AtliQ Mart Supply Chain Insights

----------Quantity Metrics KPIs----------

1. **Total Order Quantity**

```
SELECT Sum(order_qty) AS total_order_quantity
FROM   [dbo].[fact_order_lines]
```

Results | Messages

	total_order_quantity
1	13426936

2. **Total Delivery Quantity**

```
SELECT Sum(delivery_qty) AS total_delivery_qty
FROM   [dbo].[fact_order_lines]
```

Results | Messages

	total_delivery_qty
1	12969157

3. **Total Undelivered Quantity**

```
SELECT Sum(order_qty) - Sum(delivery_qty) AS
undelivered_quantity
FROM   [dbo].[fact_order_lines]
```

Results | Messages

	undelivered_quantity
1	457779

----------OTIF, OT, IF, VOFR, LIFR Percentage KPI's---------

4. **OTIF (On time in full) Percentage**

```
SELECT
    Concat(Round((Cast((SELECT Count(*)
                        FROM [dbo].[fact_orders_aggregate]
                        WHERE  otif = 'Yes') AS FLOAT) /
Cast((SELECT Count(*) FROM   [dbo].[fact_orders_aggregate])
AS
                    FLOAT))* 100, 2), '%') AS
otif_percentage
```

	otif_percentage
1	29.02%

5. **OT (On time) Percentage**

```
SELECT
     Concat(Round(( Cast((SELECT Count(*)
                          FROM
[dbo].[fact_orders_aggregate]
                          WHERE on_time = 'Yes') AS FLOAT)
/ Cast((SELECT Count(*)FROM [dbo].[fact_orders_aggregate]) AS
                    FLOAT)) * 100, 2), '%') AS
on_time_percentage
```

	on_time_percentage
1	59.03%

6. **IF (In full) Percentage**

```
SELECT
     Concat(Round((Cast((SELECT Count(*)
                         FROM
[dbo].[fact_orders_aggregate]
                         WHERE  in_full='Yes') AS FLOAT) /
Cast((SELECT Count(*)
FROM   [dbo].[fact_orders_aggregate]) AS FLOAT)) * 100, 2),
'%') AS in_full_percentage as float)) * 100, 2), '%') AS
on_time_percentage
```

	in_full_percentage
1	52.78%

7. **VOFR (Volume fill rate) Percentage**

```
SELECT Concat(Round(( Cast((SELECT Sum(delivery_qty)
                            FROM   [dbo].[fact_order_lines])
AS FLOAT) / Cast((SELECT Sum(order_qty)FROM
[dbo].[fact_order_lines]) AS FLOAT)) * 100, 2), '%') AS
vofr_percentage
```

	vofr_percentage
1	96.59%

8. **LIFR (Line fill rate) Percentage**

```
WITH cte
     AS (SELECT Count(*)    AS total_order_lines,
                Count(CASE
                        WHEN f.in_full = 'Yes' THEN 1
                        ELSE NULL
                      END) AS fulfilled_order_lines
         FROM   [dbo].[dim_products] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON d.product_id = f.product_id)
SELECT Concat(Round(Cast(fulfilled_order_lines AS FLOAT) /
Cast(total_order_lines AS FLOAT)* 100, 2), '%') AS
LIFR_percentage FROM   cte
```

	LIFR_percentage
1	65.96%

----------Customer Matrices----------

9. **Total Number of customers**

```
SELECT Count(DISTINCT( customer_name )) AS total_customers
FROM   [dbo].[dim_customers]
```

Results Messages

	total_customers
1	15

10. List of all Customers Name in each City

```
SELECT city,
       String_agg(customer_name, ', ') AS
list_of_customer_name
FROM   [dbo].[dim_customers]
GROUP  BY city
```

Results Messages

	city	list_of_customer_name
1	Ahmedabad	Rel Fresh, Vijay Stores, Coolblue, Atlas Stores, Chiptec Stores, Propel Mart, Lotus Mart, Acclaimed Stores, Sorefoz Mart, Expert Mart, Logic Stores, Elite Mart
2	Surat	Acclaimed Stores, Logic Stores, Info Stores, Viveks Stores, Atlas Stores, Lotus Mart, Propel Mart, Chiptec Stores, Rel Fresh, Vijay Stores, Expression Stores
3	Vadodara	Expression Stores, Rel Fresh, Vijay Stores, Coolblue, Propel Mart, Lotus Mart, Viveks Stores, Acclaimed Stores, Info Stores, Sorefoz Mart, Expert Mart, Elite Mart

