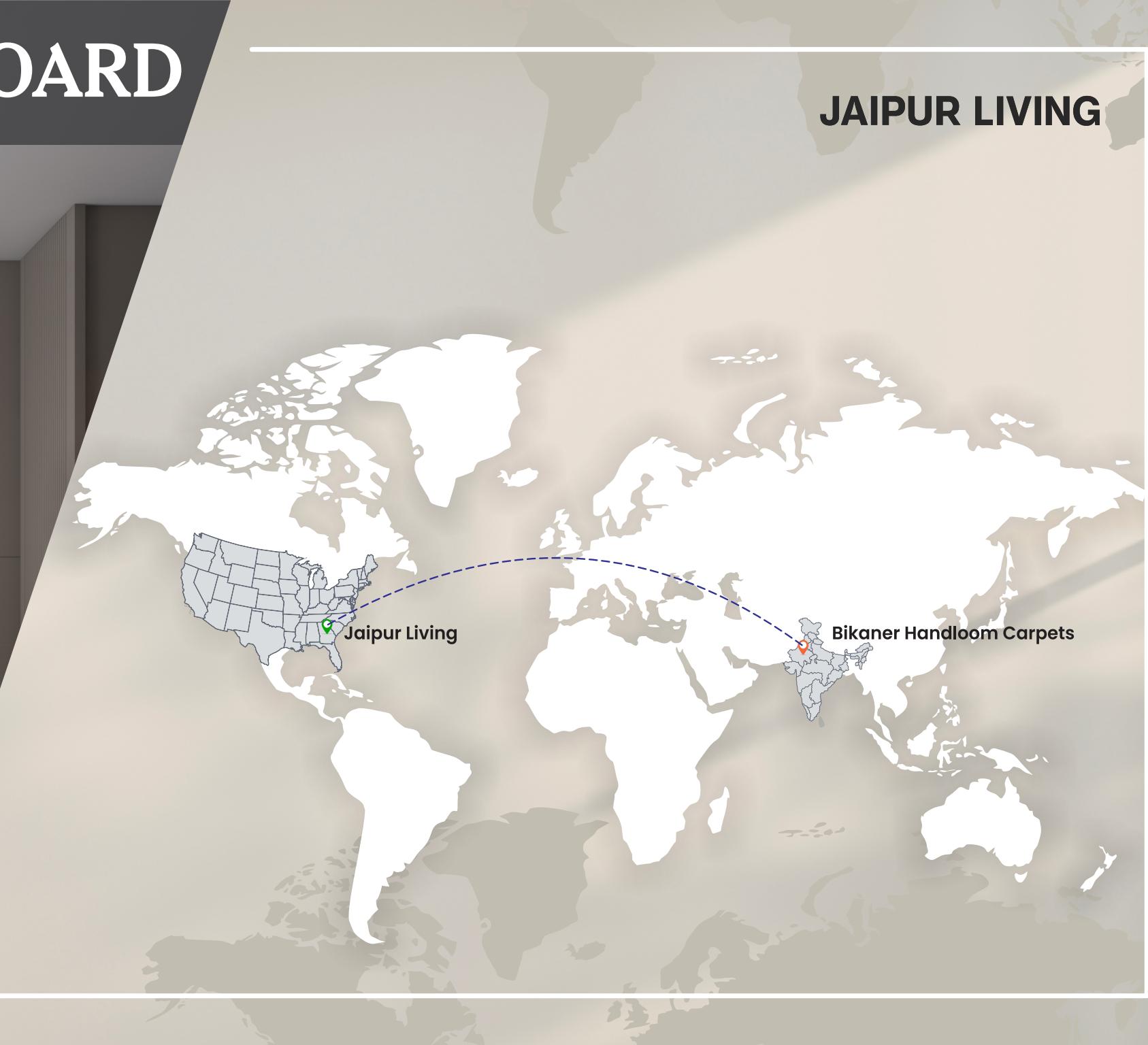


VENDOR DASHBOARD

JAIPUR LIVING

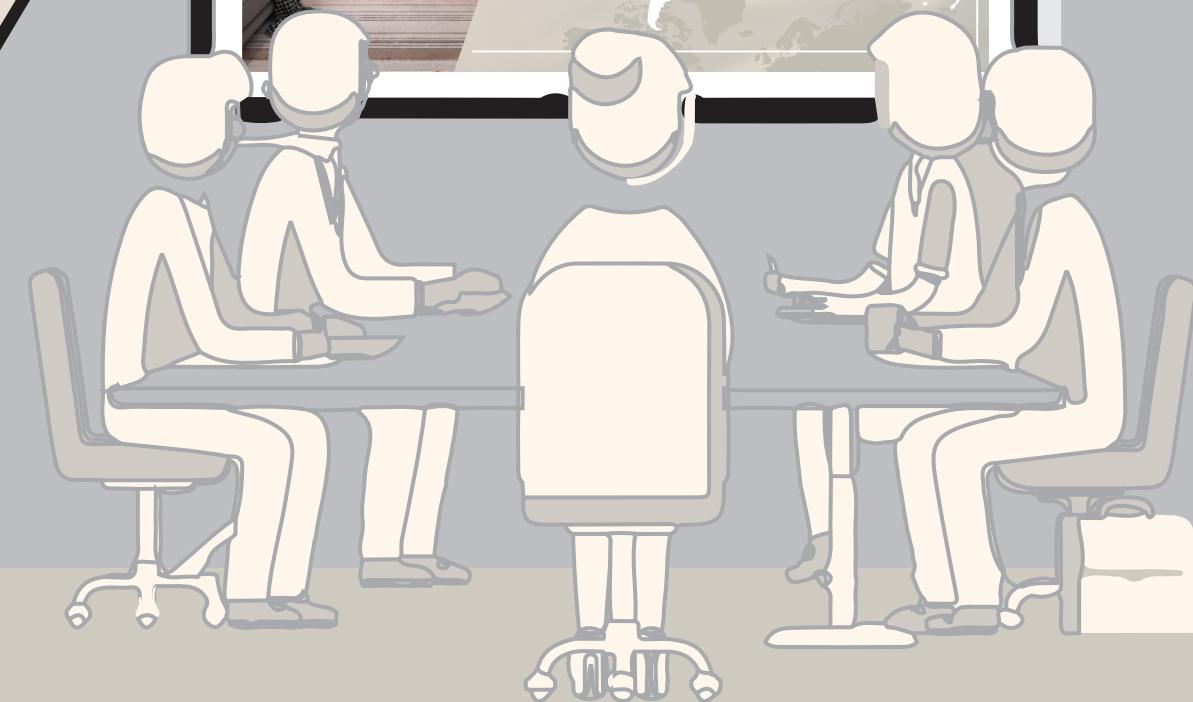


JAIPUR LIVING TEAM

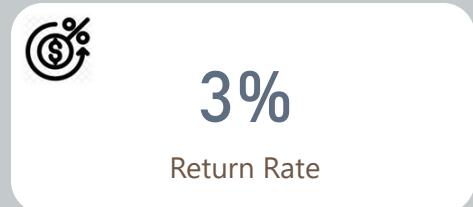
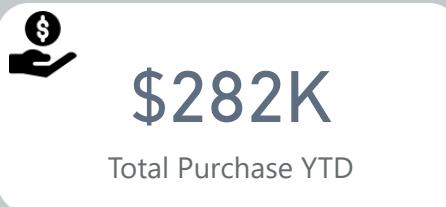
Archana Choudhary (coo)
Valencia McKnight (Director Of Supply Chain And Planning)
Laetitia Marziale (Inventory Planning And Replenishment Manager)
Maggie Nantz (Quality Control Lead)
Stephanie Laubacker (Purchasing Coordinator)
