

VENDOR DASHBOARD

JAIPUR LIVING



Business Overview (Jan - March)'24



\$1.78M

Total Purchase YTD



-5%

Purchased Billed YoY%



(\$183K)

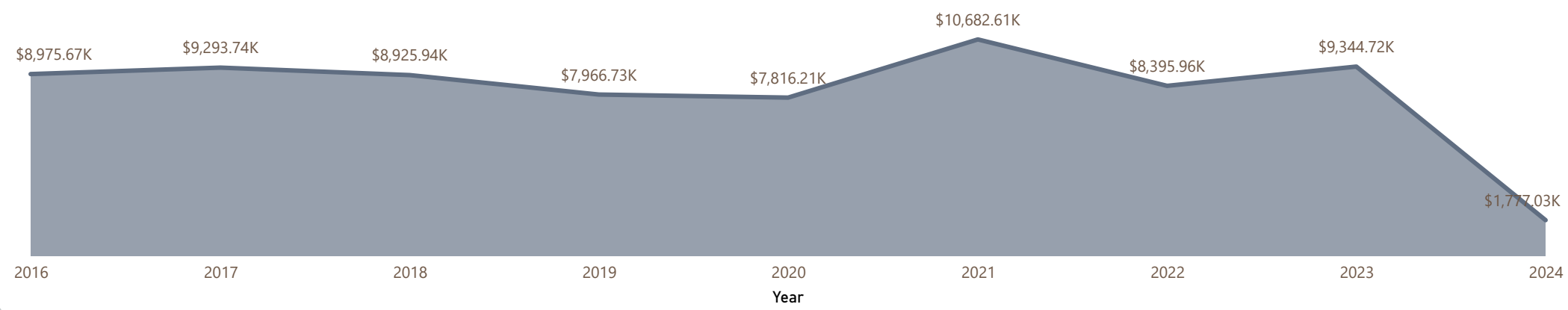
Returns YTD



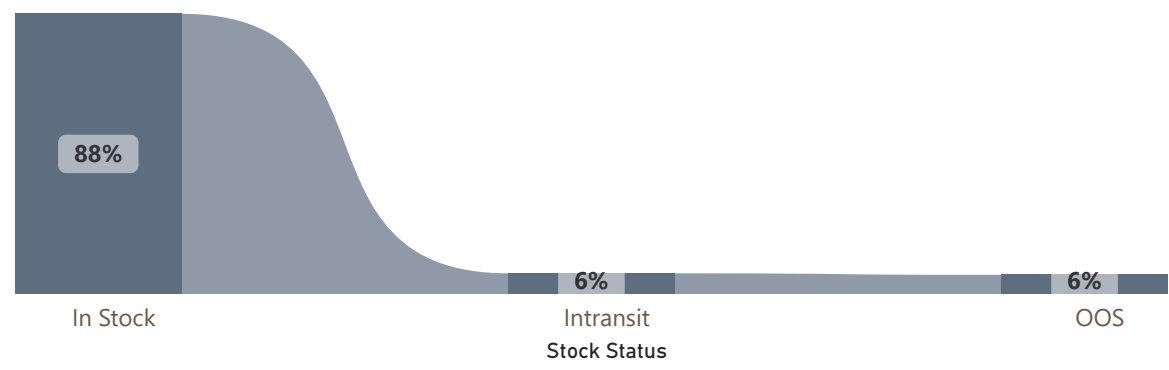
4%

Return Rate

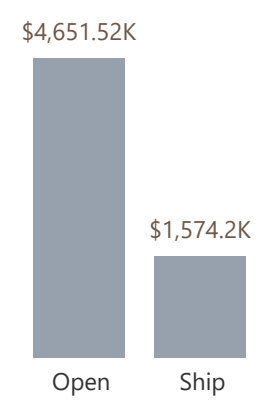
Purchase History



Stock Status

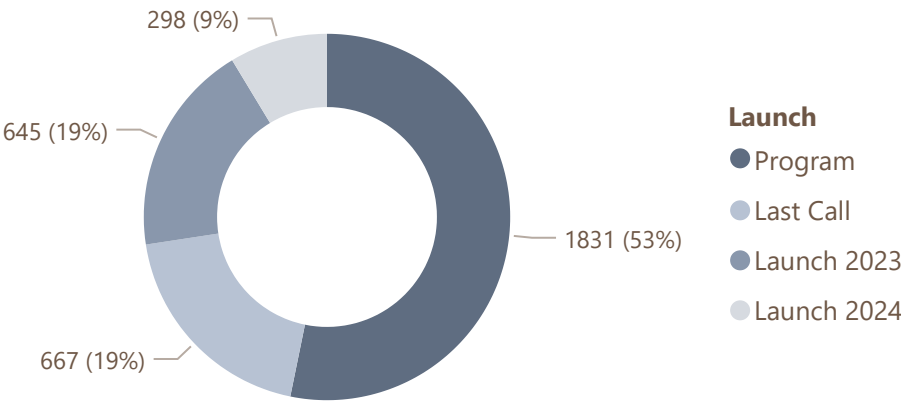


YTD Shipped vs Open Orders



SKU count and Stock Status

Skus Count



Stock Status by Item Category

Item Type	In Stock	Intransit	OOS	Total
SWATCH	95%	1%	4%	100%
RUG	87%	8%	5%	100%
PILLOW	34%		66%	100%



2.15

Inventory Turn

New product launch update

Launch	In Stock	Intransit	OOS	Total
