

Portfolio

Fakhreddin Khiati



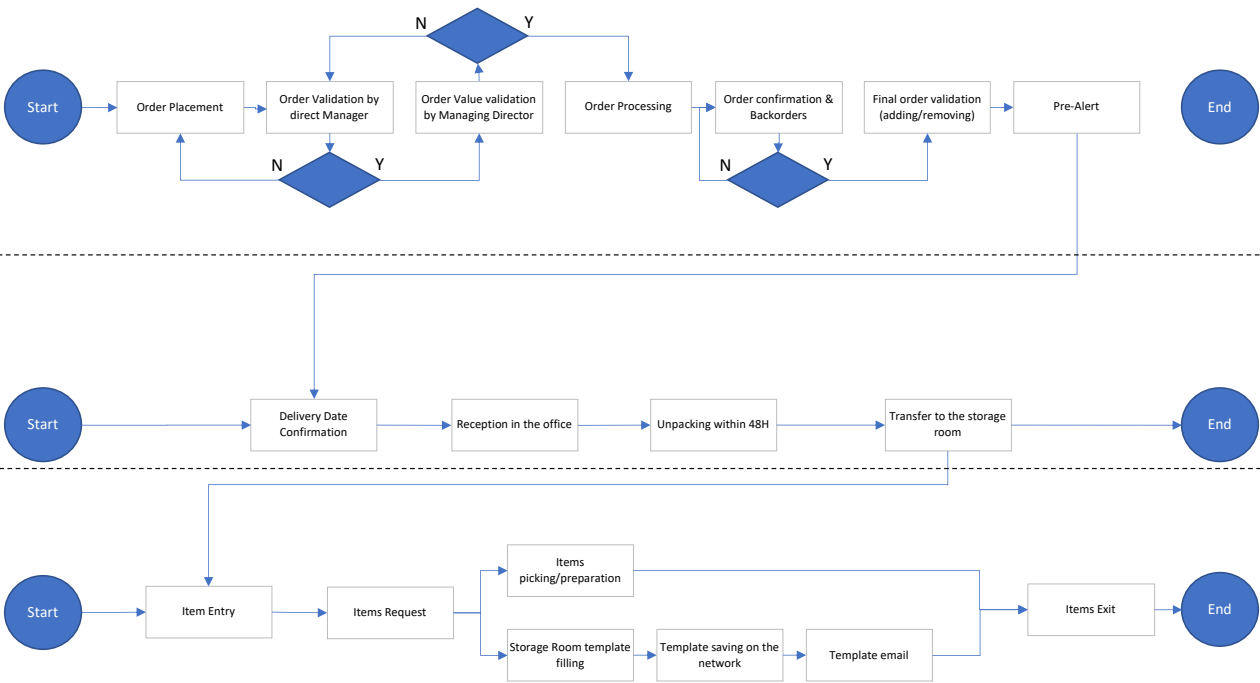
PROCESSES | FLOWCHARTS & RACI SAMPLE

Flowcharts sample

Ordering

Inbound Office

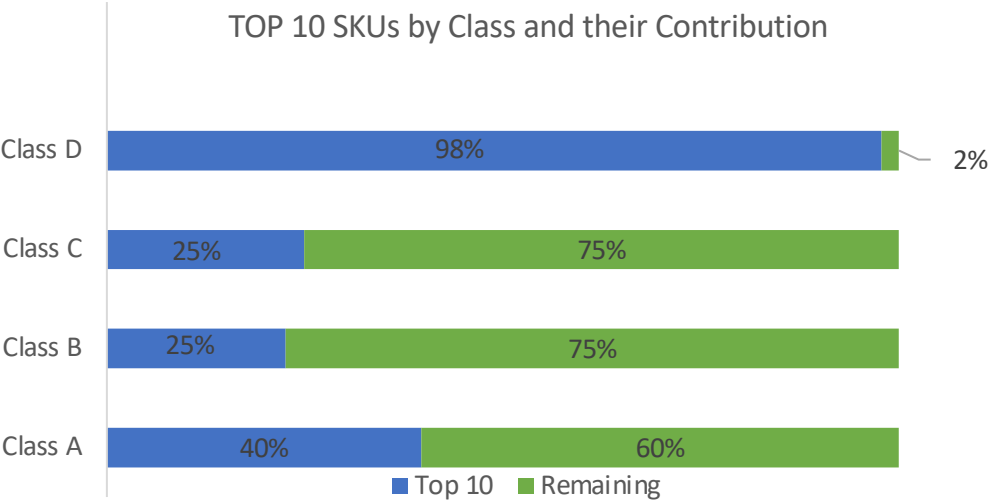
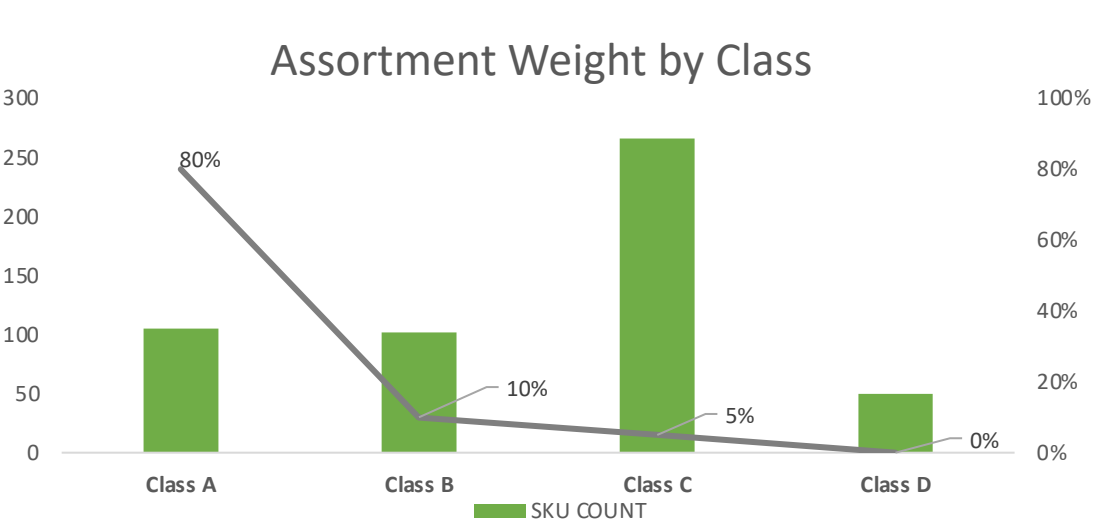
Outbound Office



RACI sample

Task / Stakeholders	Brand Manager	Training Manager	Event coordinator	Ope Exec	Supply Planner
Task 1: Order Placement	R	A	A	C	C
Task 2: Order validation	R	A	A	C	I
Task 3: Order Processing	I	I	I	A	R
Task 4: Order confirmation & Backorders	I	I	I	R	I
Task 5: Final order validation (adding/removing)	C	C	C	R	I
Task 6: Send the order for picking	I	I	I	R	C
Task 7: Send the Pre-Alert	I	I	I	R	C

ABC | SAMPLE – QUARTERLY REVIEW



Unchanged	Upgraded	Downgraded							
800	100	100	Description	Class Q4 2022	Class Q3 2022	Q4 Retail Sales 2022 (OCT - Dec)	Q3 Retail Sales 2022 (Jul - Sept)	Class EVO	Root cause
Total Assortment 1000 SKUs			SKU X collection X Line XX	C	A	8,348.14	59,745.04	↓	Supply issue / ref under tension - OOS during most of Q4
			SKU X collection X Line XX	A	B	16,042.84	10,893.19	↑	Back to stock in during Q4

