

# Business Insights

**On Time-** On time delivery.

**In Full-** Full quantity delivered.

**On Time In Full-** On time and full quantity delivered.

**LFR-** Line Fill rate(% of line items delivered against number of lines items ordered by customer).

**VFR-** Volume Fill rate(% of items delivered against number of items ordered by customer).

Dairy products have the highest demand

Top 5 customers, including Vijay Sales, Rel Fresh, Lotus Mart, Proper Mart, and Acclaimed Store, collectively contribute to over 40% of total orders

Falling short of targets: On-time(OT) delivery is lagging by 15%, In-full(IF) delivery by 10%, and On-time In-full (OTIF) performance by 18%, indicating a significant gap in meeting customer expectations and operational efficiency.

Five customers—Coolblue, Acclaimed Stores, Lotus Mart, Info Stores, and Elite Mart—have most low On-time In-full(OTIF) percentages, risking customer loss, notably impacting top customers Lotus Mart and Acclaimed Stores.

n Vadodara city, the performance is the worst in terms of both On-Time In Full (OTIF) and In Full (IF) rates, with OTIF at 45% and IF at 64%.

# ORDERS

at Glance

ALL / Multiple

Month

All

Quarter

All

city

All

Category

All



Total Orders Lines

57096

On Time

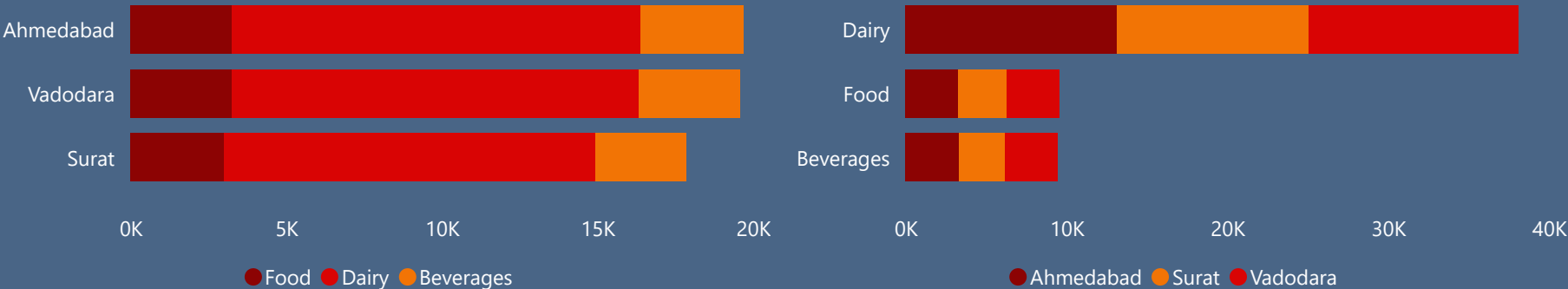
40605

In Full

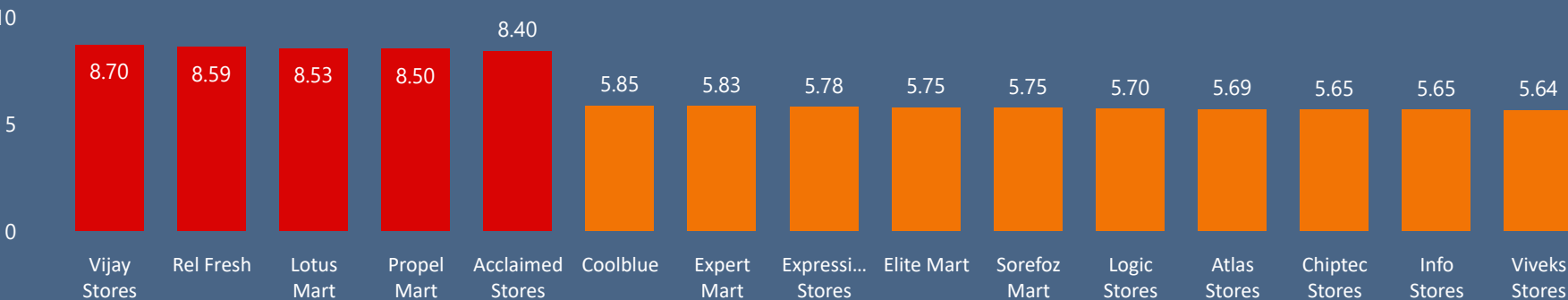
37661

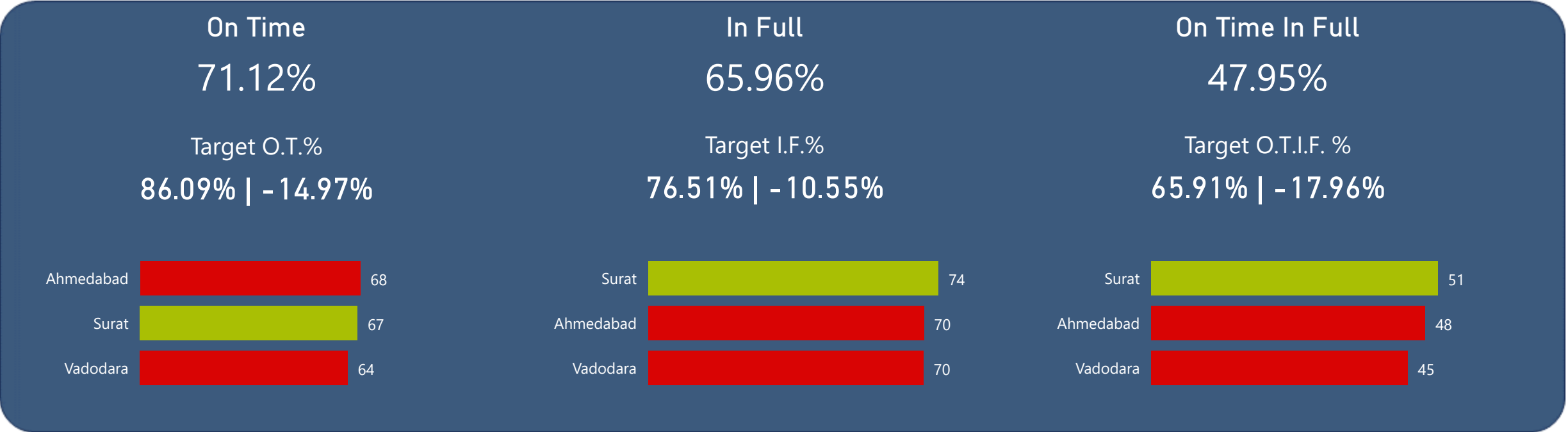
On Time In Full(OTIF)

