



### Revenue

**₹ 9.03M !**  
Goal: ₹ 9.20M (-1.79%)  
2025

### Gross Margin %

**40.66%✓**  
Goal: 0.41 (+0.07%)  
2025

### Average Delivery Days

**416.67**

### On Time Delivery %

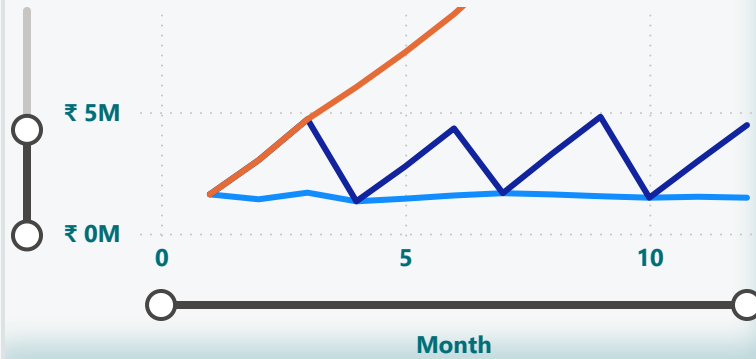
**67.18%✓**  
Goal: 64.68% (+3.86%)  
2025

### Inventory Turns

**₹ 13.66**

### Revenue MTD VS QTD VS YTD

Revenue ● Revenue MTD ● Revenue QTD ● Revenue YTD

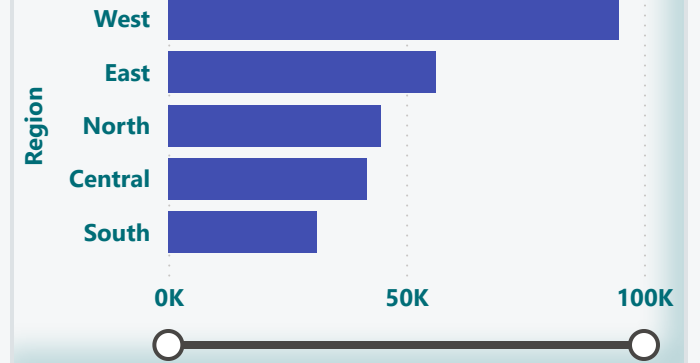


### Ware House Map By Revenue

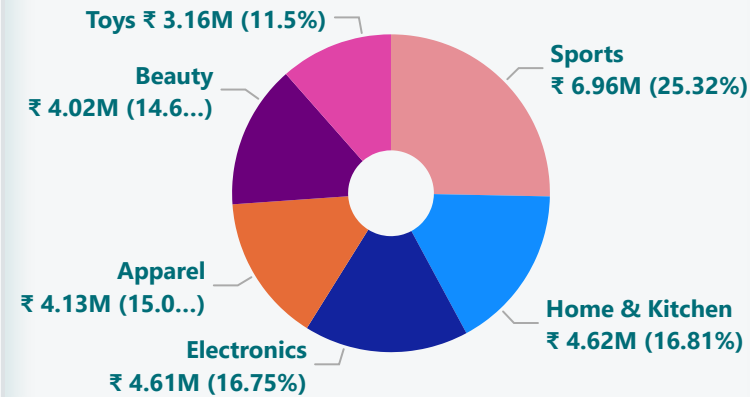
● Bengalur... ● Chennai FC ● Delhi FC ● Hyderab... ● Mumbai FC



