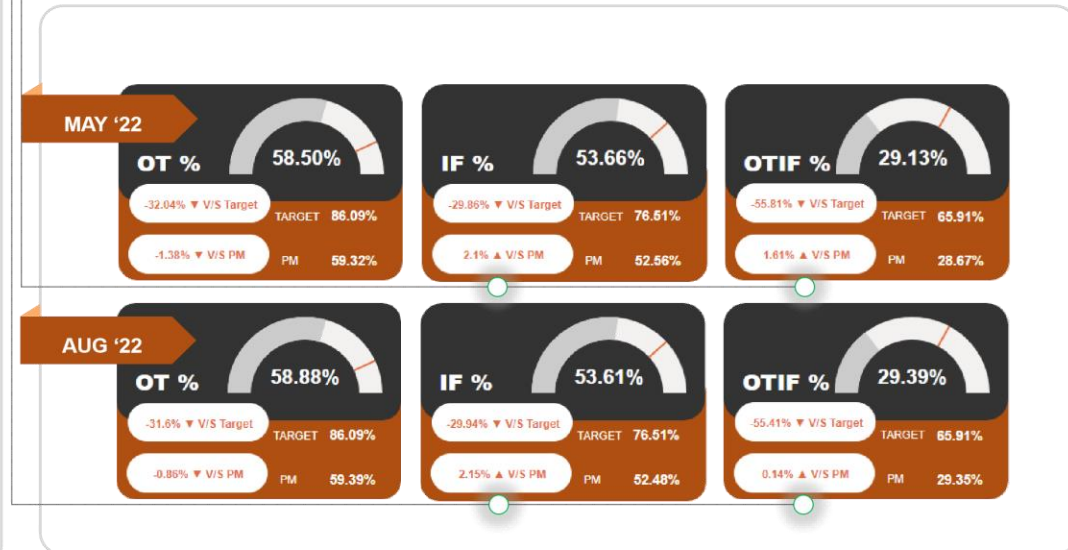
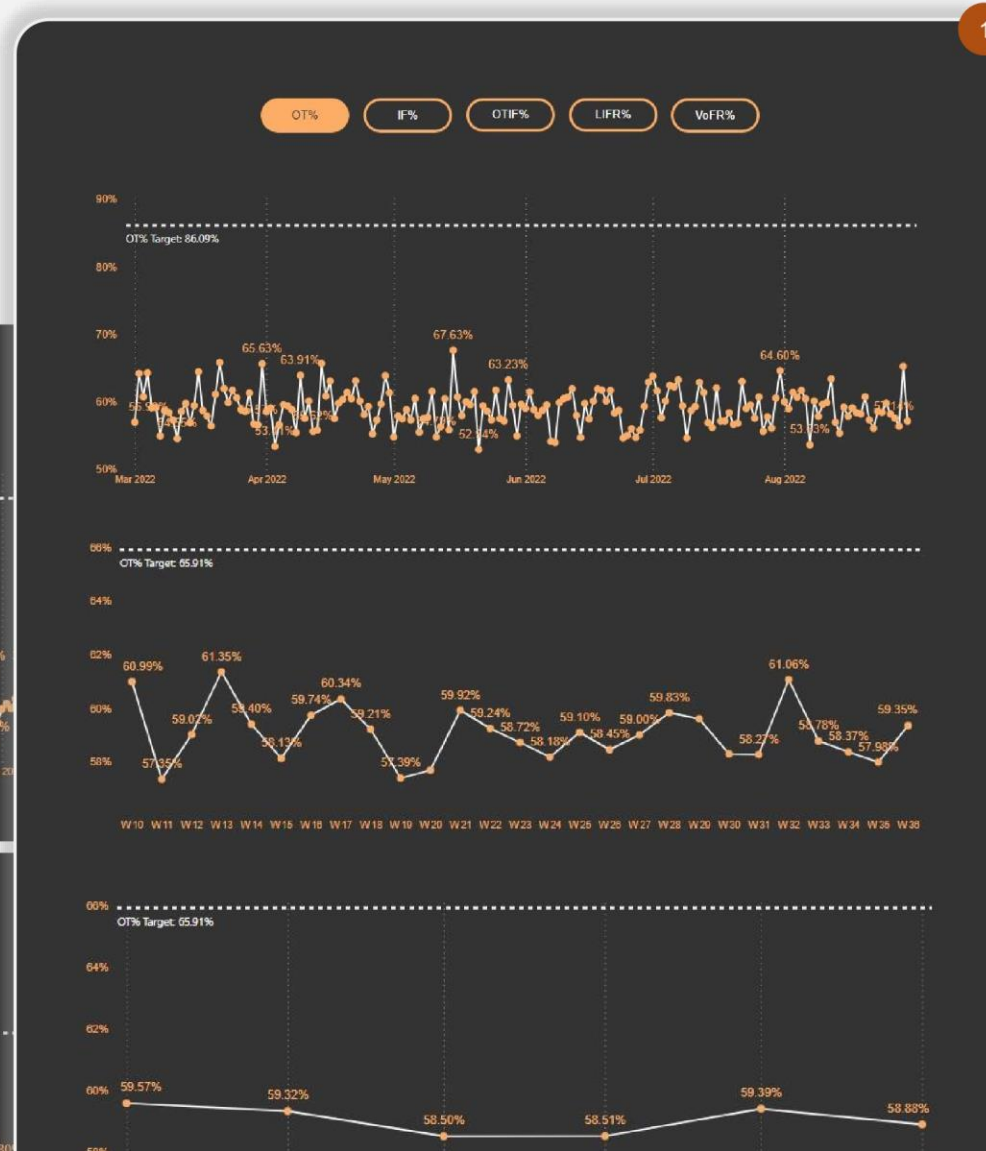
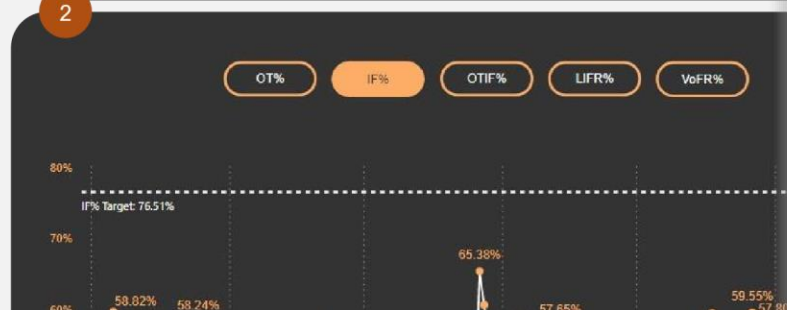




