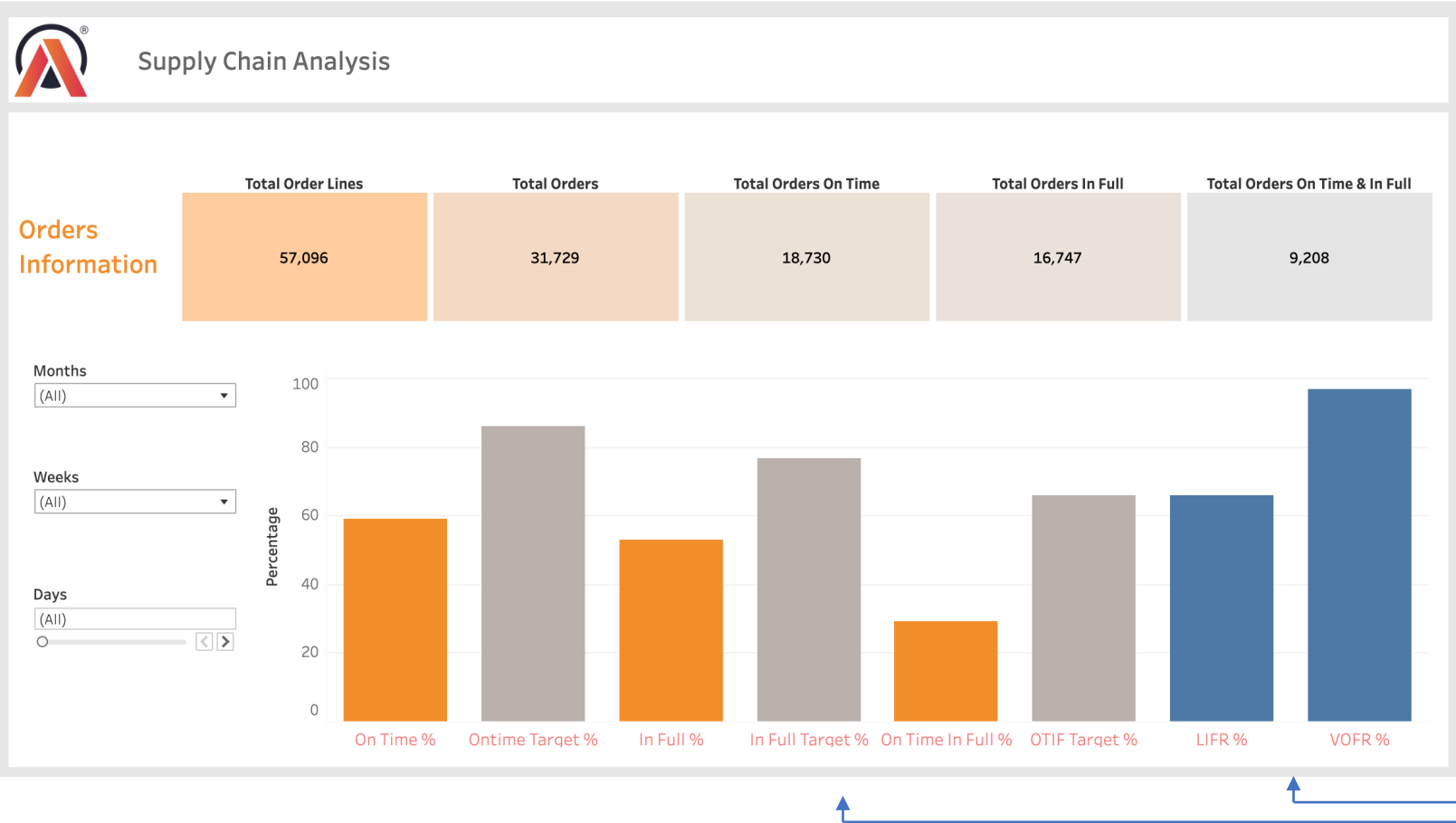


Insights & Key Findings



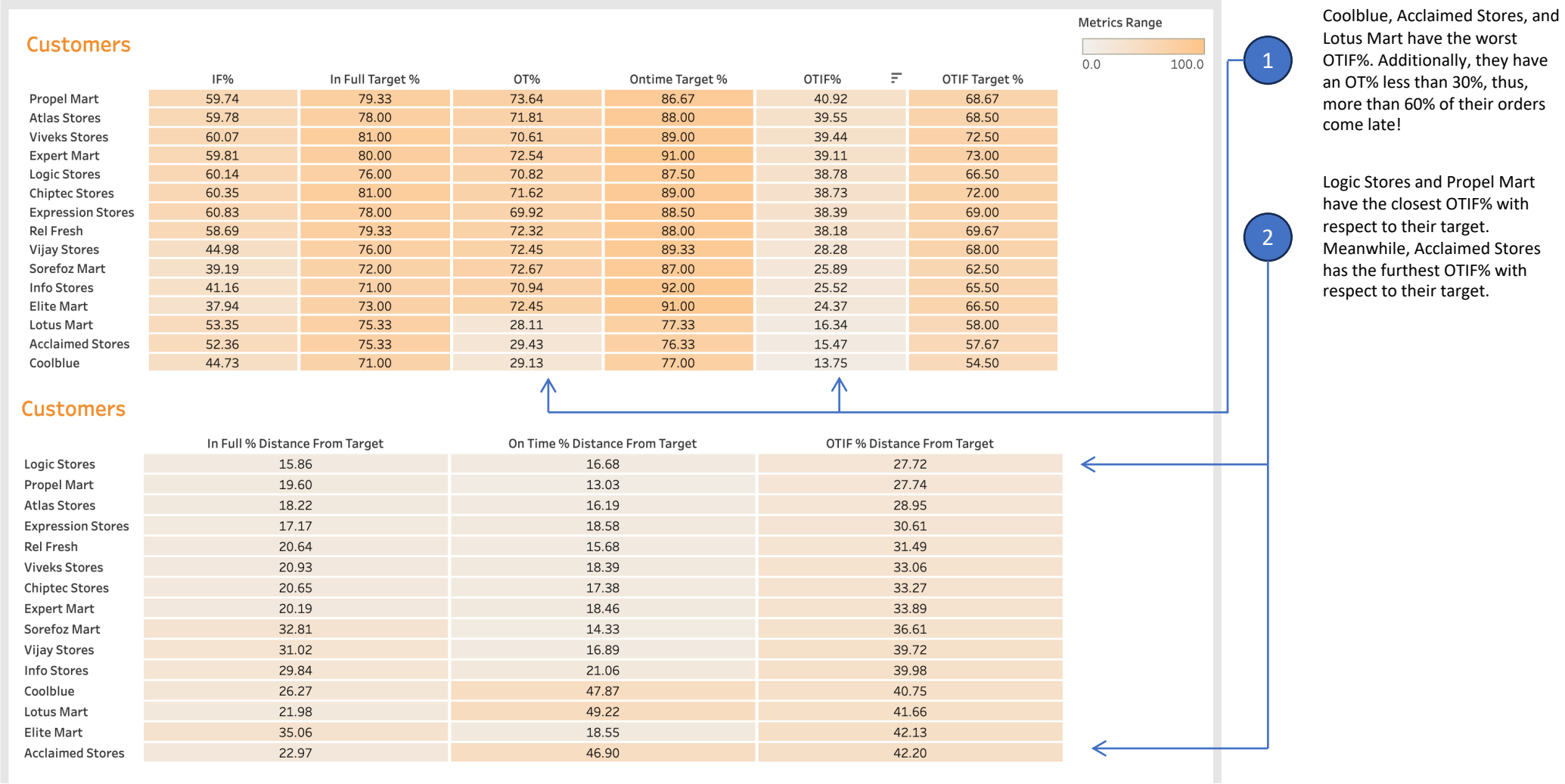
1

Even though LIFR% is low (~65%), VOFR remains high (~97%). Thus, even though only 65% of **order lines** were **fully shipped**, around 97% of the **total qty of items ordered** were shipped.

