



CONSORTIUM
ANALYTICS

ELEVATING THE GARMENTS INDUSTRY

INSIGHTS THAT DRIVE RESULTS

DECEMBER
2024

We explore key analytics in the garments manufacturing industry, focusing on performance, efficiency, and sustainability. With visually engaging dashboards and actionable insights, we uncover trends and opportunities to optimize operations. Our goal is to empower stakeholders with data-driven decisions to drive growth and innovation.



Agenda



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Revolutionize Your Garments Business with Complete Management Solution

From Data to Decisions – Empower Your Business for Growth

In today's fast-paced garments industry, success hinges on the ability to adapt, innovate, and make informed decisions. From managing complex production processes to understanding ever-changing customer preferences, businesses face unique challenges that demand efficient solutions. Our Garments Management Solution is designed to streamline operations, boost productivity, and drive growth.

From optimizing production and sales to understanding customer behavior and achieving sustainability goals, this all-in-one platform delivers real-time insights and powerful features tailored to your business needs.

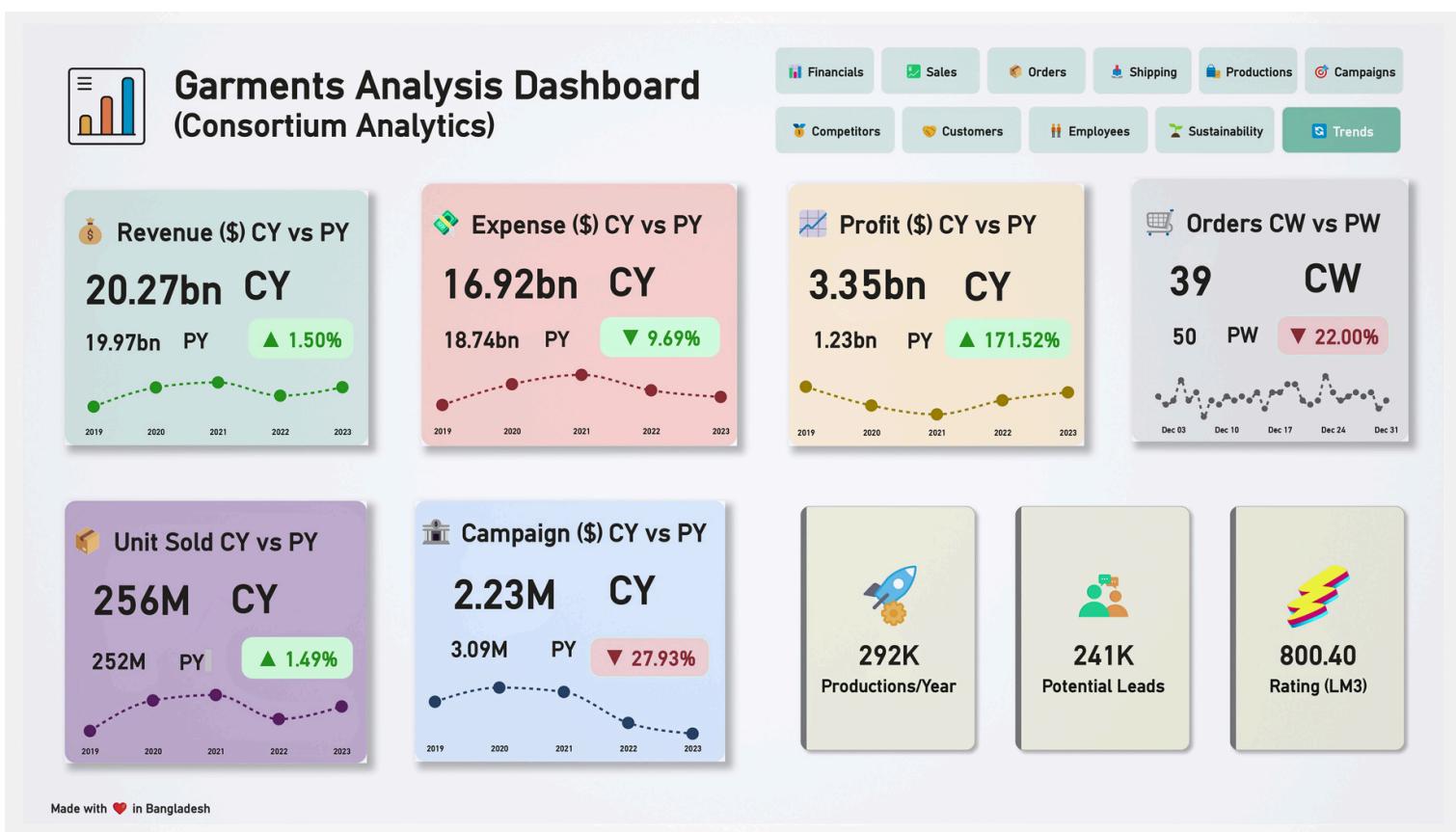
Discover how our solution can help you reduce costs, enhance customer loyalty, and stay ahead in a competitive market. Your journey to efficiency and excellence starts here.