- 1 Dairy products orders are almost double than the Food and Beverages Category.
- 2 Average OT%, IF% and OTIF% are noticeably lower than the Targeted levels.
- 3 First 6 Customers **Acclaimed Stores , Lotus Mart, Vijay Stores, Rel Fresh, Cool Blue & Propel Mart** is constituting 53% of Total orders & seems to be key customers
- 4 **MAY'22** and **AUG'22** are the two months where IF% and OTIF % have shown slight improvement compare to past month, still they are far away from Target levels





1

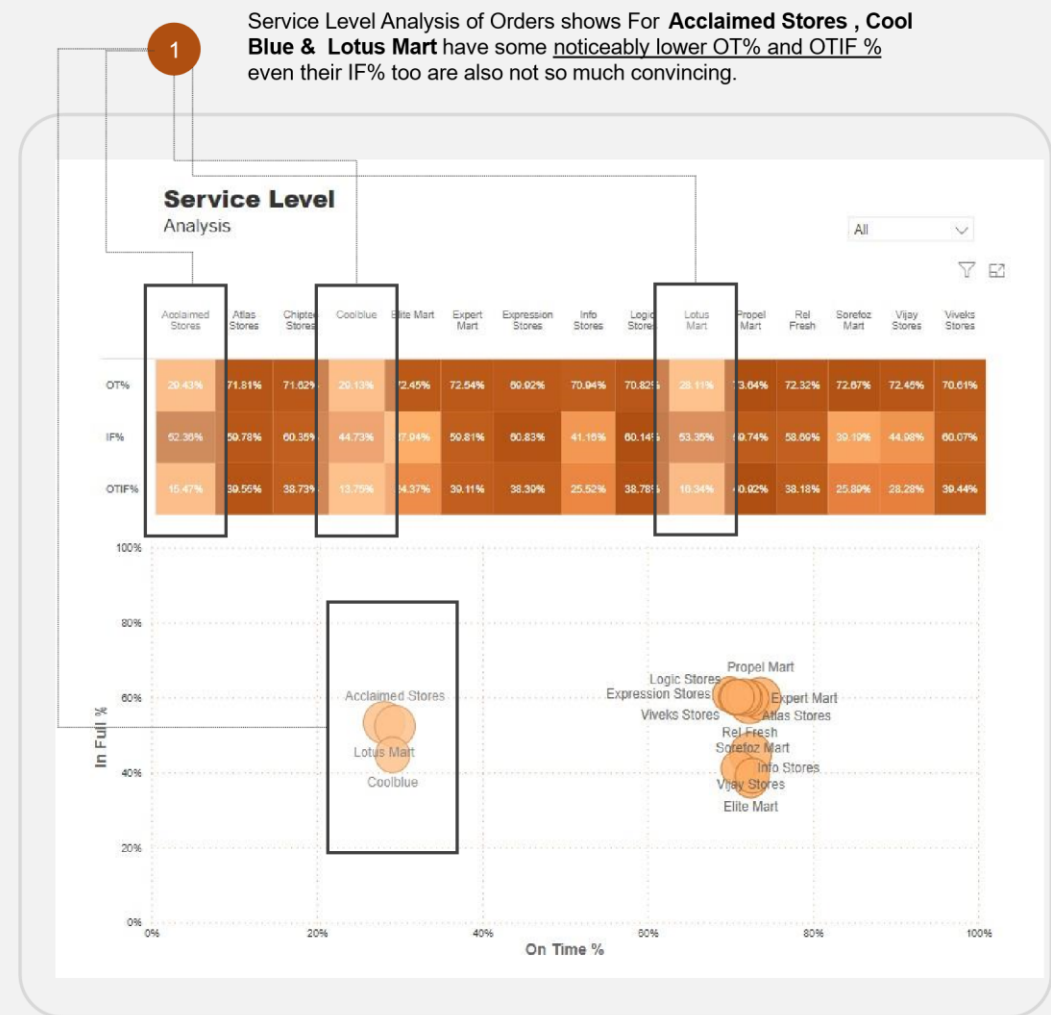
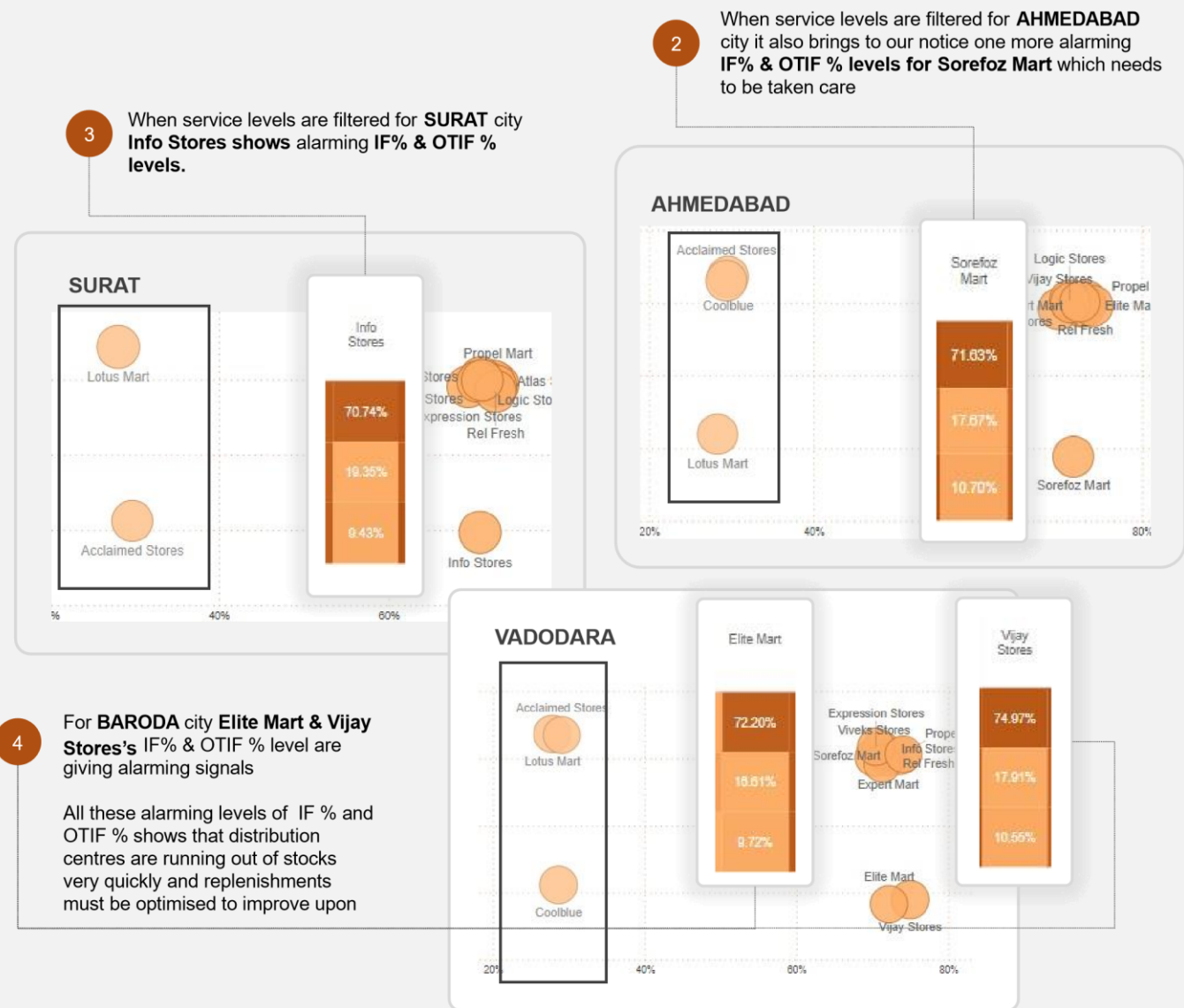
In **Daily Trend for OT% Graphs for Order** even Daily level of OT% too are significantly lower than **Targeted OT%**

