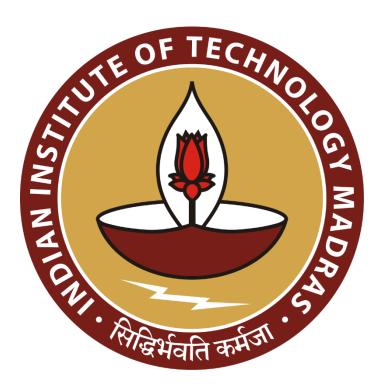
Optimizing Inventory Management and Supply Chain Efficiency

A Mid-Term report for the BDM capstone Project

Submitted by

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Declaration Statement

I am working on a Project titled "Optimizing Inventory Management and Supply Chain Efficiency". I extend my appreciation to Katha Coffee and Bakehouse, for providing the necessary resources that

enabled me to conduct my project.

I hereby assert that the data presented and assessed in this project report is genuine and precise to the utmost extent of my knowledge and capabilities. The data has been gathered from primary

sources and carefully analyzed to assure its reliability.

Additionally, I affirm that all procedures employed for the purpose of data collection and analysis have been duly explained in this report. The outcomes and inferences derived from the data are an

accurate depiction of the findings acquired through thorough analytical procedures.

I am dedicated to adhering to the principles of academic honesty and integrity, and I am receptive to

any additional examination or validation of the data contained in this project report.

I understand that the execution of this project is intended for individual completion and is not to be undertaken collectively. I thus affirm that I am not engaged in any form of collaboration with other individuals, and that all the work undertaken has been solely conducted by me. In the event that plagiarism is detected in the report at any stage of the project's completion, I am fully aware and

prepared to accept disciplinary measures imposed by the relevant authority.

I understand that all recommendations made in this project report are within the context of the academic project taken up towards course fulfillment in the BS Degree Program offered by IIT

Madras. The institution does not endorse any of the claims or comments.

Signature of Candidate:

Name: Anirudh Thimmaraju Penumatcha

Date: 26/03/24

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1 Executive Summary and Title

The project focuses on Katha Coffee and Bakery house located at Banjara hills, Hyderabad. The business is B2B and deals in the segment of F&B. Katha produces specialty coffee, artisanal bakery options and has an extensive collection of music and vinyl records. Their most selling items are the cold brews, the iced teas, and their croissant options. Additionally, this business has a very high foot traffic of music enthusiasts.

The primary issue that the organization is facing is Increased expenditure on inventory and other resources without a substantial increase in sales or turnover rates. Katha's operational efficiency is hindered by a fragmented data collection system, where inventory data is dispersed across various platforms including Excel files, manual entry logs, and online billing platforms like Paidpooja. This disarray obscures the resource flow, impeding effective problem-solving efforts. Moreover, the company's heightened spending is exacerbated by limited negotiation leverage and an over-reliance on select suppliers.

Renowned for its specialty coffee, Katha's hallmark cold brew is crafted through a meticulous roasting process with a unique blend of Barako beans. However, the exclusivity of this method limits supplier options, weakening Katha's bargaining power and forcing excessive spending despite suboptimal supplier performance and reliability. Addressing these challenges is imperative to fortify Katha's competitive edge and optimize resource utilization.

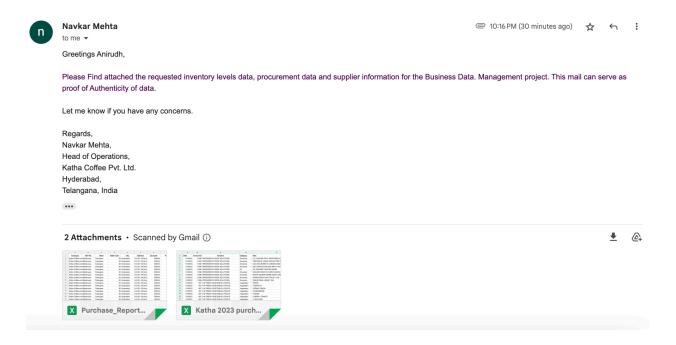
In this report we will focus on the 6 months of data provided (September 2023 to March 2024) by Katha coffee house for the analysis. The goals for the midterm are:

