U May Delight's Bakery Analysis and Proposal

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01

Company Background

They're quite new but ambitious!

Company Background

The Bakery

Small bakery shop
Located at Eunos Crescent Blk 6,
Centre of Neighbourhood
Opened in October 2018
Operated by 1 shop owner, 2 part-time employees.
Sells a variety of products: buns, waffles, cakes

Aims to be a more efficient bakery seller

Figure 1: U May Delight Storefront
Source: their facebook page

02

Data Collection

From the store and their customers

Data Collection

Product No.	Type	Pastry Name	Pastry Price	Daily Production	Potential Revenue
1	Packet	Black Bean	$3.20	8	$25.60
2	Packet	Kaya	$3.00	6	$18.00
3	Packet	Coconut	$3.00	6	$18.00
4	Packet	Cranberry Cheese	$3.50	4	$14.00
5	Packet	Cheese Bread	$2.80	4	$11.20
6	Packet	Sugar Roll	$3.20	6	$19.20
7	Packet	Butter Sugar	$2.80	4	$11.20
8	Packet	Raisin	$2.80	4	$11.20
9	Packet	Chicken Floss Cheese	$3.50	4	$14.00
10	Packet	Garlic Bread	$3.50	4	$14.00
11	Bun	BBQ Chicken	$1.30	6	$7.80
12	Bun	Tuna Fish	$1.30	6	$7.80
13	Bun	Sardine	$1.30	6	$7.80
14	Bun	Nyonya Chicken	$1.30	4	$5.20
15	Bun	Japanese Red Bean	$1.30	4	$5.20
16	Bun	Coffee	$1.30	4	$5.20
17	Bun	Sausage Bun	$1.40	4	$5.60
18	Bun	Otah	$1.40	4	$5.60
19	Bun	Ham & Cheese	$1.40	4	$5.60
20	Bun	Butter Sugar	$1.40	4	$5.60
21	Bun	Yam Bun	$1.40	4	$5.60
22	Puff	Chicken Curry Puff	$1.50	8	$12.00
23	Puff	Tuna Puff	$1.50	6	$9.00
24	Puff	Chicken Puff	$1.50	6	$9.00
25	Puff	Custard Puff	$2.80	12	$33.60
26	Puff	Durian Puff	$3.50	5	$17.50
			Total:	137	$304.50

