

Main Page

Process

Budget

RFQ(Header based)

RFQ(Line Based)

Deadline

Real Data

Live Data

## KPI Procurement - Comparison Report

Total Purchase

222,22K

Total Sale

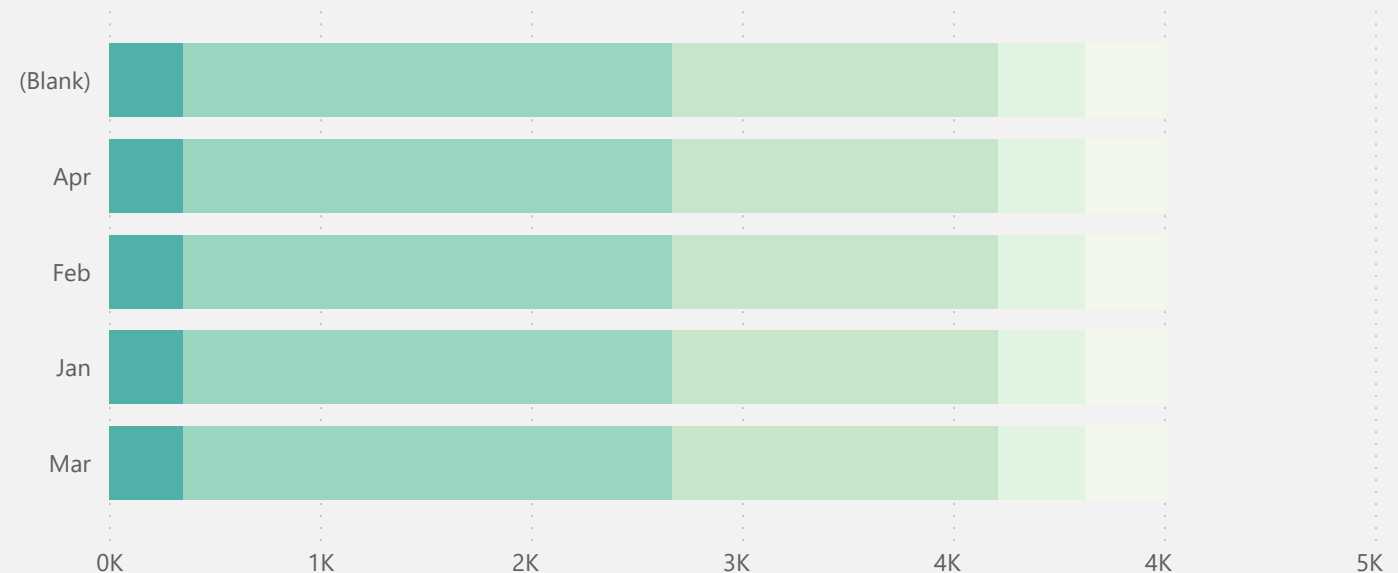
444,44K

Total Offer

333,33K

### RFQ, Lines, Offer, So and Po Analysis by Months

● Total RFQ ● Total Lines ● Has Offer ● Has So ● Has Po





# Process-based Metrics

Quarter

☐ Q1

☐ Q2

Months

Apr

Feb

Jan

Mar

User Name

Search

Q

X

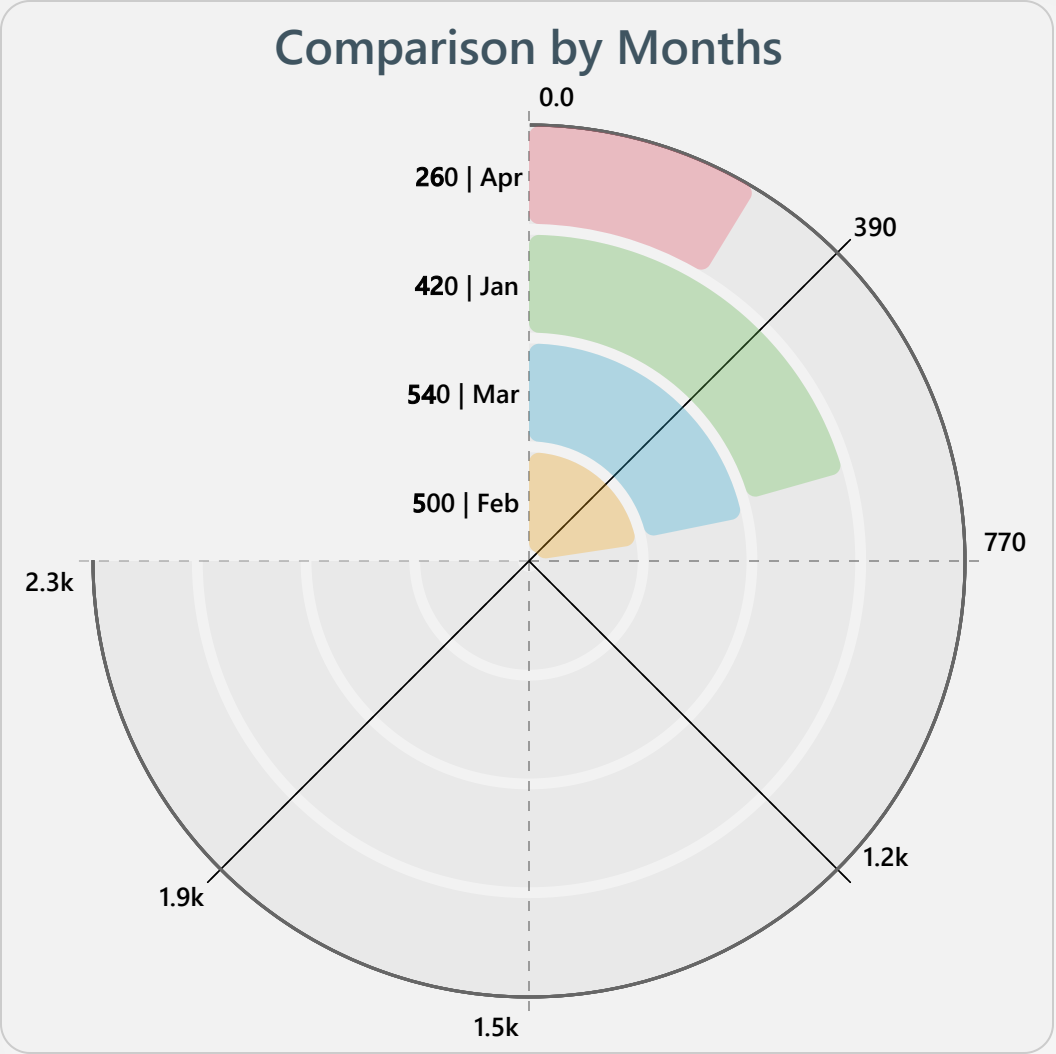
Types

☐ Foreign

☐ Local

Target for Minimum 3 Offer per Line

Procurement Specialists	Total PR	Offer Lines	1 Offer	2 Offer	3+ Offer	Calc
Sample name	32	116	47	46	23	20%
Sample name	19	111	43	24	44	40%
Sample name	39	103	26	16	28	59%
Sample name	32	197	177	6	14	7%
Sample name	152	471	303	98	70	15%
Sample name	104	507	279	18	88	17%
Sample name	24	118	103	5	10	8%
Sample name	15	368	243	72	53	14%
Sample name	10	20	8	2	10	50%
Sample name	18	167	125	13	29	17%
Sample name	201	772	357	119	296	38%
Sample name	16	42	29	3	10	24%
Sample name	302	974	303	217	454	47%
Sample name	104	757	578	60	119	16%
Sample name	412	1260	810	284	166	13%
Total	29	465	438	5	22	5%
	222	111	222	1111	1111	29%