- Create Metadata and a descriptive analysis for provided data
- Identify items / categories with increased spendings
- Understand Supplier performance compared to industry standard

2 Proof Of Originality of Data

For the proof of originality of Data, I am Submitting a short video interview I had with the co-founder of Katha, Pravishta Nadella. I am also submitting photos of Katha Coffee House and a screenshot of an email verifying the authenticity of the data in lieu of a letterhead.





Google drive containing the interview video can be found here

3 Metadata and Descriptive Analysis

I've collected the data of inventory purchases (and other resources) of Katha Coffee House over the months of September through November 2023, and January through March 2024. Available data sources with information regarding Inventory Levels and Procurement processes were maintained by Katha across different data collection methods disjointly. Data was recorded in manual bookkeeping processes, excel sheets, and PaidPooja, an online POS software for F&B Businesses.

First open source OCR was used to convert part of the manually written files to an excel spreadsheet, the ones that could not be processed this way were manually entered. After this, using purchase order numbers and Invoice numbers as keys, available data structures from Excel sheets and PaidPooja documents were compiled to make a complete data sheet. Then this was cleaned of duplicate entries and as many missing errors as possible were filled through manually. The inventory levels data consisted of 2 different categories each covering a different 3 month period. Suitable analysis methods were charted and performed in google sheets and google colab.

However, the business chose not to share any major financial data, leading to some data inconsistencies which were appended with purchase order quantity data. All this data has been compiled to a google sheets document which was then used for calculating metadata and the subsequent analysis processes.

Katha 2023 Purchase Tracker: September - November

- Data entries: Date, Invoice number, Category, Item Description, Units (L/Kg/pc), quantity.

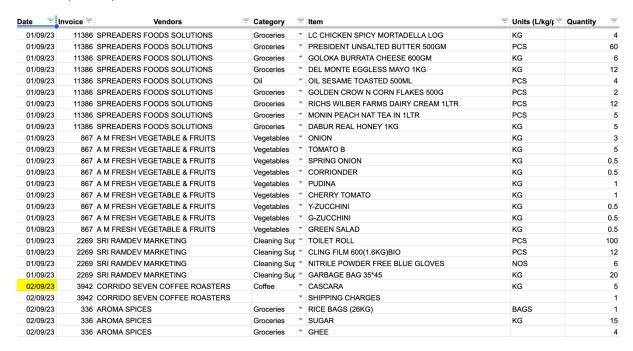
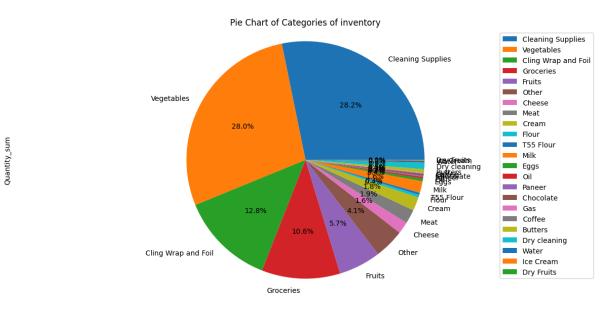


Image1: Excerpt from September 2023 Purchase Tracker



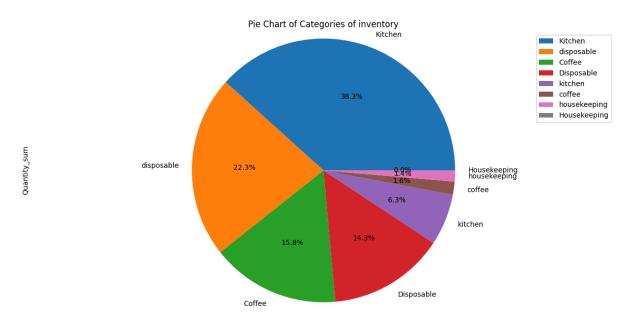
Plot2: Distribution of quantities of inventory purchased by category over 3 months