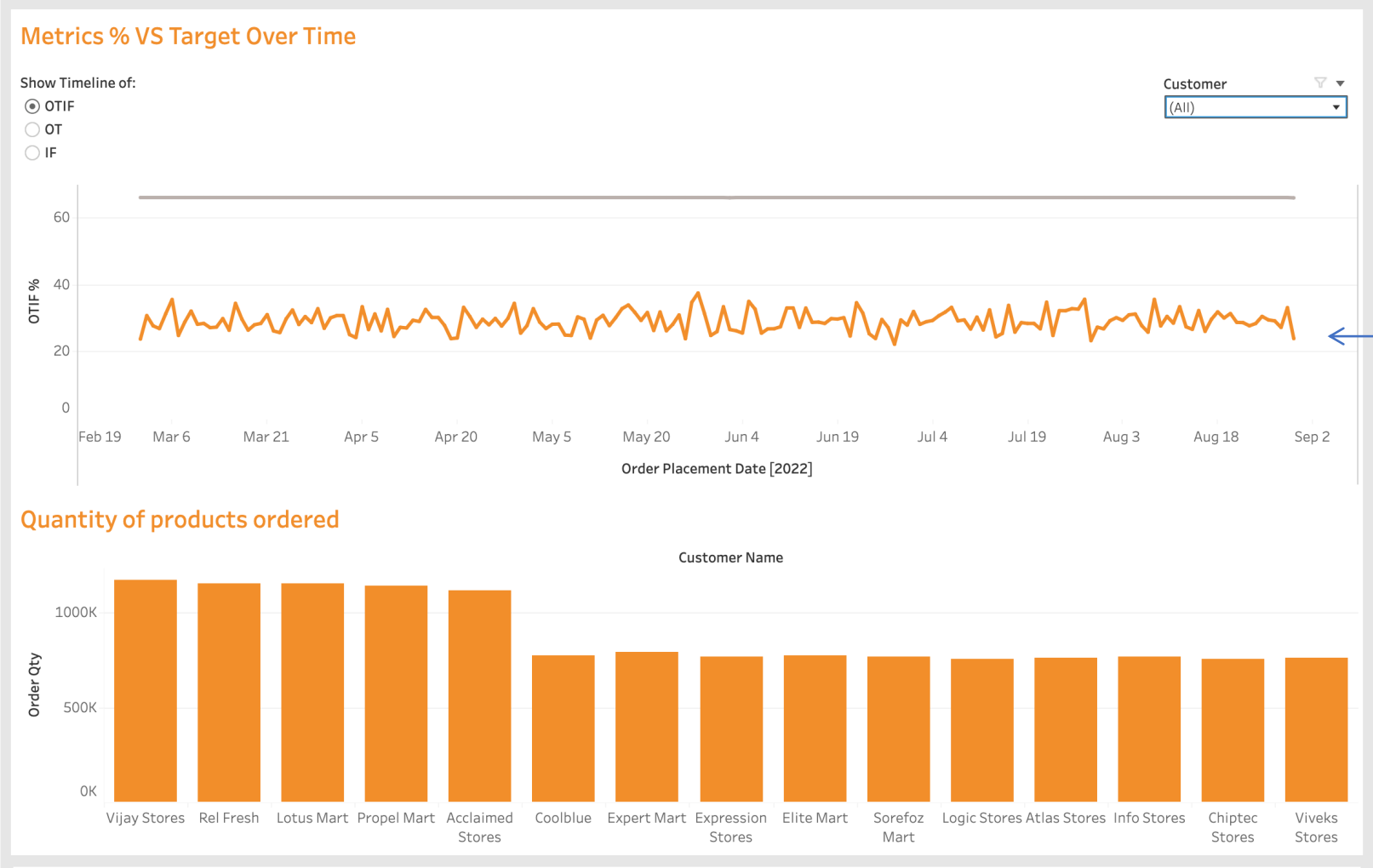
2

On average OT%, IF%, and OTIF% are much lower than their targets.