# Budget Metrics

User Name

Qtr

☐ Q1

☐ Q2

Months

Target

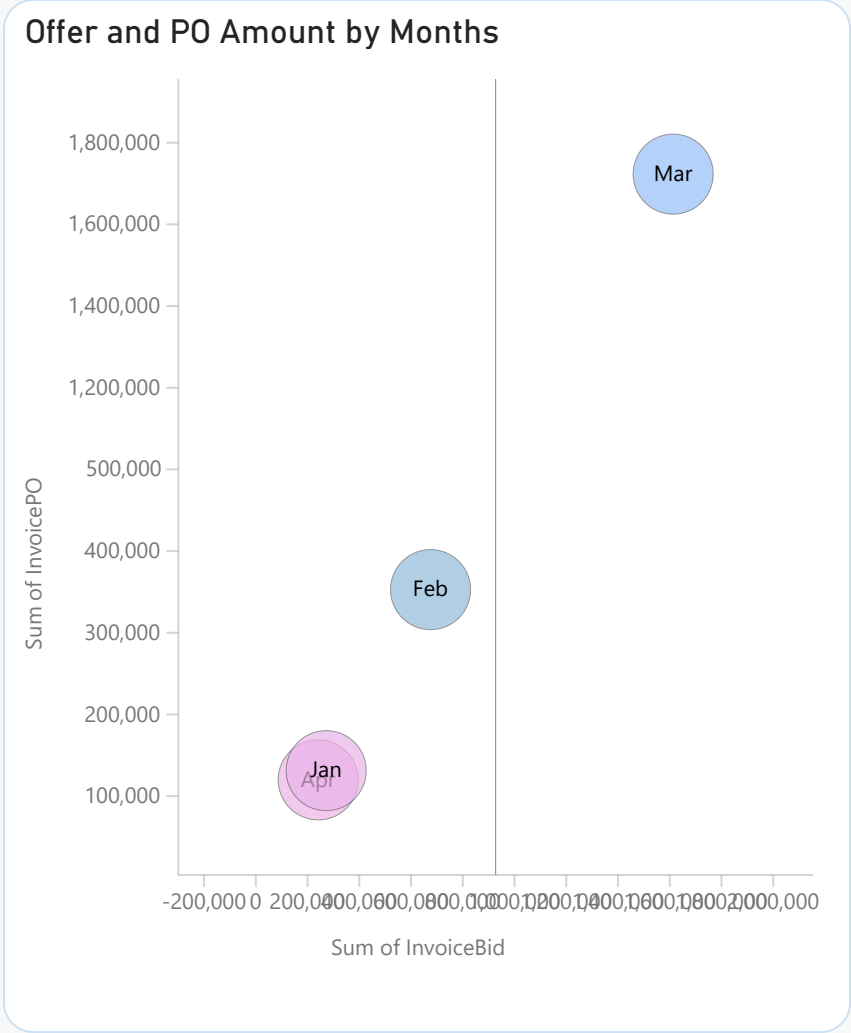
☐ Not met

☐ Target met

Teams

☐ Foreign

☐ Local



### Discount value vs PO Value per Procurement Specialist

Procurement Specialist	Offer Amount AZN	PO Amount AZN	Deviation AZN
Sample Name	9 348,34 8	8 576,87	771,47
Sample name	394,78 24	7 973,48	421,30
Sample name	207,41 707	90 374,26	3 833,15
Sample name	399,43 58	709 265,22	134,21
Sample name	538,62 36	54 016,11	4 522,51
Sample name	920,94 731	38 671,16	1 750,21
Sample name	541,56	711 287,05	254,51
Sample name	0,00	0,00	0,00
Sample name	575,03	572,64	2,38
Sample name	0,00	0,00	0,00
Sample name	389 297,03	300 292,28	9 004,75
Sample name	0,00	0,00	0,00
Sample name	126 458,58	490 767,99	-194 309,41
Sample name	263 612,05	163 150,05	462,00
Sample name	169 762,87	169 095,97	666,90
Total	1 901 654,14	1 630 892,23	329 238,09