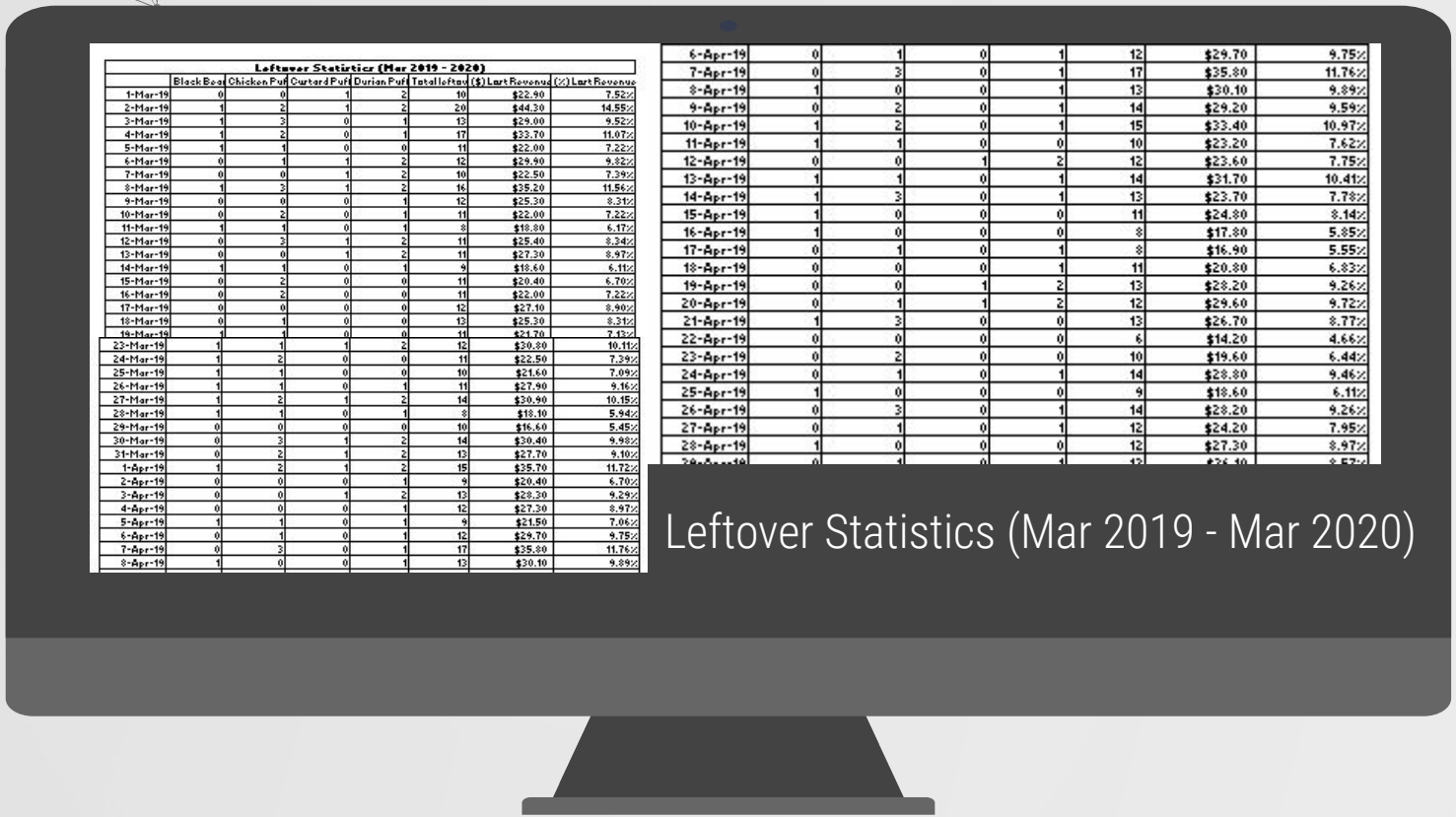
Figure 2: Daily Productions

Handwritten Data transformed into Excel

- Type of pastries sold
- Daily production for each pastry
- Prices of each pastry
- Each pastry's daily leftovers

➔ Over a time period of Mar 2019 - 2020 (1 year)

SNEAK PEEK



Leftover Statistics (Mar 2019 - Mar 2020)