Insights
&
Key Findings



Insights & Key Findings



1

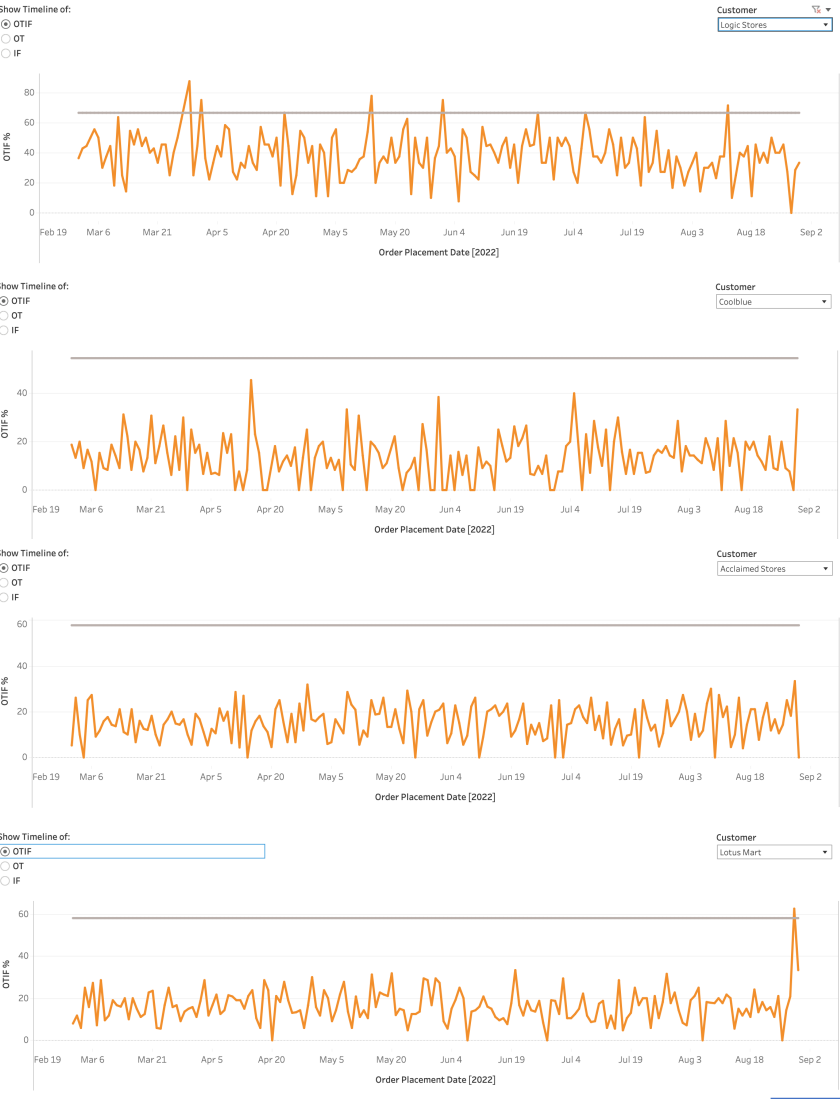
The average OTIF% never reached the average OTIF% target on any day.

2

Vijay Stores, Rel Fresh, Lotus Market, Propel Mart, Acclaimed Stores, and Coolblue seem to be the key customers.

Insights & Key Findings

Metrics % VS Target Over Time



2

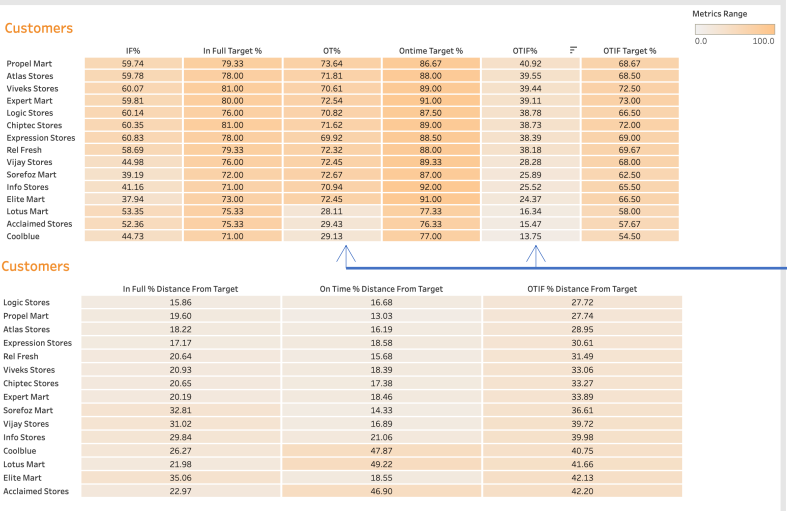
Unlike Logic Stores, Coolblue, Acclaimed Stores, and Lotus Mart have not passed their Target OTIF% a single time.