## RFQ-based Metrics

## Months

Apr

Feb

Jan

Mar

Jan

Mar

## Teams

- ☐ Foreign
- ☐ Local

Local

Request  
1358

1358

**Offer**  
**2182**

2182

**Total SO**  
**712**

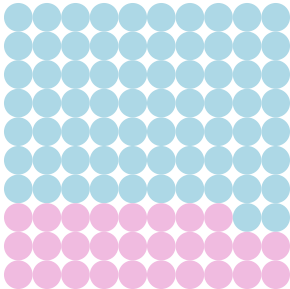
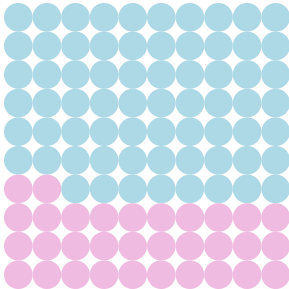
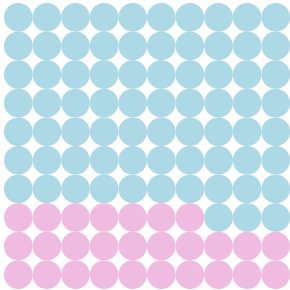
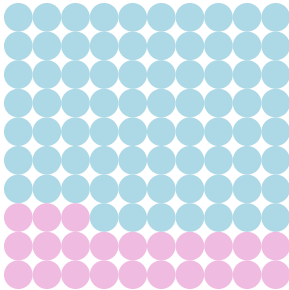
712

Total PO  
893

893

Procurement Specialist	PR	Has Offer	Has So	Has Po	Cancelled
Sample Name	13	27	6	5	6
Sample Name	26	22	3	2	4
Sample Name	49	43	12	42	18
Sample Name	43	35	8	8	8
Sample Name	44	127	47	45	60
Sample Name	128	104	26	55	14
Sample Name	30	27	10	9	3
Sample Name	29	17	2	0	9
Sample Name	14	12	2	2	11
Sample Name	32	18	0	0	4
Sample Name	229	198	118	161	42
Sample Name	24	16	1	0	4
Sample Name	295	243	50	50	47
Sample Name	12	103	63	62	14
Sample Name	32	258	45	45	64
Total	2758	1882	312	793	163