Leftover Statistics (Mar 2019 - 2020)							
	Black Bea	Chicken Puf	Custard Puf	Durian Puf	Total leftov	($) Lost Revenue	(%) Lost Revenue
1-Mar-19	0	0	1	2	10	$22.90	7.52%
2-Mar-19	1	2	1	2	20	$44.30	14.55%
3-Mar-19	1	3	0	1	13	$29.00	9.52%
4-Mar-19	1	2	0	1	17	$33.70	11.07%
5-Mar-19	1	1	0	0	11	$22.00	7.22%
6-Mar-19	0	1	1	2	12	$29.90	9.82%
7-Mar-19	0	0	1	2	10	$22.50	7.39%
8-Mar-19	1	3	1	2	16	$35.20	11.56%
9-Mar-19	0	0	0	1	12	$25.30	8.31%
10-Mar-19	0	2	0	1	11	$22.00	7.22%
11-Mar-19	1	1	0	1	8	$18.80	6.17%
12-Mar-19	0	3	1	2	11	$25.40	8.34%
13-Mar-19	0	0	1	2	11	$27.30	8.97%
14-Mar-19	1	1	0	1	9	$18.60	6.11%
15-Mar-19	0	2	0	0	11	$20.40	6.70%
16-Mar-19	0	2	0	0	11	$22.00	7.22%
17-Mar-19	0	0	0	0	12	$27.10	8.90%
18-Mar-19	0	1	0	0	13	$25.30	8.31%
19-Mar-19	1	1	0	0	11	$21.70	7.13%
23-Mar-19	1	1	1	2	12	$30.80	10.11%
24-Mar-19	1	2	0	0	11	$22.50	7.39%
25-Mar-19	1	1	0	0	10	$21.60	7.09%
26-Mar-19	1	1	0	1	11	$27.90	9.16%
27-Mar-19	1	2	1	2	14	$30.90	10.15%
28-Mar-19	1	1	0	1	8	$18.10	5.94%
29-Mar-19	0	0	0	0	10	$16.60	5.45%
30-Mar-19	0	3	1	2	14	$30.40	9.98%
31-Mar-19	0	2	1	2	13	$27.70	9.10%
1-Apr-19	1	2	1	2	15	$35.70	11.72%
2-Apr-19	0	0	0	1	9	$20.40	6.70%
3-Apr-19	0	0	1	2	13	$28.30	9.29%
4-Apr-19	0	0	0	1	12	$27.30	8.97%
5-Apr-19	1	1	0	1	9	$21.50	7.06%
6-Apr-19	0	1	0	1	12	$29.70	9.75%
7-Apr-19	0	3	0	1	17	$35.80	11.76%
8-Apr-19	1	0	0	1	13	$30.10	9.89%
9-Apr-19	0	2	0	1	14	$29.20	9.59%
10-Apr-19	1	2	0	1	15	$33.40	10.97%
11-Apr-19	1	1	0	0	10	$23.20	7.62%
12-Apr-19	0	0	1	2	12	$23.60	7.75%
13-Apr-19	1	1	0	1	14	$31.70	10.41%
14-Apr-19	1	3	0	1	13	$23.70	7.78%
15-Apr-19	1	0	0	0	11	$24.80	8.14%
16-Apr-19	1	0	0	0	8	$17.80	5.85%
17-Apr-19	0	1	0	1	8	$16.90	5.55%
18-Apr-19	0	0	0	1	11	$20.80	6.83%
19-Apr-19	0	0	1	2	13	$28.20	9.26%
20-Apr-19	0	1	1	2	12	$29.60	9.72%
21-Apr-19	1	3	0	0	13	$26.70	8.77%
22-Apr-19	0	0	0	0	6	$14.20	4.66%
23-Apr-19	0	2	0	0	10	$19.60	6.44%
24-Apr-19	0	1	0	1	14	$28.80	9.46%
25-Apr-19	1	0	0	0	9	$18.60	6.11%
26-Apr-19	0	3	0	1	14	$28.20	9.26%
27-Apr-19	0	1	0	1	12	$24.20	7.95%
28-Apr-19	1	0	0	1	12	$27.30	8.97%