----------City-wise Matrices----------

11. Total Order Quantity and Total Delivery Quantity by City

```
SELECT d.city,
       Sum(order_qty)    AS total_order_quantity,
       Sum(delivery_qty) AS total_delivery_quantity
FROM   [dbo].[fact_order_lines] AS f
       LEFT JOIN [dbo].[dim_customers] AS d
              ON f.customer_id = d.customer_id
GROUP  BY d.city
ORDER  BY total_delivery_quantity DESC,
          total_order_quantity DESC
```

Results Messages

	city	total_order_quantity	total_delivery_quantity
1	Ahmedabad	4612298	4462984
2	Vadodara	4624171	4456091
3	Surat	4190467	4050082

12. Quantity Ordered V/S Quantity Delivered V/S Undelivered Quantity as per category and product.

```
WITH cte
     AS (SELECT d.category,
                d.product_name,
                f.order_qty,
                f.delivery_qty
         FROM   [dbo].[fact_order_lines] AS f
                LEFT JOIN [dbo].[dim_products] AS d
```

```
                        ON f.product_id = d.product_id)
SELECT category,
       product_name,
       Sum(order_qty)                       AS
total_order_quanity,
       Sum(delivery_qty)                    AS
total_delivery_quantity,
       Sum(order_qty) - Sum(delivery_qty) AS
quantity_undelivered_as_per_order
FROM   cte
GROUP  BY category,
          product_name
ORDER  BY Sum(delivery_qty) DESC
```

Results | Messages

	category	product_name	total_order_quanity	total_delivery_quantity	quantity_undelivered_as_per_order
1	Dairy	Milk 250	1279132	1235779	43353
2	Dairy	Milk 100	1276190	1231979	44211
3	Dairy	Milk 500	1254422	1213094	41328
4	Dairy	Curd 50	1119256	1081421	37835
5	Dairy	Curd 100	1105336	1067987	37349
6	Dairy	Curd 250	1099401	1063337	36064
7	Dairy	Butter 500	983180	948395	34785
8	Dairy	Butter 100	943483	911300	32183
9	Dairy	Butter 250	933107	899151	33956
10	Food	Biscuits 250	563366	544093	19273
11	Food	Biscuits 750	556996	539466	17530
12	Food	Biscuits 500	558119	538535	19584
13	Beverages	Tea 500	396571	382766	13805
14	Beverages	Tea 100	394712	381239	13473
15	Beverages	Tea 250	392461	378817	13644
16	Dairy	Ghee 150	193524	187121	6403
17	Dairy	Ghee 250	191494	184849	6645
18	Dairy	Ghee 100	186186	179828	6358

----------Customer Performance Metrics----------

13. List of Customer Name from each City with Highest Delivery Quantity.

```
WITH cte
     AS (SELECT d.city,
                d.customer_name,
                f.order_qty,
                f.delivery_qty
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON f.customer_id = d.customer_id),
     semi_final
     AS (SELECT C.city,
```

```
                C.customer_name,
                Sum(C.order_qty)                    AS
total_order_qty,
                Sum(C.delivery_qty)                 AS
total_delivery_qty,
                Dense_rank()
                  OVER (
                    partition BY city
                    ORDER BY Sum(delivery_qty) DESC) AS
Ranking
         FROM   cte AS C
         GROUP  BY C.city,
                   C.customer_name)
SELECT city,
       customer_name,
       total_delivery_qty
FROM   semi_final
WHERE  ranking = 1
```

Results | Messages

	city	customer_name	total_delivery_qty
1	Ahmedabad	Rel Fresh	388023
2	Surat	Lotus Mart	386144
3	Vadodara	Expert Mart	392961

