



SUPPLY CHAIN DASHBOARD

OVERVIEW

PERFORMANCE

ORDER

PRODUCTS

KEY INSIGHTS

OT%

59%

Target: 86%

OTIF%

29%

Target: 66%

IF%

53%

Target: 77%

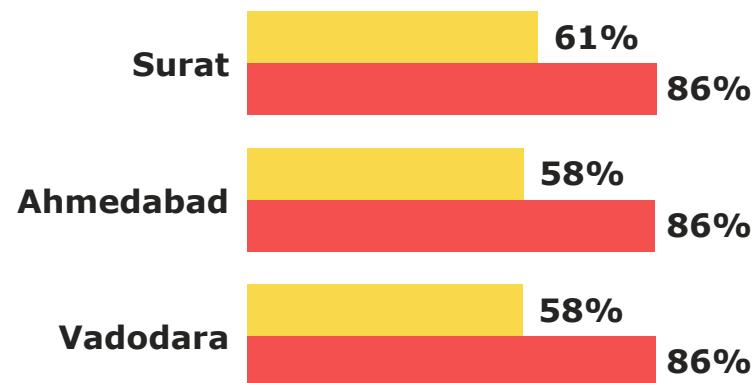
LIFR%

66%

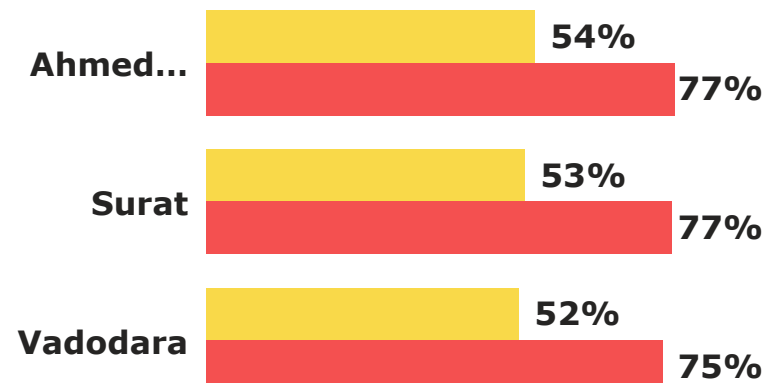
VOFR%

97%

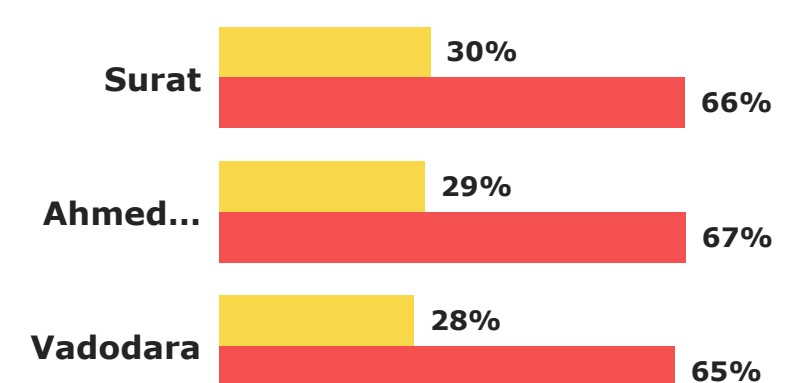
OT% VS TARGET



IF % VS TARGET



OTIF% VS TARGET





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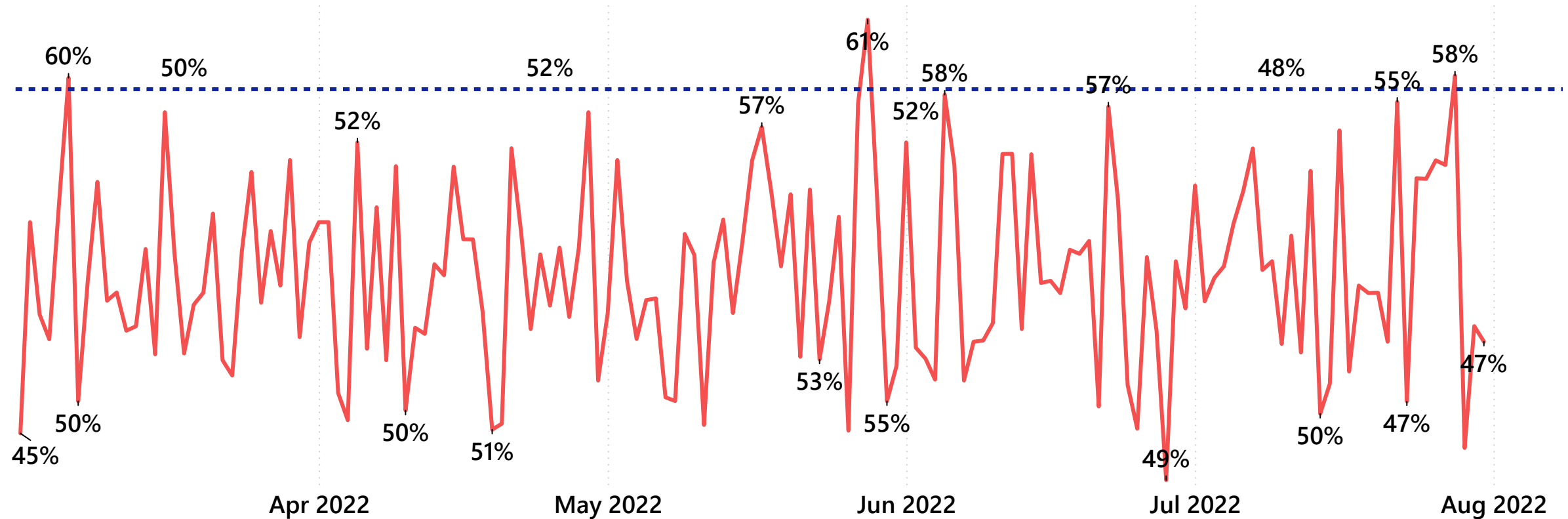
OTIF%

OT%

IF%

LIFR%

VOFR%





PRODUCT INSIGHTS

customer_name	OT %	OTIF %	IF %	LIFR %	VOFR %
Propel Mart	74%	41%	60%	76%	98%
Chiptec Stores	72%	39%	60%	76%	98%
Expert Mart	73%	39%	60%	75%	97%
Atlas Stores	72%	40%	60%	75%	98%
Expression Stores	70%	38%	61%	75%	98%
Viveks Stores	71%	39%	60%	75%	98%
Rel Fresh	72%	38%	59%	75%	97%
Logic Stores	71%	39%	60%	74%	97%
Lotus Mart	28%	16%	53%	60%	96%
Vijay Stores	72%	28%	45%	59%	96%
Acclaimed Stores	29%	15%	52%	59%	96%
Sorefoz Mart	73%	26%	39%	53%	95%
Info Stores	71%	26%	41%	53%	95%
Elite Mart	72%	24%	38%	53%	95%
Coolblue	29%	14%	45%	52%	95%

CUSTOMER INSIGHTS

product_name	LIFR %	LIFR % by Month	VOFR %	VOFR % by Month
AM Biscuits 750	68%		97%	
AM Curd 250	67%		97%	
AM Milk 500	68%		97%	
AM Ghee 150	67%		97%	
AM Curd 100	67%		97%	
AM Curd 50	66%		97%	
AM Milk 250	66%		97%	
AM Butter 100	67%		97%	
AM Tea 100	65%		97%	
AM Ghee 100	66%		97%	
AM Biscuits 250	65%		97%	
AM Milk 100	66%		97%	
AM Ghee 250	65%		97%	
AM Tea 250	65%		97%	
AM Tea 500	66%		97%	