Winter'2024	66%	13%	22%	100%
Summer'2023	78%	11%	11%	100%
Spring'2024	18%	60%	22%	100%
Fall'2023	81%	4%	15%	100%

\$

\$4,652K

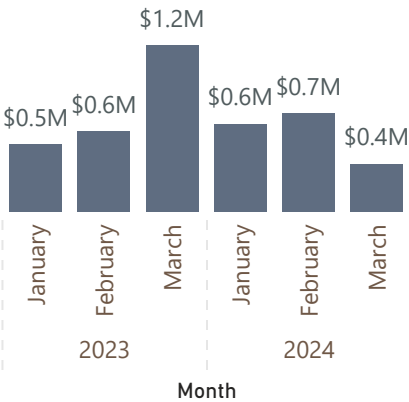
Open Order

Item Type	# Skus	# Collection	Min Lead Time	Max Lead Time
RUG				
HANDKNOT	984	66	60	240
TUFTED	846	32	75	90
HANDWOVEN	413	29	45	120
POM-SET	1	1	60	60
SWATCH				
HANDKNOT	227	62	90	170
TUFTED	172	31	75	90
HANDWOVEN	86	29	45	120
PILLOW				
PILLOWS	29	3	90	120

Stock Status by ABC

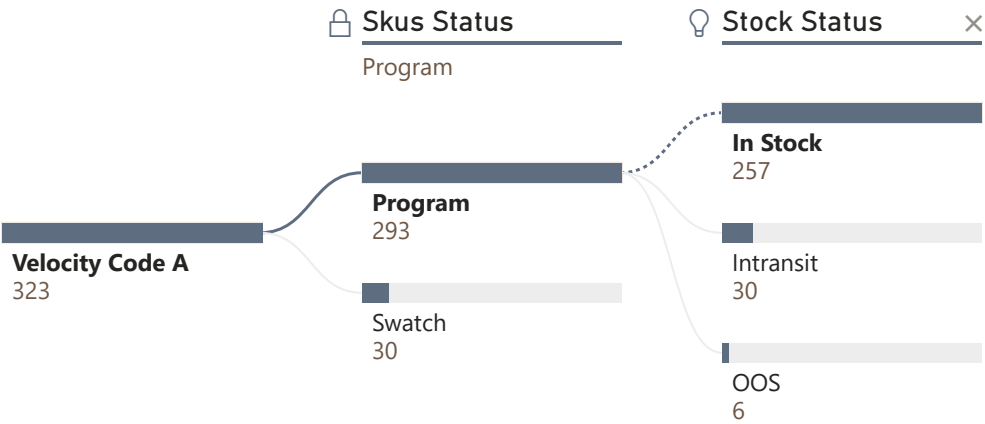
Velocity Code	In Stock	Intransit	OOS	Total
A	87%	9%	4%	100%
B	87%	9%	3%	100%
C	87%	8%	5%	100%
D	91%	4%	5%	100%
N	86%	7%	7%	100%
Total	89%	7%	5%	100%