### Orders By Region



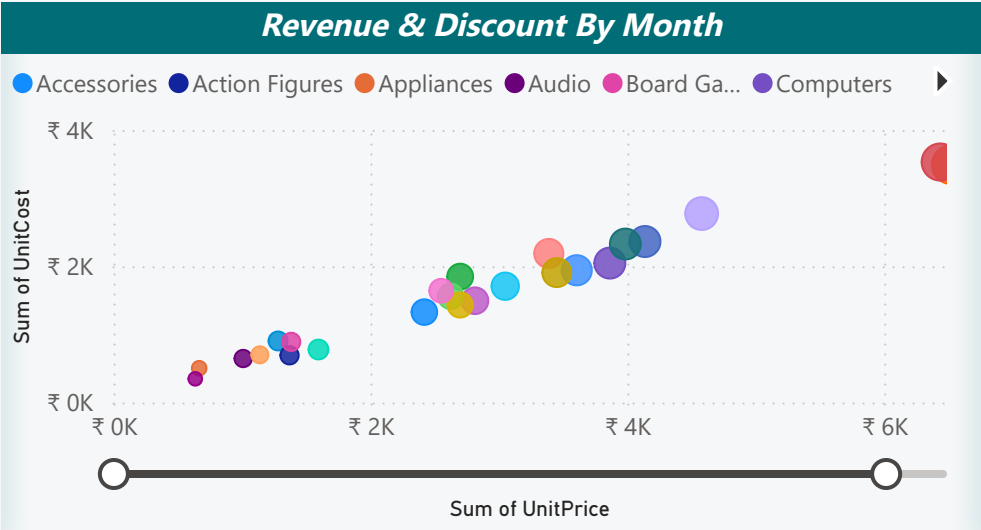
### Revenue By Category



### Revenue MTD VS QTD VS YTD



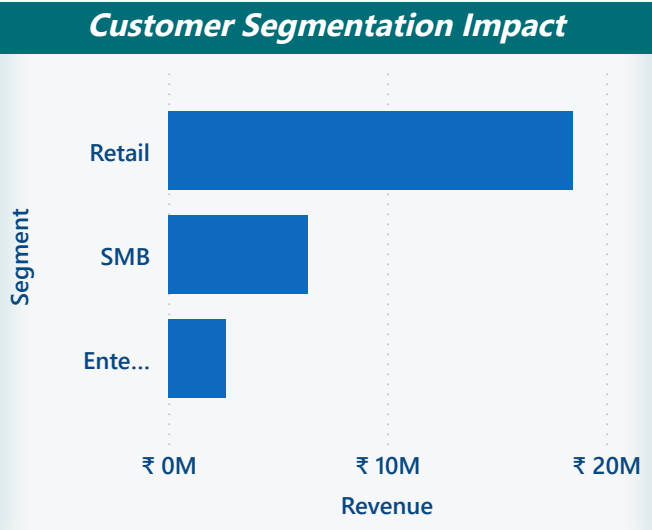
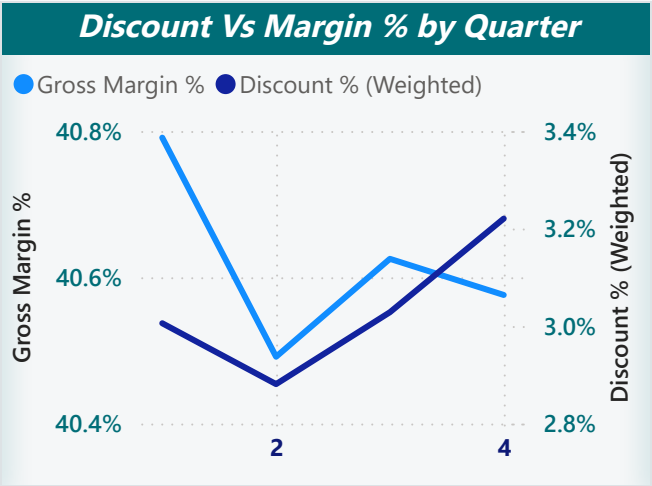
Top 10 Products by Revenue			
Subcategory	Sum of StdPackQty	Gross Margin %	Revenue
Team Sports	162	44.57%	₹ 26,73,454.42
Cycling	174	43.03%	₹ 24,29,696.49
Makeup	210	36.73%	₹ 18,63,859.22
Storage	198	40.92%	₹ 16,53,567.88
Computers	210	44.90%	₹ 16,47,971.24
Decor	72	40.18%	₹ 16,35,939.83
Footwear	114	44.13%	₹ 15,52,356.76
Mobiles	138	34.44%	₹ 14,36,139.48
Men	96	43.29%	₹ 14,14,749.75
Fitness	114	41.61%	₹ 12,55,570.02
Total	1488	41.62%	₹ 1,75,63,305.10



3.00%  
Discount % (Weighted)

40.63%  
Gross Margin %

199.01%  
Revenue YoY %



Key influencers

Top segments

What influences Shipment Deliveries to 

Increase

?

When...