Data Collection Analysis

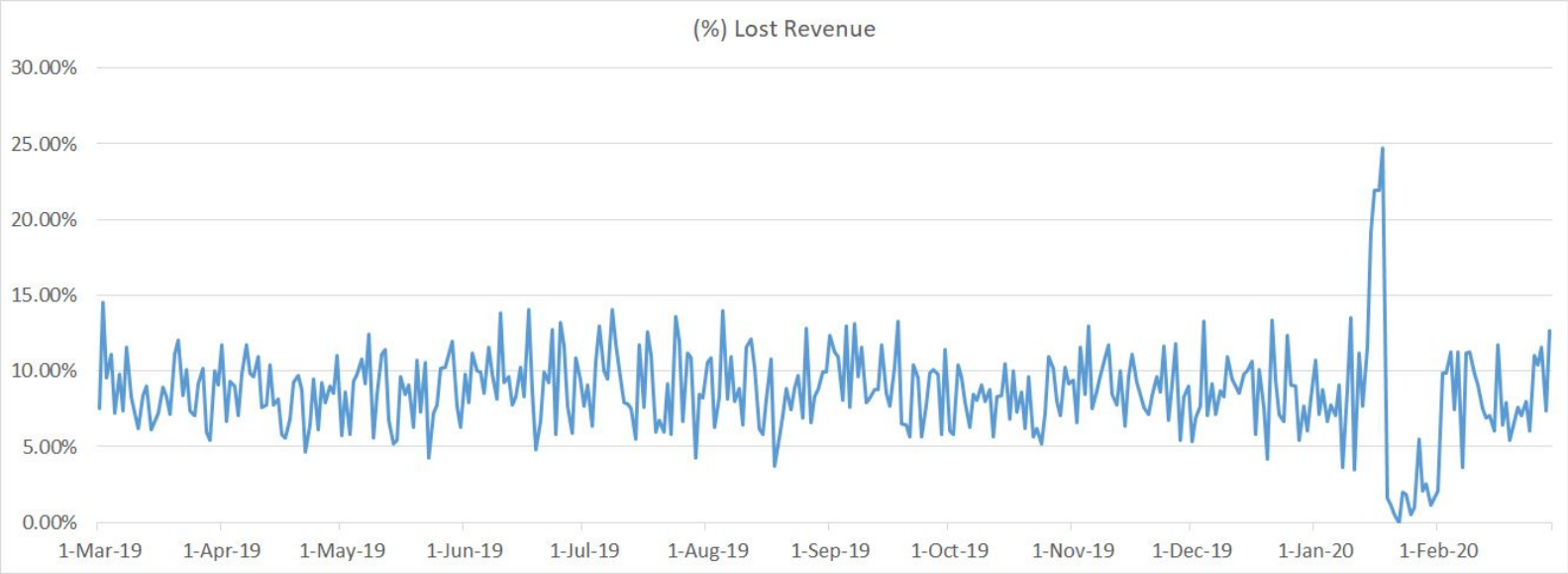


Figure 3: (%) Lost Revenue

Calculated with the daily leftover * price * [days]

Data Collection Analysis

Figure 4: (%) Rate of Sale, Daily

% of (daily production - leftovers)

03

Problem Identification

MAIN PROBLEM:

Inefficient Data Collection

Problem

MAIN Problem

Inefficient Data Collection (handwritten)

Inefficient Data Collection

Resulting into 2 problem symptoms

#1

Inconsistent Leftovers (Inventory Management)