Q1 Placed Orders

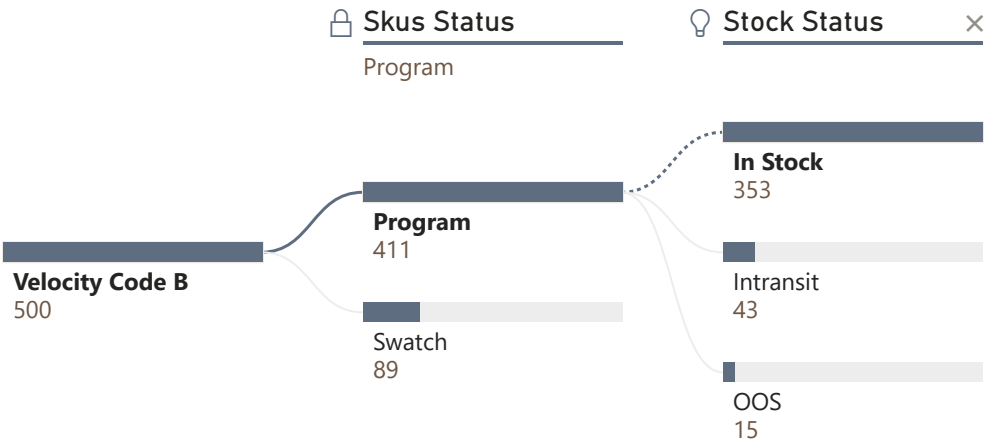


In Stock Status by Velocity Code A & B

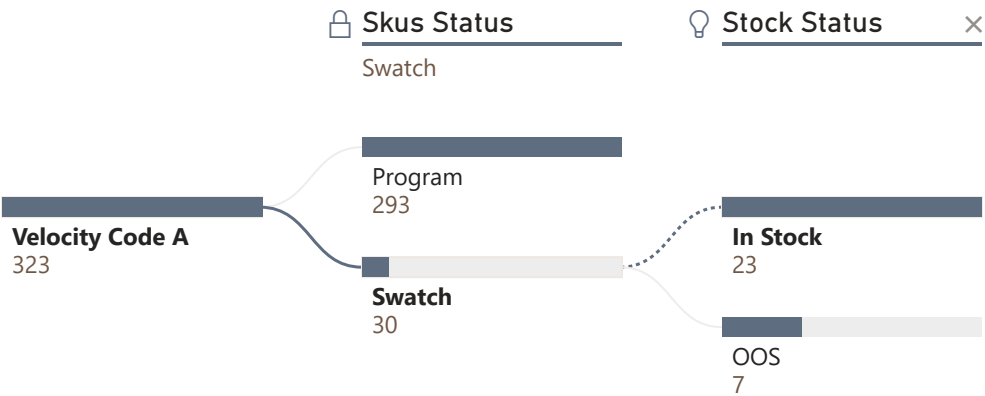
#Program Skus in Code A



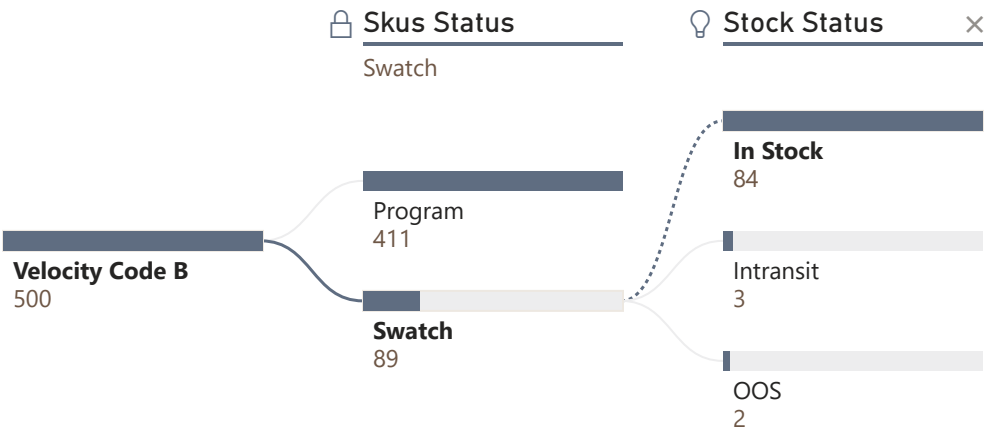
#Program Skus in Code B



#Swatch Skus in Code A



#Swatch Skus in Code B



Top Selling OOS by Velocity Code

OOS Designs

ANS02



HAZ01



JIN09



KAZ04



KT37



LIB02



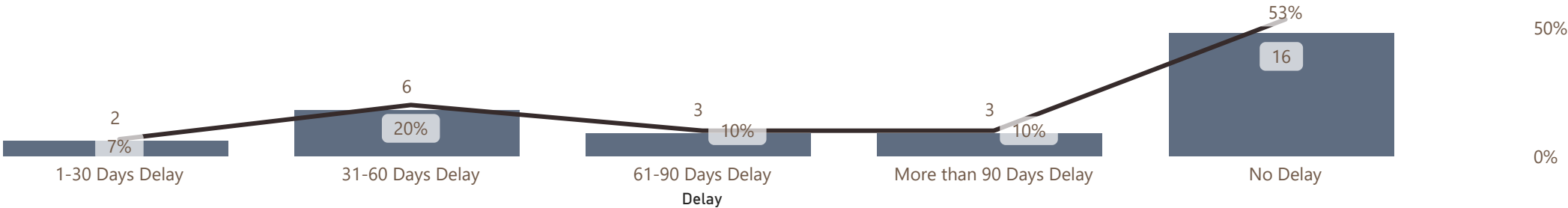
OOS By ABC

Velocity Code	Construction	Program	Swatch	Total
A	HANDKNOT	5	6	11
	HANDWOVEN	1	1	2
	Total	6	7	13
B	HANDKNOT	7	2	9
	HANDWOVEN	2		2
	PILLOWS	1		1
	TUFTED	5		5
	Total	15	2	17
Total		21	9	30

Top Selling OOS Details

Velocity Code	Collection	Construction	Item Status	Catalog Code	Size	Monthly Forecast	ETD
A	ZAIRA	HANDKNOT	PROGRAM	ZRA02	18" SWATCH	23.4	7/21/2024
A	HAZAN	HANDKNOT	PROGRAM	HAZ01	18" SWATCH	22.8	3/4/2024
A	ZAIRA	HANDKNOT	PROGRAM	ZRA01	18" SWATCH	22.8	4/29/2024
A	KAZBEN	HANDKNOT	PROGRAM	KAZ04	18" SWATCH	22.1	4/3/2024
A	JINSEN	HANDKNOT	PROGRAM	JIN09	18" SWATCH	22.0	2/2/2024
A	TAPETEN	HANDKNOT	PROGRAM	TAP03	18" SWATCH	20.3	4/14/2024
A	TRADEWINDS BY BARCLAY B	HANDWOVEN	PROGRAM	TBB01	18" SWATCH	17.8	2/3/2024
A	LIBERTY	HANDKNOT	PROGRAM	LIB04	8'X10'	3.6	1/6/2024
A	LIBERTY	HANDKNOT	PROGRAM	LIB04	9'X12'	2.3	10/19/2023