....the average of Shipment Deliveries increases by

Segment is Retail

→ 3.5K

On-time Deliveries goes up 1139.90

→ 1.1K

Inventory Turns (12Mnt) goes up 3.40

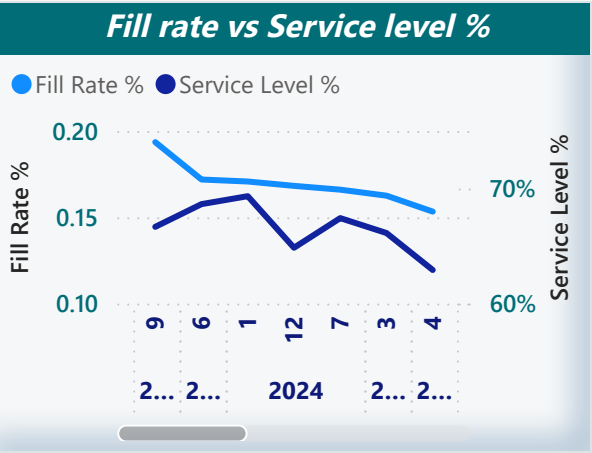
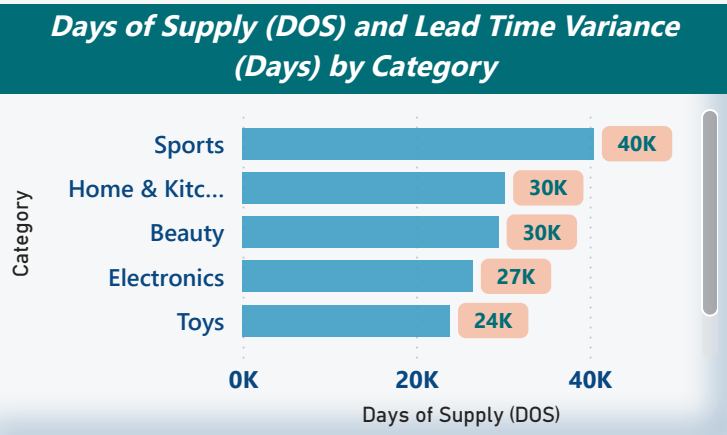
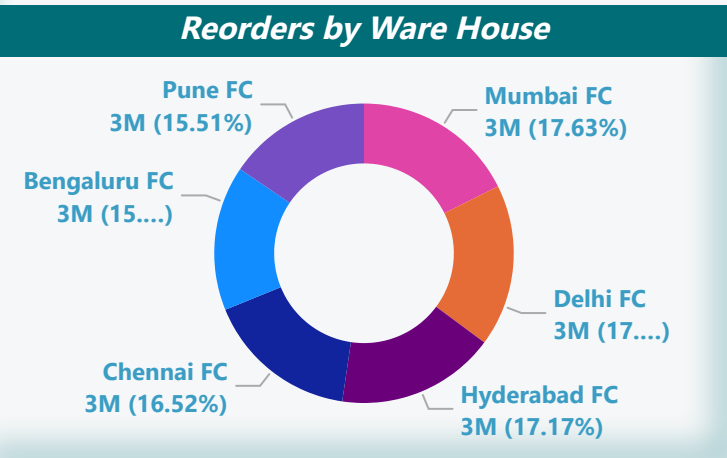
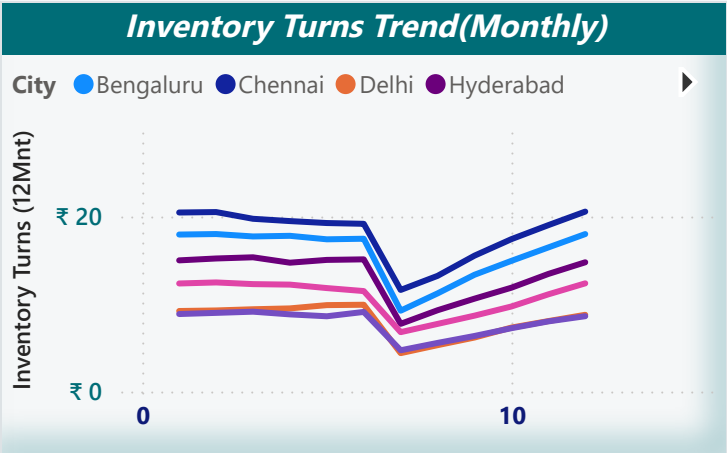
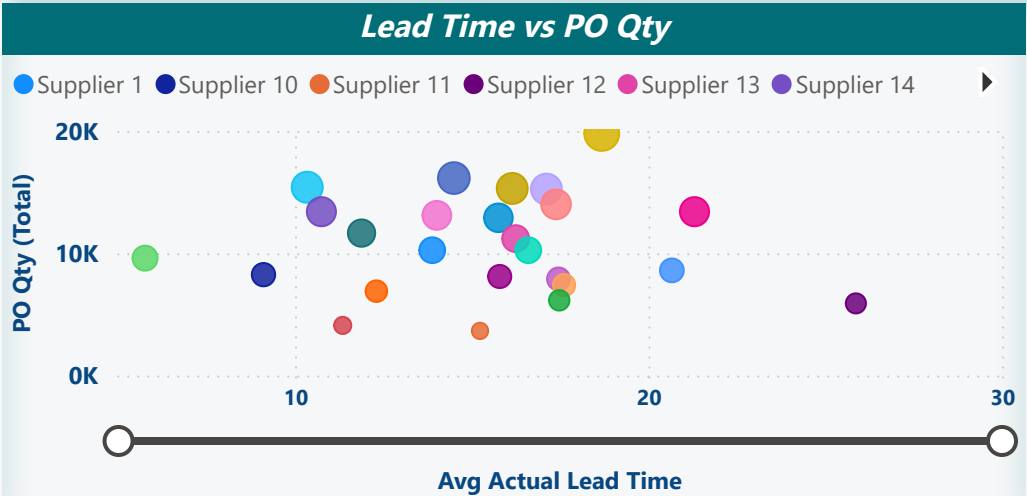
→ 482.7

