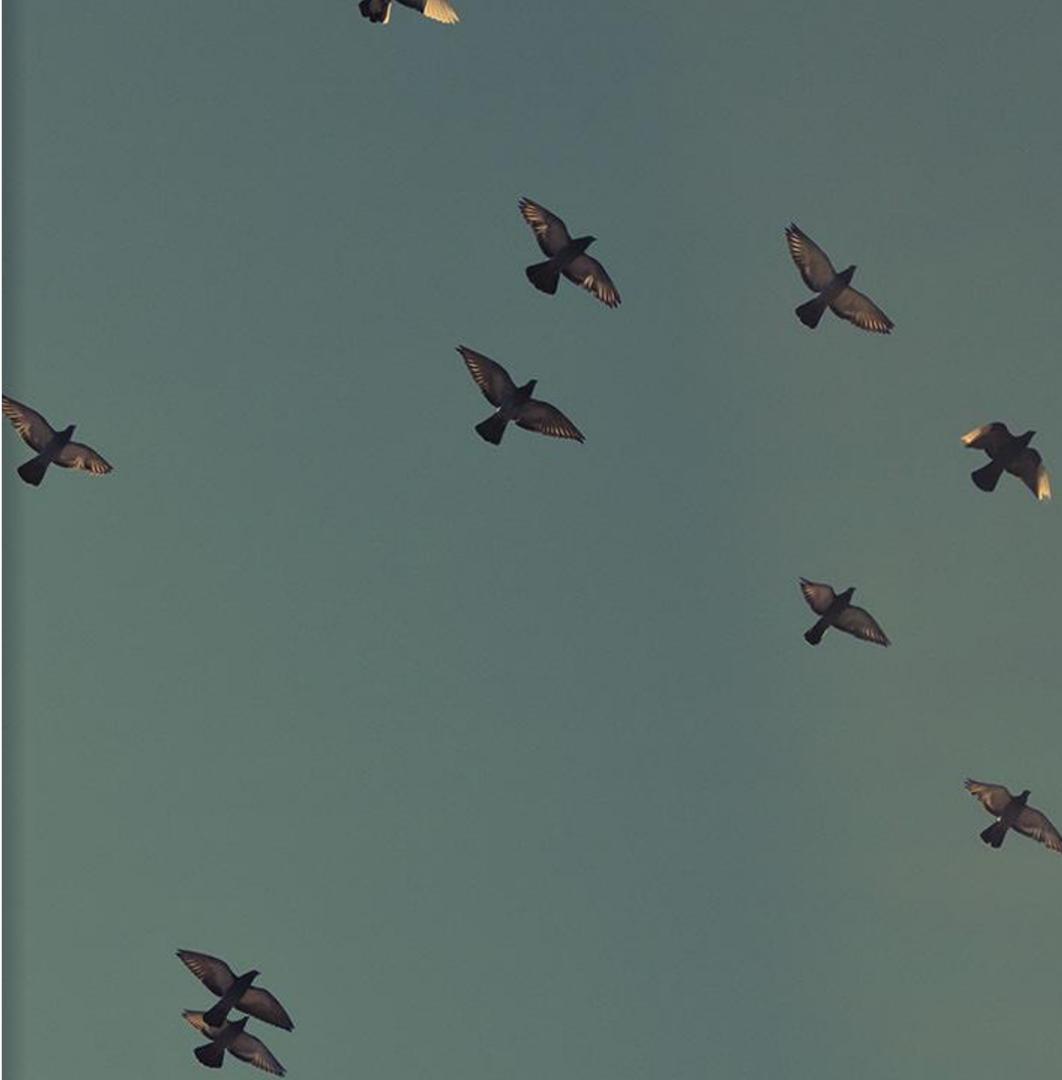
Monthly Import Discount %



# 3.

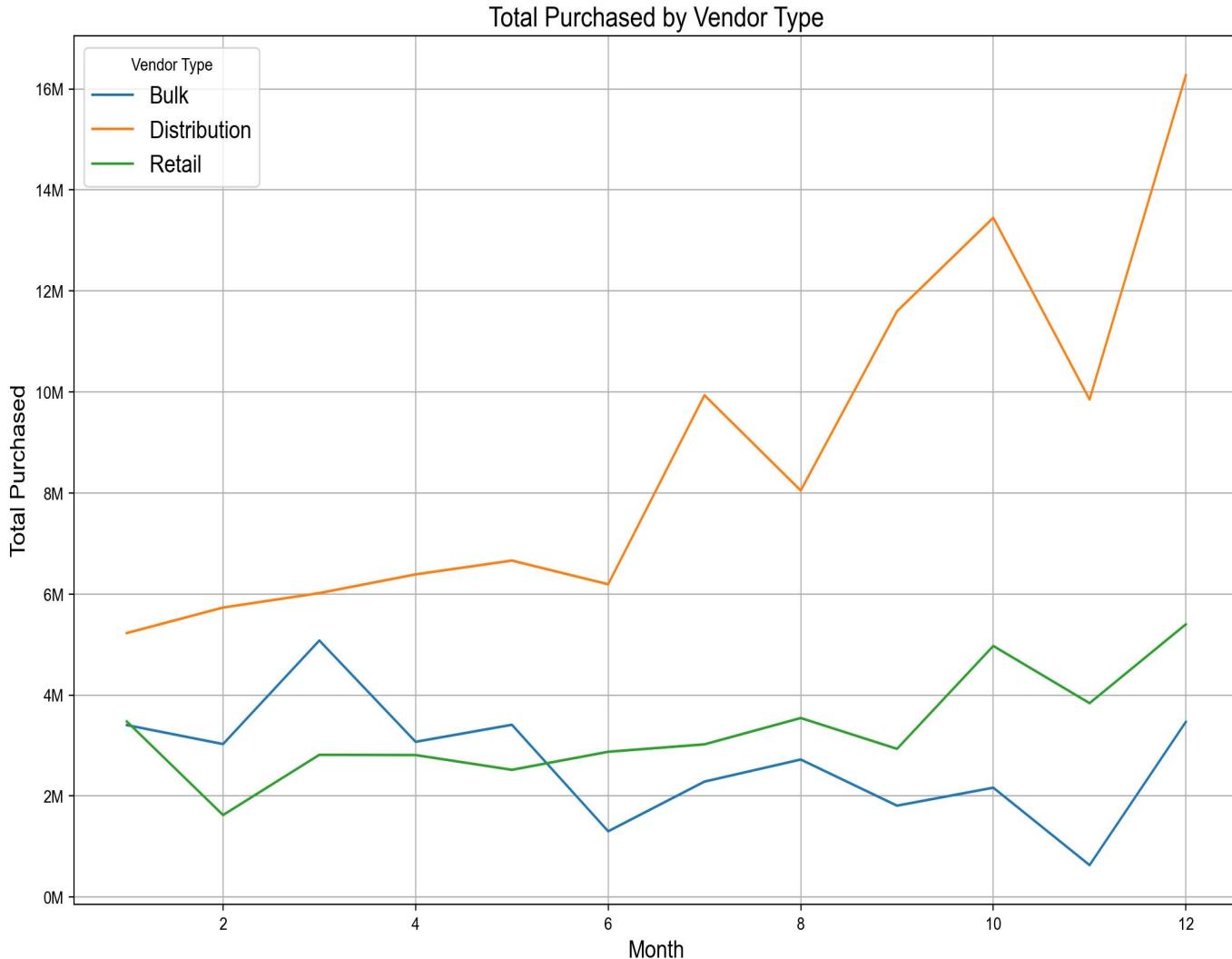
## Vendors Metrics

*Let's start with the  
first set of slides*



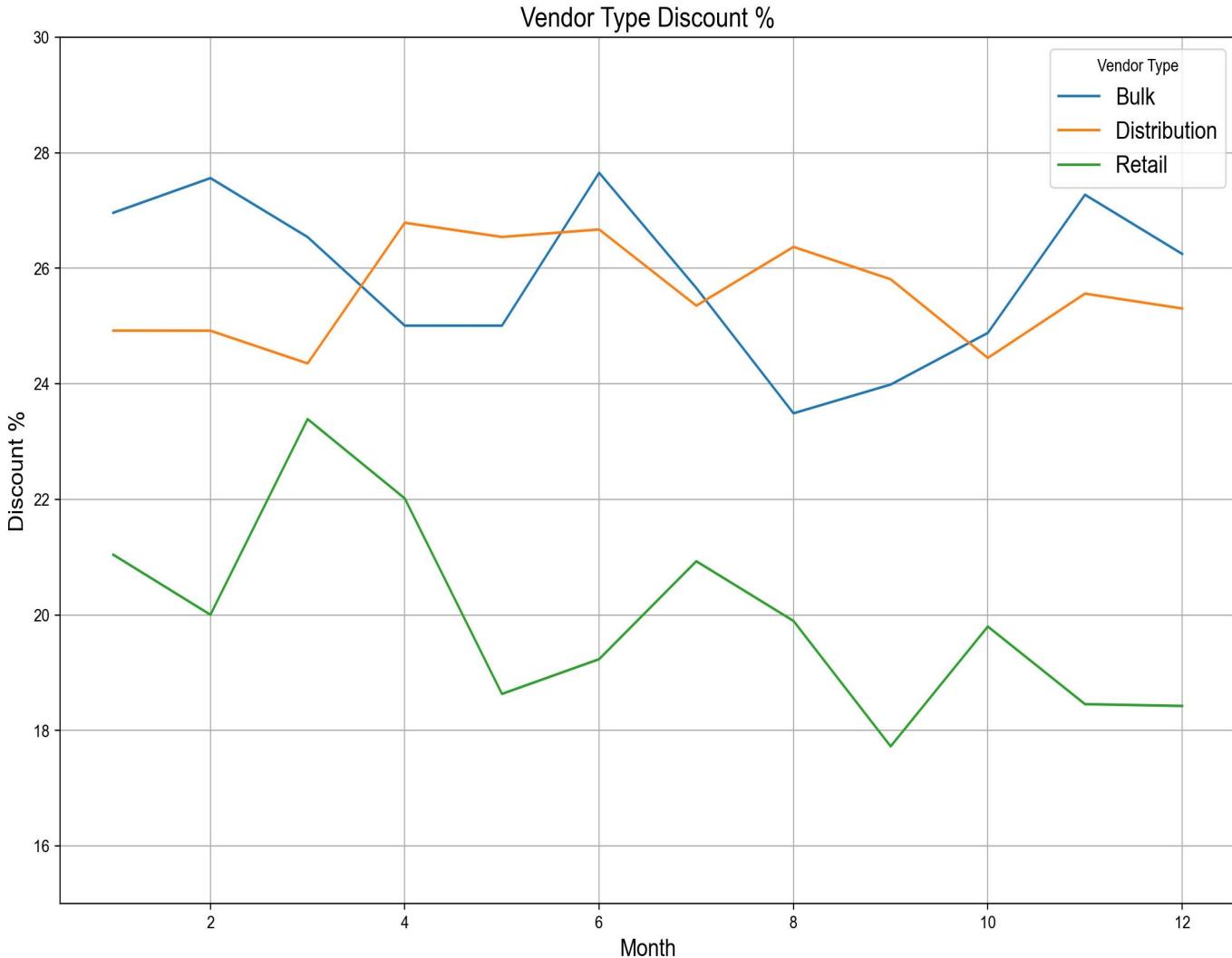
# Vendors Breakdown

- **Distributors** 105 M  
(59.3 % from total)
- **Retail** 40 M  
(22.5 % from total)
- **Bulk** 32 M  
(18 % from total)
- Not Defined 25 M