All-in-One Dashboard for Garments Business Excellence

Your All-in-One Dashboard for Garments Business Excellence

With the Trend Analysis feature of our Garments Management Dashboard, you can effortlessly compare key metrics over time to uncover valuable insights. By analyzing year-over-year trends in sales, revenue, expenses, profits, orders, and marketing campaigns, you gain a clear understanding of your business's growth patterns and challenges. This feature empowers you to evaluate your strategies, optimize performance, and make data-driven decisions that align with your future goals. It's your essential tool for staying ahead in a competitive and dynamic market.



Sales Analytics: Unlocking Profitability and Performance

Analysis and Objective

The Sales Analytics section of the dashboard is designed to provide a comprehensive view of sales performance and profitability. By analyzing key performance indicators (KPIs), visualizing top-performing products and categories, and tracking profit trends over time, this section enables better decision-making to optimize sales strategies and enhance profitability.



Key Feature and Insights



Identify high-performing products and categories driving revenue and profit.

Track profitability trends over the last five years.

Gain actionable insights to optimize sales strategies and focus on high-margin opportunities.

Garments Data Analysis Dashboard

Financials Sales Orders Shipping Productions Campaigns

Competitors Customers Employees Sustainability Trends

96 Products **9 Categories** **50K Invoice** **1273M Unit Sold** **131.92bn Revenue** **46.18bn Profit**

Which Leads in the Top 5 Categories?

Category	Percentage
Women's Wear	33.71%
Formal Wear	16.83%
Casual Wear	16.62%
Outerwear	16.48%
Men's Wear	16.36%

Which Top 5 Categories Earn the Most Revenue?

Category	Revenue
Women's Wear	11.8bn
Casual Wear	6.4bn
Men's Wear	5.9bn
Outerwear	5.6bn
Formal Wear	5.5bn

Which Top 5 Categories Drive the Most Profit?

Category	Profit
Women's Wear	11.77bn
Casual Wear	6.38bn
Men's Wear	5.93bn
Outerwear	5.59bn
Formal Wear	5.51bn

How Is Profit Distributed Year by Year?

Year	Profit
2019	6.9bn
2020	7.11bn
2021	7.16bn
2022	6.93bn
2023	7.08bn

Which Products Earns the Most Profit?

Product	Profit
Dress	2.94bn
Blazer	2.51bn
Polo Shirt	2.45bn
Shorts	2.33bn
Jeans	2.26bn

What Are the Revenue Trends Over the Years?

Year	Revenue
2019	25.78bn
2020	26.51bn
2021	27.03bn
2022	26.05bn
2023	26.54bn

What's the Performance Across Products?

Product	Units	Revenue	Profit
Blazer	52155589	7,166,374,716.59	2,505,891,539.49
Coat	51332709	6,132,138,301.35	2,167,286,925.57
Dress	53396200	8,409,167,084.20	2,944,000,914.26
Jeans	50988987	6,419,130,662.14	2,255,835,751.80
Pants	52824683	6,142,285,797.31	2,151,299,153.08
Polo Shirt	55366145	6,922,202,898.08	2,449,633,143.56
Shorts	54468637	6,655,203,823.67	2,328,591,466.00

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Financial Analytics: Driving Revenue and Cost Efficiency

Analysis and Objective

The financial analytics module provides a detailed breakdown of key financial metrics, offering a clear understanding of revenue, expenses, profit, and operational costs. It enables businesses to analyze yearly trends, track cost distribution, and uncover opportunities for optimizing profitability and managing expenses efficiently.



Key Feature and Insights



Track and compare revenue and expense trends over time to identify growth opportunities.

Analyze cost distribution to improve expense management and optimize profitability.

Use the cost-to-revenue relationships to make informed decisions and enhance overall financial efficiency.

Garments Data Analysis Dashboard

Financials Sales Orders Shipping Productions Campaigns

Competitors Customers Employees Sustainability Trends

101bn Revenue (\$)

93.74bn Expenses (\$)

6.78bn Profit (\$)

24.74bn Labor (\$)

39.30bn Materials (\$)

16.80bn Operational (\$)

What Are the Yearly Expenses?

Year	Expense (\$)
2023	16.92bn
2022	18.74bn
2021	22.96bn
2020	20.41bn
2019	14.72bn

What Are the Yearly Revenues?