Supplier On-time % goes down 0.02

→ 22.64

Sort by: Impact Count

Inventory By WareHouse & Category				
Subcategory	On Hand Qty	Sum of ReorderPoint	Reorder Status	Stockout Risk Score
Team Sports	6508165	1868745	OK	-2.48
Storage	3925483	1129779	OK	-2.47
Mobiles	3729873	1071793	OK	-2.48
Puzzles	3682391	1058758	OK	-2.48
Makeup	3465037	992398	OK	-2.49
Cycling	3340626	960482	OK	-2.48
Decor	3258963	938836	OK	-2.47
Computers	3260006	938362	OK	-2.47
Haircare	3169722	911423	OK	-2.48
Fitness	3105238	895386	OK	-2.47
Footwear	3062546	882588	OK	-2.47
Men	2982680	857545	OK	-2.48
Cookware	2739151	786761	OK	-2.48
Educational	2384774	685246	OK	-2.48
Skincare	2328389	668498	OK	-2.48
Total	65452110	18822856	OK	-2.48



15.33

Avg Actual Lead Time

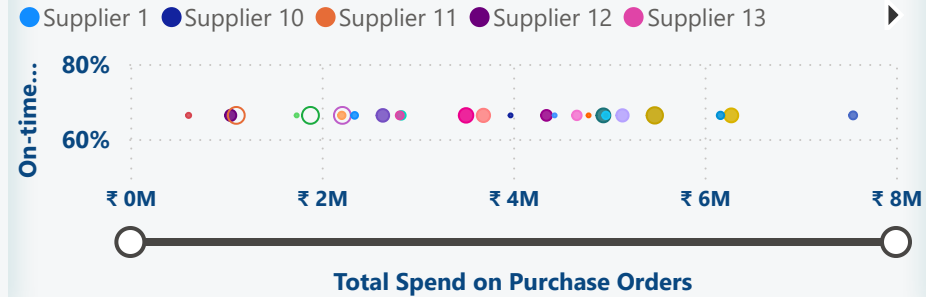
66.30%

On-time Delivery %

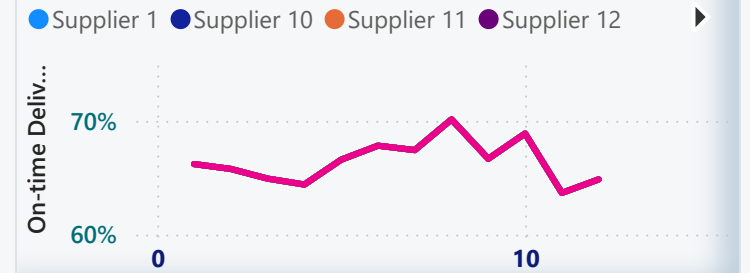
## Supplier Risk Heatmap

SupplierName	Supplier On-time %	Fill Rate %	Lead Time Variance (Days)
Supplier 20	52.78%	0.15	0.08
Supplier 2	55.36%	0.15	0.20
Supplier 5	55.38%	0.16	-0.15
Supplier 6	56.79%	0.15	-0.11
Supplier 4	56.90%	0.14	0.19
Supplier 13	57.14%	0.12	-0.17
Supplier 23	58.75%	0.14	0.11
Supplier 1	58.82%	0.12	0.18
Supplier 11	60.00%	0.17	-0.30
Supplier 16	60.00%	0.17	-1.15
Supplier 3	60.00%	0.15	-0.07
Supplier 22	60.26%	0.16	-0.47
Supplier 25	60.47%	0.15	-0.23
Supplier 7	60.47%	0.14	-0.09
Supplier 15	61.02%	0.13	-0.45
Supplier 21	61.36%	0.14	-0.70
Supplier 18	62.50%	0.11	-0.32
Supplier 9	63.01%	0.15	-0.79
Supplier 24	63.16%	0.16	0.08
Supplier 17	63.24%	0.16	-0.31
Supplier 12	63.33%	0.15	-0.77
Supplier 19	64.10%	0.14	-0.41
Supplier 10	67.39%	0.13	-0.46
Supplier 8	67.44%	0.16	-0.84
Supplier 14	68.00%	0.16	-0.59