OOS Delay Days

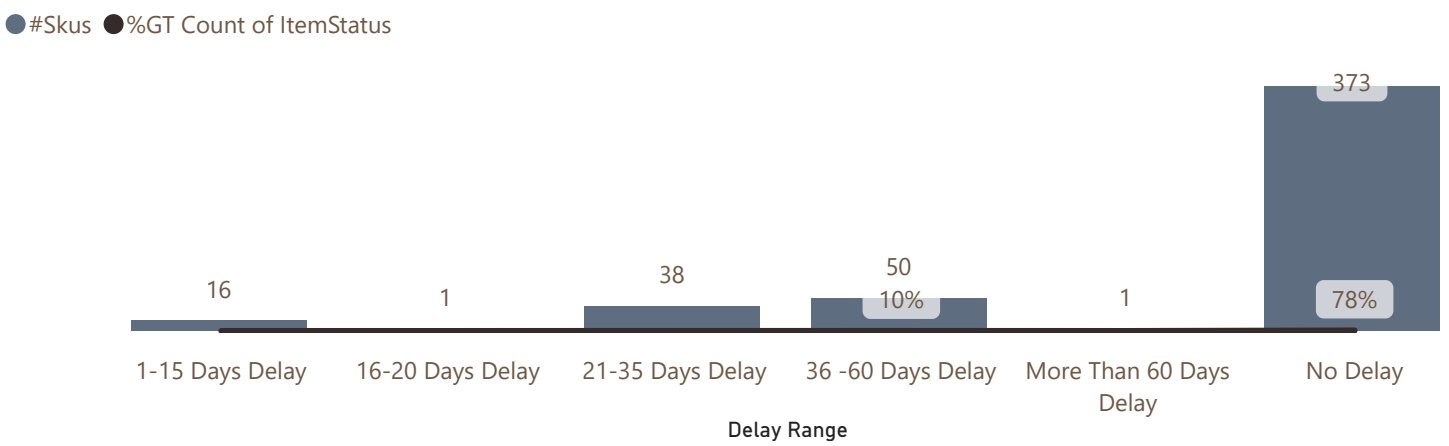


Back Order Details

Skus by Construction

Construction	Product	Skus	% Skus
HANDKNOT	PROGRAM	383	80%
TUFTED	SPECIAL_BUY	35	7%
TUFTED	PROGRAM	27	6%
HANDKNOT	SPECIAL_BUY	19	4%
HANDWOVEN	SPECIAL_BUY	7	1%
HANDWOVEN	PROGRAM	5	1%
HANDKNOT	OAK	1	0%
HANDKNOT	PROGRAM ENKAY-CORE	1	0%
PILLOWS	PROGRAM	1	0%
Total		479	100%

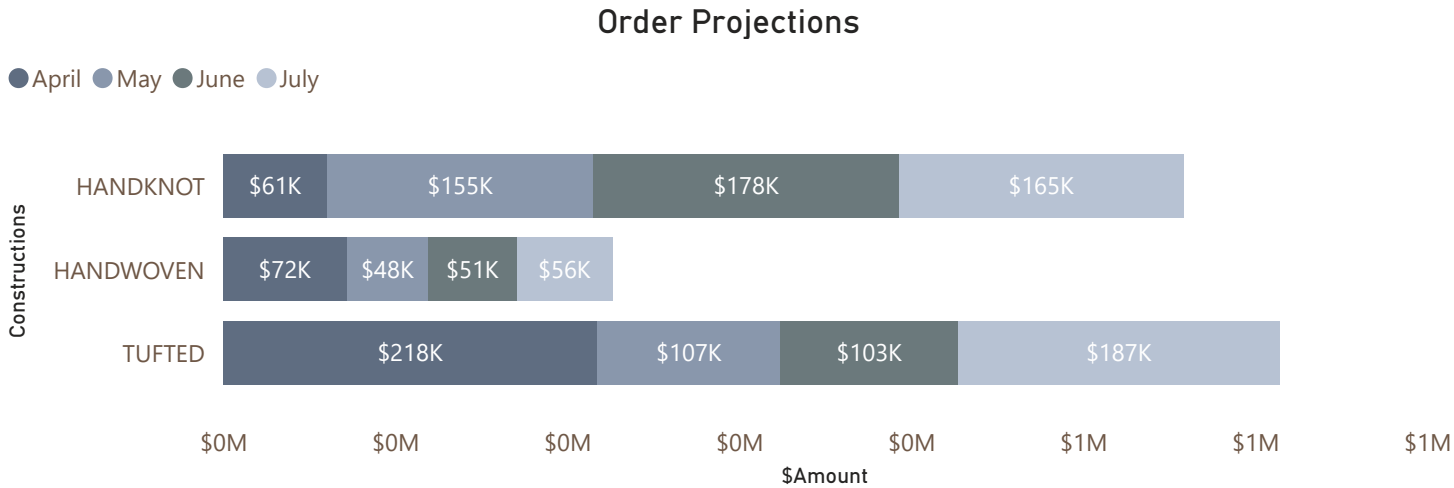
Back Order Delay Days



Back Order Details

Construction	Item No_	CatalogCode	Size	Purchase Code	Order Date	Original ETA	ETA1	ETA2	ETA3	ETA4	Delay times	Qty.
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1460000	05/09/23	01/30/24	02/28/24	05/15/24			2nd Time	1
HANDKNOT	ERG100066	SAM01	10'X14'	PUR031290-1170000	08/24/23	11/30/23	02/28/24	04/30/24			2nd Time	1
HANDKNOT	RUG138469	ANS02	9'X12'	PUR030744-220000	07/12/23	01/15/24	02/28/24	04/18/24			2nd Time	1
HANDKNOT	RUG159321	KAZ01	10'X14'	PUR031290-1920000	08/24/23	01/30/24	02/17/24	04/18/24			2nd Time	1
HANDKNOT	RUG159205	SPT22	8'X10'	PUR031290-1790000	08/24/23	01/30/24	02/17/24	04/18/24			2nd Time	1
PILLOWS	PLC102586	ALU03	24"X24"	PUR029530-3560000	04/13/23	12/30/23	01/15/24	04/18/24			2nd Time	1
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1210000	05/09/23	01/15/24	02/28/24	03/20/24			2nd Time	8
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1270000	05/09/23	01/30/24	02/28/24	03/20/24			2nd Time	5
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1280000	05/09/23	01/30/24	02/28/24	03/20/24			2nd Time	1
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1290000	05/09/23	01/15/24	02/28/24	03/20/24			2nd Time	2
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1320000	05/09/23	01/30/24	02/28/24	03/20/24			2nd Time	2
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1330000	05/09/23	01/30/24	02/28/24	03/20/24			2nd Time	6
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1350000	05/09/23	01/30/24	02/28/24	03/20/24			2nd Time	3
HANDKNOT	RSW104752	JIN10	18" SWATCH	PUR029863-1360000	05/09/23	01/30/24	02/28/24	03/20/24			2nd Time	2

