Recommendations Active Outfitters

SUPPLY CHAIN

Done By

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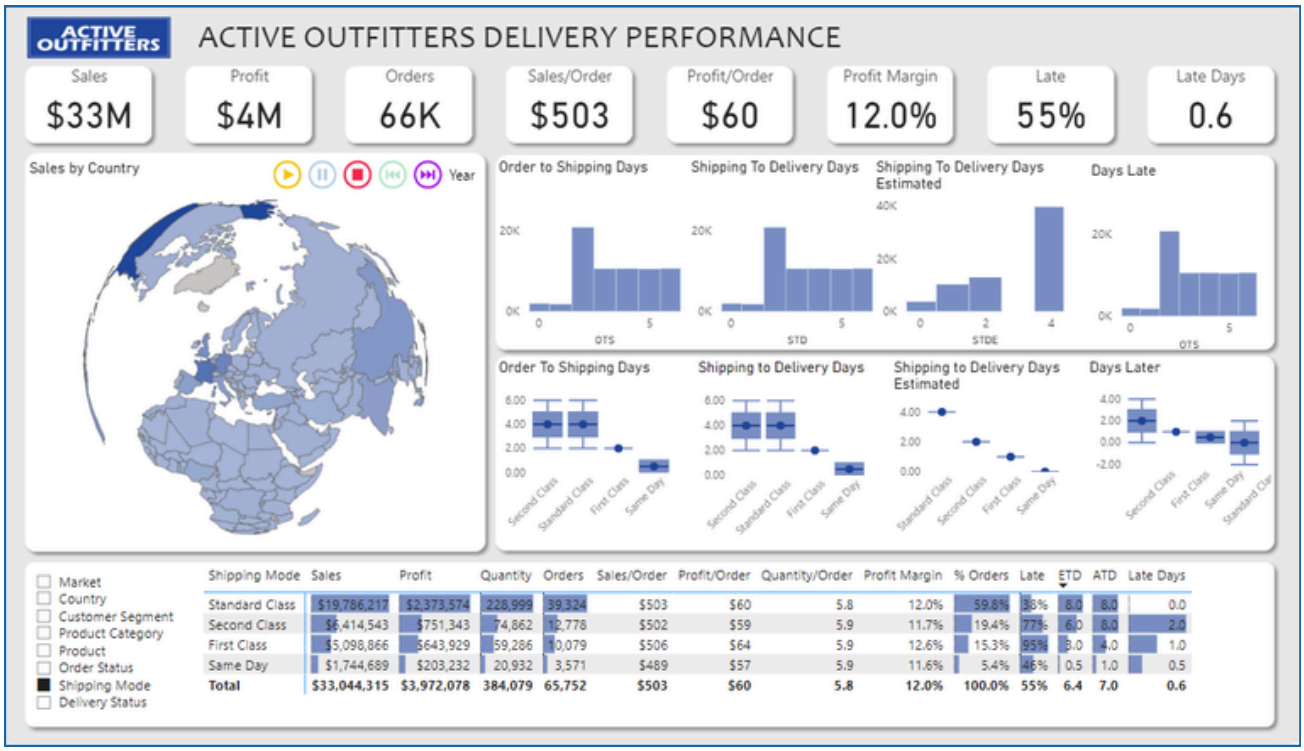
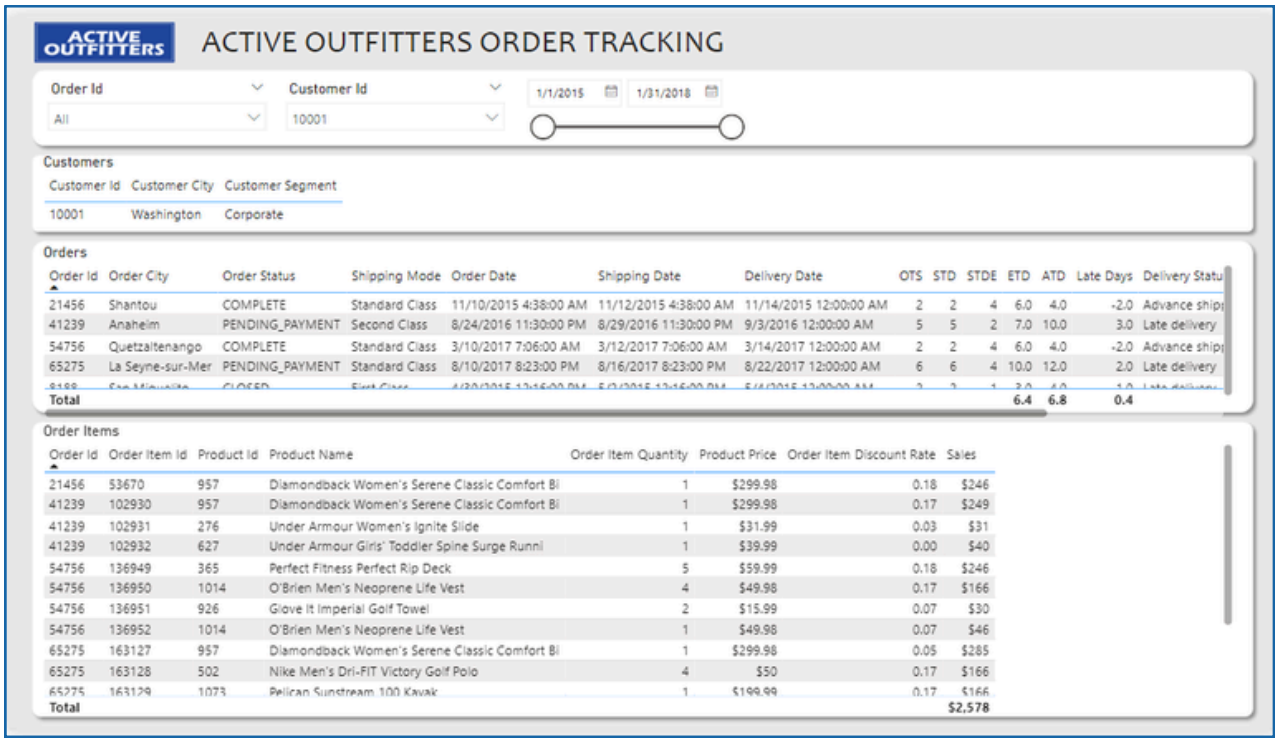
Delivery Performance