# Vendors Discount Breakdown

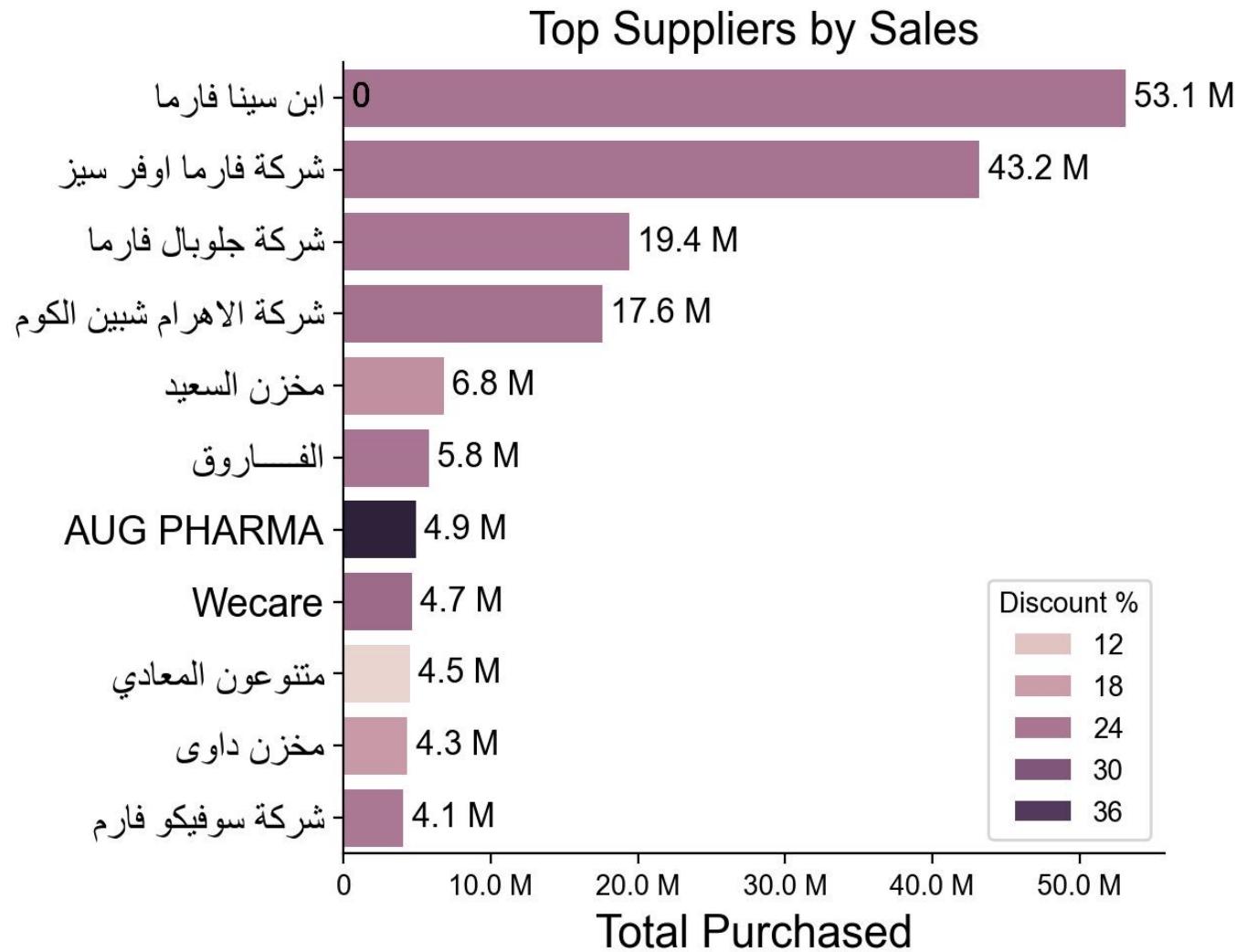
- **Distributors**  
25.5 %
- **Retail**  
19.9 %
- **Bulk**  
25.8 %