27380



Total Order % by Customer



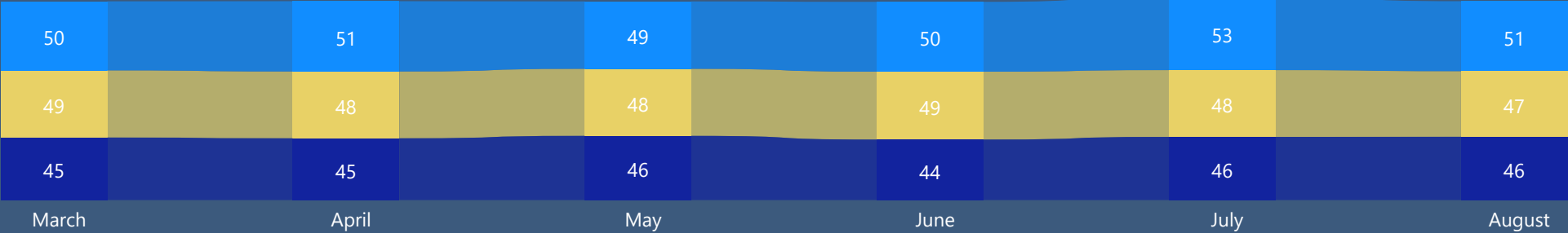
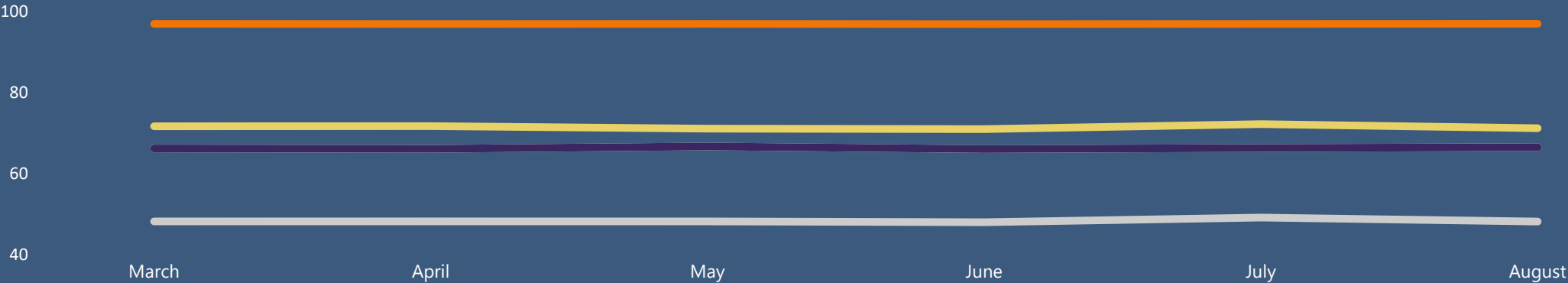
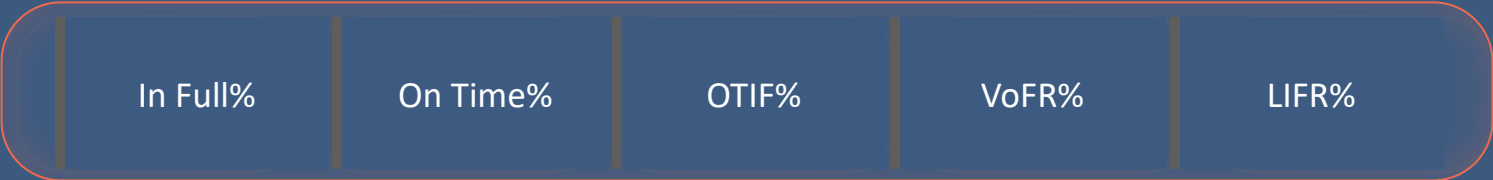


All

product_name	On Time %	On Time In Full(OTIF)%	In Full %
AM Biscuits 750	72.48	50.54	68.05
AM Milk 500	71.33	49.63	67.51
AM Curd 250	71.06	49.14	67.05
AM Curd 100	71.29	48.69	66.73
AM Ghee 150	69.87	47.93	66.72
AM Butter 100	70.82	48.08	66.66
AM Tea 500	71.45	47.77	66.14
AM Biscuits 500	72.02	48.58	66.10
AM Milk 250	70.79	47.51	65.91
AM Ghee 100	70.05	46.87	65.75
AM Curd 50	71.38	47.47	65.55
AM Milk 100	71.83	48.65	65.55
AM Tea 100	71.62	47.22	65.22