YTD-YTG | WHS AND SO MONITORING

YTD-YTG



Monthly trend per
retailer and per door



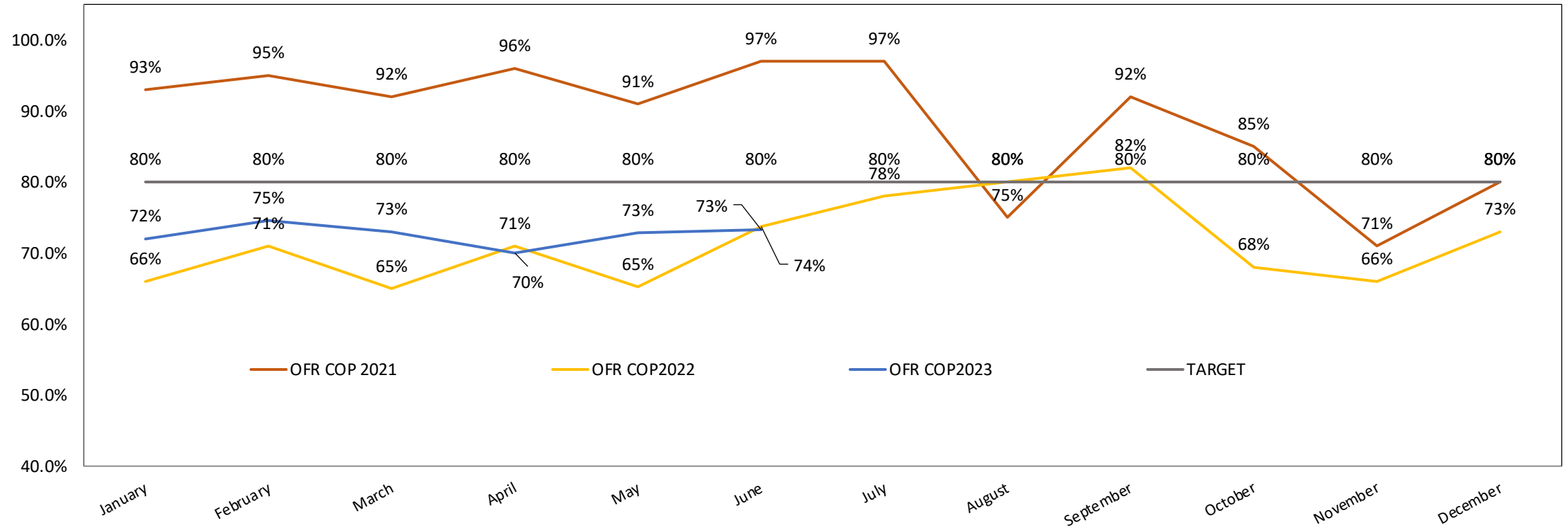
Real Monthly invoiced
per retailer and per
door

Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
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NEW ORDER	VALIDATED	INVOICED	Expected Month Landing	Expected MTD vs 2018	Expected YTD 2019	Expected YTD vs 2018	Expected MTD vs Budget	Expected YTD vs Budget
-	144,594	-	144,594	-74%	571,243	-30%	-56%	-12%
-	-	-	-	-	-	-	-	-
-	105,389	-	105,389	-10%	238,335	33%	30%	50%
-	-	33,858	33,858	-6%	95,026	-61%	-51%	-30%
-	-	56,666	56,666	22%	153,115	-40%	-47%	-27%
-	161,824	-	161,824	11%	366,434	30%	34%	54%
-	411,807	90,525	502,332	-44%	1,424,153	-20%	-29%	2%

C00001	426,649	341,469	315,637	268,391	-	-
C00002	132,946	108,751	69,712	89,563	-	-
C00003	61,168	77,246	60,220	84,902	-	-
C00004	96,449	136,573	100,329	137,202	-	-
C00006	204,610	138,893	110,483	142,415	-	-
C00011	921,821	802,932	656,381	722,473	-	-

FILL RATE | SAMPLE FILL RATE REVIEW



Collection	Ordered	Invoiced	BO	BO rate
Collection / Client	182,928	17,770	165,158	10%
Collection / Client	12,972	-	12,972	0%
Collection / Client	105,312	105,312	-	100%
Collection / Client	474,147	156,693	317,454	33%
Collection / Client	175,288	138,514	36,773	79%
Collection / Client	48,603	18,748	29,855	39%
Collection / Client	40,883	39,679	1,204	97%
Grand Total	5,251,290	3,830,429	1,420,861	73%