

EXECUTIVE SUMMARY

BOLT FOOD PARTNERS
FINANCIAL METRICS
DEC 2021-JAN 2022

Net revenue, €

48 941.73

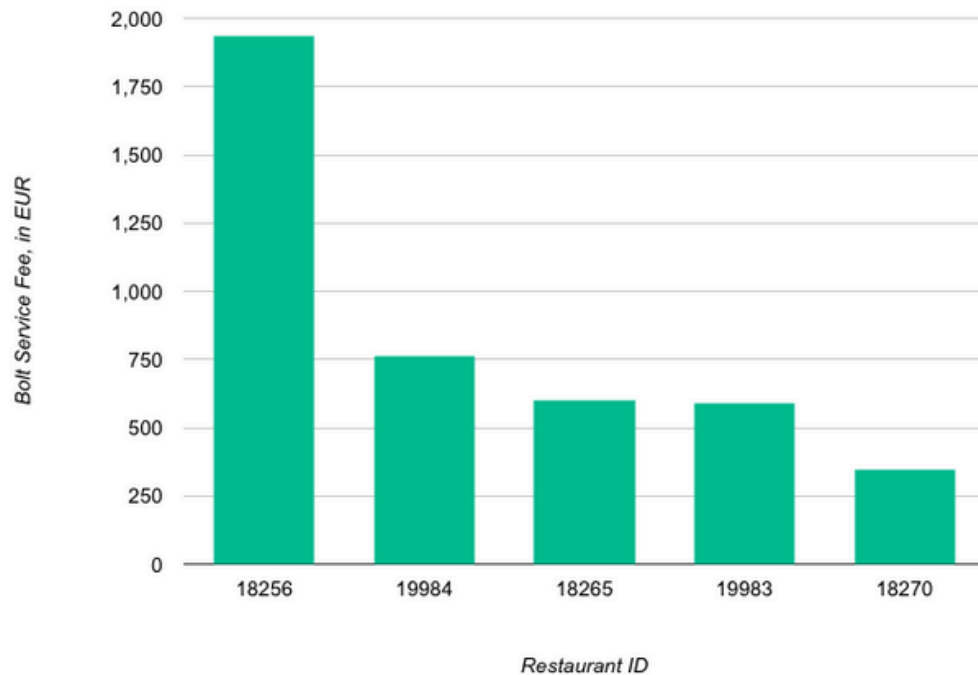
Number of Orders

1080

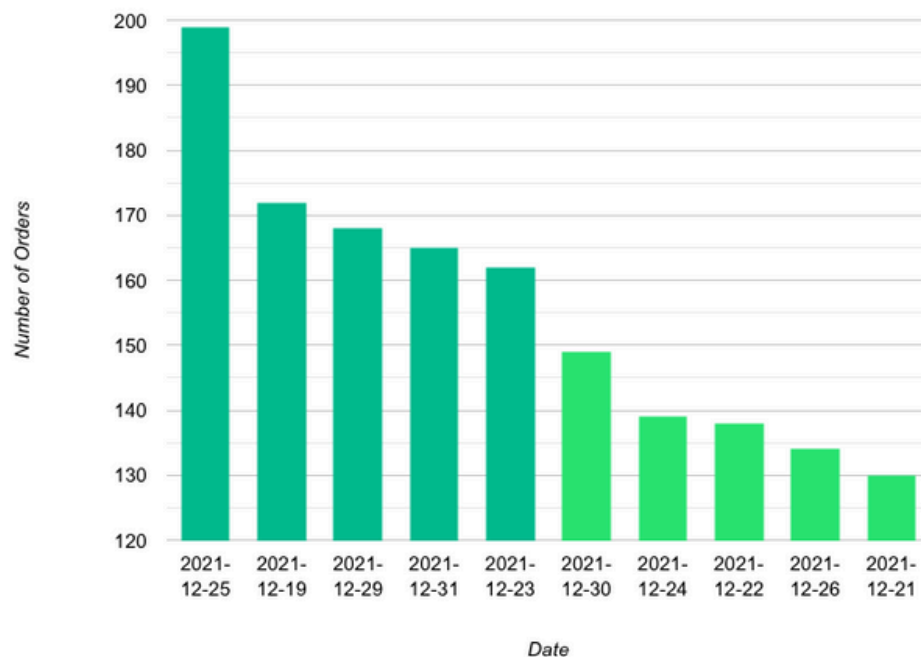
Average Order Value, €

50.06

Most profitable partners, Dec 2021-Jan 2022



Busiest days, Dec 2021-Jan 2022



Presented by
Kostiantyn Voskovtsov

Additional info:

Calculations done with Python
and available in [Google Colab](#)

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The partner balance analysis for Bolt Food's platform reveals critical insights into the earnings, expenses, and operational trends. The dataset provided includes *net revenue*, *number of orders*, *average order value*, the *most profitable partners*, and the *busiest days*.

Insights

1. Most Profitable Partners:

- The top three restaurants contributing significantly to the platform's revenue are:
 - Restaurant ID 18256 with a Bolt Service Fee of \$1,936.23.
 - Restaurant ID 19984 with a Bolt Service Fee of \$761.25.
 - Restaurant ID 18265 with a Bolt Service Fee of \$601.06.
- These partners are crucial for maintaining high net revenues and **should be prioritized** for relationship management and targeted promotions.

2. Busiest Days:

- The analysis of order dates indicates that the highest number of orders occurred on:
 - December 25, 2021 with 199 orders.
 - December 19, 2021 with 172 orders.
 - December 29, 2021 with 168 orders.
- This suggests a seasonal spike in activity around the holiday season, implying that Bolt Food should prepare for **increased demand** during these periods with adequate staffing and inventory management.

Key Performance Indicators (KPIs)

To evaluate this table and gain deeper insights, the following KPIs are recommended:

1. Total Revenue per Partner: Evaluates the contribution of each partner to the overall revenue.
2. Order Volume per Day: Identifies peak times for operational optimization.
3. Average Order Value per Partner: Helps in understanding the profitability of individual partners.
4. Customer Acquisition and Retention Rates: Tracks the growth and loyalty of the customer base.
5. Order Fulfillment Time: Measures the efficiency and speed of order processing.

Suggestions for Improvement

1. Enhanced Partner Engagement:

- Implement a loyalty program for top-performing partners to ensure sustained engagement and increased revenue generation.
- Regular feedback sessions with partners to understand their challenges and provide tailored solutions.

2. Operational Preparedness for Peak Periods:

- Increase staffing and streamline operations during peak periods to handle the surge in orders effectively.
- Pre-emptive stock management to avoid shortages during high-demand times, especially around holidays.

3. Data-Driven Decision Making:

- Utilize detailed data analytics to forecast demand trends and adjust marketing strategies accordingly.
- Implement predictive analytics to identify potential high-performing partners and areas for operational improvement.

With the help of mentioned KPIs and suggestions, Bolt Food can improve its operational efficiency, partner satisfaction, and overall profitability.



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