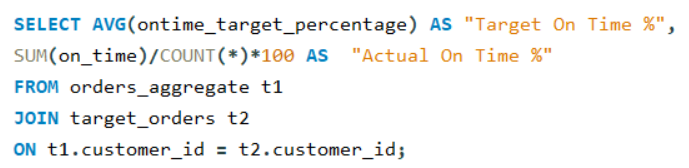
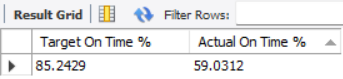
**SQL STATEMENTS**

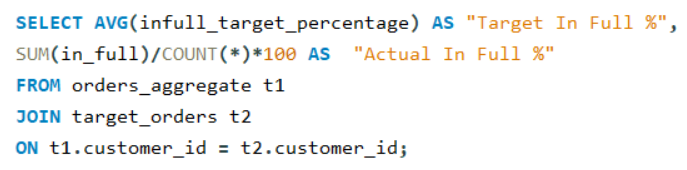
1. **Overall Analysis**

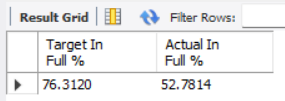
Shows the overall analysis of Atliq Mart's data.

1. **On Time %** - Percentage of orders delivered before the promised delivery date.

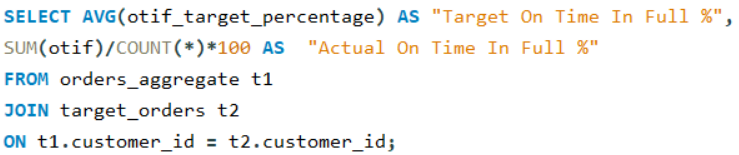
 

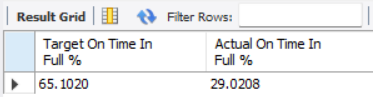
1. **In Full %** - Percentage of orders delivered in full quantity.





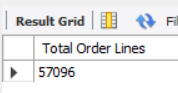
1. **On Time In Full % -** Percentage of orders that were on time and delivered in full quantity.



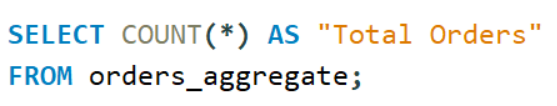


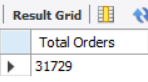
1. **Total Order Lines -** Count of all order lines from all customers combined.



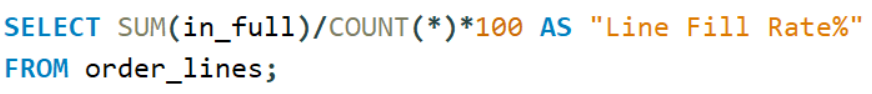


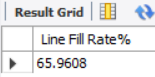
1. **Total Orders**



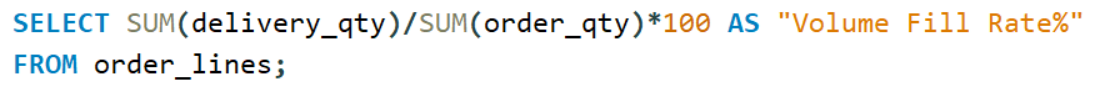


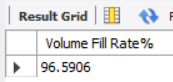
1. **Line Fill Rate -** Percentage of order lines delivered in full quantity.



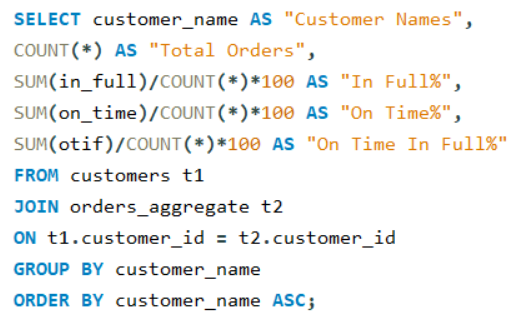


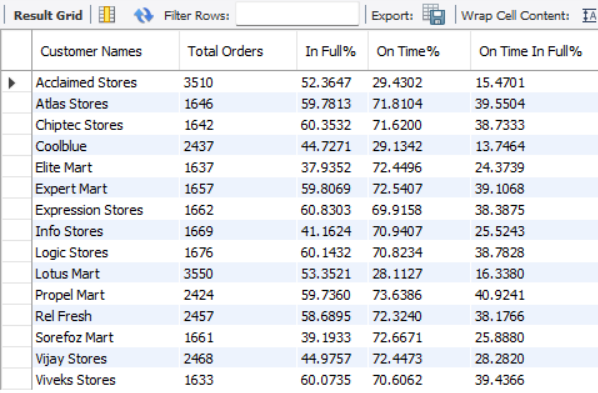
1. **Volume Fill Rate –** Percentage of quantities delivered against the quantities ordered.