Katha 2024 Purchase Tracker: Jan - March

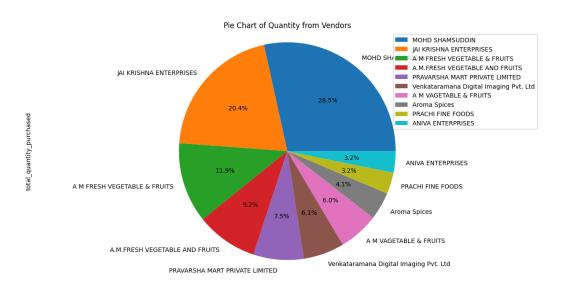
 Data Entries: Company, GST No, State, State Code, City, Address, Zip Code, PAN, CIN, Vendors, Customer Address, GST No, Phone, Email, Type, Invoice No., MRN/PO No., Invoice Date, Raw Material, Category, Sub Category, Unit, Quantity, Raw Material, ID, Description

Officiarry SST No	State	State Code	City	Address	Zip Co		AN	CIN	Vendors	Customer A	ddr GST No	Phone	Email	Type	Invoice No.	MRNPO No.		Raw Material		Sub Category		Sap Code	Unit	Quantity		I ID Raw Material C. Descrip
stha Coffee anu Bakehouse	Telangana		95 Hyderabad	8-2-351, Rd N	eun .	500034			MOHD SHAM	SUDDIN				Purchase		38	1 Jan 202	4 Lemon	Kitchen	Indian Vegetable		0	BULK	10	0 16072	125
atha Coffee and Bakehouse	Telangana	1	35 Hyderabad	8-2-351, Rd N	Sun .	500034			MOHD SHAM	SUDDIN				Purchase		38	1 Jan 202	4 Gartic Peeled	kitchen				Kg		2 17158	118
atha Coffee and Bakehouse	Telangana		96 Hyderabad	8-2-351, Rd N	eun .	500034			PRAWARSHA	W BEGUMPET	SA 36AALCP273	BC 770299990	0	Purchase	36016	33	1 Jan 202	4 Cow Milk	Coffee	Coffee Indent		0	Ltr.	2	0 16072	112
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	eun.	500034			PRAVARSHA	W BEGUMPET	SA 36AALCP273	IBC 770299990		Purchase	39015	33	1 Jan 202	4 Pravarsha Cu	rd Kitchen	Dairy Products		D	BOX		1 16474	037
atha Coffee and Bakehouse	Telangena		36 Hyderabad	8-2-351, Rd N	éun .	500034			MASQATI DAI	RY	36AANCM11	5481ZR	MASQATIDALE	Y Purchase	M710914		1 Jan 202	4 Masqati Vanil	la l Coffee	Coffee Indent		0	Pitts		5 16072	119
atha Coffee and Bakehouse	Telangana		96 Hyderabad	8-2-351, Rd N	eun.	500034			ANIVA ENTER	P #7-50/55 & 5	LH 36ABSAFSE	29 863963656	7	Purchase	INV/2023-24/27		1 Jan 202	4 French Fries	Cri Kitchen	Frozen Products		0	Pkts	2	5 16474	052
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	Sun	500034			Bombay Exoti	s UBI Colony, I	ten 36AAJCB505	SC 818684534	7 bombayfarming	c Purchase	BB3147		1 Jan 202	4 Fresh Strawb	err Kitchen	Fruit & Dry Fruit			BOX	1	0 16611	777 fresh strawberries
atha Coffee and Bakehouse	Telangana		96 Hyderabad	8-2-351, Rd N	eun .	500034			Bombay Exoti	is UBI Colony, I	lan 36AAJCB506	SC 818684534	7 bombayfarming	c Purchase	BB3147		1 Jan 202	4 Microgreen M	lusi kitchen				Pkts		2 17157	127
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	euri	500034			Bombay Exoti	s UBI Colony, I	ten 36AAJCB505		7 bombaytaming		883147		1 Jan 202	4 Microgreens :	Sur kitchen				Pkts		1 17157	