# Vendors Purchasing

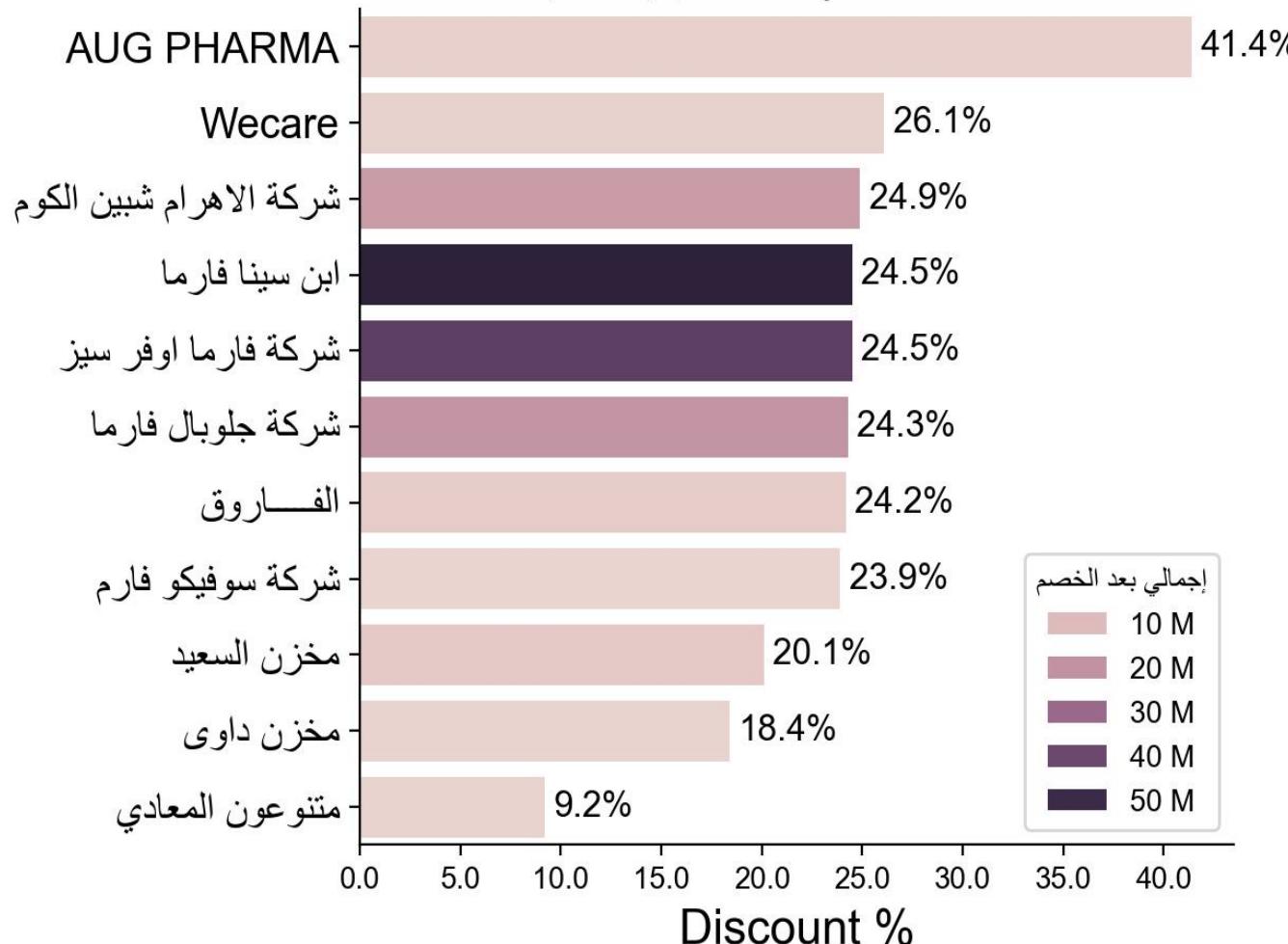
- Top Suppliers > 4M

168.5 M Paid  
(83 % from total purchased items)

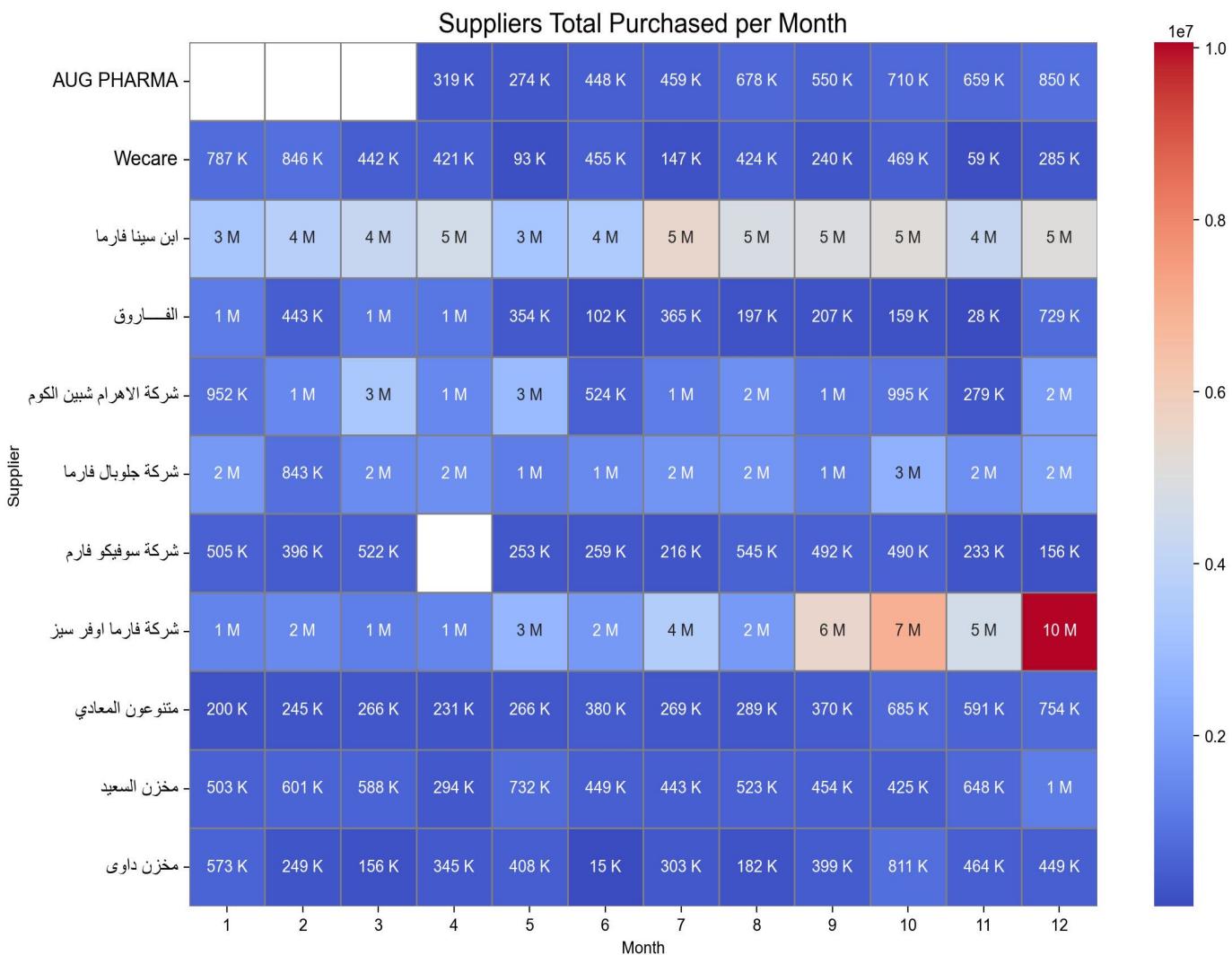


# Vendors Discount

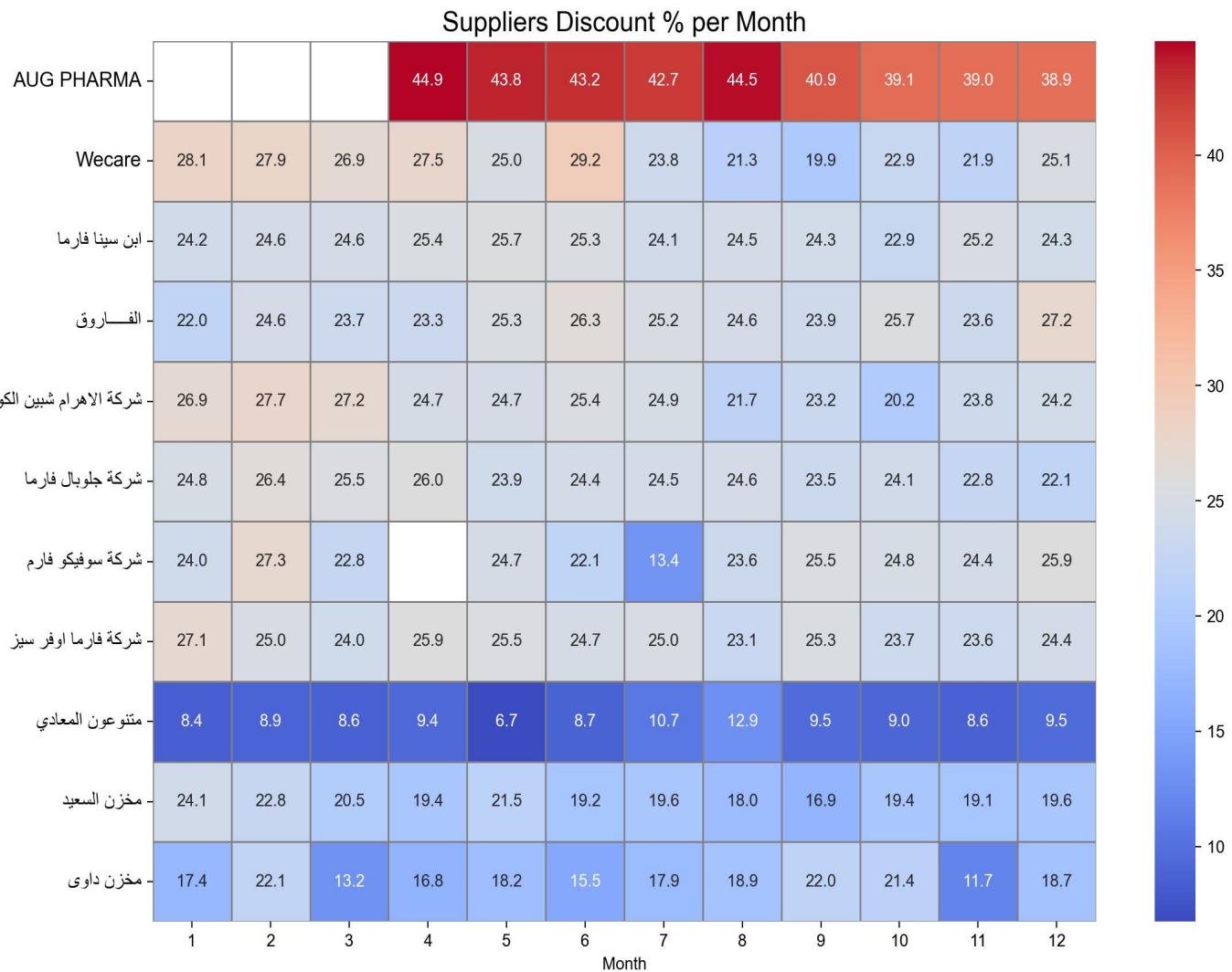
## Top Suppliers by Discount %



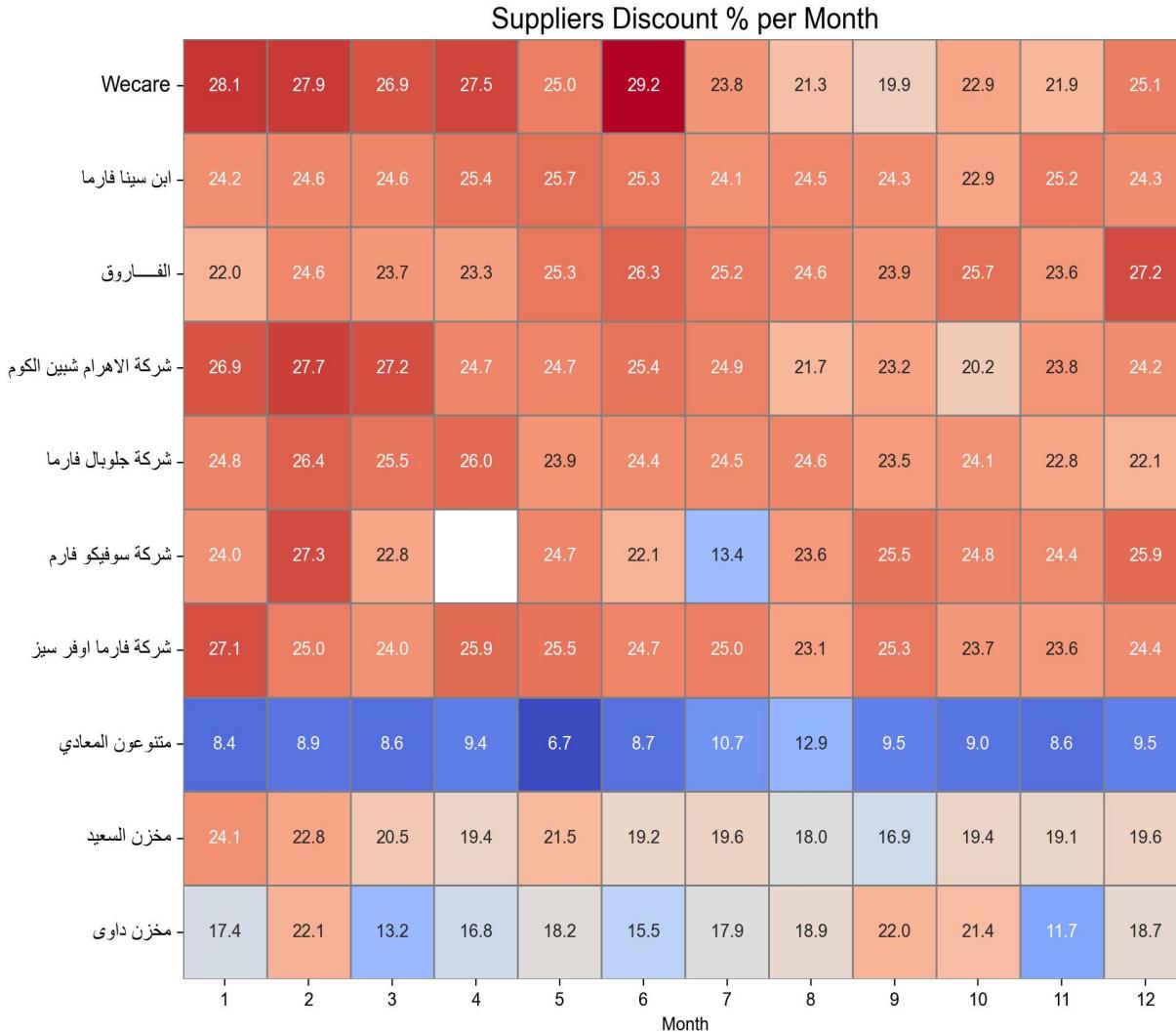