Year	Revenue (\$)
2023	20bn
2022	20bn
2021	20bn
2020	20bn
2019	20bn

How Does Revenue Compare Yearly in a Waterfall Chart?

Waterfall Chart showing Revenue Comparison:

- 2019: +4.9bn (Increase)
- 2020: -2.5bn (Decrease)
- 2021: -0.1bn (Decrease)
- Total: +6.8bn (Increase)

What Are the Details of Other Expenses in the Table?

Year	Materials (\$)	Labor (\$)	Marketing (\$)	Operational (\$)	Tax (\$)	Total (\$)
2019	6,728,373,881.76	3,547,874,541.64	1,338,106,030.29	2,018,456,659.75	1,088,503,983.93	14,721,315,097.37
2020	9,880,367,961.97	3,274,354,796.51	1,629,394,784.24	4,973,556,040.72	647,807,280.84	20,405,480,864.27
2021	8,850,489,042.66	6,606,928,083.93	2,094,602,146.26	4,596,269,136.69	809,571,830.80	22,957,860,240.34
2022	7,981,302,482.35	5,396,353,356.90	1,861,094,202.23	2,633,061,806.04	865,062,300.53	18,736,874,148.05
2023	5,858,124,460.44	5,911,026,230.39	1,603,821,467.18	2,579,838,812.79	968,976,929.00	16,921,787,899.81

What Are the Summary Details in the Table?

Year	Revenue (\$)	Expenses (\$)	Profit (\$)
2019	1958000000	14,721,315,097.37	4,858,684,902.63
2020	2026000000	20,405,480,864.27	-145,480,864.27
2021	2044000000	22,957,860,240.34	-2,517,860,240.34
2022	1997000000	18,736,874,148.05	1,233,125,851.95
2023	2027000000	16,921,787,899.81	3,348,212,100.19

Production Analytics: Enhancing Efficiency and Safe Manufacturing

05

Analysis and Objective

Production analytics offers a deep dive into manufacturing performance by tracking key metrics such as production volume, workforce capacity, and safety standards. It helps identify areas for operational improvements, monitor production efficiency, and ensure a safe working environment.



Key Feature and Insights

Assess workforce utilization to ensure efficient deployment of workers and avoid under or overstaffing.



Analyze production volume across different categories to optimize manufacturing processes.

Identify underperforming production floors or locations that require process improvements.

Monitor safety trends to mitigate incidents and improve worker safety.

Garments Data Analysis Dashboard

Location: All | Floor: All | Capacity: All

Floors: 9 | Locations: 9 | Maintenance: 100K | Safety Rating: 4.49 | Productions: 292K | Incidents: 20

What is the number of Production Per year?

Category	Production Volume
Formal Wear	49K
Casual Wear	39K
Kids' Wear	37K
Men's Wear	36K
Winter Wear	30K
Activewear	29K
Sportswear	28K
Outerwear	28K
Women's Wear	16K

How Much Workers are Working vs Capacity?

Category	Capacity	Current Utilization
Activewear	100	93
Outerwear	100	98
Winter Wear	100	87
Casual Wear	80	80
Sportswear	85	80
Formal Wear	70	69
Kids' Wear	60	58
Men's Wear	60	53
Women's Wear	60	58

Production Performance Table

Floor_Name	Location	Worker Capacity	Currently Working	Production Unit/Year
Activewear	Section H	100	93.31	28942
Casual Wear	Section D	80	79.93	38693
Formal Wear	Section A	70	68.73	49188
Kids' Wear	Section F	60	57.80	37480
Men's Wear	Section G	60	52.90	35658
Outerwear	Section B	100	97.54	27568
Sportswear	Section I	80	85.00	28431

Production Performance Factors

Floor_Name	Location	Energy Consumption (KWh)	Safety Rating	Maintenance Cost
Activewear	Section H	33483	4.18	10311
Casual Wear	Section D	18433	4.66	15583
Formal Wear	Section A	31777	4.03	13322
Kids' Wear	Section F	33897	4.52	11949
Men's Wear	Section G	12612	4.55	7433
Outerwear	Section B	20627	4.91	6685
Sportswear	Section I	27159	4.97	10051

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Order Analytics: Optimizing Customer Fulfillment

Analysis and Objective

The order analytics dashboard is designed to track and optimize the order fulfillment process by analyzing order volumes, status distribution, and customer behavior. It provides actionable insights to improve shipping efficiency, identify trends, and enhance customer satisfaction.