Note: Lotus Mart did at the very end

Quantity of products ordered



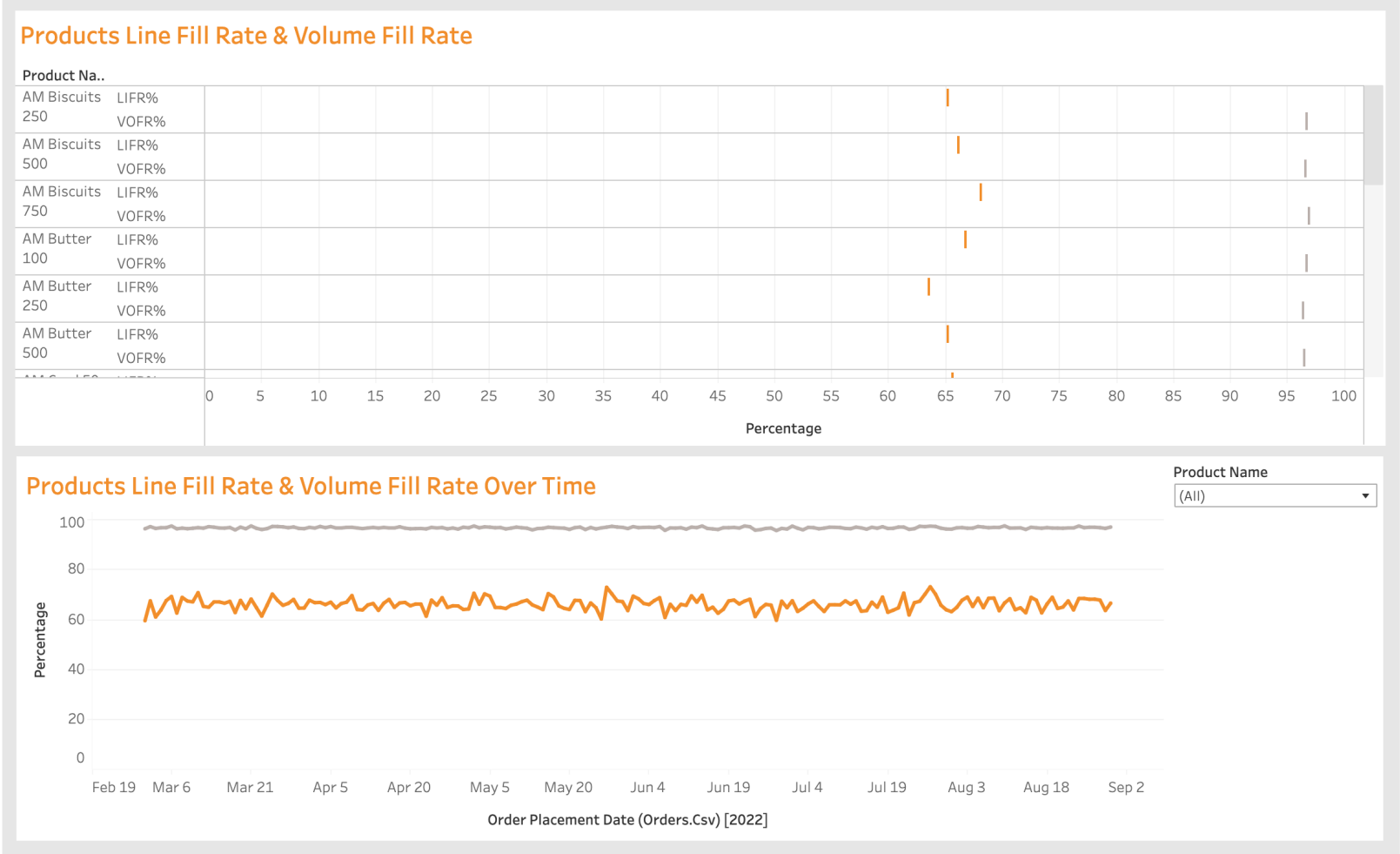
Summary: it is very likely that **Acclaimed Stores, Lotus Mart, and Coolblue** are the key customers that wouldn't renew the contract.



1

Coolblue, Acclaimed Stores, and Lotus Mart have the worst OTIF%. Additionally, they have an OT% less than 30%, thus, more than 60% of their orders come late!

Insights & Key Findings



1

Even though LIFR% averaged around ~65%, VOFR remained high on average (~97%). Thus, Informing us that many of these products ordered may not have been delivered in full, but on average were only missing a few products.