# Vendors Purchasing Heatmap



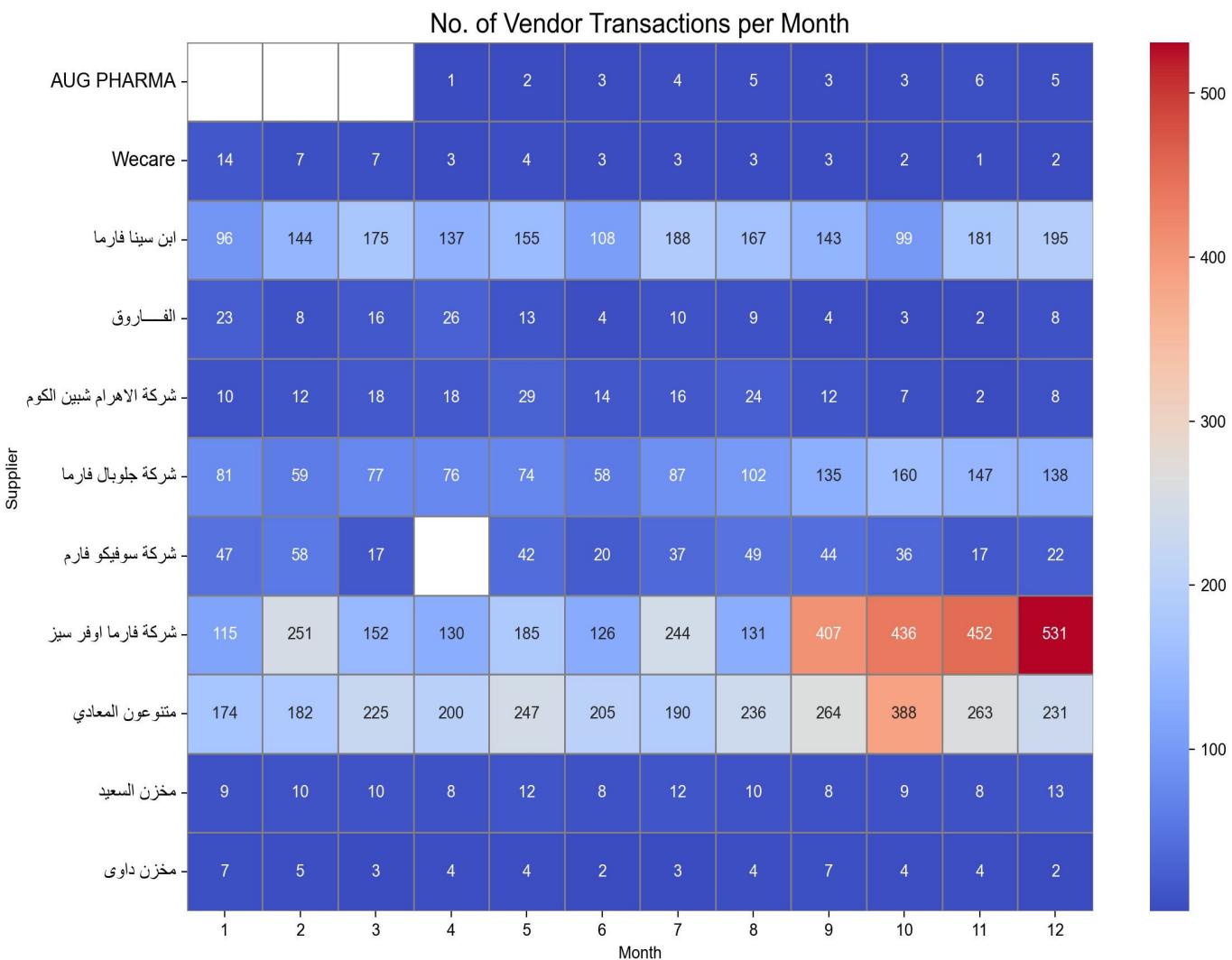
# Vendors Discount % Heatmap



# Vendors Discount % Heatmap (without AUG)

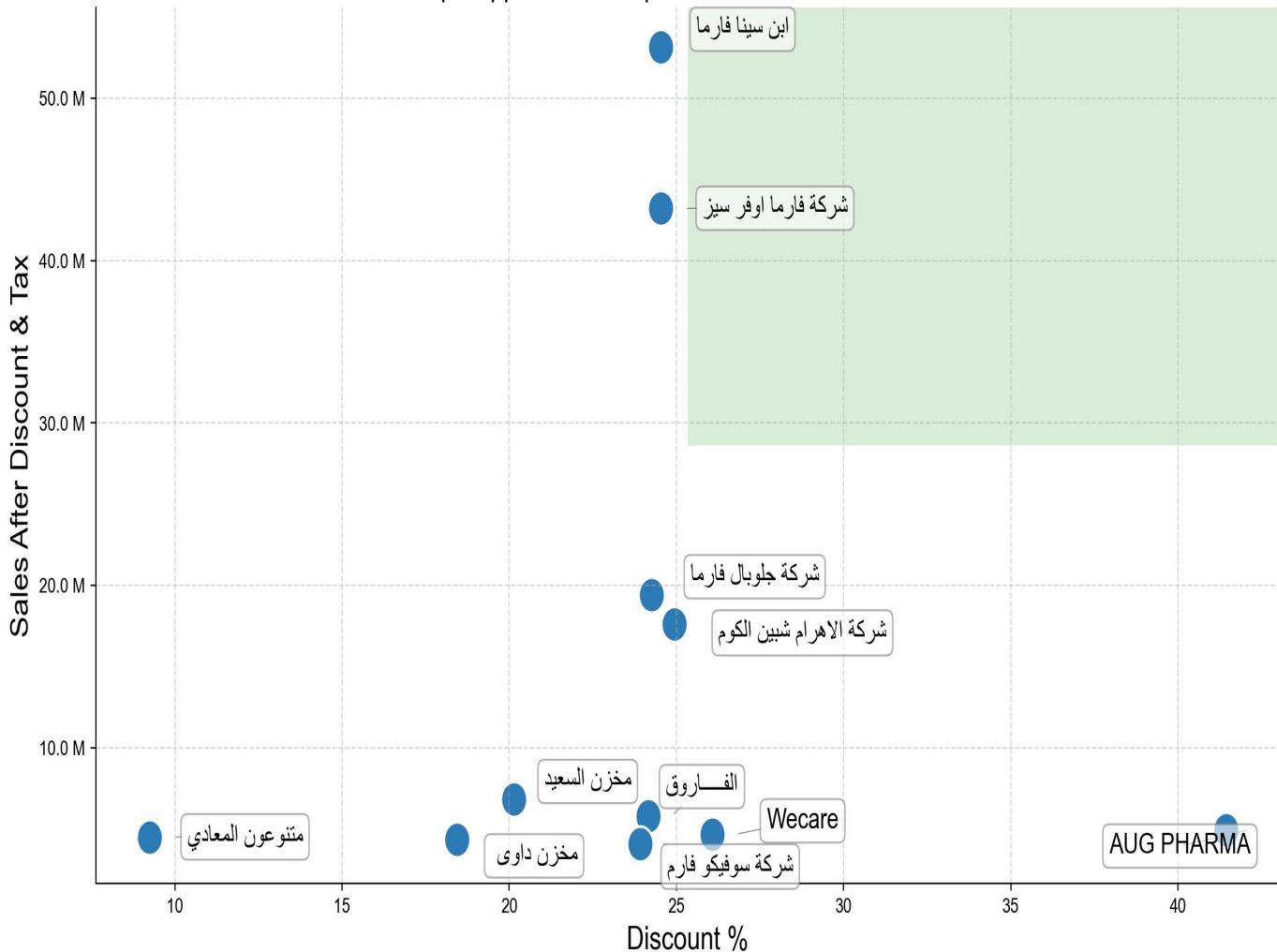


# Vendors Transactions Heatmap

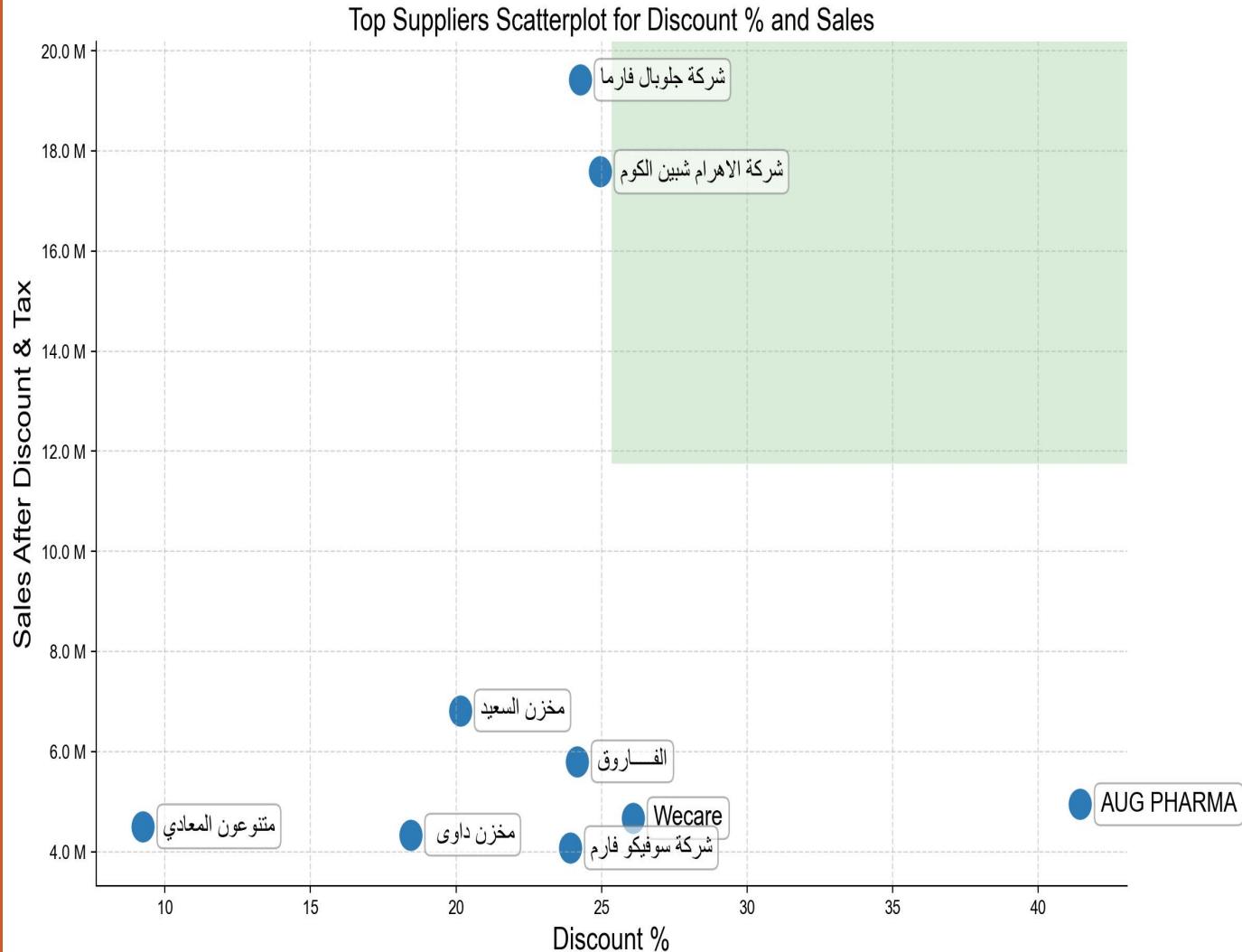


# Discount Breakdown

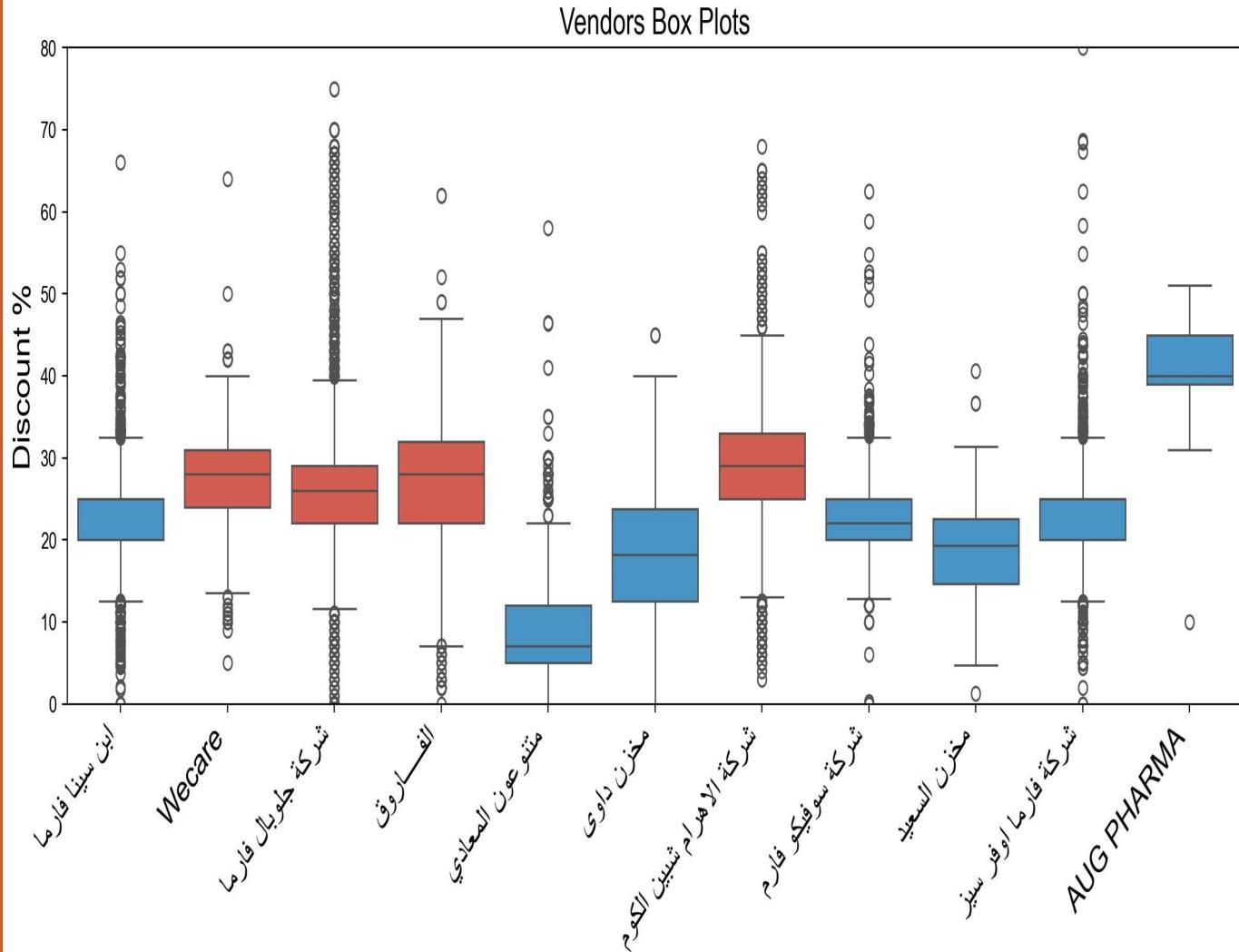
Top Suppliers Scatterplot for Discount % and Sales