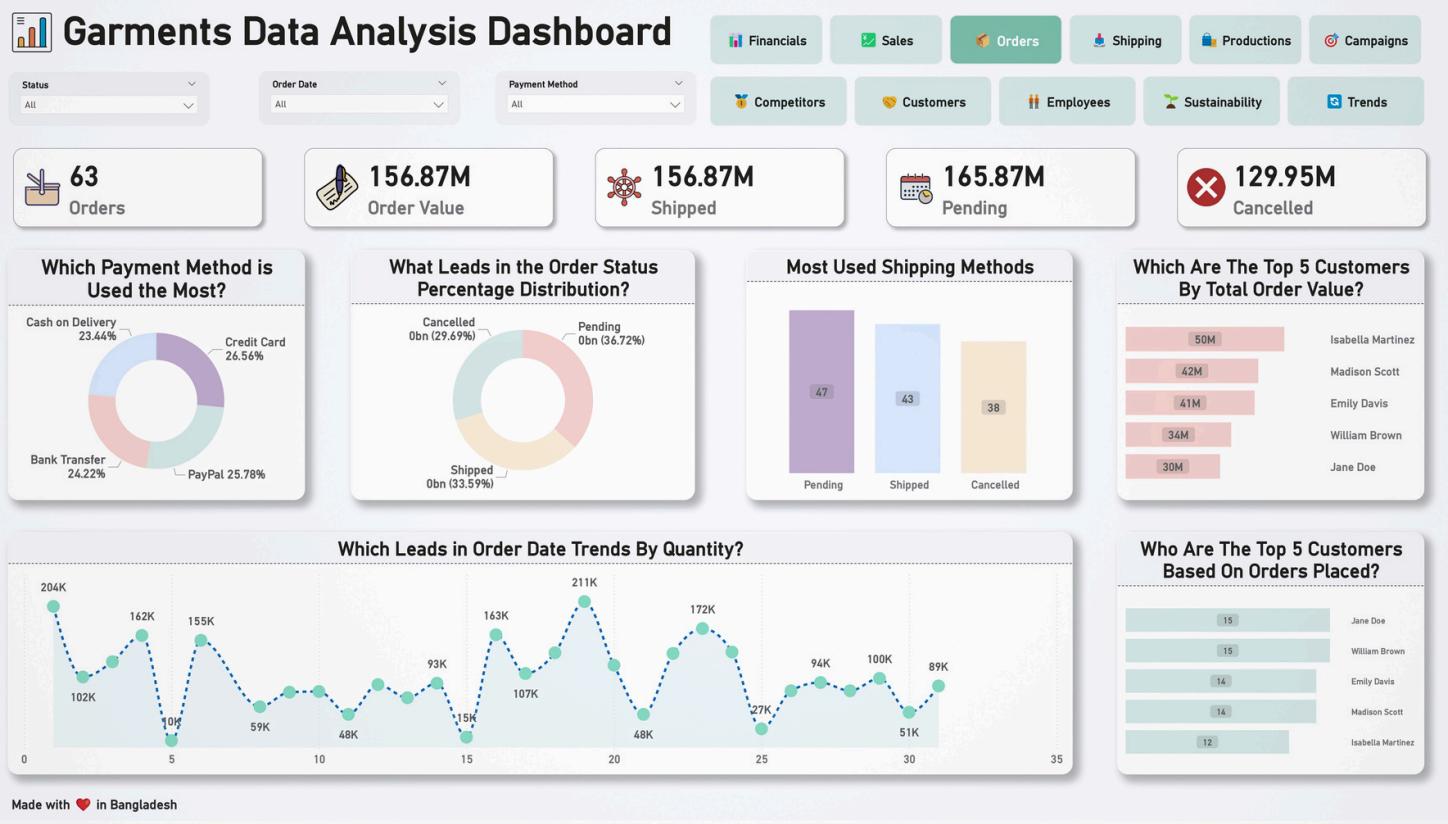
Key Feature and Insights

Identify top customers driving revenue and volume and prioritize their order fulfillment.



Track order status trends to improve the shipping process and reduce pending or canceled orders.

Analyze payment preferences to optimize the payment process and improve customer satisfaction.



Marketing Analytics: Maximizing ROI and Campaign Effectiveness

07

Analysis and Objective

Marketing analytics provides a comprehensive view of campaign performance, lead generation, and channel effectiveness. By analyzing key metrics such as ROI, expenses, and lead conversions, it helps optimize marketing strategies and maximize the return on investment across various channels and campaigns.