atha Coffee and Bakehouse	Telangena		36 Hyderabad	8-2-351, Rd N	éun .	500034			Bombay Exoti	is UBI Colony, I	ten 36AAJCB506	SC 818684534	7 bombayfarming	c Purchase	BB3147		1 Jan 202	4 Microgreen-pi	ink Radish				Pitts		1 17157	129
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	Sun	500034			Bombay Exoti	s UBI Colony, I	lan 36AAJCB505	SC 818684534	7 bombaytaming	c Purchase	883147		1 Jan 202	4 Microgreen-p	urp kitchen				Pkts		1 17157	130
atha Coffee and Bakehouse	Telangena		36 Hydersbad	8-2-351, Rd N	9un	500034			A.M.FRESH V	Et Guddimalkap	ur market	630269947	1	Purchase	1877		1 Jan 202	4 Booil	Coffee	Coffee Indent		0	Kg	0.	5 16072	136
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	eun.	500034			A.M.FRESH V	El Guddimalkag	ur market	630269947	1	Purchase	1871		1 Jan 202	4 Spring Onion	Kitchen	Indian Vegetable		0	Pkts	0	5 16473	100
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	Sun	500034			AMFRESH V	El Guddimalkap	ur market	630269947	1	Purchase	1871		1 Jan 202	4 Red Bell Pep	per Kitchen	Exotic Vegetable		0	Pkts		1 16473	999
atha Coffee and Bakehouse	Telangena		96 Hyderabad	8-2-351, Rd N	eun.	500034			A.M.FRESH V	El Guddimalkaç	ur market	630269947	1	Purchase	1871		1 Jan 202	4 Cherry Tomat	o Kitchen	Exotic Vegetable		0	Pkts		1 16474	002
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	Sun	500034			AMFRESH V	El Guddimalkap	ur market	630299947	1	Purchase	1871		1 Jan 202	4 Red Lettuce	Kitchen	Exotic Vegetable		0	Pkts	0.	5 16474	004
atha Coffee and Bakehouse	Telangene		36 Hyderabad	8-2-351, Rd N	9un	500034			AM FRESH V	El Guddimalkas	ur market	630269947	1	Purchase	1877		1 Jan 202	4 Eco	Kitchen	Meat & Fish		0	Pitts	1	0 16474	018
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	éun	500034			A.M.FRESH V	El Guddimalkap	ur market	630299947	1	Purchase	1871		1 Jan 202	4 Lettuce	kitchen				Kg	0	5 16588	008 LE
atha Coffee and Bakehouse	Telangene		35 Hydersbad	8-2-351, Rd N	9un	500034			AMFRESH V	Et Guddimalkag	ur market	630269947	1	Purchase	1877		1 Jan 202	4 Cucumber	Kitchen	Indian Vegetable	10		Ka		1 17157	159
atha Coffee and Bakehouse	Telangana	- 3	95 Hyderabad	8-2-351, Rd N	eun	500034			AM FRESH V	El Guddimalkag	ur market	630269947	1	Purchase	1871		1 Jan 202	4 Coriander					Kg		1 17157	260
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	Sun	500034			AMFRESH V	IX Guddimalkas	ur market	630299947	1	Purchase	1877		1 Jan 202	4 Broccoli	kitchen				Ko		1 17157	201