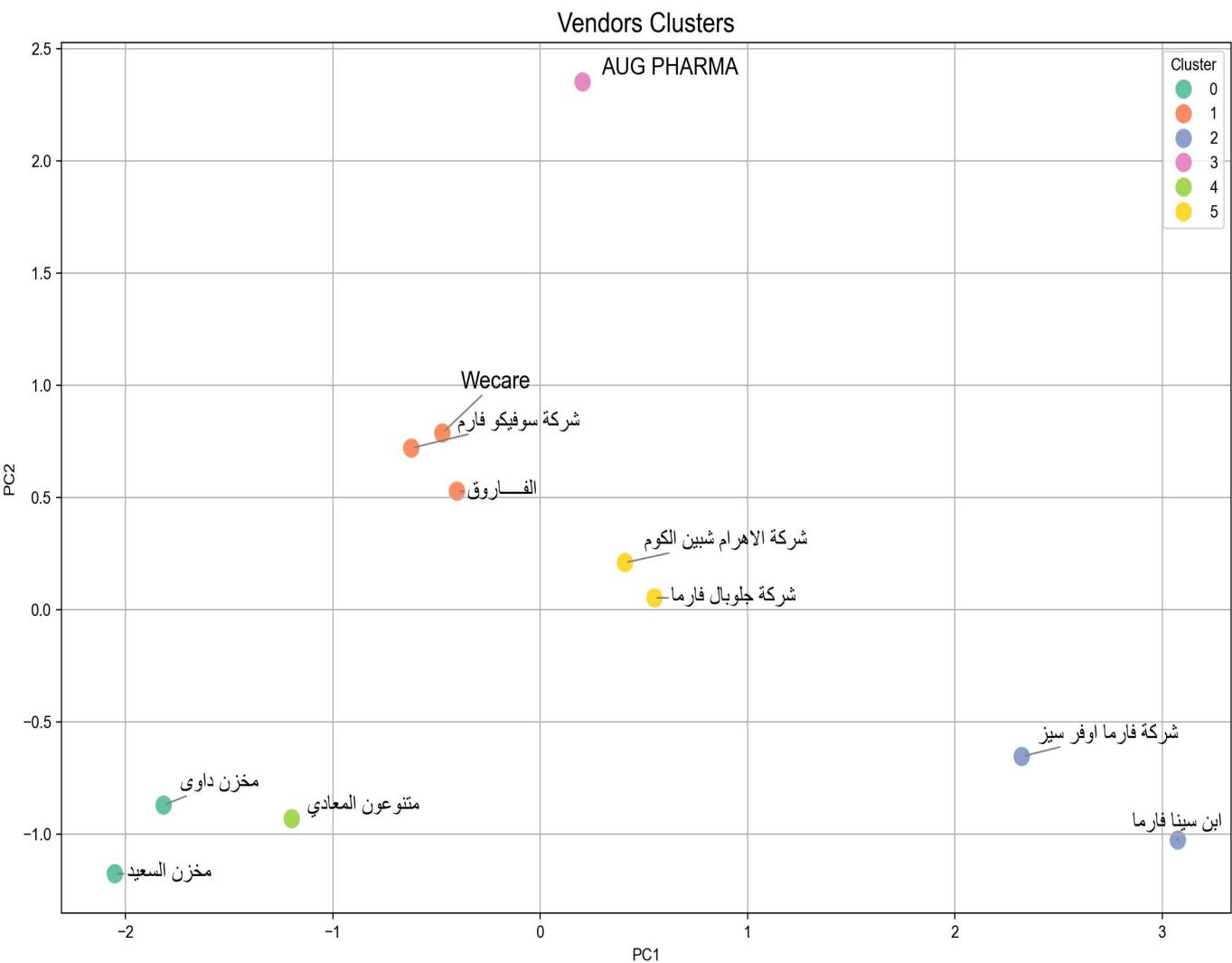
# Discount Breakdown



# Vendors Boxplots

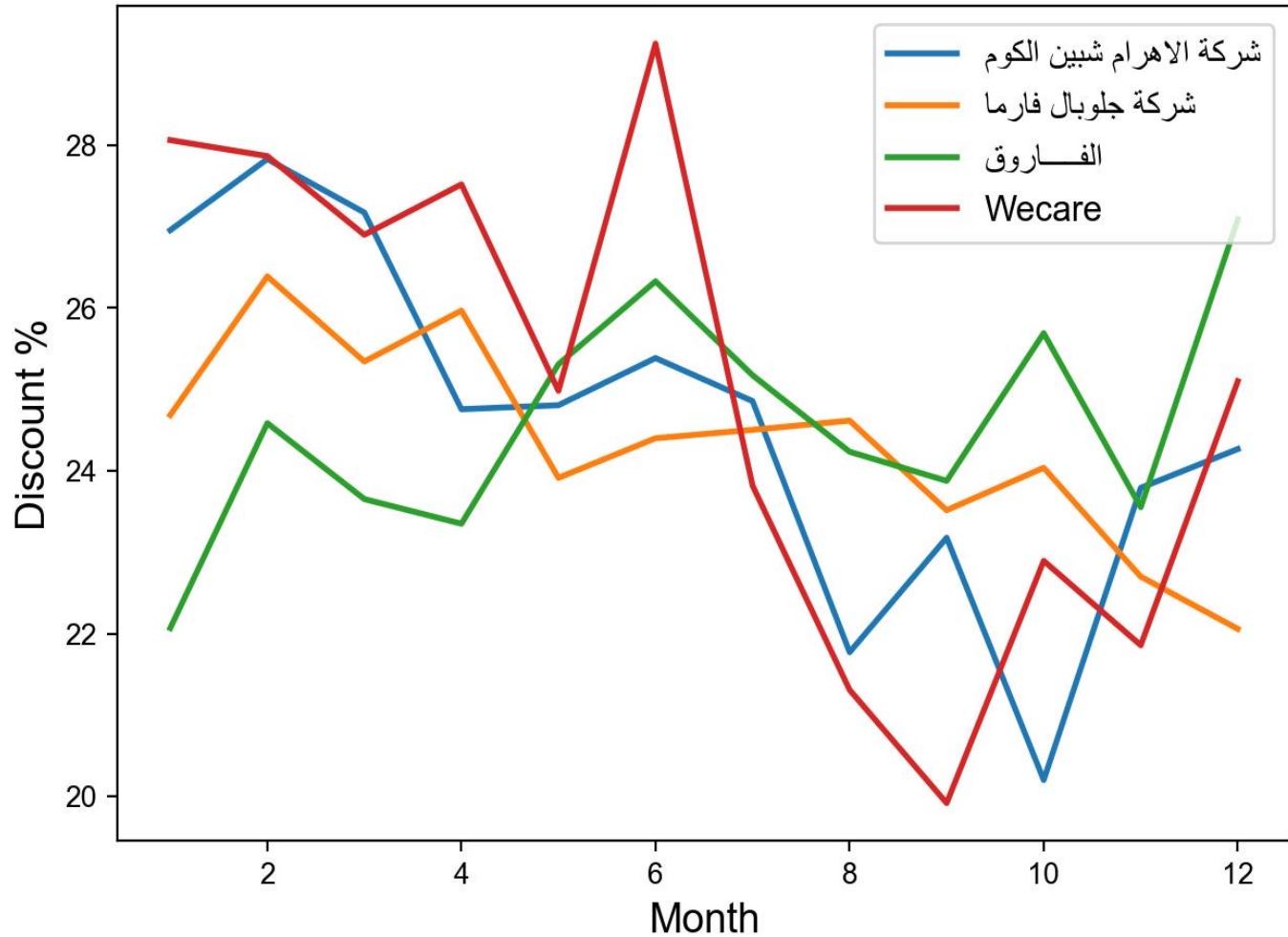


# Vendors K-means Clustering

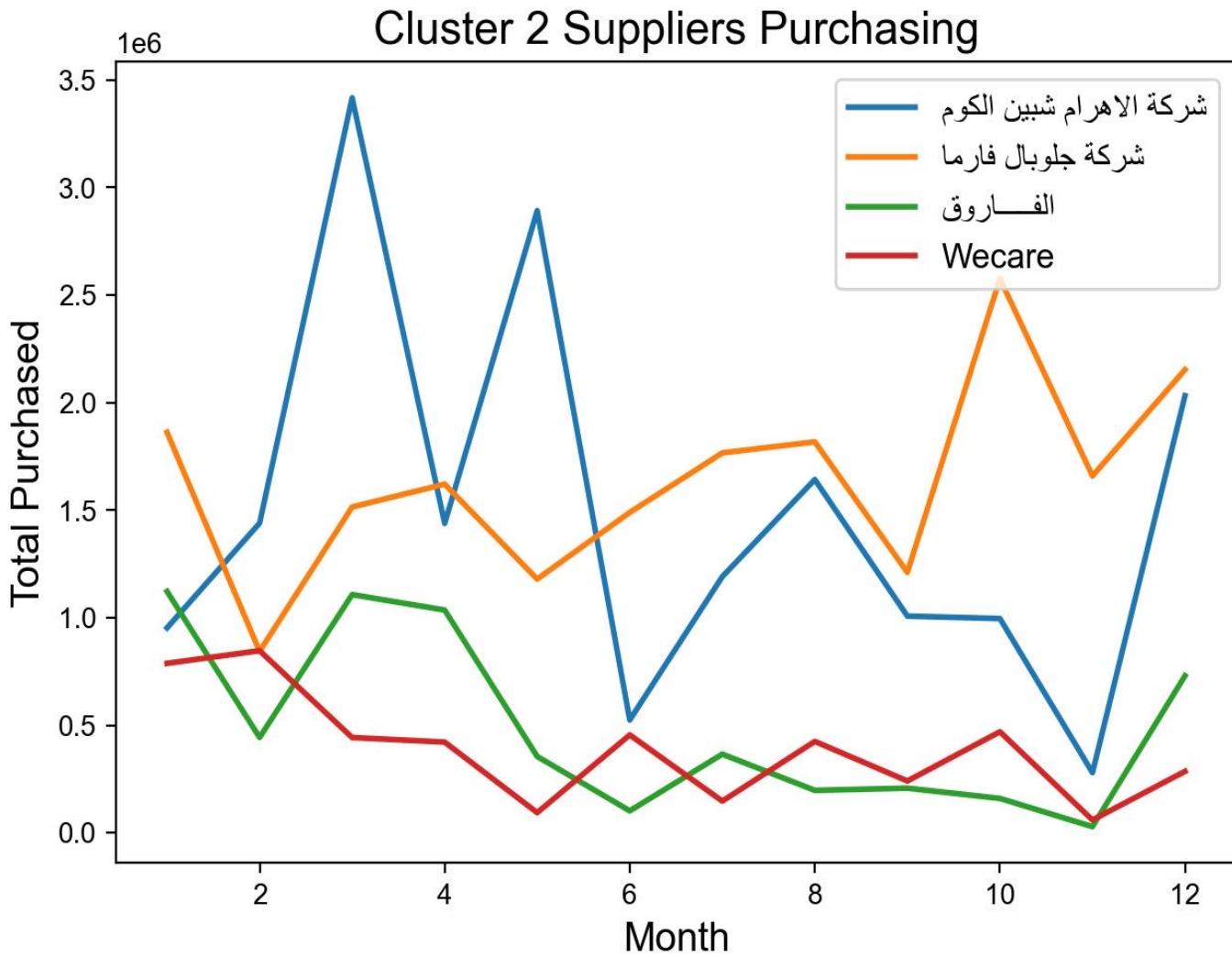


# Cluster 2 Discount Comparison

## Cluster 2 Suppliers Discount %



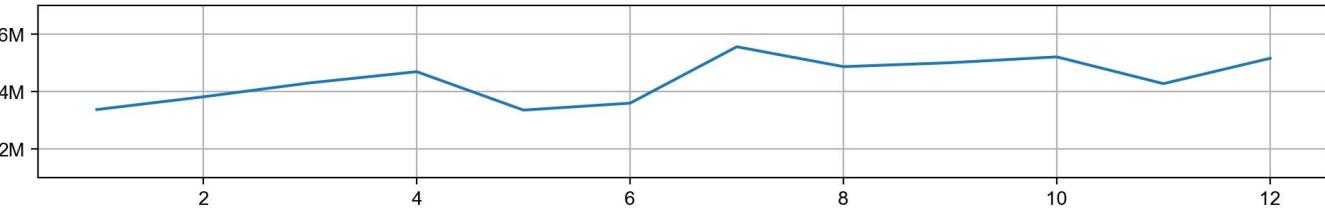
# Cluster 2 Purchasing Comparison



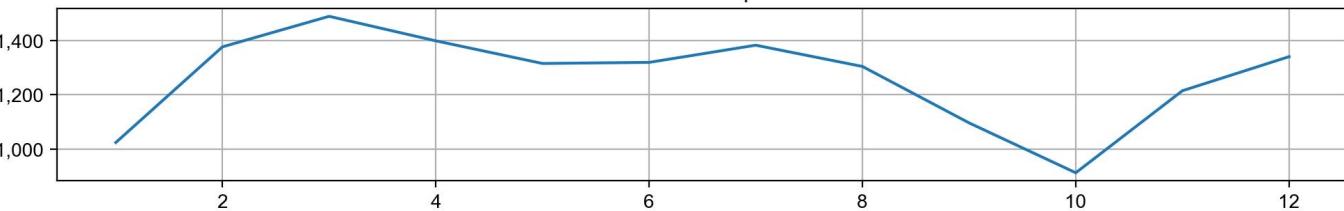
# Ibn Sina

## Ibn Sina Trend

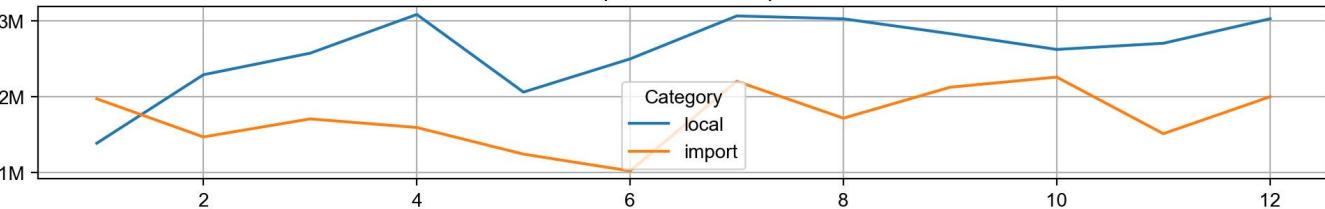
Total Purchased per Month



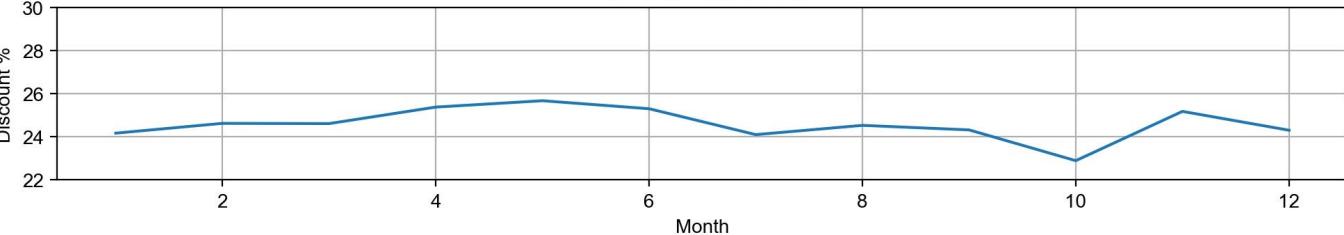
Products Number per Month



Local & import Purchased per Month



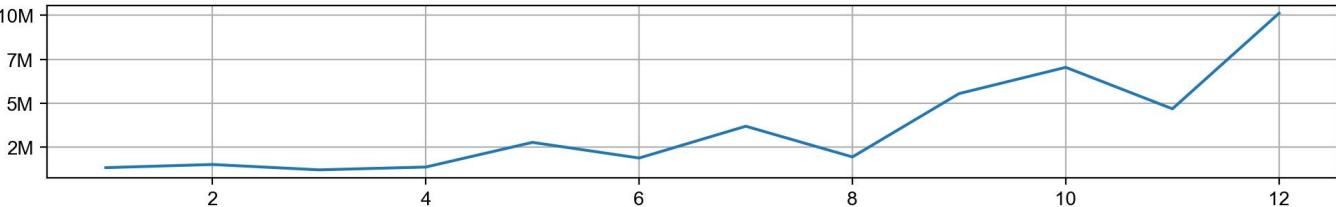
Ibn Sina Discount %



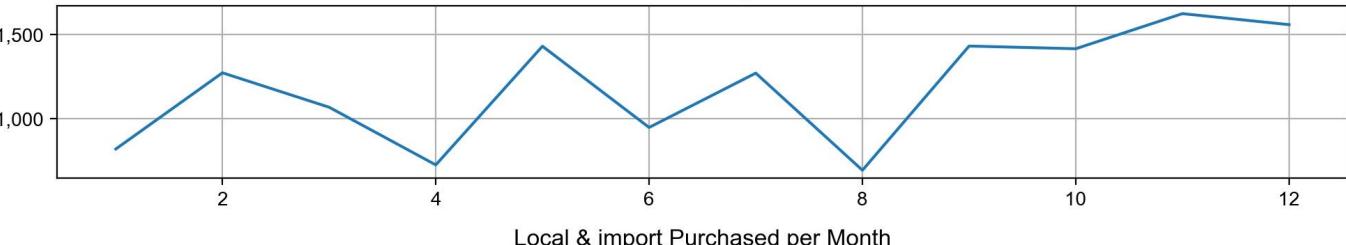
# Pharma Overseas

Overseas Trend

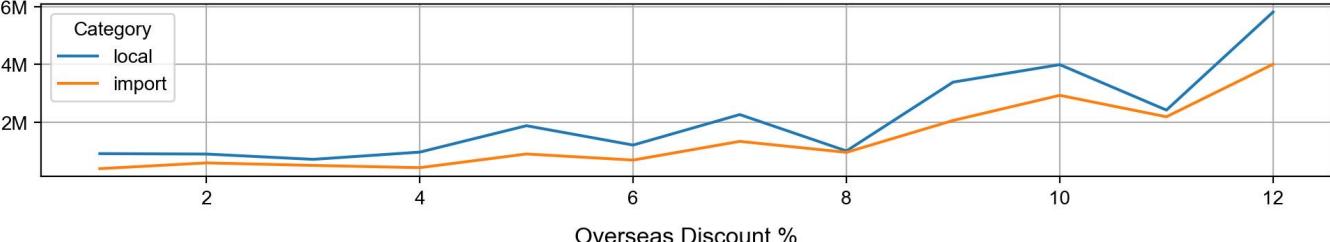
Total Purchased per Month



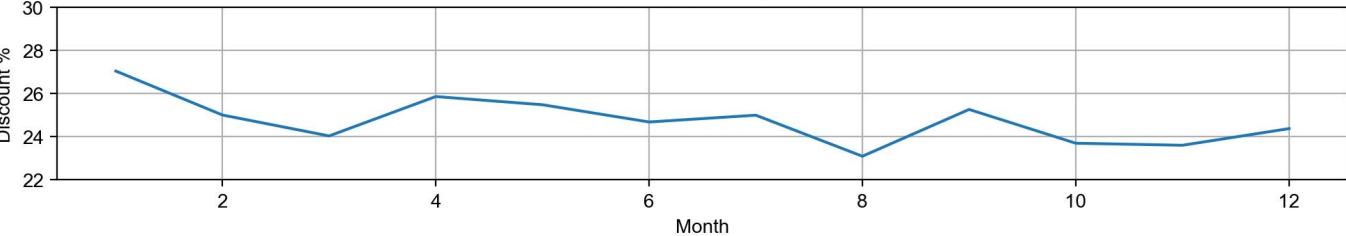
Products Number per Month



Local & import Purchased per Month



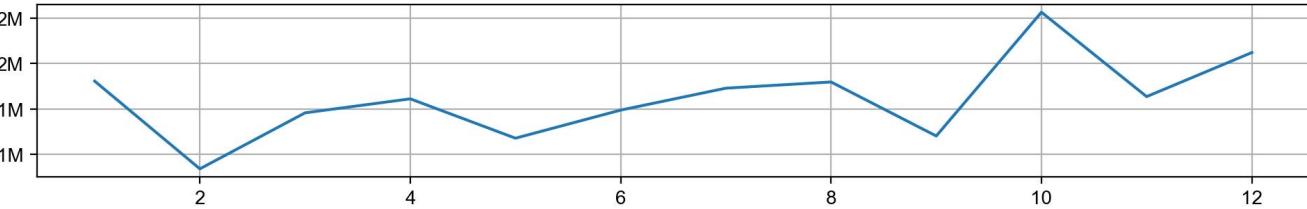
Overseas Discount %