Key Feature and Insights

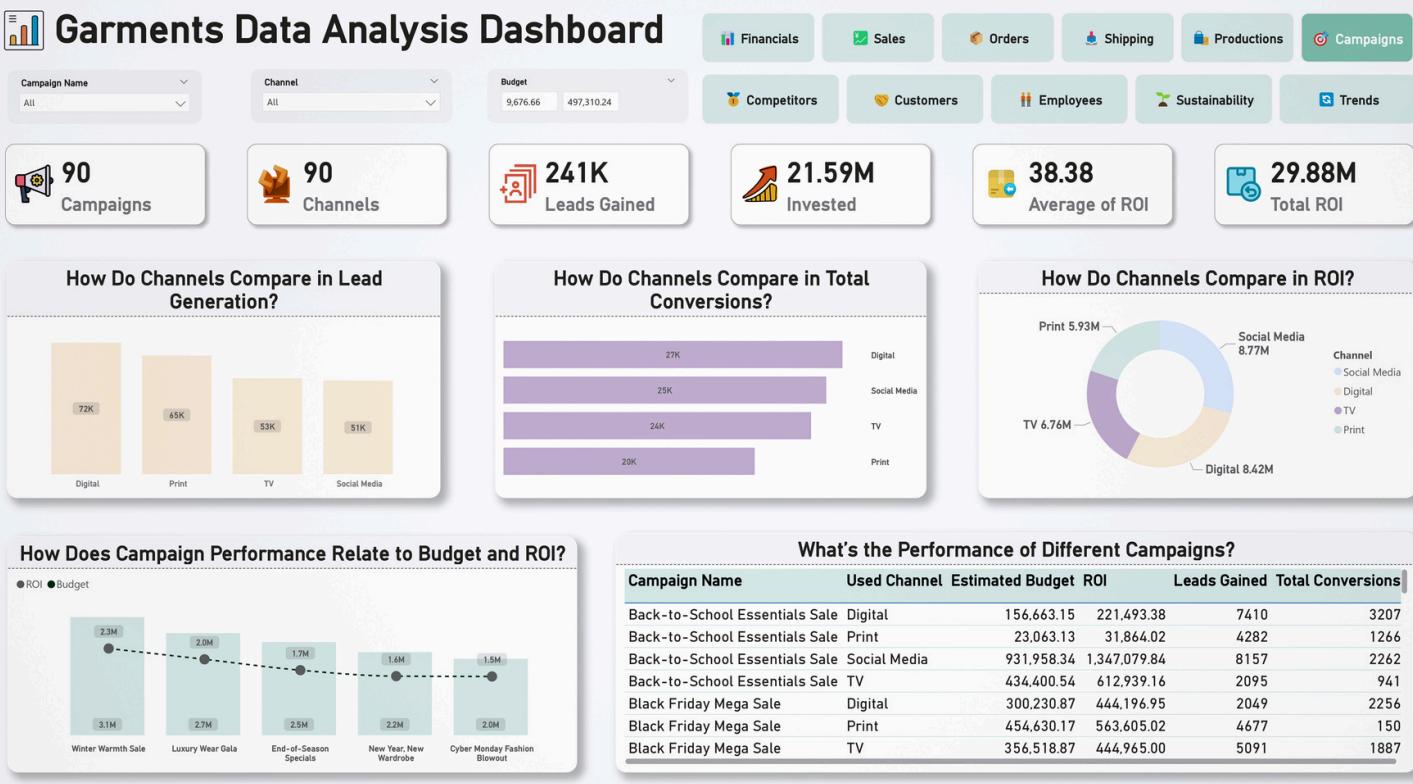
Identify the most profitable marketing channels and allocate resources effectively.



Monitor lead generation performance and conversion rates to optimize campaigns.

Compare campaign ROI across product categories to refine marketing strategies.

Evaluate campaign performance across different media for better decision-making and budget allocation.



Competitors Analytics: Gaining a Competitive Edge

Analysis and Objective

Competitors analytics helps assess the company's standing in the market by comparing key performance indicators (KPIs) with those of competitors. The analysis focuses on market share, R&D investment, product development (PD) ratings, and patents to provide insights on where the company excels and areas for improvement to strengthen its competitive position.



Key Feature and Insights

Understand the company's position in terms of market share and R&D investment compared to key competitors.



Identify competitive advantages in patents and product development ratings.

Use market presence and revenue data to assess growth opportunities and threats.

Leverage diversity ratings and employee statistics to align with industry best practices.

Garments Data Analysis Dashboard

Competitor: All | Global Presence: All | Market Focus: All | Financials | Sales | Orders | Shipping | Productions | Campaigns

Competitors | Customers | Employees | Sustainability | Trends

24.66
Our Market Share

Competitor	Annual Revenue (Million \$)
PVH	401
We	394
Zara	376
Uniqlo	281
H&M	53

Mixed
Our Market Focus

Competitor	Market Share (%)
We	25
H&M	21
Zara	18
Uniqlo	15
PVH	5

3.99
Our PD Rating

Competitor	R&D Investment (Million \$)
Zara	49
PVH	43
Uniqlo	37
We	26
H&M	21

25.82
Our R&D Investment

Competitor	Patents
H&M	36.03%
Zara	23.45%
Uniqlo	20.26%
PVH	17.7%
We	2.56%

How Does Our Annual Revenue Compare to Competitors?