atha Coffee and Bakehouse	Telangena		96 Hyderabad	8-2-351, Rd N		500034			AM FRESH V	El Guddimalkag	ur market	630299947	1	Purchase	1877		1 Jan 202	4 Rocket Lettuc	e kitchen				Kg	0	5 17157	162
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	Sun	500034			Al Salam					Purchase	3896		1 Jan 202	4 Leg Boneless	Kitchen	Meat & Fish		D	Pkts		2 16474	211
oths Coffee and Bakehouse	Telangene		36 Hydersbad	8-2-351, Rd N	9un	500034			Sri Raia Raies	tweri Super Ma	feet			Purchase	712300684	42	2 Jan 202	4 Suppr	Kitchen	Spices & Massis		0	Pitta	1	0 16474	267
atha Coffee and Bakehouse	Telangana	- 1	95 Hyderabad	8-2-351, Rd N	eun.	500034			SRI RAMDEV	M 5-3-196, Sri I	ing 36AGWPN04	60 990884853	7	Purchase	SRM/4367/23-2	37	2 Jan 202	4 Hrt Roll	disposable				Piece		8 17470	961
atha Coffee and Bakehouse	Telangena		35 Hyderabad	8-2-351, Rd N	Sun	500034			SRI RAMDEV	M 5-3-196, Sri I	ing SEAGWPNO	60 990884853	7	Purchase	SRM/4367/23-2	37	2 Jan 202	4 Wooden Stim	ar Disposable				Pkts		2 17557	509 wooden stirrer
atha Coffee and Bakehouse	Telangana		96 Hyderabad	8-2-351, Rd N	eun	500034			SRI RAMDEV	M 5-3-196, Sri I	ing 36AGWPN04	60 990884853	7	Purchase	SRM/4367/23-0	37	2 Jan 202	4 Brown Paper	Ba Disposable	Takesway Dispo	sobles		Piece	25	0 17557	500 brown paper bags med
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	Sun	500034			SRI RAMDEV	M 5-3-196, Sri I	ing MAGWPNO	60 990884853	7	Purchase	SRM/4367/23-3	37	2 Jan 202	4 Brown Paper	Ba Disposable	Takeaway Dispo	sables		Piece	21	0 17557	502 brown paper bags sma
atha Coffee and Bakehouse	Telangena		36 Hydersbad	8-2-351, Rd N	Sun	500034			SRI RAMDEV	M 5-3-196, Sri 1	ing 36AGWPN04	60 990884853	7	Purchase	SRM/4367/23-0	37	2 Jan 202	4 Liquid Hendw	asi housekeeping				Cen			746 Flouid handwesh
atha Coffee and Bakehouse	Telangana		95 Hyderabad	8-2-351, Rd N	éun	500034			SRI RAMDEV	M 5-3-196, Sri I	ing 36AGWPN04	60 990884853	7	Purchase	SRM4367/23-3	37	2 Jan 202	4 Garbage Bag	La Disposable	Housekeeping			Kg		0 17557	95 garbage bag large (g
the Coffee and Bokehouse	Telangene		35 Hydersbad	8-2-351, Rd N	Sun	500034					ing 36AGWPN04		7	Purchase	SRM/4367/23-2			4 M Fold Nacki					Pitta			
atha Coffee and Bakehouse	Telangana		95 Hyderabad	8-2-351 Rd N	éun.	500034			SRI RAMDEV	M 5-3-196, Sri I	ing 36AGWPN04	60 990884853	7	Purchase	SRM4367/23-3	37	2 Jan 202	4 Zume Bowl (1	00 disposable				Piece	30	0 18193	175
atha Coffee and Bakehouse	Telangana		35 Hyderabad	5-2-351, Rd N	Sun	500034					ing MAGWPNO		7	Purchase	SRM/4367/23-2	37		4 Zume Bowl (5					Piece	30		176