Leftovers inconsistent despite same production every day

#2

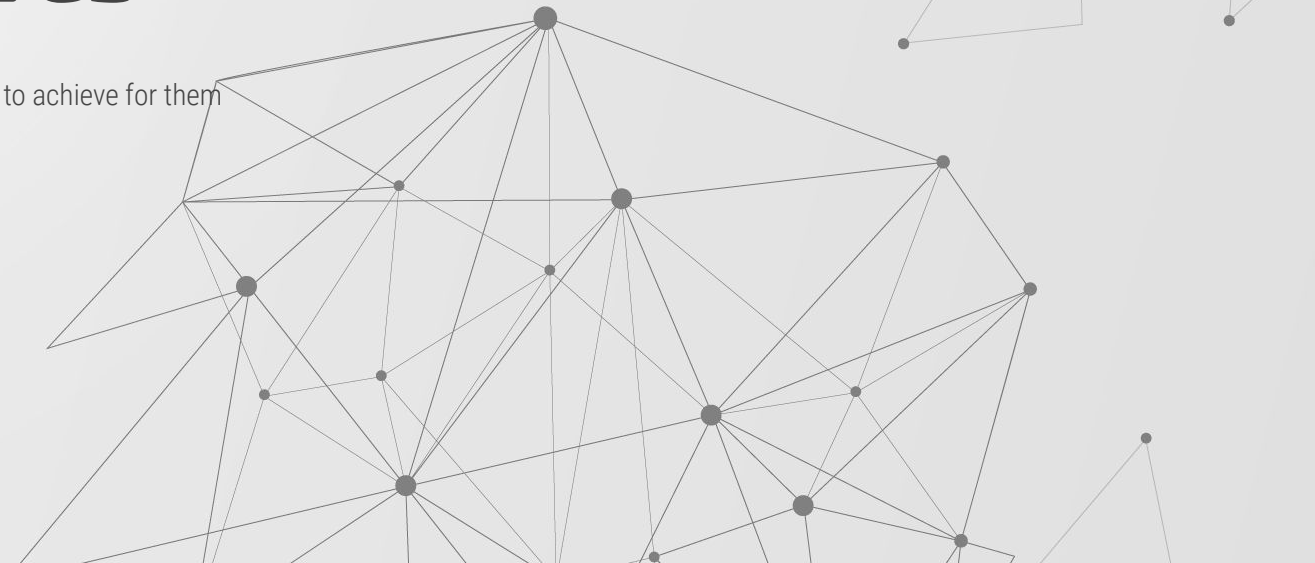
Inefficient use of Data

Leftovers are costly + Pastry could've been charged more. = Could've profit more

04

Objectives

What we want to do and hope to achieve for them



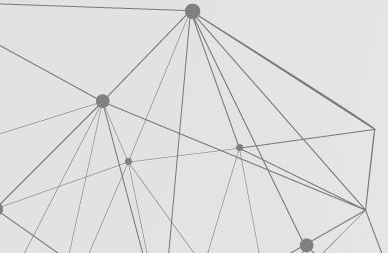
Objectives

1. Solve the Inefficient Data collection with our own built spreadsheet model that is user-friendly for non IT-savvy staff users and expandable (Automation)

2. With that, understand their current inventory system including daily sales of each bread

3. Largely reduce or even eliminate leftovers with the calculated demand

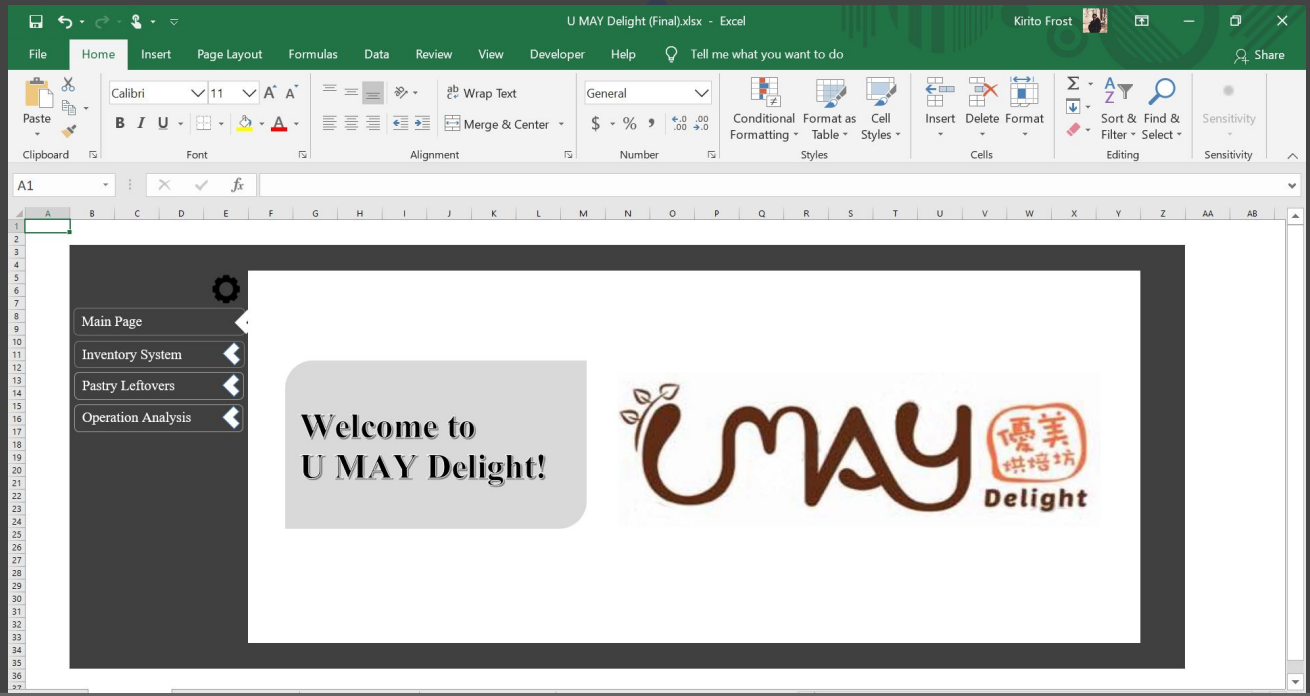
4. Understand demand for each bread and possibility of increasing/decreasing production by its popularity