All

# Trends for Key Metrics



● Ahmedabad ● Surat ● Vadodara

## Orders Lines AT Glance

57K  
Total Orders Lines

38K  
In Full

65.96%  
LIFR%

13427K  
Total Order Line QTY

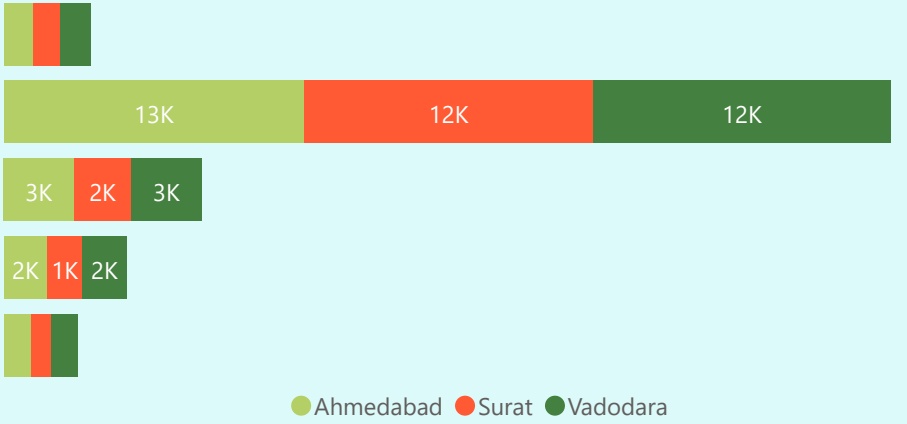
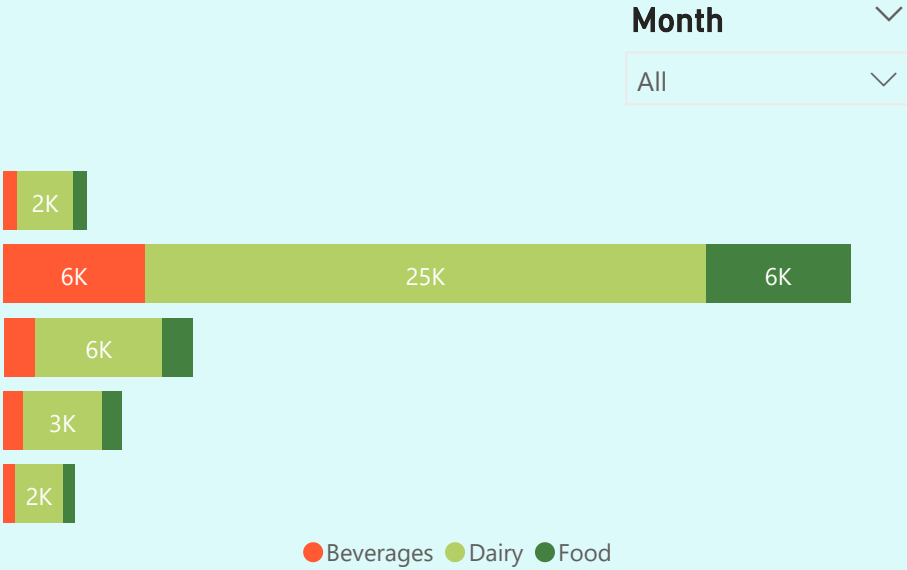
12969K  
Total Order Line QTY...

96.59%  
VoFR%







Delayed Days	Beverages	Dairy	Food	Total
▲				
⊕ -1	584	2454	569	3607
⊕ 0	6171	24521	6306	36998
⊕ 1	1377	5557	1321	8255
⊕ 2	843	3452	841	5136
⊕ 3	486	2112	502	3100
Total	9461	38096	9539	57096

Delayed Days	Ahmedabad	Surat	Vadodara	Total
▲				
⊕ -1	1243	1094	1270	3607
⊕ 0	12531	12050	12417	36998
⊕ 1	2934	2389	2932	8255
⊕ 2	1819	1458	1859	5136
⊕ 3	1149	851	1100	3100
Total	19676	17842	19578	57096



# PRODUCTS

At Glance

Category		LIFR	VoFR	LIFR by Month	VoFR by Month
▼					
+	Food	66.43	96.64		
+	Dairy	65.95	96.59		
+	Beverages	65.54	96.54	