atha Coffee and Bakehouse	Telangena		36 Hyderabad	8-2-351, Rd N	eun.	500034			PRAWARSHA	W BEGUMPET	SA 36AALCP273	BC 770299990	0	Purchase	36066	33	2 Jan 202	4 Cow Milk	Coffee	Coffee Indent		0	LY.	2	0 16072	112
atha Coffee and Bakehouse	Telangana		35 Hyderabad	8-2-351, Rd N	Sun	500034			MOHD SHAM	RUDDIN				Purchase		1	2 Jan 202	4 Lemon	Kitchen	Indian Vegetable		D	BULK	10	0 16072	25
atha Coffee and Bakehouse	Telangene		36 Hydersbad	8-2-351, Rd N	Sun	500034			MOHD SHAM	SUDDIN				Purchase		1	2 Jan 202	4 Ginger	Kitchen	Indian Vegetable	19		Phts			114 ginger
atha Coffee and Bakehouse	Telangana		95 Hyderahad	8-2-351, Rd N	éun.	500034			MOHD SHAM	RUDDIN				Purchase		1	2 Jan 202	4 Gartic Peeled	kitchen				Ка		1 17158	118
oths Coffee and Bakehouse	Telangena		35 Hydersbad	8-2-351, Rd N	Sun	500034			AMFRESH V	El Guddimalkas	ur market	630269947	1	Purchase	1890	- 1	2 Jan 202	4 Beetroot	Coffee	Coffee Indent		0	Kg		2 16072	130
atha Coffee and Bakehouse	Telangana		96 Hyderabad	8-2-351, Rd N	eun.	500034			AM FRESH V	El Guddimalkag	ur market	630269947	1	Purchase	1860	- 1	2 Jan 202	4 Tomato	Kitchen	Indian Vegetable		0	Pkts		3 16473	185
atha Coffee and Bakehouse	Telangana		95 Hyderabad	5-2-351, Rd N	Sun	500034			AMFRESH V			630299947	1	Purchase	1890	- 1	2 Jan 202	4 Onion	Kitchen	Indian Vegetable		0	Pkts		6 16473	992
atha Coffee and Bakehouse	Telangena		36 Hyderebad	8-2-351, Rd N	Sun	500034			AM FRESH V	El Guddimalkag	ur market	630299947	1	Purchase	1860	- 1	2 Jan 202	4 Persiev	Kitchen	Exotic Vegetable		0	Phts	0	5 16473	997
atha Coffee and Bakehouse	Telangana		95 Hyderabad	8-2-351, Rd N		500034			AMFRESH V			630299947		Purchase	1890	- 1		4 Cherry Tomat		Exotic Vegetable		0	Pkts		1 16474	
atha Coffee and Bakehouse	Telangene		35 Hydersbad	8-2-351, Rd N	éun	500034			AM FRESH V	Et Guddimalkag	ur market	630269947	1	Purchase	1860	- 1	2 Jan 202	4 Button Muster	por Kitchen	Frozen Products			BULK		2 16566	577 button mushroom
atha Coffee and Bakehouse	Telangana		95 Hyderahad	8-2-351 Rd N		500034			AM FRESH V			630299947		Purchase	1890	- 1			Kitchen	Indian Vegetable			Kg		3 17157	966
atha Coffee and Bakehouse	Telangene		35 Hyderabad	5-2-351, Rd N	éur.	500034			AMFRESH V	IX Guddimalkap	ur market	630269947	1	Purchase	1860	- 1	2 Jan 202	4 Orange	kitchen				Kg	- 1	0 17157	966
atha Coffee and Bakehouse	Telangero		35 Hyderahad	8-2-351 Rd N		500034					Vii 36ADOPC82			Purchase			2 Jan 200		Kitchen	Spines & Massi		0	Pitts			