Order Projection
and POs Status
update



\$1.57M

\$YTD Amount Shipped

Shipped POs status update (2023- March'24)

Year	Quarter	1-30 Days Delay	31-60 Days Delay	61-90 Days Delay	More than 90 Days Delay	On-Time	Total
2023		13%	16%	11%	17%	44%	100%
2024	Qtr 1	14%	13%	9%	14%	51%	100%
	Total	14%	13%	9%	14%	51%	100%
Total		13%	15%	11%	16%	45%	100%

\$4.65M

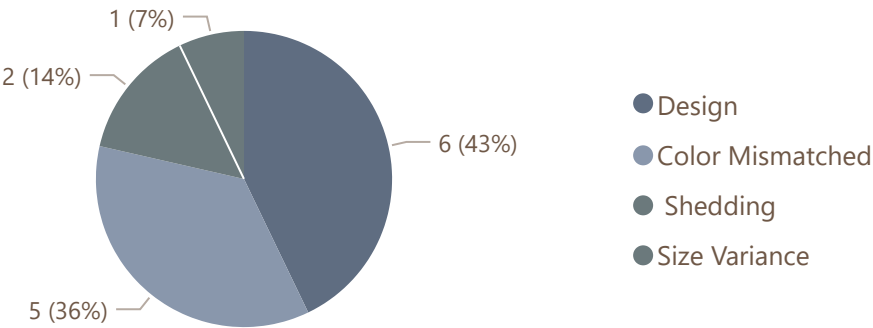
\$YTD Amount Open

Pending POs status update

Year	Quarter	1-30 Days Delay	31-60 Days Delay	61-90 Days Delay	More than 90 Days Delay	On-Time	Total
2023		15%	22%	10%	17%	35%	100%
2024	Qtr 1	21%	7%	1%		71%	100%
	Total	21%	7%	1%		71%	100%
Total		17%	17%	7%	12%	47%	100%

Quality Issues and Chargebacks

Quality Return Reasons YTD



Images

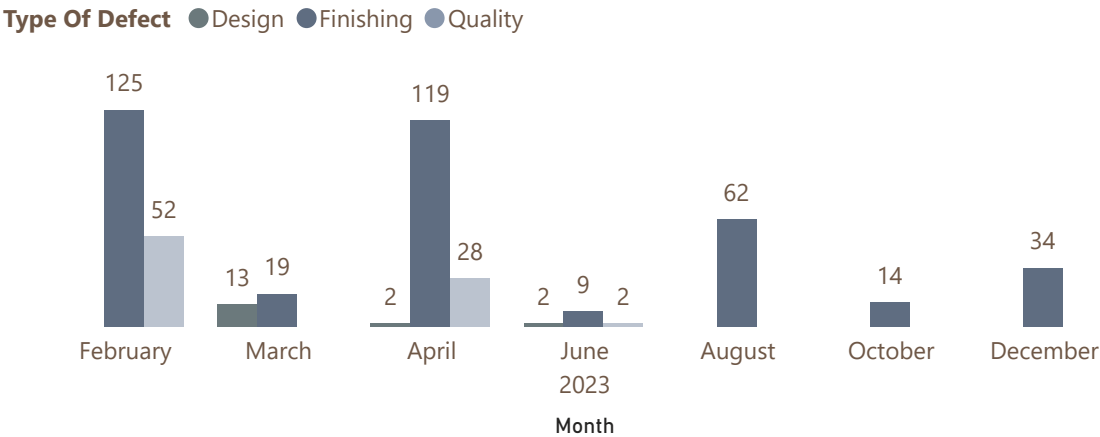


FRG03/FRG01

Internal QC - US (2023-March'24)