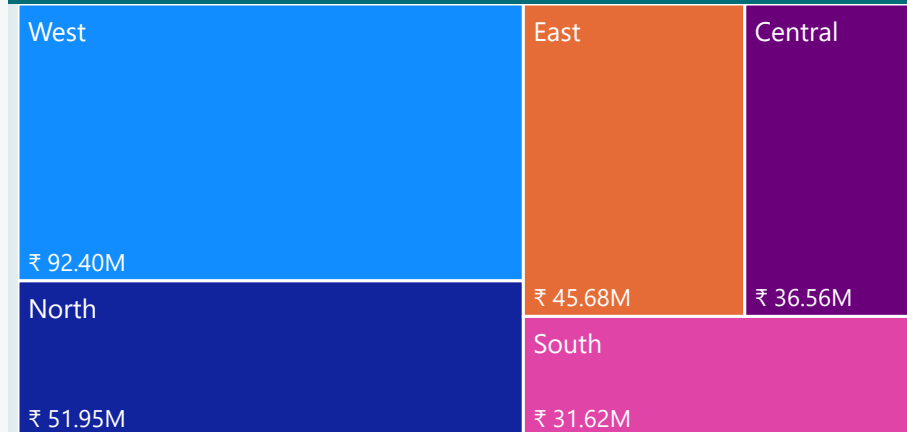
## Supplier Spend vs Performance



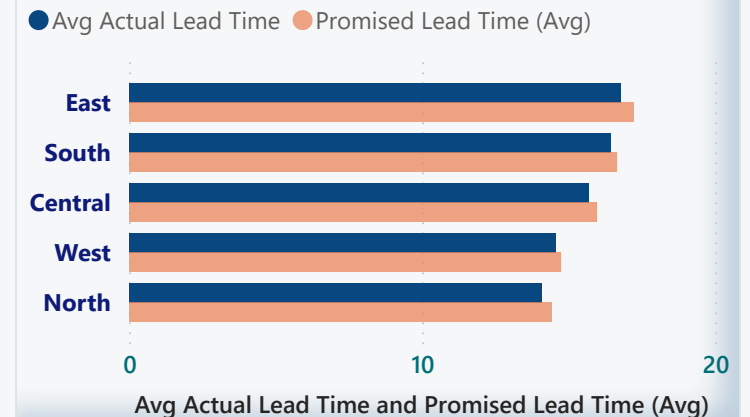
## Supplier Trend Over Time



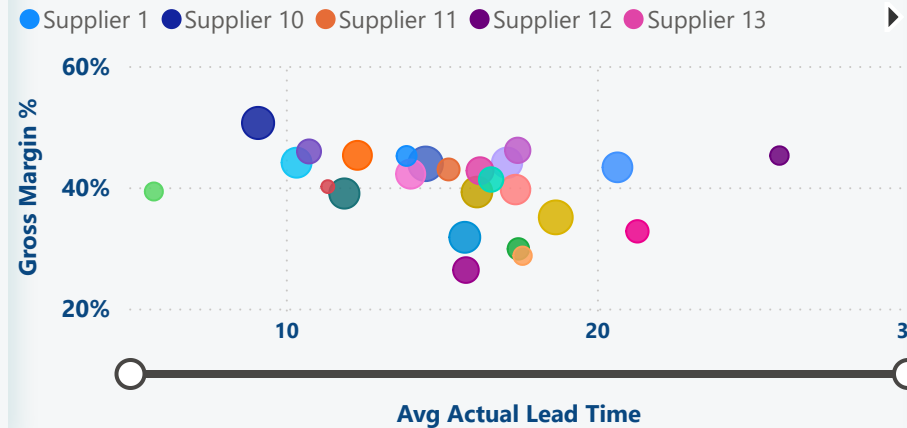
## Supplier Contribution to Inventory Value



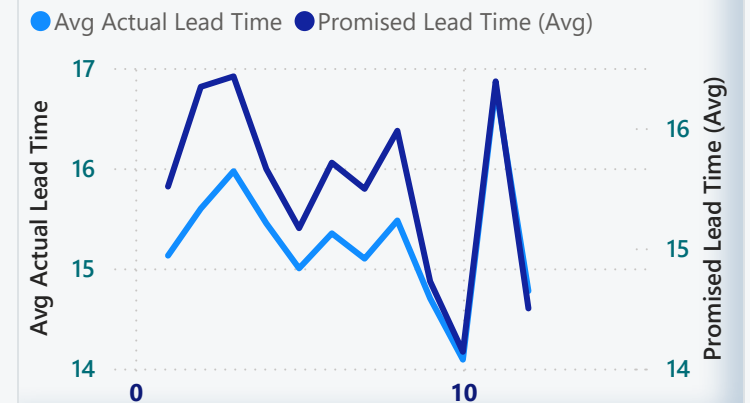
## Promised vs Actual Lead Time by Region