Image2: Excerpt from January 2024 Purchase Tracker



Plot2: Distribution of quantities of inventory purchased by category over 3 months



Plot0: A comparison of all inventory vendors for Katha Coffee house.

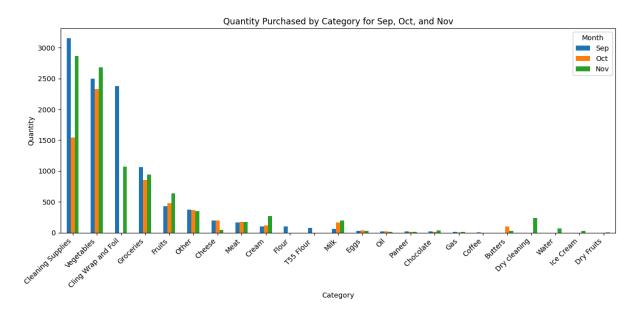
Katha coffee house offers a huge variety of cuisines and meal options that require fresh ingredients. This data is shown in the vast number of vendors and constant purchase orders they have. Here are a few noteworthy numbers in the data

Total purchase orders over 6 months: 4194

Largest Inventory Vendor: MOHD Shamshuddin 28.5%

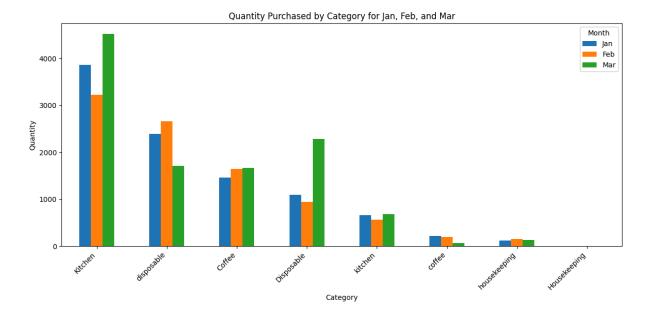
Mohd Shamsuddin is a private supplier of Barako beans and they are one of the only suppliers in India that follow the traditional roasting method that gives the beans their unique flavor. They also have a monopoly over the market in Hyderabad, as beans that are sold in the 288-300 rupees range in India are sold for 350+ rupees per kg to Katha.

4 Detailed Explanation of Inventory-related Analysis Process



Plot1: Inventory Distribution across mentioned categories over 3 months

Trend Comparison Analysis: Over the 3 months, monthly order quantities were compared by category. We can see in this chart that Katha has irregular inventory reorders. We can see that cleaning supplies and cling wrap with a larger use period were overstocked. This is proof that the reorder points need to be revised.

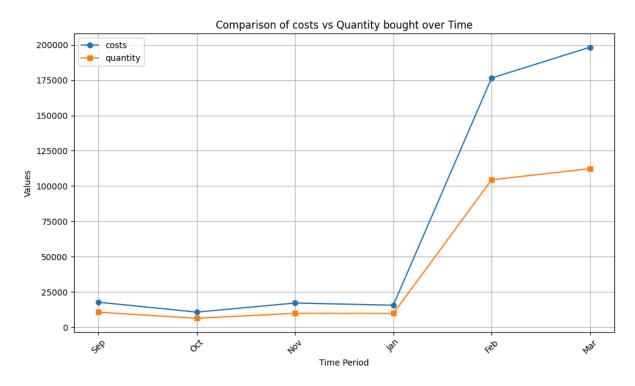


Plot1: Inventory Distribution across mentioned categories over 3 months

Trend Comparison Analysis: Over the 3 months, monthly order quantities were compared by category. In the months of February and March Katha had a significantly higher operating cost related to inventory expenditure. However we fail to see the same reflected in amounts of quantities purchased, hinting to a suboptimal uses of funds given that there were no significant changes in industry prices during this period. We can also see that wastage charges have increased by a substantial amount.

5 Results and Findings

Katha has repeated cases of suboptimal inventory levels, leading to both overstocking and stockouts. This can partly be attributed to misplaced reorder points. However, through cleaning and collecting the data, It is evident that while the inventory data is being recorded adequately, the process of doing so is mismanaged. Disjoint data networks have to be fixed to create a reliable inventory data system and implement the necessary management practices.



Plot5: Comparison of inventory expenditure vs Quantity bought

Inventory expenditure has increased over the last 2 months disproportionate to the quantities ordered. This fact is attributed to to the increase in price put forward by the primary supplier of coffee beans, Further supplier data should be processed and industry research should be done to accurately measure supplier performance and search for suitable alternatives.