## Purchase Order per Request Percentage

 38% Jan	 32% Mar
 25% Feb	 22% Apr



**Delegated vs Offer**

**74%**

74%

**Offer vs SO**

**55%**

55%

**Delegated vs  
SO**

**39%**

39%





RFQ-line based Metrics

Months

JanFebMarApr

Teams

☐ Foreign☐ Local

Lines  
11K

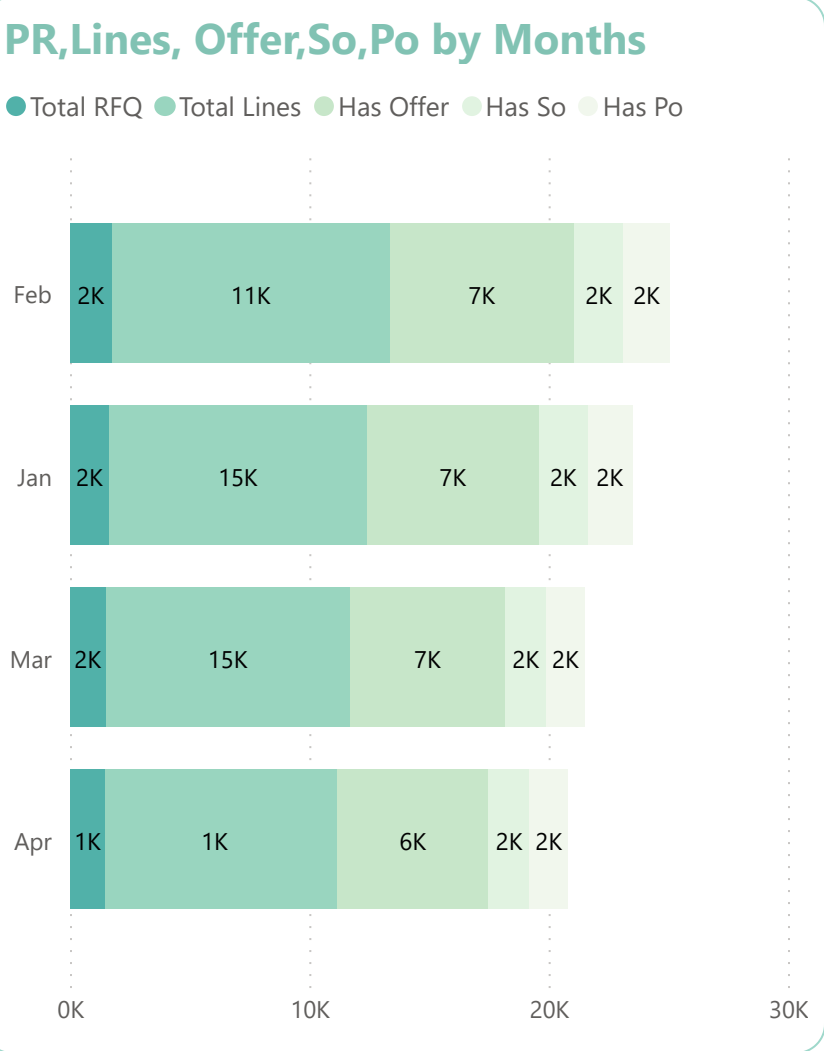
Line  
8712

SO Lines  
4066

PO Lines  
2927

Cancelled  
2807

Procurement Specialist	Total RFQ	Total Lines	Has Offer	Has So	Has Po	Cancelled
Sample Name	33	399	117	7	5	118
Sample Name	26	151	157	6	5	28
Sample Name	49	123	92	28	28	28
Sample Name	43	229	198	142	128	19
Sample Name	125	100	270	97	92	29
Sample Name	118	839	503	51	49	143
Sample Name	30	162	103	46	44	41
Sample Name	29	691	398	2	0	298
Sample Name	24	78	20	3	3	45
Sample Name	27	502	167	0	0	261
Sample Name	229	1172	758	422	372	151
Sample Name	24	128	36	1	0	72
Sample Name	295	1334	955	188	183	205
Sample Name	114	925	736	250	242	86
Sample Name	311	1966	1227	166	166	649
Sample Name	34	518	453	45	45	6
Total	1758	11601	7712	2066	1927	2407





## RFQ-based Metrics

### Priority of RFQ

Apr

Feb

Jan

Mar

### Priority of RFQ

☐ Normal

☐ Urgent

### Teams

☐ Foreign

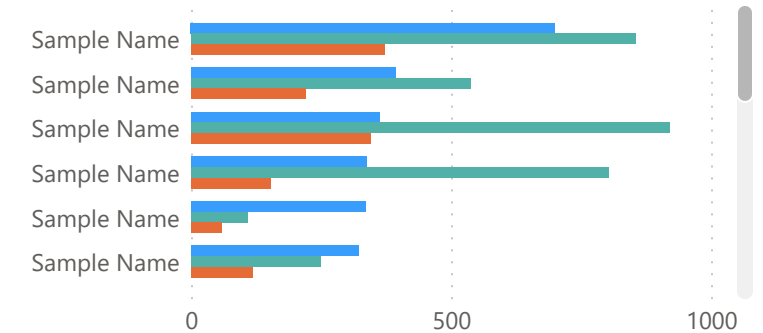
☐ Local

### Deadline Analysis

Procurement Specialist	Total PR	Total Lines	No Offer,expired	On Time	Late	Cancelled	Rate
Sample Name	23	399	280	22	95	118	0
Sample Name	26	151	48	71	30	28	3
Sample Name	49	123	31	54	38	28	3
Sample Name	43	229	30	132	66	19	3
Sample Name	125	300	30	524	946	29	2
Sample Name	111	639	187	708	695	143	1
Sample Name	31	162	59	57	46	41	3
Sample Name	29	691	323	449	219	298	3
Sample Name	24	78	57	13	7	45	1
Sample Name	28	502	635	108	59	261	1
Sample Name	269	572	194	537	221	151	3
	24	128	94	18	16	72	2
	297	1334	338	802	153	205	4
	815	925	189	613	123	86	2
Total	1263	8601	3212	5519	3558	2407	50,

### Deadline Analysis

● No Offer,expired ● On Time ● Late



### Returned RFQ between Teams

Procurement_Specialist	PR	Line Count
Sample Name	7	12
Sample Name	1	2
Sample Name	28	15
Sample Name	1	1
Sample Name	6	22
Total	46	75