Competitor	Annual Revenue (Million \$)
PVH	401
We	394
Zara	376
Uniqlo	281
H&M	53

What Is Our Market Share (%) Compared to Competitors?

Competitor	Market Share (%)
We	25
H&M	21
Zara	18
Uniqlo	15
PVH	5

Who Invested the Most in R&D (Million \$)?

Competitor	R&D Investment (Million \$)
Zara	49
PVH	43
Uniqlo	37
We	26
H&M	21

Who Holds the Highest Number of Patents?

Competitor	Patents
H&M	36.03%
Zara	23.45%
Uniqlo	20.26%
PVH	17.7%
We	2.56%

Our vs Competitor Product Diversity Rating?

Competitor	Diversity Rating
Uniqlo	0bn
Zara	0bn
H&M	0bn
PVH	0bn
We	0bn

How Does Our Performance Compare to Competitors?

Competitor	Market Focus	Market Share (%)	R&D Investment	Patents	PD Rating	Employees	Revenue (Million \$)
H&M	International	21.03	21.13	169	3.76	3379	53.06
PVH	International	5.07	42.59	83	3.98	6495	400.71
Uniqlo	Domestic	15.13	37.49	95	3.02	5752	281.34
We	Mixed	24.66	25.82	12	3.99	9879	393.74
Zara	International	18.06	49.46	110	4.70	1508	370.02

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Customer Analytics: Unlocking Insights for Strategic Growth

09

Analysis and Objective

Customer analytics focuses on understanding customer behavior and preferences to drive better business decisions. By analyzing KPIs such as customer count, average order, order value, and geographic reach, the objective is to identify profitable segments, optimize sales channels, and enhance customer loyalty for sustained growth.



Key Feature and Insights



Identify top customers driving revenue and volume and prioritize their order fulfillment.

Track order status trends to improve the shipping process and reduce pending or canceled orders.

Analyze payment preferences to optimize the payment process and improve customer satisfaction.

Garments Data Analysis Dashboard

Financials Sales Orders Shipping Productions Campaigns

Competitors Customers Employees Sustainability Trends

20 Customers 40.45 Average Age 8 From City 2.32K Average Points

What Is The Age Group Distribution Of Customers?

What Is the Profit Contribution of the Top 5 Customers?

How Do the Top 5 Customers Compare in Loyalty Points?

How Do the Top 5 Customers Compare in Order Quantity?

Which Products Earns the Most Profit?

What Are the Revenue Trends Over the Years?

What's the Performance Across Customers?

Name	Preferred	Points	Quantity	Revenue	Profit
Amelia Taylor	Merchandiser	563	63385481	6,534,151,091.37	2,301,958,507.32
Avery King	Merchandiser	1678	62922855	6,609,536,487.40	2,304,227,702.21
Benjamin Anderson	Merchandiser	4191	65305208	6,672,915,532.69	2,336,021,854.70
Charlotte Robinson	Direct	863	64601754	6,795,208,681.94	2,374,331,231.72
David Lee	Direct	1028	63251655	6,531,315,104.44	2,280,316,849.25
Elijah Martinez	Merchandiser	1757	62764481	6,499,240,721.13	2,261,279,675.41
Emily Davis	Direct	2690	63096334	6,548,378,615.73	2,273,000,910.12

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Shipping Analytics: Enhancing Efficiency and Efforts

Analysis and Objective



Shipping Analytics focuses on tracking shipment metrics to ensure timely and cost-efficient deliveries. The objective is to assess shipping performance, reduce delays, and optimize logistics to improve overall customer satisfaction and reduce operational costs.

Key Feature and Insights



The breakdown of shipping status helps identify delays or inefficiencies, offering opportunities for optimization.

Tracking the average shipping cost and time helps identify high-cost or slow shipments better cost management.

Performance analysis highlight areas requiring improvements in shipping time or costs.

Understanding the distribution of different order types aids in planning and managing shipping logistics more effectively

Garments Data Analysis Dashboard

Financials Sales Orders Shipping Productions Campaigns

City: All Status: All Delivery Notes: All

Competitors Customers Employees Sustainability Trends

Total Shipment: 50

Total Qty: 26K

To City: 50

Avg. Hours: 49.47

Avg. Annual Cost (\$): 318.90K

What Is the Citywise Shipment Percentage?