TOTAL ORDERS

32K

ORDER ONTIME

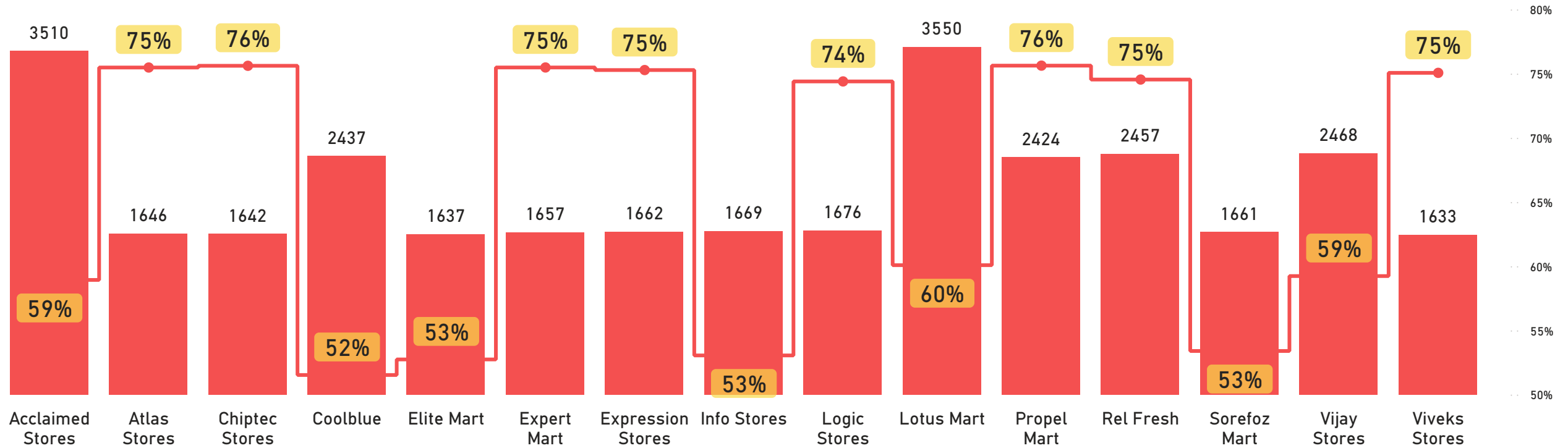
19K

ORDERS INFULL

17K

ORDERS INFULL

9208





KEY INSIGHT



Top Contributors: Lotus Mart and Acclaimed Stores are major players, each making up over **11% of the total orders**. Following them closely are Vijay Stores, Rel Fresh, Coolblue, and Propel Mart, each contributing around **8%**. Together, these six key customers account for **53% of all orders**, underscoring their significant impact on our business performance.

Dairy Category Dominance: The Dairy category is a standout, making up **79.30% of the orders**. This shows that customers heavily favor dairy products, making it a critical area for our business.

Delivery Performance: Our average performance metrics for **On-Time (OT%)**, **In Full (IF%)**, and **On-Time In Full (OTIF%)** aren't hitting the targets. This shortfall indicates many orders are late or not fully completed, which can lead to unhappy customers and operational hiccups.



KEY INSIGHT



Challenges for Key Customers: Coolblue, Acclaimed Stores, Lotus Mart, Elite Mart, Info Stores, Sorefoz Mart, and Vijay Stores are all **facing challenges** in achieving optimal delivery results.

Focus on On-Time Delivery: Coolblue, Acclaimed Stores, and Lotus Mart are struggling with **low on-time delivery performance**, which is impacting their overall **OTIF %**. **Improving their on-time delivery rates** should be a priority to enhance their overall delivery performance.

In-Full Percentage Issues: Vijay Stores, Sorefoz Mart, Info Stores, and Elite Mart have a reasonable delivery success rate but **fail to achieve a high in-full percentage**. This indicates a need for improvement in delivering orders **in full quantity**.

customer_name	OT %	OTIF %	IF %	LIFR %	VOFR %
Propel Mart	74%	41%	60%	76%	98%
Chiptec Stores	72%	39%	60%	76%	98%
Expert Mart	73%	39%	60%	75%	97%
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Coolblue	29%	14%	45%	52%	95%



KEY INSIGHT →

Ahmedabad

Insight: Ahmedabad city reveals a concerning delivery performance for **Sorefoz Mart**, with a low **IF %** impacting their **OTIF %**.

Issue: Delivering orders in full quantity poses challenges for them, thereby affecting overall delivery performance.

Recommendation:

Enhance Inventory Management: Improve inventory tracking and management to ensure orders are fulfilled completely.

Training and Support: Provide additional training and support to the staff to streamline the order fulfillment process.

Surat

Insight: Surat city highlights **Info Stores'** struggle with a lower **IF %**, directly influencing their delivery performance.

Issue: Improvements are needed to enhance their ability to fulfill orders in full, thus improving overall delivery operations.

Recommendation:

Process Optimization: Review and optimize the order processing workflow to reduce errors and improve fulfillment rate

Supplier Coordination: Work closely with suppliers to ensure timely and complete delivery of stock

Vadodara

Insight: **Elite Mart** and **Vijay Stores** exhibit a low **IF %**, leading to a correspondingly low **OTIF %**.

Issue: This indicates the importance of addressing order fulfillment challenges to enhance their delivery processes effectively.

Recommendation:

Root Cause Analysis: Conduct a thorough analysis to identify the root causes of low order fulfillment rates.

Technology Integration: Implement technology solutions to automate and monitor the order fulfillment process for better accuracy and efficiency.



KEY INSIGHT

Based on the Order line analysis,

Line Fill Rate (LIFR) Challenges: The lower LIFR % indicates difficulties in fulfilling a complete set of ordered items, which can impact **customer satisfaction** and **operational efficiency**. It's essential to address these challenges to enhance the **LIFR %** and improve overall order fulfillment performance.

Key Customers with Lower LIFR %: Coolblue, Elite Mart, Info Stores, Sorefoz Mart, Acclaimed Stores, Vijay Stores, and Lotus Mart have lower LIFR % compared to the average. Notably, Vijay Stores, Lotus Mart, Acclaimed Stores, and Coolblue have the largest order lines.