Year	Quarter	Color	Creases	Design	Label	Measurement	Odor	Packaging	Total
2023	Qtr 1	19			187		1	62	269
	Qtr 2		4		3030	1		63	3098
	Qtr 3				31			62	93
	Qtr 4	13		4	11				28
	Total	32	4	4	3259	1	1	187	3488
2024	Qtr 1	9			6				15
	Total	9			6				15
Total		41	4	4	3265	1	1	187	3503

QC Issues at Origin (2023-March'24)



Chargebacks

Date	Item ID	Cat Code	Vendor Name	Issue	Qty.	Amount	Date CB sent
01/23/24	RSW104056	AMO05	Jaipur Rugs Co. Pvt. Ltd.	Incorrect Border Surging Color (Teal)	9	WARNING	01/23/24
Total					9		

Top 10 Skus by COGS

Rank # 1

Cat Code PRO01
Item Name LINDE
Collection PROVINCE
Construction TUFTED
COGS \$41,159
In Stock % 88%

Rank # 2

Cat Code PRO07
Item Name LINDE
Collection PROVINCE
Construction TUFTED
COGS \$24,844
In Stock % 100%

Rank # 3

Cat Code PRO05
Item Name CORIAN
Collection PROVINCE
Construction TUFTED
COGS \$20,227
In Stock % 57%

Rank # 4

Cat Code TRD01
Item Name GLACIER
Collection TRANSCEND
Construction TUFTED
COGS \$20,101
In Stock % 100%

Rank # 5

Cat Code SPT15
Item Name SPIRE
Collection SOMEPLACE IN TIME
Construction HANDKNOT
COGS \$18,677
In Stock % 80%

Rank # 6

Cat Code SPT13
Item Name PENDULUM
Collection SOMEPLACE IN TIME
Construction HANDKNOT
COGS \$18,509
In Stock % 83%

Rank # 7

Cat Code SPT05
Item Name RESONANT
Collection SOMEPLACE IN TIME
Construction HANDKNOT
COGS \$16,096
In Stock % 33%

Rank # 8

Cat Code RJJ11
Item Name IZMIR
Collection RECONNEXT JENNY JONE
Construction HANDKNOT
COGS \$14,526
In Stock % 100%

Rank # 9

Cat Code ENC04
Item Name POMPANO
Collection ENCLAVE
Construction HANDWOVEN
COGS \$14,500
In Stock % 100%

Rank # 10

Cat Code SPT12
Item Name RESONANT
Collection SOMEPLACE IN TIME
Construction HANDKNOT
COGS \$14,476
In Stock % 67%

Action items (Last Meeting)**Action items: (JRC)**

- Improve In-stock% for A & B Skus.
Reduced pre-loom lead time for A & B Velocity by 25-30 days and procure advance dyed raw material for A & B Velocity.
- Improve In-stock% of recent launches.
Advanced dyed raw material procures before order process.
- Reduce ETAs & delays on back orders & out of stock Skus.
Yes, expedite lead time for Backorders and OOS and reduce ETAs.
- JRC to review Lead times over 150 days provided to us.
Reduced Lead time for tufted (up to 10' Width) to 75 days and other sizes to 90 Days. Also, for Hand knotted rugs up to 10ft lead time reduced from 90-280 to 90-220 days.

Action items: (JLI)

- Reducing lead times by leveraging order projections (Send monthly & track actual vs projection for next 3 months)
Yes, Sharing the same.
- Reducing lead time on new launches with proactive notifications from smart sheets (running into material procurement issues delaying ETAs).
Yes, Sharing the same.
- ABC velocity code changes – quarterly communication
Yes, Sharing the same.
- Timely feedback once samples shipped for product reviews.
Yes, Sharing the same.
- Share pattern ranking of new launches with PO placement.
Yes, Sharing the same.

Other notes:

- JRC will make extra qty on A Skus & 1+ & 1 pattern ranks on new Skus & stock in India.
Running this process for A SKUs
- Working to change Hand-Tufted lead time to 60 days.
Will Reduce the lead time for Tufted 'A velocity' SKUs to 60 days.

Opportunities

Meeting notes & Action items



Thank You!!!

Let goodness, fairness & most importantly, love prevail in
business; profit will inevitably follow

- N. K. Chaudhary