## Lead Time vs Margin%



## Promised vs Actual Lead Time by Month



9.71%  
OTIF %

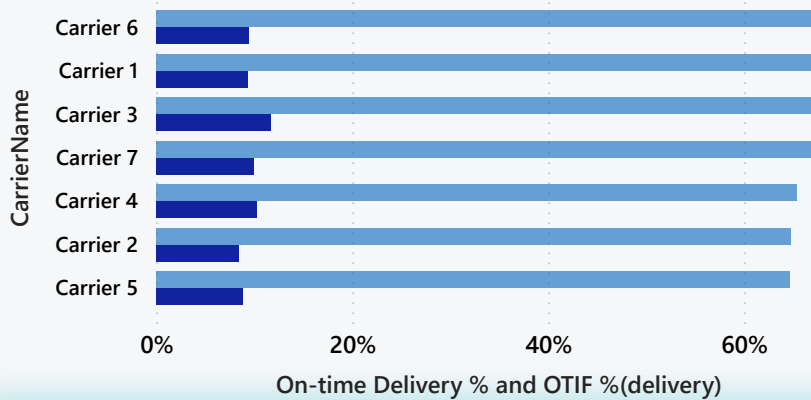
14.61%  
Order In Full %

4.24  
Avg Actual Delivery Days

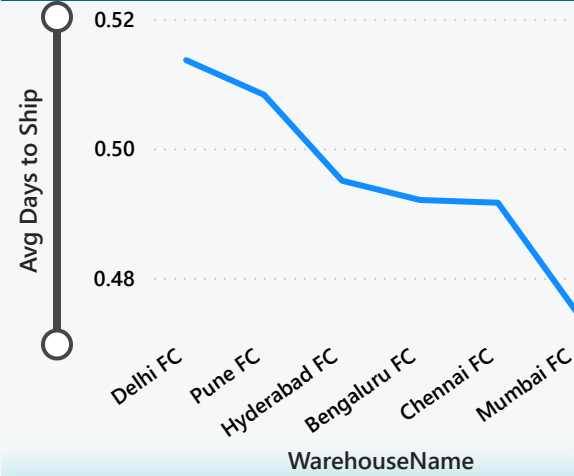
66.30%  
On-time Delivery %

### On-time & OTIF %'s of Carriers

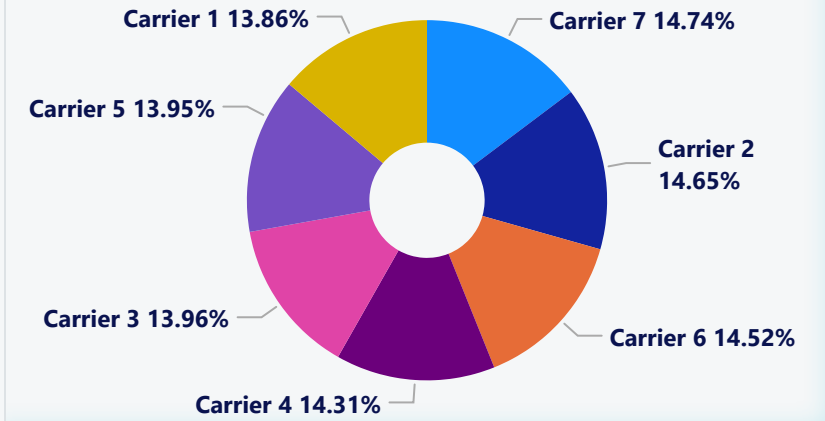