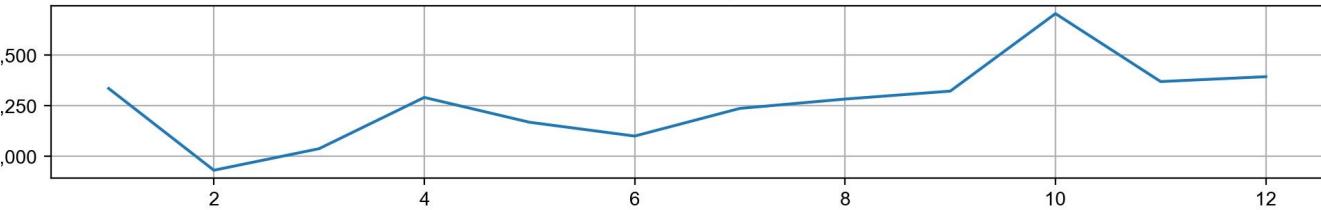
# Global

Global Trend

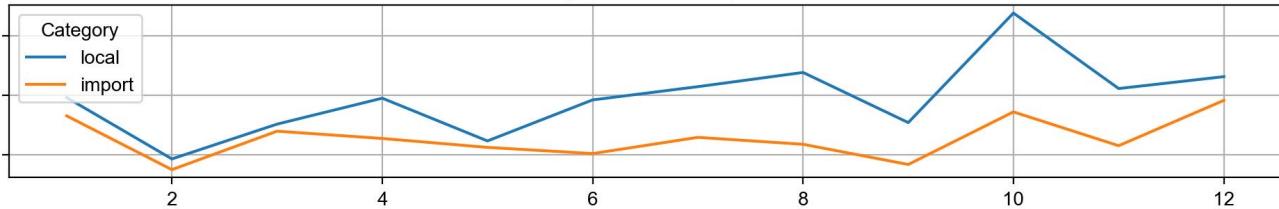
Total Purchased per Month



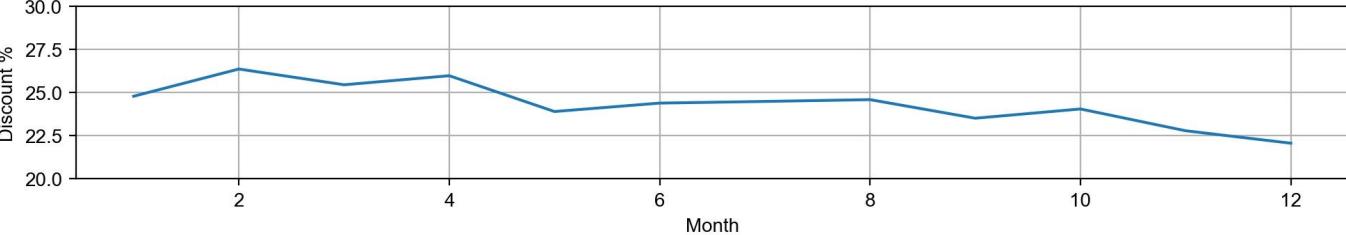
Products Number per Month



Local & import Purchased per Month



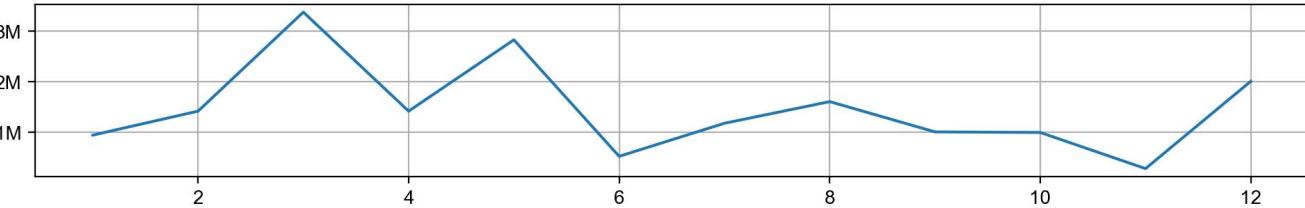
Global Discount %



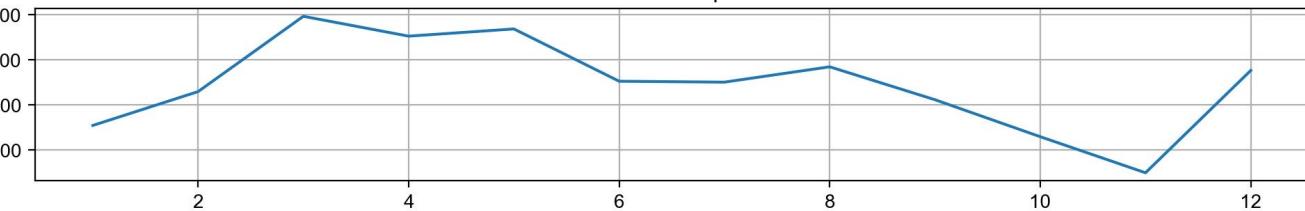
# El Ahram

## Ahram Trend

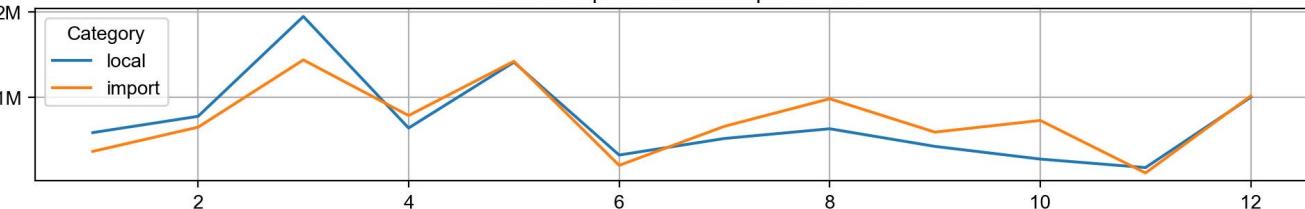
Total Purchased per Month



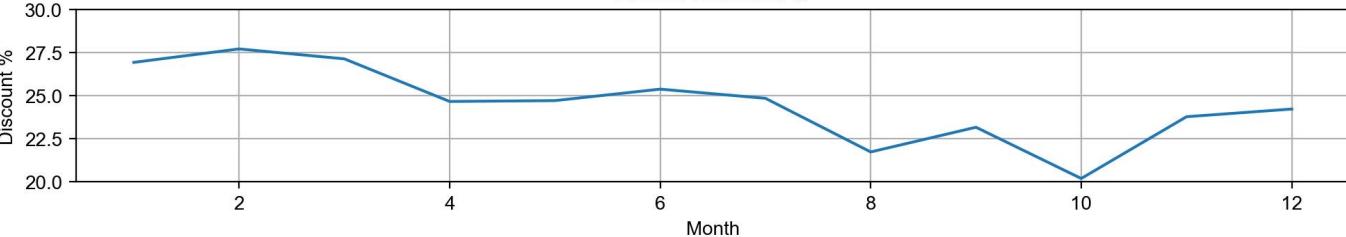
Products Number per Month



Local & import Purchased per Month



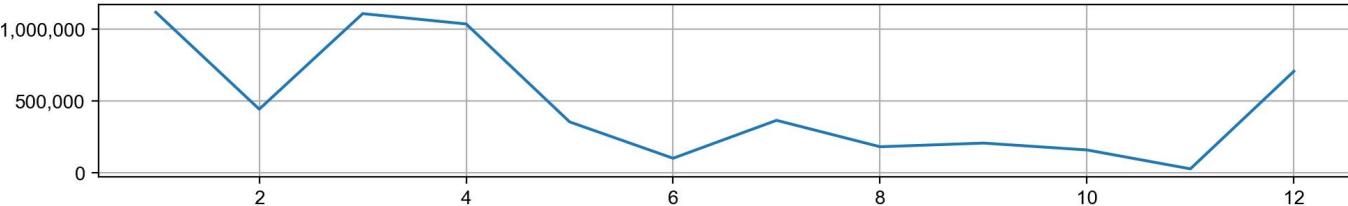
Ahram Discount %



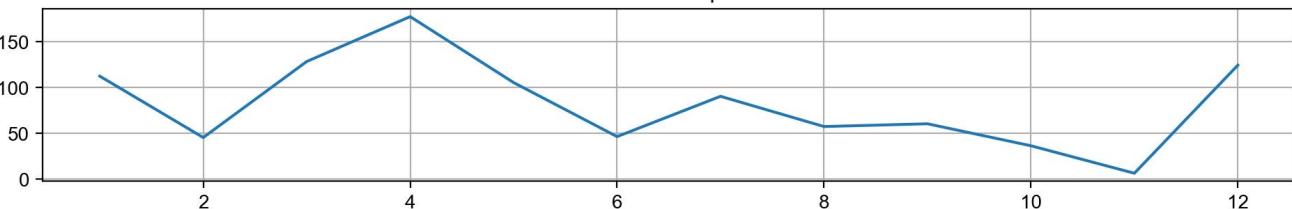
# El Farouk

## El Farouk Trend

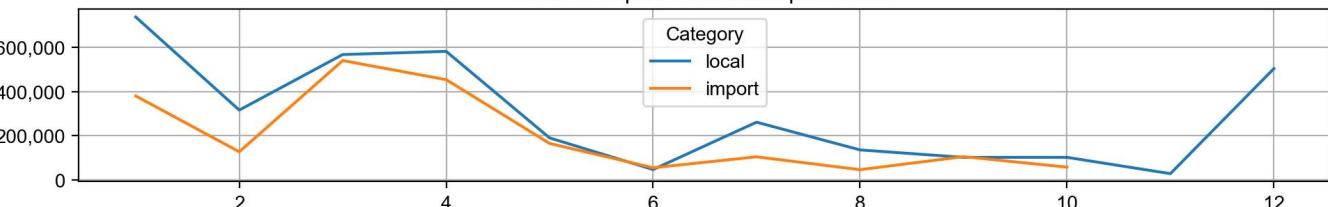
Total Purchased per Month



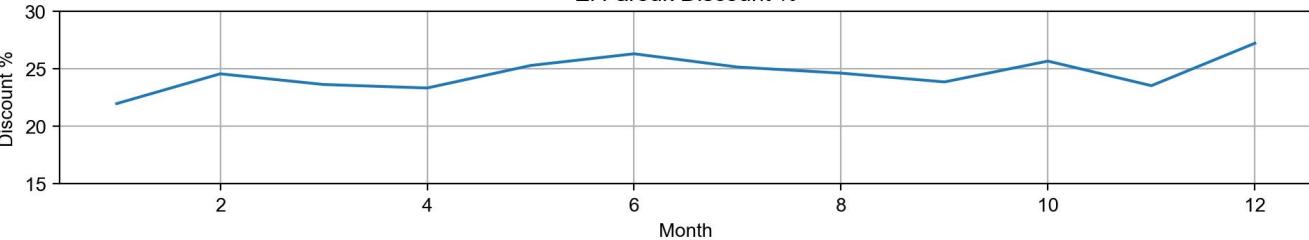
Products Number per Month



Local & import Purchased per Month



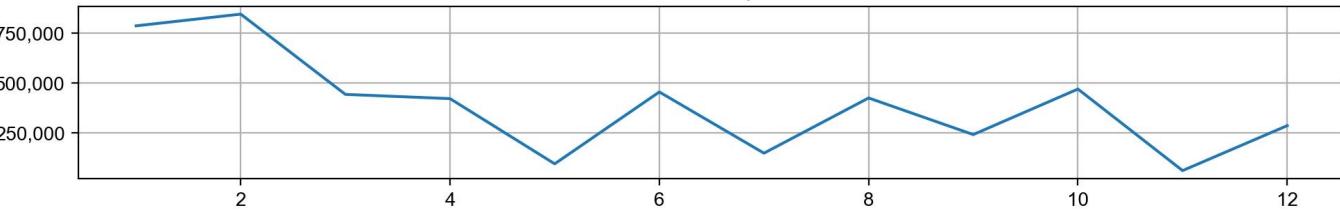
El Farouk Discount %



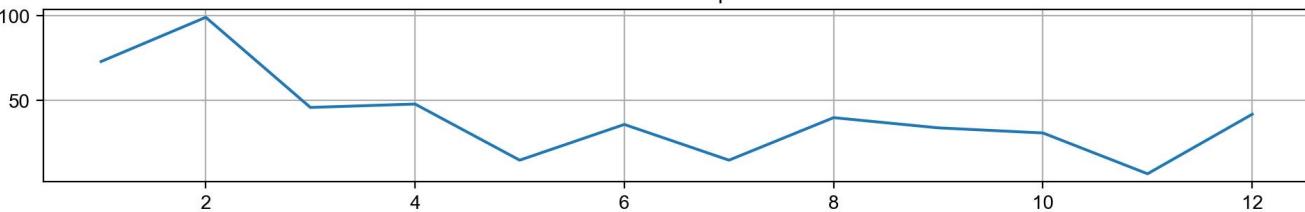
