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| Supply Chain Reporting | | | | |
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# Overview Page

This page will guide you through the numbers showing order count, order line count and backorder count. Total order value & Average order value KPIs are displayed. Trend of Orders and Backorders is displayed. This page can be filtered by fiscal year, fiscal quarter, fiscal month, customer group and supplier name.

Insights

The Orders vs fiscal year chart can provide valuable insights into the trends and performance of a business over time.

* Increase in # of orders over the fiscal years indicates growing business. Conversely if the number of orders is decreasing, it may indicate that the business is experiencing challenges.
* This chart can be drill down to Fiscal month to analyze seasonal demands.
* By analyzing the trend in the number of orders over time, businesses can make predictions about future demand.

The Backorders vs fiscal year chart can provide valuable insights into the fulfillment performance of a business over time.

* If the number is increasing, it may indicate that the business is experiencing supply chain disruptions. Businesses can identify potential bottlenecks in their supply chain and work to improve lead times.
* If the number of backorders is high, it may indicate that customers are dissatisfied with the business's ability to fulfill orders on time. It may result in lost sales and lower revenue.
* Tooltip shows the top backorders items with ordered quantity. This data indicates top demanding items. Business must stock up these items to see the increment in Sales.

# Stock Item Analysis

Stock item analysis is a method of analyzing the sales data of a particular item in a business. This page will guide you through the numbers showing order count and total ordered quantity line count where selected item is involved. Total order value & Average order value KPIs are displayed. Trend of Orders over fiscal year is displayed as well as Ordered Quantity by customer segment is also displayed. This page can be filtered by fiscal year, fiscal quarter, fiscal month and item.

Insights

* These charts can provide valuable insights which can help to Sales patten and popularity of the item. It also helps in forecasting demand and in optimizing inventory level. Business can identify which products are performing well and adjust their inventory and marketing strategies accordingly. Items which are not being sold for a long time can be identified and things like promotion can be activated. Profit KPI can help to take decisions about items which bring more revenue to the business.
* Increase in # of orders over the fiscal years indicates growing demand for the item.
* This chart can be drill down to Fiscal month to analyze seasonal demands.
* By analyzing the trend in the number of ordered quantity over time, businesses can make predictions about future demand.

# YoY Analysis (Quantity)

This page helps in comparing the quantity of items sold in a given period with the quantity of those same items sold in the same period of the previous year. Numbers are shown in percentages. Formula = (CurrentYearQuantity-LastYearQuantity)/LastYearQuantity. This page can be filtered by fiscal year, fiscal quarter, fiscal month and lead time (days).

Insights

This analysis helps to identify trends in the quantities of items sold, which can be used to inform purchasing and inventory management decisions.

* If % Number is significantly higher, it may indicate that demand for that product is increasing, and therefore, more inventory should be ordered to meet future demand.
* In a similar way, If % Number is quite low, such items need special attention and marketing strategies accordingly.

# Lead Time Analysis

Lead time is the amount of time it takes to receive a product or service after an order has been placed. In inventory management, lead time is used to determine the amount of safety stock needed to prevent stockouts.

While a fixed lead time at the stock item level can be a useful simplification, it is important to regularly review and adjust the lead time based on actual data to ensure that it remains accurate and effective for inventory management.

Insights

This analysis helps to identify the mapping between lead time and profitable items from the inventory.

* If lead time is significantly higher, it may be good idea to stock the item up in advance.
* If a single supplier is consistently causing longer lead times, it may be worth exploring alternative suppliers.
* In some cases, expediting orders can help in reducing lead time. Expedited orders can help to meet customer expectations and maintain customer satisfaction, and they can also help to prevent stockouts and reduce the risk of lost sales.

# Back Order Analysis

This page will guide you through the numbers showing backorder count, ordered quantity and picked quantity. Item level data is displayed. This page can be filtered by fiscal year, fiscal quarter, fiscal month, customer group and supplier name.

Insights

* This analysis helps to gain insight into which products are in high demand but are out of stock, allowing you to adjust your inventory levels and ordering practices accordingly. This can help you ensure that you have enough inventory to meet demand and minimize the occurrence of backorders.

# Delivery Map

When a supplier sends goods to a customer, the supplier's delivery address is the location from which the goods are shipped, while the customer's delivery address is the final destination where the goods will be delivered. By tracking the delivery addresses of both the supplier and customer, it becomes possible to monitor the movement of goods through the supply chain and ensure that the correct products are delivered to the correct location.

This page shows the delivery location mapping between supplier and customer. This page can be filtered by fiscal year, fiscal quarter, fiscal month, customer group and supplier. It shows the delivery method used by the supplier.

Insights

This analysis provides insights into the logistics of the supply chain, such as transportation routes and lead times.

* This information can be used to optimize the supply chain and improve efficiencies, such as by identifying opportunities to consolidate shipments or streamline transportation routes.
* It provides critical information on the physical movement of goods and materials in the supply chain. It helps in tackling issues like lost or damaged goods.

# Customer Delivery Locations

By understanding where customers are located, businesses can optimize their transportation routes and delivery schedules to reduce transportation costs and improve delivery times. For example, businesses can use customer delivery locations to determine the most efficient delivery routes or to consolidate shipments going to the same area.

Customer delivery locations can help businesses determine the optimal inventory levels for each location. By analyzing historical delivery data, businesses can identify patterns in demand and adjust their inventory levels accordingly.

# Supplier Delivery Locations

Supplier delivery locations can help businesses determine which suppliers are best suited to meet their needs. By analyzing supplier delivery locations and their proximity to the business's facilities, businesses can make informed decisions about which suppliers can provide the most cost-effective and efficient delivery. Businesses can use supplier delivery locations to determine the most efficient delivery routes or to consolidate shipments coming from the same area. By analyzing historical delivery data, businesses can identify patterns in supplier delivery times and adjust their inventory levels accordingly. If a supplier is located in an area prone to natural disasters, businesses may need to adjust their inventory levels or transportation routes to ensure they have the necessary stock on hand.

# Recommendation:

* Delivery locations of suppliers are very limited. A Talk with the supplier about the limited delivery locations may result in expanding their coverage. They can work with a third-party logistics provider to cover additional areas.
* More insights on delivery and logistic data can help in identifying inefficiencies in the supply chain and logistics processes, allowing businesses to streamline operations, reduce costs, and improve customer satisfaction.
* ~ 50% backorders are fulfilled. This is huge loss. Business must reach out to the supplier and inquire about the status of backorders. Ask if there are any issues or delays in fulfilling the orders and work with them to find a resolution. If the current supplier is unable to fulfill the backorders, consider looking for alternative suppliers who can provide the products or services you need. Fabrikam and Litware fall into this category.
* Business should try to reduce the lead time
* T-Shirt and tape dispense are the items with huge demand but on the other hand, supply is less. There are backorders for these items. Business must take necessary action to grow.