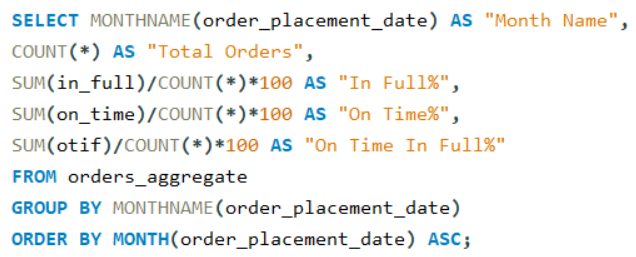


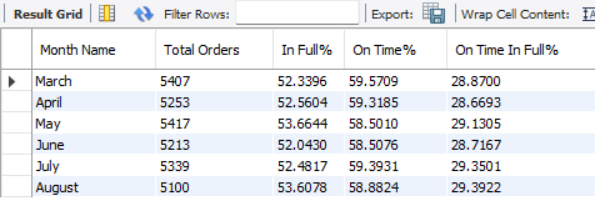
1. **Customer-wise Metrics** – Customer wise OT %, IF %, and OTIF %.



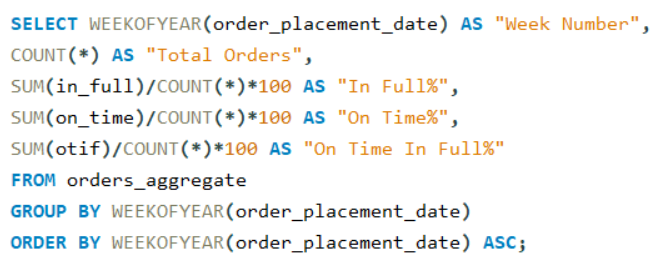


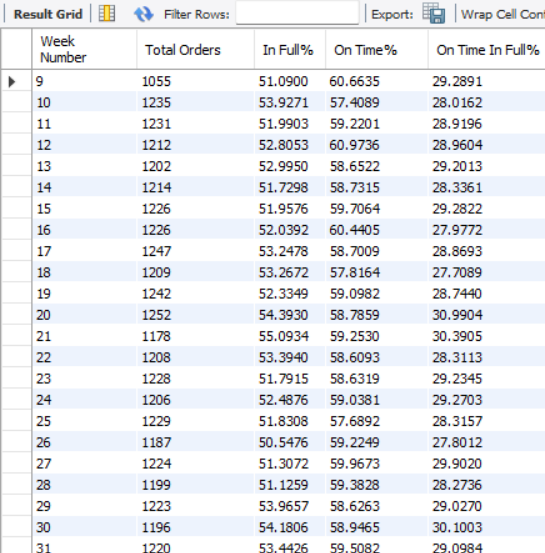
1. **Month-on-Month Trend of metrics**



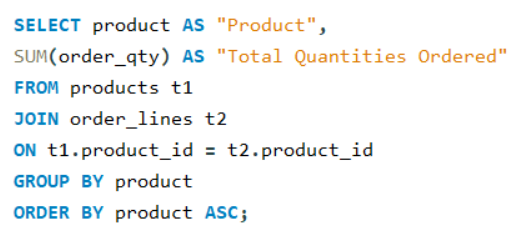


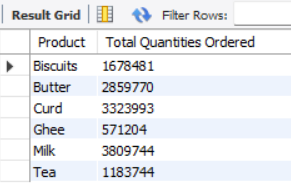
1. **Week-on-Week Trend of metrics**



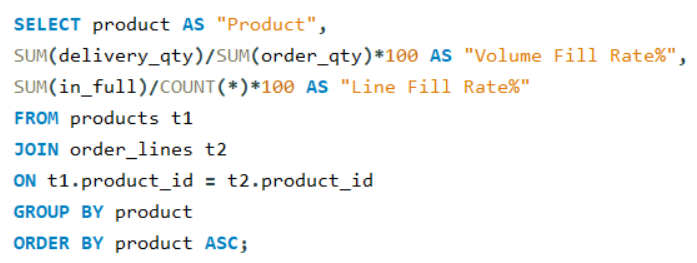


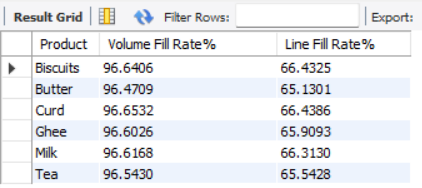
1. **Product Quantity Ordered**





1. **LIFR (Line Full Rate) and VOFR (Volume Full Rate) of Products**





**Inferences:**

* The actual percentages for OT, IF, and OTIF were considerably lower than the average target values, with **OTIF % showing the greatest deviation.**
* While the VOFR stands at nearly 96% for all products, indicating that the required quantities were largely supplied, the LIFR reveals that only 66% of order lines were actually fulfilled. This suggests that, on average, a **small quantity was missing in 34% of the order lines.**
* For the customers - Acclaimed Stores, Lotus Mart, and Chiptec Stores, the OTIF % are the lowest (~14.5%). For the other companies, it’s between 25-40. **Not even 50% of their orders are fulfilled on time.** There’s a need to increase these percentages in the future to keep up with the customer satisfaction, requirements and **prevent high churn rate for the end customers** due to the shortage.
* The most ordered items are: Milk and Curd which are highly perishable. The lower OTIF % for these two products can be due to following reasons:
  + **Inconsistent production** of milk due to poor cattle health and seasonal variations.
  + **Spoilage** **and contamination** due to bacterial growth because of compromised cold storage.
* Every month, only 29% orders are completely fulfilled – a concerning situation.

jnk