# Live LandCost-based Metrics

## Priority of RFQ

Apr

Feb

Jan

Mar

Procurement Specialist	MR	MISALE	Discount	MISALE vs MR
Samoke Wjw Samohff	1 153,04	8 810,77	614,53	1 727,73 5
Samoke Wjw Samohff	16 936,40	22 231,00	1 085,60	894,60 2
Samoke Wjw Samohff	4 202,80	6 460,00	93 611,43	957,20 -200
Samoke Wjw Samohff	326 286,71	126 280,56	463 712,27	106,15 -3
Samoke Wjw Samohff	18 348,55	14 843,26	12 694,29	505,29 4
Samoke Wjw Samohff	14 693,31	19 431,23	9 070,47	77,92 19
Samoke Wjw Samohff	61 550,92	80 555,00	468 099,79	604,08
Samoke Wjw Samohff	0,00	0,00	0,00	1,00
Samoke Wjw Samohff	970,74	1 068,21	86,02	67,47
Samoke Wjw Samohff	0,00	0,00	0,00	0,00
Samoke Wjw Samohff	11s6 059,08	113 518,35	28 002,34	4 540,73
Samoke Wjw Samohff	0,00	0,00	0,00	0,00
Samoke Wjw Samohff	123 665,48	78 608,75	38 343,90	48 056,74 -7
Samoke Wjw Samohff	26 730,18	19 182,62	6 856,46	547,56 1
Samoke Wjw Samohff	31 585,72	33 091,42	115 846,42	75,70 2 111
Samoke Wjw Samohff	6 168 67	8 280 00	-1 079 90	33
Total	866	652	31 242 86,87	-283 809,99

Comparison Months

Jan|Mar

Difference Percent

-1,09

First Month

Jan

Difference 1

9 585,49

Second Month

Mar

Difference 2

-109 896,66





# Real LandCost-based Metrics

Months

Apr

Feb

Jan

Mar

Procurement Specialist	Margin	MR	MISALE	Discount	MISALE vs MR
<div>+ Samokel Wiyeh Samohff</div>	39,28%	11 236,54	15 650,77	617,63	4 414,23
<div>+ Samokel Wiyeh Samohff</div>	31,26%	16 936,40	22 231,00	19925,60	5 294,60
<div>+ Samokel Wiyeh Samohff</div>	66,31%	5 542,60	9 218,00	726,62	3 675,40
<div>+ Samokel Wiyeh Samohff</div>	52,24%	91 883,57	139 884,05	2 149,39	48 000,48
<div>+ Samokel Wiyeh Samohff</div>	32,56%	16 756,90	22 213,66	-7 133,98	5 456,76
<div>+ Samokel Wiyeh Samohff</div>	33,95%	18 749,31	25 114,49	-33,31	6 365,17
<div>+ Samokel Wiyeh Samohff</div>	30,88%	61 550,92	80 555,00	-7 240,93	19 004,08
<div>+ Samokel Wiyeh Samohff</div>		0,00	0,00	0,00	0,00
<div>+ Samokel Wiyeh Samohff</div>	64,15%	250,74	1 068,21	36,02	417,47
<div>+ Samokel Wiyeh Samohff</div>		0,00	0,00	0,00	0,00
<div>+ Samokel Wiyeh Samohff</div>	36,22%	189 294,77	257 852,27	2 905,19	69 117,49
<div>+ Samokel Wiyeh Samohff</div>		0,00	0,00	0,00	0,00
<div>+ Samokel Wiyeh Samohff</div>	47,90%	125 303,65	185 326,25	-24,78	62 198,59
<div>+ Samokel Wiyeh Samohff</div>	38,19%	29 023,37	40 108,71	-615,29	11 085,34
<div>+ Samokel Wiyeh Samohff</div>	30,39%	36 945,62	48 173,42	978,46	11 227,80
<div>+ Samokel Wiyeh Samohff</div>	34,33%	6 168,67	8 388,00	1 450,00	2 111,33
Total	41,41%	680 204,54	961 847,37	-254,83	285 278,83