14. List of Customer Name from each City with Lowest Delivery Quantity.

```
WITH cte
     AS (SELECT d.city,
                d.customer_name,
                f.order_qty,
                f.delivery_qty
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON f.customer_id = d.customer_id),
     semi_final
     AS (SELECT C.city,
                C.customer_name,
                Sum(C.order_qty)                    AS
total_order_qty,
                Sum(C.delivery_qty)                 AS
total_delivery_qty,
                Dense_rank()
                  OVER (
```

```
                    partition BY city
                    ORDER BY Sum(delivery_qty) ASC) AS
Ranking
         FROM   cte AS C
         GROUP  BY C.city,
                   C.customer_name)
SELECT city,
       customer_name,
       total_delivery_qty
FROM   semi_final
WHERE  ranking = 1
```

Results Messages

	city	customer_name	total_delivery_qty
1	Ahmedabad	Lotus Mart	350900
2	Surat	Acclaimed Stores	336929
3	Vadodara	Elite Mart	356364

15. **Customer Name from each city which has the highest otif (On-Time-In-Full).**

```
WITH cte
     AS (SELECT d.city,
                d.customer_name,
                f.on_time,
                f.in_full,
                f.otif
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_orders_aggregate] AS f
                       ON d.customer_id = f.customer_id),
     final
     AS (SELECT C.city,
                C.customer_name,
                Count(otif)                    AS total_otif,
                Dense_rank()
                  OVER(
                    partition BY city
                    ORDER BY Count(otif) DESC) AS ranking
         FROM   cte AS C
         WHERE  otif = 'Yes'
         GROUP  BY C.city,
                   C.customer_name)
SELECT city,
       customer_name
FROM   final
WHERE  ranking = 1
```

Results | Messages

	city	customer_name
1	Ahmedabad	Rel Fresh
2	Surat	Chiptec Stores
3	Vadodara	Info Stores

16. Customer Name from each city which has the lowest otif (On-Time-In-Full).

```
WITH cte
     AS (SELECT d.city,
                d.customer_name,
                f.on_time,
                f.in_full,
                f.otif
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_orders_aggregate] AS f
                       ON d.customer_id = f.customer_id),
     semi
     AS (SELECT C.city,
                C.customer_name,
                Count(otif)                    AS total_otif,
                Dense_rank()
                  OVER(
                    partition BY city
                    ORDER BY Count(otif) DESC) AS ranking
         FROM   cte AS C
         WHERE  otif = 'No'
         GROUP  BY C.city,
                   C.customer_name)
SELECT city,
       customer_name
FROM   semi  WHERE  ranking = 1
```

Results | Messages

	city	customer_name
1	Ahmedabad	Lotus Mart
2	Surat	Acclaimed Stores
3	Vadodara	Coolblue

17. Calculate Delivery-to-Order-Ratio of each Customer Name by City.

```
WITH cte
     AS (SELECT d.city,
                d.customer_name,
                f.order_qty,
                f.delivery_qty
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON d.customer_id = f.customer_id),
     final
     AS (SELECT city,
                customer_name,
                Sum(delivery_qty) AS total_delivery_qty,
                Sum(order_qty)    AS total_order_qty
         FROM   cte
         GROUP  BY city,
                   customer_name)
SELECT city,
       customer_name,
       Concat(Round(( Cast(total_delivery_qty AS FLOAT) /
                      Cast(total_order_qty AS FLOAT) ) *
                           100, 2), '%') AS
delivery_to_order_ratio
FROM   final
ORDER  BY delivery_to_order_ratio DESC
```