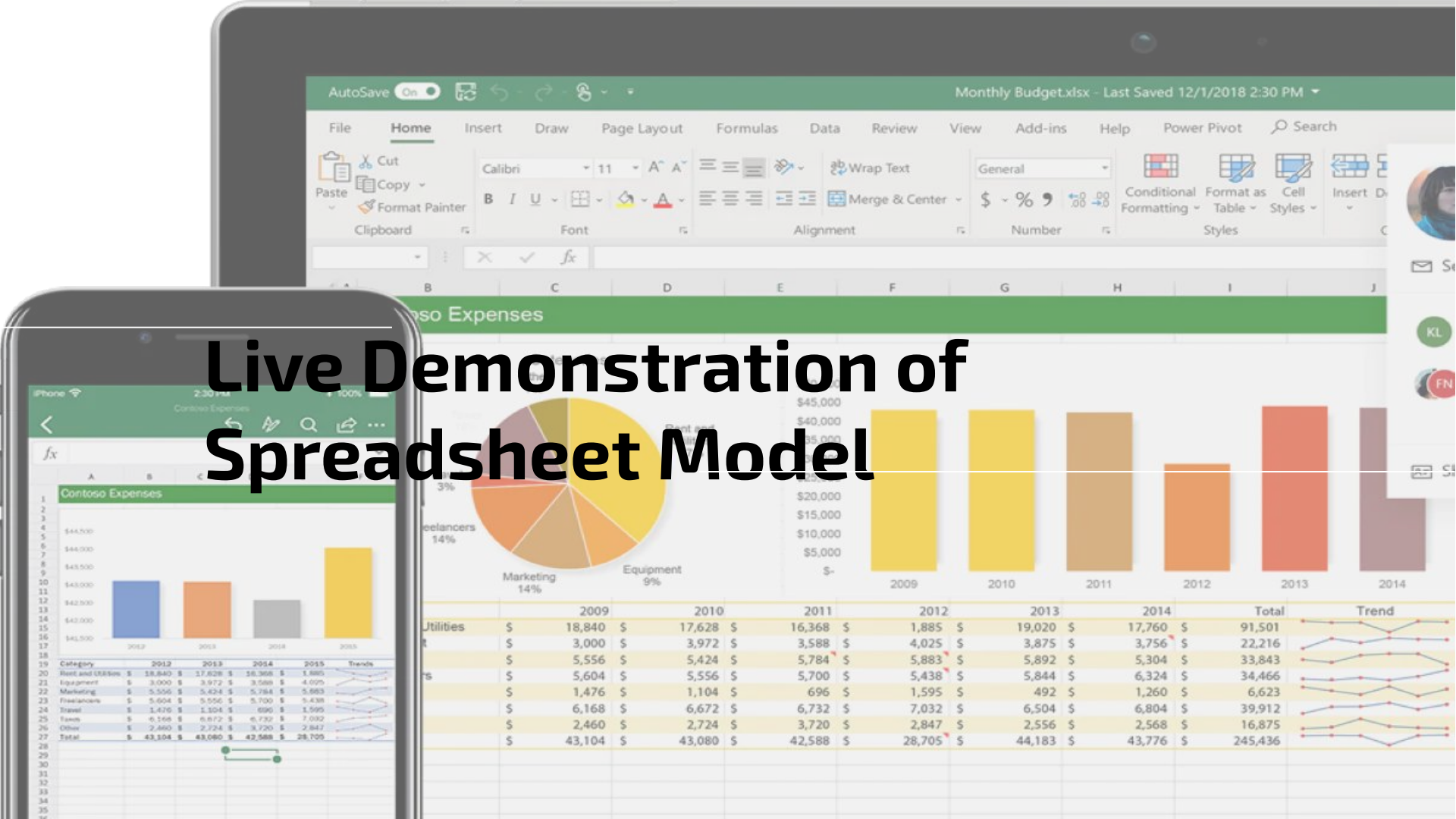


05

SOLUTION

Live demonstration of Spreadsheet model, including its limitations and assumptions


U MAY Delight (Final).xlsx - Excel
Kirito Frost
File
Home
Insert
Page Layout
Formulas
Data
Review
View
Developer
Help
Tell me what you want to do
Share
Paste
Clipboard
Calibri
11
Font
Wrap Text
Merge & Center
Alignment
General
Number
Conditional Formatting
Format as Table
Cell Styles
Styles
Insert
Delete
Format
Cells
Sort & Filter
Find & Select
Editing
Sensitivity
A1
Main Page
Inventory System