● On-time Delivery % ● OTIF %(delivery)



### Avg Days to Ship by Warehouse



### Carrier Shipment Info based on region



Ware... x  
Bengaluru...

Mode x  
Surface

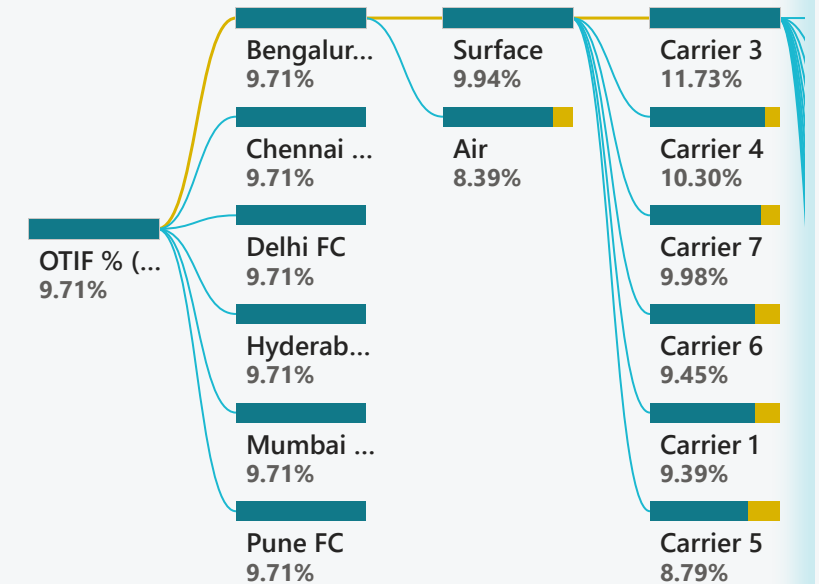
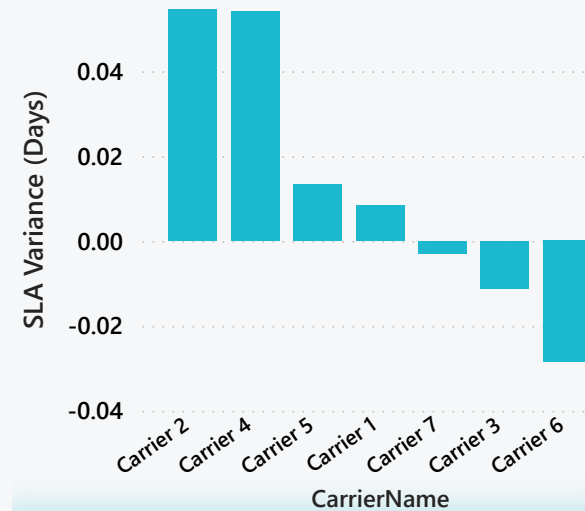
Carri... x  
Carrier 3

### On-time Delivery % and OTIF %(delivery) by Month

● On-time Delivery % ● OTIF %(delivery)



