* **Column’s: -**

**1. \*ID\*: Unique identifier for each record.**

**2. \*Project Code\*: Code identifying the specific project or initiative.**

**3. \*PQ #\*: Pre-qualification number, typically assigned by the procurement team.**

**4. \*PO / SO #\*: Purchase Order or Sales Order number for tracking purposes.**

**5. \*ASN/DN #\*: Advance Shipping Notice or Delivery Note number for tracking shipments.**

**6. \*Country\*: The country where the shipment is being sent.**

**7. \*Managed By\*: Entity or department responsible for managing the shipment.**

**8. \*Fulfill Via\*: Method or channel through which the order is fulfilled (e.g., direct delivery, third-party logistics).**

**9. \*Vendor INCO Term\*: International Commercial Terms defining the responsibilities and obligations of the buyer and seller in international trade transactions.**

**10. \*Shipment Mode\*: Mode of transportation used for the shipment (e.g., air freight, sea freight, road transport).**

**11. \*PQ First Sent to Client Date\*: Date when the pre-qualification was first sent to the client.**

**12. \*PO Sent to Vendor Date\*: Date when the Purchase Order was sent to the vendor.**

**13. \*Scheduled Delivery Date\*: Planned date for the delivery of the shipment.**

**14. \*Delivered to Client Date\*: Actual date when the shipment was delivered to the client.**

**15. \*Delivery Recorded Date\*: Date when the delivery was officially recorded.**

**16. \*Product Group\*: Category or classification of the product being shipped.**

**17. \*Sub Classification\*: Further categorization or sub-grouping of the product.**

**18. \*Vendor\*: Name or identifier of the vendor supplying the product.**

**19. \*Item Description\*: Description of the item being shipped.**

**20. \*Molecule/Test Type\*: Specific molecule or type of test associated with the product.**

**21. \*Brand\*: Brand name of the product.**

**22. \*Dosage\*: Dosage strength or concentration of the product.**

**23. \*Dosage Form\*: Formulation or presentation of the product (e.g., tablets, capsules, liquid).**

**24. \*Unit of Measure (Per Pack)\*: Unit of measurement for the product (e.g., tablets per pack, millilitres per bottle).**

**25. \*Line Item Quantity\*: Quantity of the product being shipped.**

**26. \*Line Item Value\*: Total value of the line item.**

**27. \*Pack Price\*: Price per pack of the product.**

**28. \*Unit Price\*: Price per unit of the product.**

**29. \*Manufacturing Site\*: Location where the product is manufactured.**

**30. \*First Line Designation\*: Designation indicating whether it's the first line of the shipment.**

**31. \*Weight (Kilograms)\*: Weight of the shipment in kilograms.**

**32. \*Freight Cost (USD)\*: Cost of freight for the shipment in US dollars.**

**33. \*Line Item Insurance (USD)\*: Insurance cost for the line item in US dollars.**

* **Question’s: -**

1. **What are the average pack prices and average unit prices for each brand?**
2. **How many projects were completed each year, and in which countries where they carried out?**
3. **What is the total weight, in kilograms, produced at each manufacturing site?**
4. **How many countries are represented by each vendor?**
5. **What is the brand-wise average pack prices and average unit**
6. **prices broken down by country?**
7. **What are the freight costs associated with each respective country?**
8. **Who manages the line-item quantity?**
9. **What are the shipment modes used by each country?**
10. **Can you compare the freight costs, weights, and quantities across different parameters?**
11. **How is the drop method (direct or third party) used in each country?**
12. **What is the total weight, categorized by shipment mode, brand, and dosage form?**
13. **How is the line-item insurance (in USD) distributed across different molecules/test types?**
14. **Product Group wise Total unit of measure, pack price, unit price.**

* **Tools: -**

1. **Excel**
2. **Power Bi**

* **Objective: -**

1. **Vendor Performance: Monitor vendor performance based on delivery accuracy, lead time, and compliance with contract terms such as INCO conditions, to inform vendor selection and contract negotiations.**
2. **Quality Control: Monitor production quality controls, including manufacturing areas, to ensure compliance with quality standards and regulations.**
3. **Costs analysis: Analyse the cost of each shipment, including the cost of each package and insurance, to identify opportunities for cost savings and optimize budgeting**
4. **Product distribution within the country: Examine the distribution of various resources (e.g. HIV testing programs, antiretroviral drugs) in different countries. Identify countries with specific requirements or requirements and prepare procurement strategies accordingly.**
5. **Delivery method: Evaluate the delivery method (e.g., air, direct drop, FCA). Examine the frequency and fraction of delivery by each method to hear what is preferred and what under the ongoing process. Check all shipping costs, including freight and insurance, for each shipping method. Examine the classification of various products (e.g. HIV test kits, drugs) in the delivery channels.**