Recommendations

- With $33M in sales and a 12% profit margin, ensure these figures meet your business objectives. Consider pricing or cost adjustments if needed.
- A 55% late delivery rate is high. Investigate and resolve logistics or supply chain issues to improve timeliness.
- Analyze and optimize shipping modes with higher delays to reduce costs and improve delivery speed.
- Focus on strengthening high-performing markets and address challenges in weaker areas to boost overall sales.
- Communicate openly about delivery times and offer compensations for delays to maintain satisfaction.
- Leverage predictive analytics for better demand forecasting and inventory management to prevent delays.

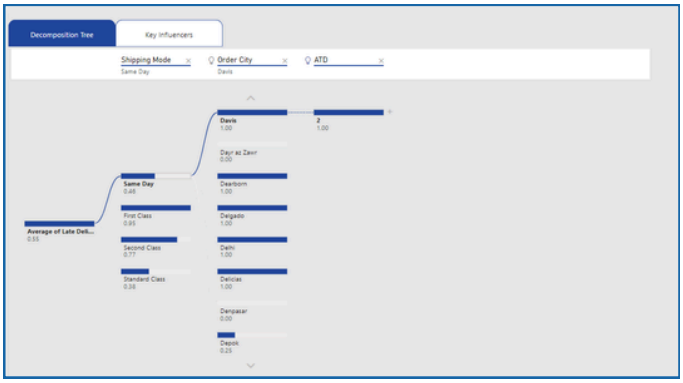
Order Tracking



Recommendations

- Several orders are pending or have delayed payments. Streamline the payment process to reduce pending orders and improve cash flow.
- Most orders use Standard Class, but delays are noted. Evaluate and optimize this mode for faster delivery.
- Focus on corporate clients like Washington, as they may yield higher value orders. Tailor services to enhance their experience.
- Average late days are 0.4. Investigate causes and implement strategies to minimize delays, such as better inventory management.
- High sales in specific products suggest demand trends. Ensure stock availability on popular items to capitalize on these trends.

Late Prediction



Recommendations

- High when the sum of STD is over 4. Focus on optimizing processes in these areas to reduce delays.
- Same Day and First Class have higher late delivery risks. Investigate causes and enhance logistics for these modes.
- Cities like Davis show increased late deliveries. Analyze local factors and adjust strategies to improve performance.
- Use insights from key influencers and decomposition tree to prioritize improvements in identified high-risk areas.