City	Percentage
Los Angeles	15.49%
Houston	26.19%
Chicago	17.77%
Miami	21.35%
New York	19.21%

What Are the Delivery Notes and Their Percentage?

Note Type	Percentage
Standard	12%
Urgent	18%
Oversized	20%
Requires Signature	24%
Fragile	26%

What Are the Shipment Trends (in Tons)?

Month	Tons
1	1.0K
2	0.8K
3	1.2K
4	0.8K
5	1.9K
6	0.8K
7	2.3K
8	1.2K
9	1.0K
10	1.9K
11	1.2K
12	1.6K
13	0.8K
14	0.3K
15	1.2K
16	0.8K
17	1.0K
18	0.8K
19	0.4K
20	0.3K
21	0.4K
22	0.4K
23	0.4K
24	0.4K
25	0.4K
26	0.4K
27	0.4K
28	0.4K
29	0.4K
30	0.4K
31	0.4K
32	0.4K
33	0.4K
34	0.4K
35	0.4K

How Is the Shipment Performing by Status?

Status	Count
Delayed	21
Delivered	18
In Transit	11

What's the Shipment Performance by Cities?

City	Average Shipment Hours	Annual Shipment Cost
New York	526.71	2800160
Houston	519.39	3985189
Los Angeles	514.33	2966967
Miami	476.35	3299029
Chicago	436.82	2893520

Lots Performance

Lot	Qty	Tons	Status	Notes
Lot-001	213	In Transit	Fragile	
Lot-002	853	Delivered	Requires Signature	
Lot-003	602	Delivered	Requires Signature	
Lot-004	735	In Transit	Urgent	
Lot-005	916	Delayed	Urgent	
Lot-006	687	Delivered	Urgent	
Lot-007	410	In Transit	Standard	

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Employee Analytics: Empowering Workforce Insights

Analysis and Objective

Employee analytics provides a comprehensive view of workforce dynamics, focusing on metrics such as employee count, salaries, age distribution, and performance. The objective is to optimize workforce management, improve employee satisfaction, and align organizational goals with employee performance.



Key Feature and Insights

Understand workforce demographics to address gaps in skills or age diversity.



Identify top-performing employees based on performance ratings and working hours.

Analyze compensation trends to ensure competitive salaries across positions.

Leverage education and performance data to align training and development initiatives.

Garments Data Analysis Dashboard

Financials Sales Orders Shipping Productions Campaigns

Competitors Customers Employees Sustainability Trends

200 Employees

200 Positions

40.21 Average Age

6M Salary/Month

4.00 Average Rating

What Is the Age Group Distribution of Employees?

Age Group	Count
20	18
25	28
30	27
35	24
40	27
45	22
50	24
55	30

What Are the Educational Qualifications of Employees?

Educational Qualification	Percentage
High School Diploma	83%
Bachelor's Degree	7%
Master's Degree	4.5%
Professional Course	5.5%

Who Are the Top 5 Employees Based on Performance Ratings?

Name	Rating
Audrey Clark	8.5
Carter Fisher	8.0
Noah Simmons	8.0
Sarah Jackson	6.7
Elijah Webb	5.0
Nathan Johnson	5.0
Ryan Myers	5.0
Victoria Bailey	5.0
Victoria Torres	5.0

Average Weekly Hours of Top 5 Employees?

Position	Hours
Retail Assistant	50.56
Trainer	48.67
Sewing Machine Operator	48.39
Sales Associate	46.61
Floor Manager	46.56

Who Are the Top 5 Employees Based on Employee Score?

Name	Score
Audrey Clark	145
Noah Simmons	142
Nathan Johnson	96
Sarah Bailey	63
Jacob Barnes	54

What's the Performance of Employees?

Name	Position	Salary	Hour/Week	Score	LM3 Rating
Abigail Murphy	Trainer	20000	54	82.79	4.40
Abigail Powell	Production Lead	31000	51	71.72	4.10
Abigail Torres	Floor Manager	24000	38	74.83	3.10
Addison Clark	Sales Associate	12000	38	51.95	4.80
Alexander Bryant	Trainer	25000	59	94.59	3.20
Alexander Robinson	Floor Manager	19000	51	70.90	4.20
Alexander Torres	Quality Control Inspector	17000	44	83.99	4.20

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Sustainability Analytics: Driving Eco-Conscious Progress

Analysis and Objective

Sustainability analytics focuses on tracking and reducing environmental impact through key metrics such as carbon footprint, waste reduction, water usage reduction, and recycling efficiency. The objective is to monitor progress over time, identify improvement areas, and foster sustainable practices within the organization.