# Wecare

## Wecare Trend

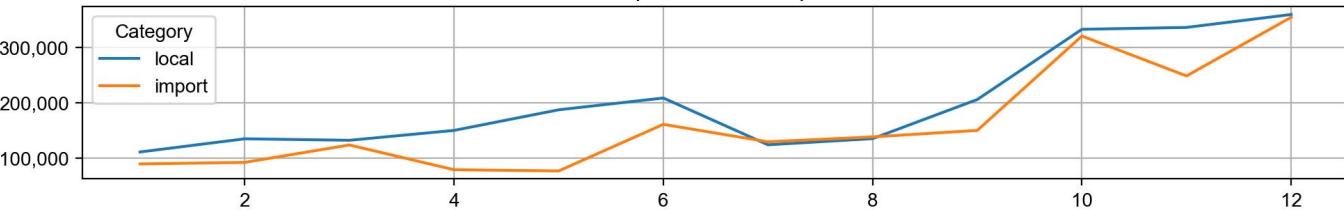
### Total Purchased per Month



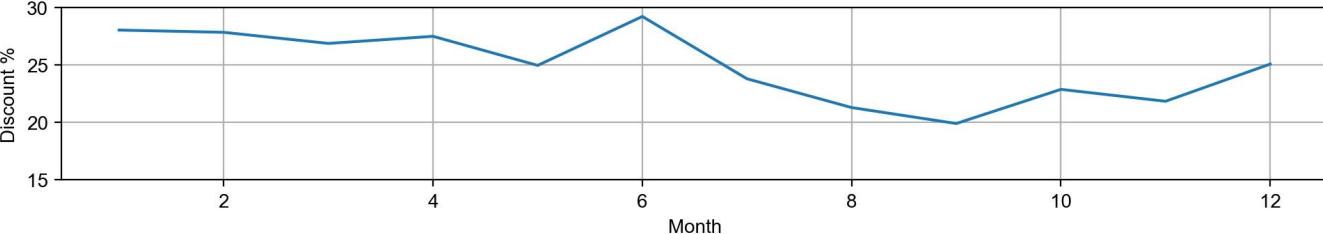
### Products Number per Month



### Local & import Purchased per Month

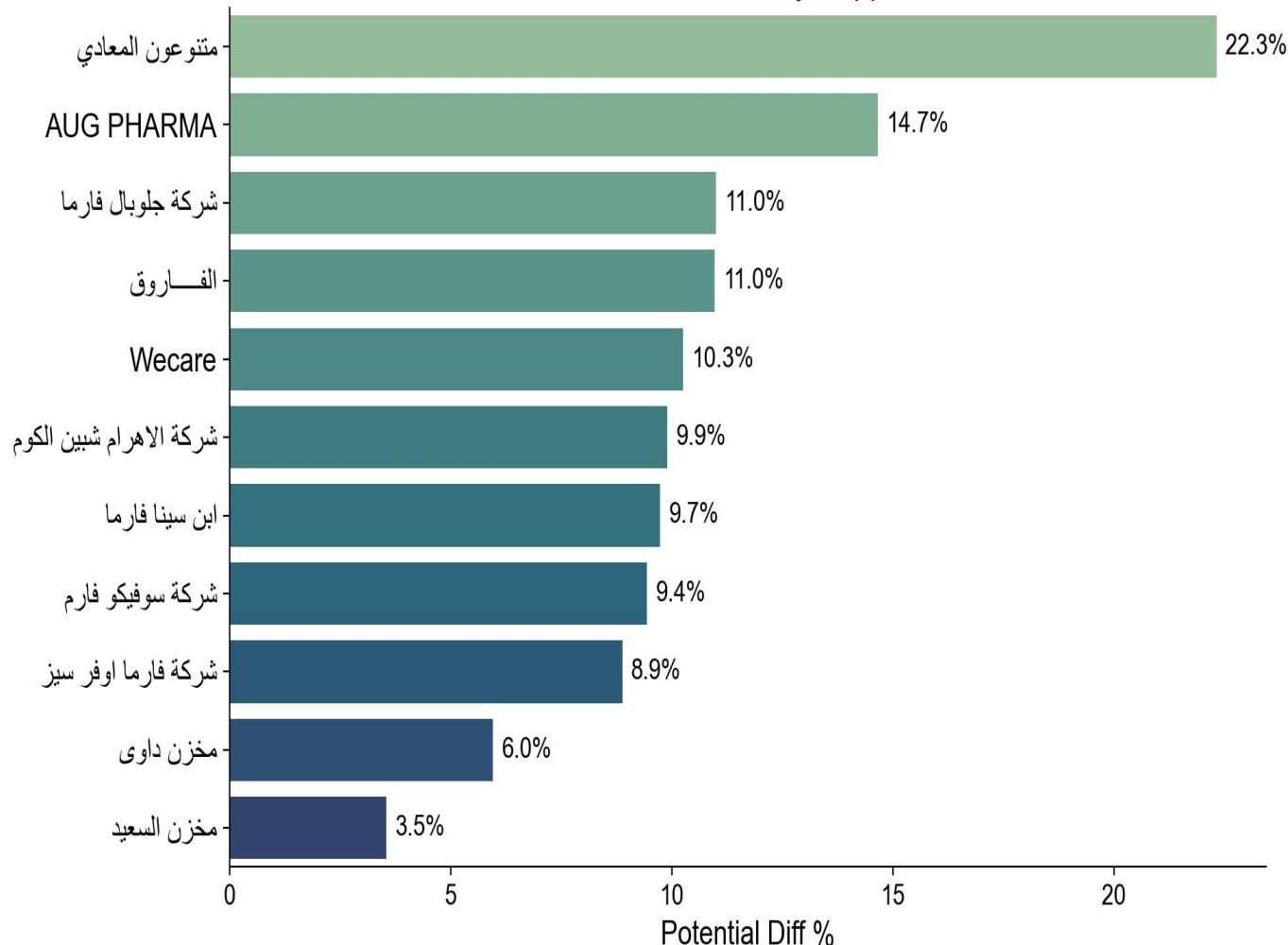


### Wecare Discount %



# Top Suppliers Lost Opportunity

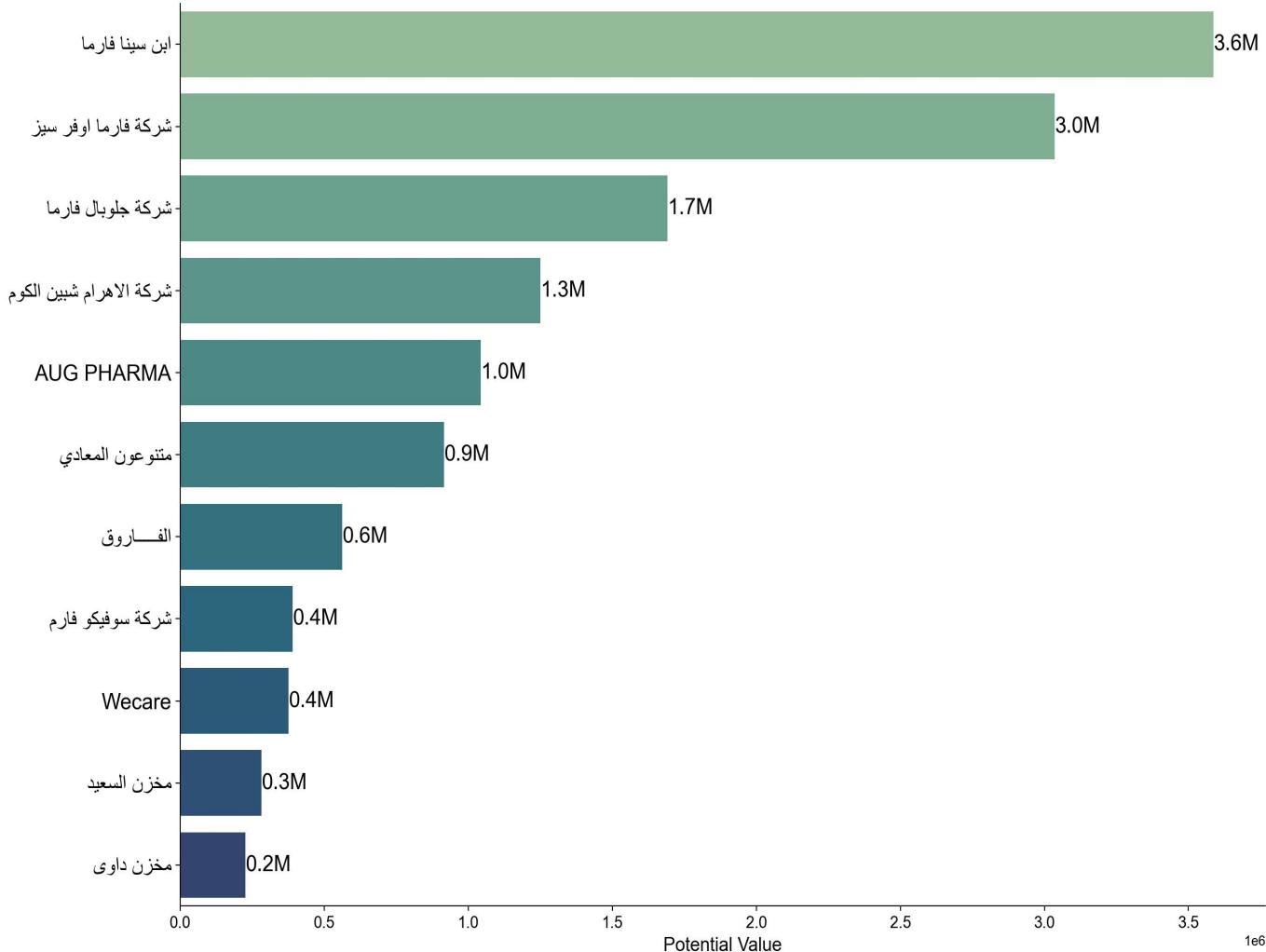
Potential Diff % by Supplier



# Top Suppliers Lost Opportunity

- Lost Opportunity = 13 M

Potential Value by Supplier





*Is there a big diff in opportunity loss due to distributors push?*

## Bonus Discount Loss

- Q1 = 5.5 %
- Q2 = 6 %
- Q3 = 6.7 %
- Q4 = 7 %

Half Year	Total	Lost Opportunity	Total Discount	Actual Discount %	Loss %
H 1	110.9 M	6.3 M	27.1 M	24.6 %	5.7 %
H 2	156.3 M	10.7 M	36.9 M	23.6 %	6.9 %

- Worst vendors**
- **Bills < 25,000**
  - **Discount < 20 %**
  - **Total Bills = 6273**
  - **Total Purchased = 16.2 M**
  - **Total Discount = 2.6 M (16 %)**