Results | Messages

	city	customer_name	delivery_to_order_ratio
1	Ahmedabad	Propel Mart	97.76%
2	Vadodara	Propel Mart	97.71%
3	Vadodara	Expression Stores	97.7%
4	Vadodara	Sorefoz Mart	97.69%
5	Surat	Propel Mart	97.65%
6	Ahmedabad	Elite Mart	97.63%
7	Vadodara	Viveks Stores	97.63%
8	Ahmedabad	Chiptec Stores	97.61%
9	Surat	Atlas Stores	97.61%
10	Vadodara	Info Stores	97.59%
11	Ahmedabad	Logic Stores	97.58%
12	Surat	Chiptec Stores	97.56%
13	Ahmedabad	Atlas Stores	97.54%
14	Surat	Rel Fresh	97.52%
15	Surat	Viveks Stores	97.5%
16	Vadodara	Expert Mart	97.45%
17	Surat	Lotus Mart	97.44%
18	Ahmedabad	Expert Mart	97.42%
19	Vadodara	Rel Fresh	97.39%
20	Ahmedabad	Coolblue	97.39%
21	Surat	Expression Stores	97.38%
22	Vadodara	Acclaimed Stores	97.37%
23	Ahmedabad	Rel Fresh	97.37%
24	Surat	Vijay Stores	97.34%
25	Surat	Logic Stores	97.32%
26	Ahmedabad	Vijay Stores	97.29%
27	Ahmedabad	Acclaimed Stores	97.28%
28	Vadodara	Lotus Mart	97.27%
29	Ahmedabad	Lotus Mart	93.22%
30	Vadodara	Vijay Stores	93.05%
31	Ahmedabad	Sorefoz Mart	92.99%
32	Vadodara	Elite Mart	92.92%
33	Surat	Info Stores	92.84%
34	Vadodara	Coolblue	92.83%
35	Surat	Acclaimed Stores	92.77%

----------Product Metrics----------

18. Calculate the VOFR (volume fill rate) % of each Product Name.

```
WITH cte
     AS (SELECT d.product_name,
                f.delivery_qty,
                f.order_qty
         FROM   [dbo].[dim_products] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON d.product_id = f.product_id),
     vofr_data
     AS (SELECT C.product_name,
```

```
                Sum(C.delivery_qty) AS total_delivery_qty,
                Sum(C.order_qty)    AS total_order_qty
         FROM   cte AS C
         GROUP  BY C.product_name)
SELECT product_name,
       Concat(Round(Cast(total_delivery_qty AS FLOAT) / Cast(
                    total_order_qty AS FLOAT)
                    * 100,
                     2), '%') AS vofr_percentage
FROM   vofr_data
WHERE  total_order_qty <> 0 -- Filter out rows where
total_order_qty is zero
ORDER  BY vofr_percentage DESC
```

Results | Messages

	product_name	vofr_percentage
1	Biscuits 750	96.85%
2	Curd 250	96.72%
3	Milk 500	96.71%
4	Ghee 150	96.69%
5	Curd 100	96.62%
6	Curd 50	96.62%
7	Milk 250	96.61%
8	Ghee 100	96.59%
9	Tea 100	96.59%
10	Butter 100	96.59%
11	Biscuits 250	96.58%
12	Milk 100	96.54%
13	Ghee 250	96.53%
14	Tea 500	96.52%
15	Tea 250	96.52%
16	Biscuits 500	96.49%
17	Butter 500	96.46%
18	Butter 250	96.36%

19. Calculate the LIFR (line fill rate) % of each Product Name.

```
WITH cte
     AS (SELECT d.product_id,
                d.product_name,
                Count(*) AS total_order_lines,
                Sum(CASE
                      WHEN f.in_full = 'Yes' THEN 1
                      ELSE 0
                    END) AS fulfilled_order_lines
         FROM   [dbo].[dim_products] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
```

```
                    ON d.product_id = f.product_id
          GROUP  BY d.product_id,
                    d.product_name)
SELECT product_name,
       Concat(Round(( Cast(fulfilled_order_lines AS FLOAT) /
Cast(
                    total_order_lines AS FLOAT)
                         ) *
                         100.0, 2), '%') AS LIFR_percentage
FROM   cte
WHERE  fulfilled_order_lines > 0
-- Filtering out rows where no order lines were fulfilled
ORDER  BY lifr_percentage DESC
```

Results Messages

	product_name	LIFR_percentage
1	Biscuits 750	68.05%
2	Milk 500	67.51%
3	Curd 250	67.05%
4	Curd 100	66.73%
5	Ghee 150	66.72%
6	Butter 100	66.66%
7	Tea 500	66.14%
8	Biscuits 500	66.1%
9	Milk 250	65.91%
10	Ghee 100	65.75%
11	Curd 50	65.55%
12	Milk 100	65.55%
13	Tea 100	65.32%
14	Ghee 250	65.25%
15	Butter 500	65.19%
16	Biscuits 250	65.16%
17	Tea 250	65.16%
18	Butter 250	63.52%