Key Feature and Insights

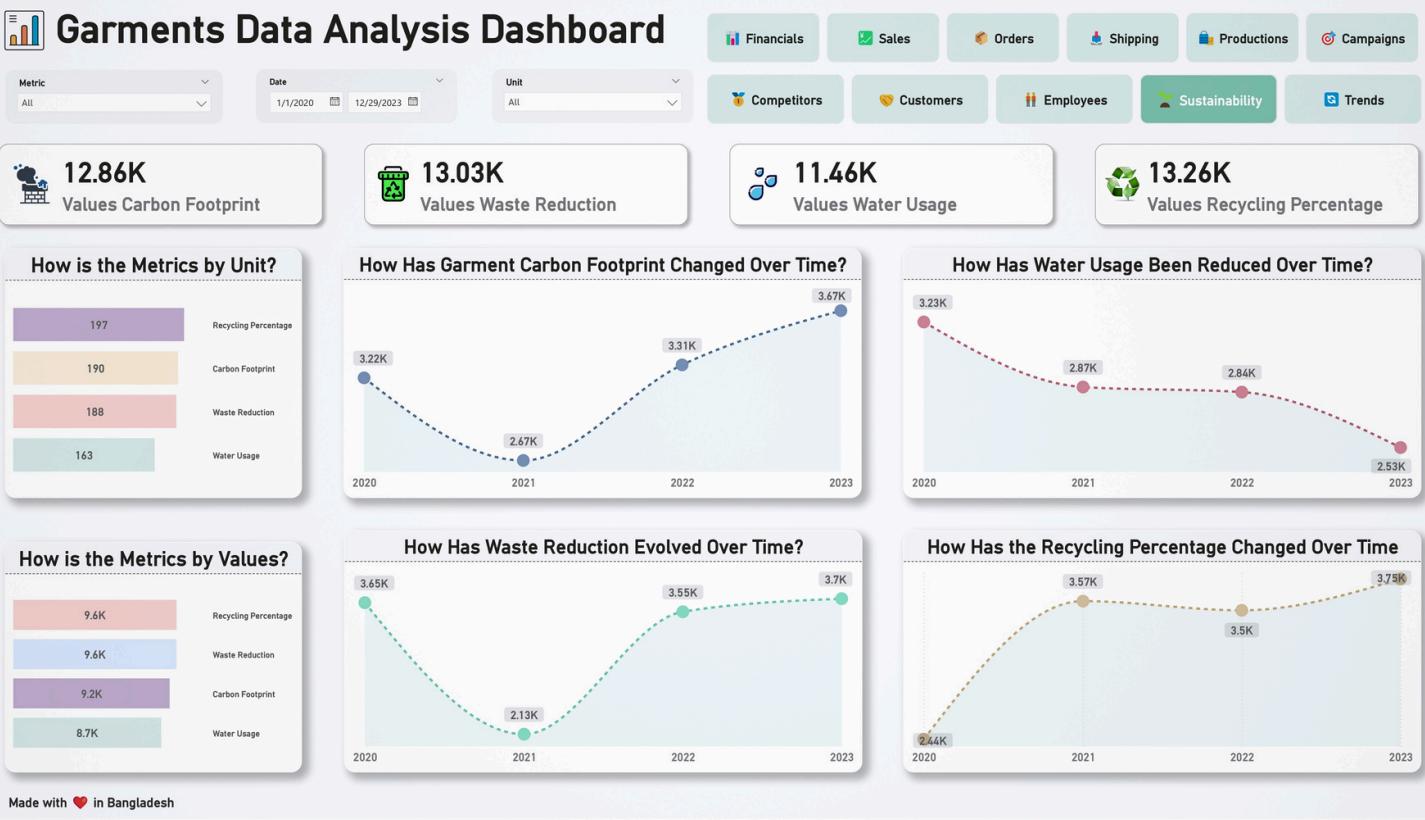
Track and reduce carbon emissions effectively over time to meet sustainability goals.



Evaluate water and waste reduction efforts for continuous improvement.

Identify recycling trends and optimize efforts for higher efficiency.

Use metrics to drive strategic initiatives and align with global sustainability standards.



Driving Strategic Growth and Operational Excellence

Creating Value with Consortium Analytics Dashboard insights

At Consortium Analytics, we focus on delivering powerful insights that drive value for businesses in the garment manufacturing industry. Our analytics dashboard offers a comprehensive view of key operational metrics, allowing stakeholders to make data-driven decisions that improve performance across production, sales, shipping, and employee efficiency. By using our product, you'll gain real-time, actionable insights that streamline processes, reduce costs, and uncover growth opportunities. Ultimately, our dashboard provides a strategic advantage, helping you optimize operations, boost profitability, and stay competitive in today's fast-paced market.





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