  - **Lost Opportunity = 2.7 M (16 %)**

	Supplier	count	total after discount tax 2	total discount 2	Discount %	potential total discount	potential diff %
0	متنوعون المعادي	2782	4,468,022.1	458,611.7	9.3	1,554,039.8	22.2
3	متنوعون الهرم	1067	2,868,122.0	140,324.3	4.7	928,811.9	26.2
5	الفاتح	684	2,262,061.3	549,252.8	19.5	968,169.7	14.9
7	مخزن الأخوة المتحدون	555	1,433,225.2	338,709.7	19.1	598,380.9	14.7
8	شركة مالقي ستورز فارما	370	1,219,247.6	248,194.7	16.9	472,309.5	15.3
10	شركة المصري	255	713,085.6	176,333.5	19.8	294,042.2	13.2
12	الشافعي فارما للتجارة والتوزيع	202	919,381.3	197,342.1	17.7	366,247.5	15.1
15	مخزن جلوبال مصطفى	177	777,245.1	181,121.6	18.9	314,876.0	14.0
20	Imported (Maadi)	55	417,729.0	75,399.0	15.3	113,539.7	7.7
21	مخزن السعيد	40	583,050.0	127,087.0	17.9	153,684.7	3.7
24	شركة ماكتو فارما	32	66,141.1	15,909.3	19.4	27,927.8	14.6
25	مخزن جلوبال فارم د/ابراهيم الروبي	29	356,195.4	80,716.2	18.5	146,119.0	15.0
26	شركة شفاء	25	186,519.6	43,899.2	19.1	82,421.2	16.7