----------Monthly Metrics----------

20. List of Customer Names with Highest Delivery Quantity for Each Month in Each City.

```
WITH cte
     AS (SELECT *
         FROM   [dbo].[dim_date] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON d.date = f.order_placement_date),
     semi_data
     AS (SELECT city,
                customer_name,
                Format(date, 'MM') AS year_month,
                Sum(delivery_qty)  AS total_delivery_qty
         FROM   [dbo].[dim_customers] AS d
                INNER JOIN cte AS C
                        ON C.customer_id = d.customer_id
         GROUP  BY city,
                   Format(date, 'MM'),
                   customer_name),
     ranked_data
     AS (SELECT city,
                year_month,
                customer_name,
                total_delivery_qty,
                Row_number()
                  OVER(
                    partition BY city, year_month
                    ORDER BY total_delivery_qty DESC) AS rank
         FROM   semi_data)
SELECT city,
       year_month,
       customer_name,
       total_delivery_qty
FROM   ranked_data
WHERE  rank = 1;
```

Results | Messages

	city	year_month	customer_name	total_delivery_qty
1	Ahmedabad	03	Elite Mart	70389
2	Ahmedabad	04	Coolblue	64568
3	Ahmedabad	05	Propel Mart	68023
4	Ahmedabad	06	Rel Fresh	65672
5	Ahmedabad	07	Vijay Stores	69855
6	Ahmedabad	08	Rel Fresh	65120
7	Surat	03	Lotus Mart	68372
8	Surat	04	Expression Stores	69052
9	Surat	05	Lotus Mart	68359
10	Surat	06	Expression Stores	63727
11	Surat	07	Atlas Stores	65504
12	Surat	08	Lotus Mart	64993
13	Vadodara	03	Viveks Stores	71409
14	Vadodara	04	Expert Mart	64925
15	Vadodara	05	Viveks Stores	67410
16	Vadodara	06	Acclaimed Stores	68616
17	Vadodara	07	Expert Mart	70823
18	Vadodara	08	Expression Stores	63147

21. List of Customer Names with Lowest Delivery Quantity for Each Month in Each City.

```
WITH cte
     AS (SELECT *
         FROM   [dbo].[dim_date] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON d.date = f.order_placement_date),
     semi_data
     AS (SELECT city,
                customer_name,
                Format(date, 'MM') AS year_month,
                Sum(delivery_qty)  AS total_delivery_qty
         FROM   [dbo].[dim_customers] AS d
                INNER JOIN cte AS C
                        ON C.customer_id = d.customer_id
         GROUP  BY city,
                   Format(date, 'MM'),
                   customer_name),
     ranked_data
     AS (SELECT city,
                year_month,
                customer_name,
                total_delivery_qty,
                Row_number()
```

```
                    OVER(
                      partition BY city, year_month
                      ORDER BY total_delivery_qty ASC) AS rank
          FROM    semi_data)
SELECT city,
       year_month,
       customer_name,
       total_delivery_qty
FROM   ranked_data
WHERE  rank = 1;
```

Results Messages

	city	year_month	customer_name	total_delivery_qty
1	Ahmedabad	03	Lotus Mart	55424
2	Ahmedabad	04	Lotus Mart	55618
3	Ahmedabad	05	Coolblue	59304
4	Ahmedabad	06	Sorefoz Mart	56631
5	Ahmedabad	07	Expert Mart	58812
6	Ahmedabad	08	Sorefoz Mart	58090
7	Surat	03	Acclaimed Stores	59755
8	Surat	04	Acclaimed Stores	52230
9	Surat	05	Viveks Stores	57218
10	Surat	06	Acclaimed Stores	51697
11	Surat	07	Info Stores	56361
12	Surat	08	Rel Fresh	51800
13	Vadodara	03	Vijay Stores	58699
14	Vadodara	04	Elite Mart	55154
15	Vadodara	05	Rel Fresh	59725
16	Vadodara	06	Elite Mart	58128
17	Vadodara	07	Expression Stor...	55943
18	Vadodara	08	Acclaimed Stores	55667