As we see in above slide only 59.03% of total orders are delivered on time

2

Even Daily trends of **IF%** and **OTIF % chart** shows that not a single day they are able to touch the Target lines for respective matrices .

Especially **OTIF% performance is quite disappointing.**

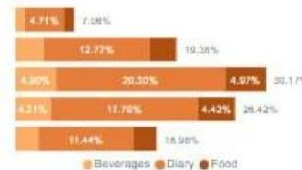


INSIGHTS & KEY FINDINGS

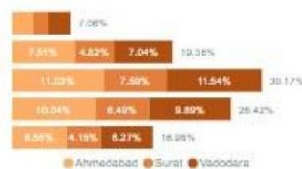
2

LINE LEAD TIME Analysis

dealyed_days	Beverages	Diary	Food	Total
-1	150	613	155	918
0	442	1661	417	2520
1	637	2640	646	3923
2	548	2313	575	3436
3	380	1488	380	2208
Total	2137	8715	2153	13005



dealyed_days	Ahmedabad	Surat	Vadodara	Total
-1	329	233	355	918
0	977	627	916	2520
1	1435	987	1501	3923
2	1306	844	1288	3436
3	852	540	816	2208
Total	4899	3231	4875	13005



1

Initial analysis of Order Line overview shows that there are certain customers who has **LIFR %** noticeably lower than Average **LIFR %**.

- Acclaimed Stores , Cool Blue, Elite Mart, Info Stores, Lotus Mart, Sorefoz Mart & Vijay Stores
- Out of That **Acclaimed Stores , Lotus Mart & Vijay Stores** are the customers who have larger no. of order lines amongst all

2

Further detailed analysis of Line lead time analysis combined with delayed days analysis reveals some interesting facts

For **Acclaimed Stores , Cool Blue & Lotus Mart** more than 75% of times lines are being delivered late. Moreover, out of that 75% delayed deliveries, 66% of them are late by 2 or 3 days.

2



ORDER LINES AT Glance

ALL / Multiple



1

INSIGHTS
&
KEY FINDINGS



Unfortunately, The Answer is “YES”

And probably **Acclaimed Stores , Cool Blue & Lotus Mart** are the Key customers who would certainly not willing to renew the contract