### SLA Variance (Days) by CarrierName



₹ 27.50M  
Revenue

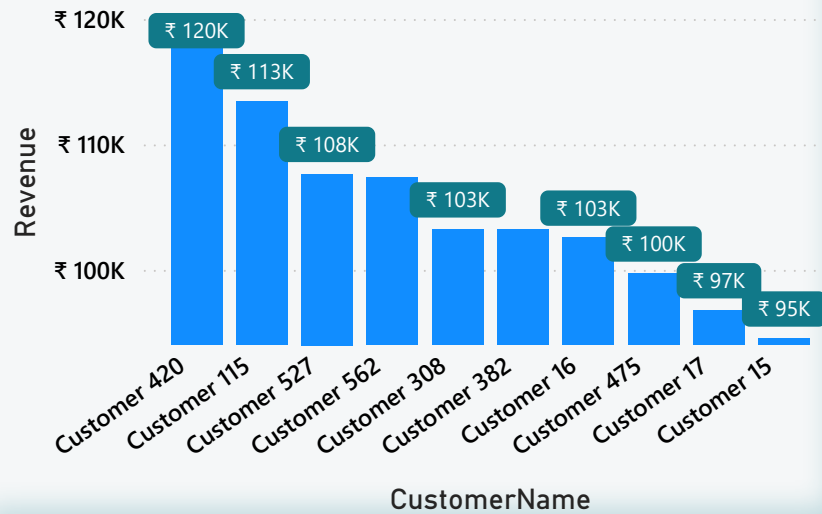
₹ 11.17M  
Gross Margin

40.63%  
Gross Margin %

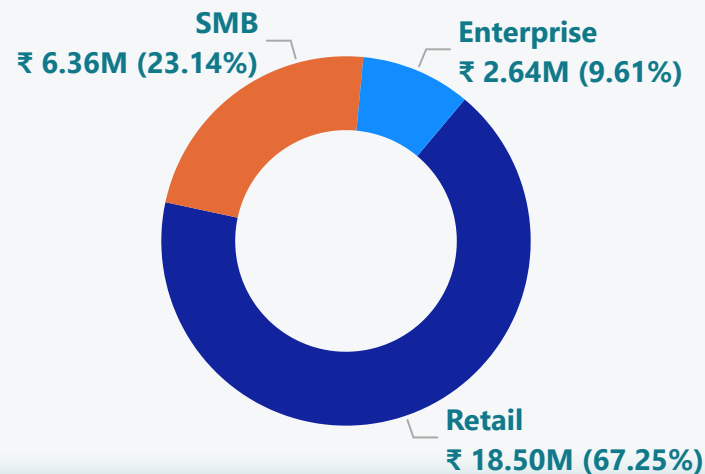
₹ 3.93K  
Avg Order Value

600  
Distinct...

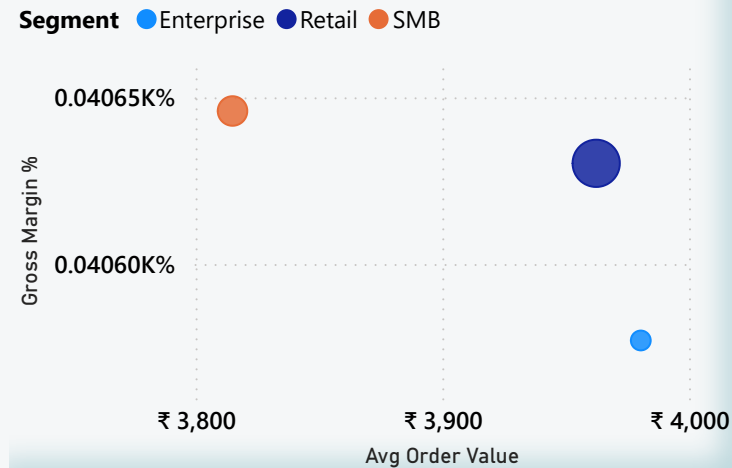
### Top 10 Customers By Revenue



### Segment contribution



### Customer profitability vs order size



### Revenue Trend



### Key influencers Top segments

What influences Revenue to

Increase

?

When...

...the average of Revenue increases by

Segment is Retail

₹ 1.75M

Sum of GrossMargin goes up 353845.44

₹ 307.2K

Sum of UnitCost goes up 167777.00  
Sort by: Impact Count

₹ 279.1K

Segm...

State

Retail