----------Customer Metrics----------

22. Calculate the OTIF % (On-time-in-full) % of each Product Name.

```
WITH cte
     AS (SELECT d.city,
                d.customer_id,
                dp.category,
                d.customer_name,
                dp.product_id,
                dp.product_name,
```

```
                f.order_qty,
                f.delivery_qty,
                f.in_full,
                f.on_time,
                f.otif
        FROM    [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON d.customer_id = f.customer_id
                RIGHT JOIN [dbo].[dim_products] AS dp
                        ON dp.product_id = f.product_id),
     sec_cte
     AS (SELECT *,
                CASE
                  WHEN in_full = 'Yes'
                       AND on_time = 'Yes' THEN 1
                  ELSE 0
                END AS otif_data
        FROM    cte)
SELECT customer_name,
       Concat(Round(( ( Cast(Sum(otif_data) AS FLOAT) ) / (
Cast(
                      Count(customer_id) AS FLOAT)
                     ) ) *
                          100.0, 2), '%') AS otif_percentage
FROM   sec_cte
GROUP  BY customer_name
ORDER  BY otif_percentage DESC
```

Results | Messages

	customer_name	otif_percentage
1	Propel Mart	65.05%
2	Atlas Stores	63.8%
3	Expert Mart	63.61%
4	Viveks Stores	63.04%
5	Rel Fresh	63.04%
6	Chiptec Stores	62.97%
7	Expression Stores	62.31%
8	Logic Stores	61.96%
9	Vijay Stores	49.61%
10	Sorefoz Mart	45.6%
11	Elite Mart	44.88%
12	Info Stores	43.48%
13	Lotus Mart	16.06%
14	Acclaimed Stores	15.24%
15	Coolblue	13.75%

23. List of Customer name with their in-full delivery percentage (%)?

```
WITH cte
     AS (SELECT d.customer_id,
                d.customer_name,
                CASE
                  WHEN in_full = 'Yes' THEN 1
                  ELSE 0
                END AS in_full_detail
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_orders_aggregate] AS f
                       ON d.customer_id = f.customer_id)
SELECT customer_name,
       Concat(Round(Cast(Sum(in_full_detail) AS FLOAT) /
Count(*) * 100.0, 2),
       '%') AS
       in_full_percentage
FROM   cte
GROUP  BY customer_name
ORDER  BY in_full_percentage DESC
```

Results Messages

	customer_name	in_full_percentage
1	Expression Stores	60.83%
2	Chiptec Stores	60.35%
3	Logic Stores	60.14%
4	Viveks Stores	60.07%
5	Expert Mart	59.81%
6	Atlas Stores	59.78%
7	Propel Mart	59.74%
8	Rel Fresh	58.69%
9	Lotus Mart	53.35%
10	Acclaimed Stores	52.36%
11	Vijay Stores	44.98%
12	Coolblue	44.73%
13	Info Stores	41.16%
14	Sorefoz Mart	39.19%
15	Elite Mart	37.94%

24. List of Customer name with their on-time delivery percentage (%)?

```
WITH cte
```

```
     AS (SELECT d.customer_id,
                d.customer_name,
                CASE
                  WHEN on_time = 'Yes' THEN 1
                  ELSE 0
                END AS on_time_detail
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_orders_aggregate] AS f
                       ON d.customer_id = f.customer_id)
SELECT customer_name,
       Concat(Round(Cast(Sum(on_time_detail) AS FLOAT) /
Count(*) * 100.0, 2),
       '%') AS
       on_time_percentage
FROM   cte
GROUP  BY customer_name
ORDER  BY on_time_percentage DESC
```

Results | Messages

	customer_name	on_time_percentage
1	Propel Mart	73.64%
2	Sorefoz Mart	72.67%
3	Expert Mart	72.54%
4	Vijay Stores	72.45%
5	Elite Mart	72.45%
6	Rel Fresh	72.32%
7	Atlas Stores	71.81%
8	Chiptec Stores	71.62%
9	Info Stores	70.94%
10	Logic Stores	70.82%
11	Viveks Stores	70.61%
12	Expression Stores	69.92%
13	Acclaimed Stores	29.43%
14	Coolblue	29.13%
15	Lotus Mart	28.11%