Pastry Leftovers
Operation Analysis
Welcome to
U MAY Delight!
UMAY
優美烘焙坊
Delight

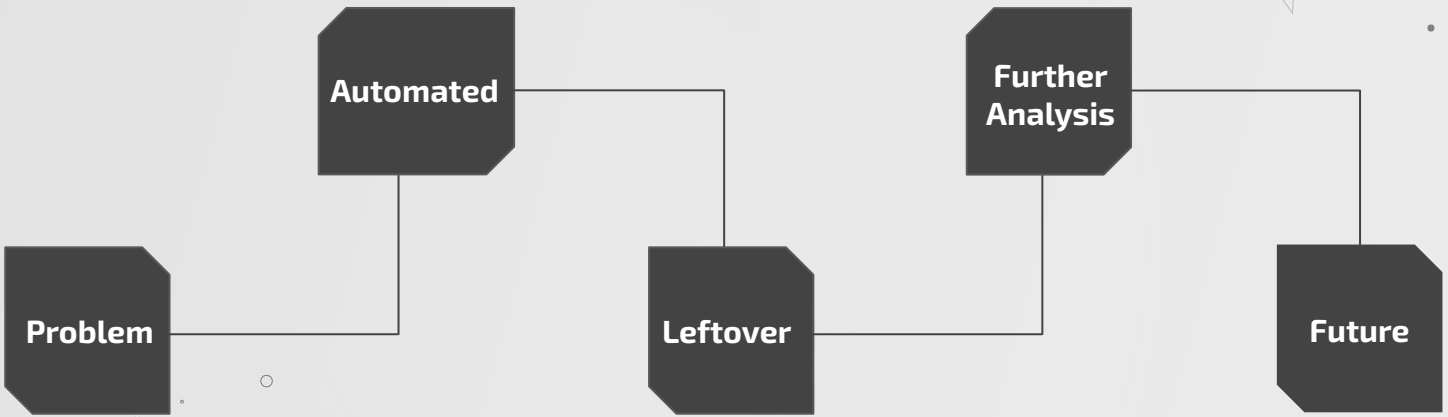

Live Demonstration of
Spreadsheet Model

06

Conclusion

Recap + Future possibilities

Summary


Problem
Automated
Leftover
Further Analysis
Future
Inefficient Data Collection
Easier data collection and visualization
Able to understand inconsistent leftovers
Understand the different demands and change productions accordingly
Possibilities for future enhancement of spreadsheet model

Does anyone have any questions?