25. List of Customer name with their otif percentage (%)?

```
WITH cte
     AS (SELECT d.customer_id,
                d.customer_name,
                CASE
                  WHEN otif = 'Yes' THEN 1
                  ELSE 0
                END AS otif_detail
```

```
          FROM   [dbo].[dim_customers] AS d
                 LEFT JOIN [dbo].[fact_orders_aggregate] AS f
                        ON d.customer_id = f.customer_id)
SELECT customer_name,
       Concat(Round(Cast(Sum(otif_detail) AS FLOAT) / Count(*)
* 100.0, 2), '%')
       AS
       otif_percentage
FROM   cte
GROUP  BY customer_name ORDER  BY otif_percentage DESC
```

Results | Messages

	customer_name	otif_percentage
1	Propel Mart	40.92%
2	Atlas Stores	39.55%
3	Viveks Stores	39.44%
4	Expert Mart	39.11%
5	Logic Stores	38.78%
6	Chiptec Stores	38.73%
7	Expression Stores	38.39%
8	Rel Fresh	38.18%
9	Vijay Stores	28.28%
10	Sorefoz Mart	25.89%
11	Info Stores	25.52%
12	Elite Mart	24.37%
13	Lotus Mart	16.34%
14	Acclaimed Stores	15.47%
15	Coolblue	13.75%

26. List of Customer name with their LIFR percentage (%)?

```
WITH cte
     AS (SELECT d.customer_name,
                Count(*) AS total_order_lines,
                Sum(CASE
                      WHEN f.in_full = 'Yes' THEN 1
                      ELSE 0
                    END) AS fulfilled_order_lines
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON d.customer_id = f.customer_id
         GROUP  BY d.customer_name)
SELECT customer_name,
       Concat(Round(( Cast(fulfilled_order_lines AS FLOAT) /
Cast(
                      total_order_lines AS FLOAT)
```

```
                                ) *
                                100.0, 2), '%') AS LIFR_percentage
FROM   cte
WHERE  fulfilled_order_lines > 0
ORDER  BY lifr_percentage DESC
```

Results | Messages

	customer_name	LIFR_percentage
1	Propel Mart	75.62%
2	Chiptec Stores	75.61%
3	Atlas Stores	75.48%
4	Expert Mart	75.48%
5	Expression Stores	75.28%
6	Viveks Stores	75.06%
7	Rel Fresh	74.54%
8	Logic Stores	74.39%
9	Lotus Mart	60.08%
10	Vijay Stores	59.23%
11	Acclaimed Stores	58.93%
12	Sorefoz Mart	53.4%
13	Info Stores	53.05%
14	Elite Mart	52.74%
15	Coolblue	51.53%

27. List of Customer name with their Vofr percentage (%)?

```
WITH cte
     AS (SELECT d.customer_name,
                f.delivery_qty,
                f.order_qty
         FROM   [dbo].[dim_customers] AS d
                LEFT JOIN [dbo].[fact_order_lines] AS f
                       ON d.customer_id = f.customer_id),
     vofr_data
     AS (SELECT C.customer_name,
                Sum(C.delivery_qty) AS total_delivery_qty,
                Sum(C.order_qty)    AS total_order_qty
         FROM   cte AS C
         GROUP  BY C.customer_name)
SELECT customer_name,
       Concat(Round(Cast(total_delivery_qty AS FLOAT) / Cast(
                    total_order_qty AS FLOAT)
                    * 100,
                     2), '%') AS vofr_percentage
FROM   vofr_data
```

```
WHERE  total_order_qty <> 0 -- Filter out rows where
total_order_qty is zero
ORDER  BY vofr_percentage DESC
```

Results | Messages

	customer_name	vofr_percentage
1	Propel Mart	97.7%
2	Atlas Stores	97.58%
3	Chiptec Stores	97.58%
4	Viveks Stores	97.57%
5	Expression Stores	97.54%
6	Logic Stores	97.45%
7	Expert Mart	97.44%
8	Rel Fresh	97.43%
9	Lotus Mart	96.01%
10	Vijay Stores	95.87%
11	Acclaimed Stores	95.85%
12	Sorefoz Mart	95.33%
13	Elite Mart	95.29%
14	Info Stores	95.24%
15	Coolblue	95.08%