Mehul Mangal (Director Of Operations)
Tanveer Alam Ansari (PD Manager)
Bhavesh Sharma (Sr. Inventory Manager)
Mahfooz Alam Khan (Quality Manager)
Nandkishore (Inventory Manager)
Narendra Bhojwani (Merchandiser)

Bikaner Handloom TEAM

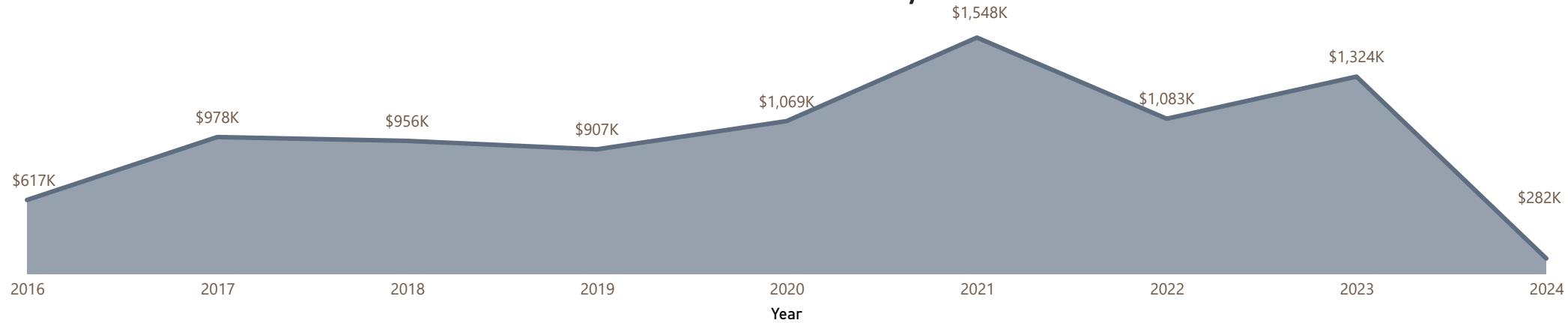
Inder Mohta (Partner)
Narsingh Acharyaya(QC In Charge)
Mohit Modi (QC In Charge)
James Joseph (Documentation)
Ravi Sharma (Documentation)
Hari (Merchandiser)



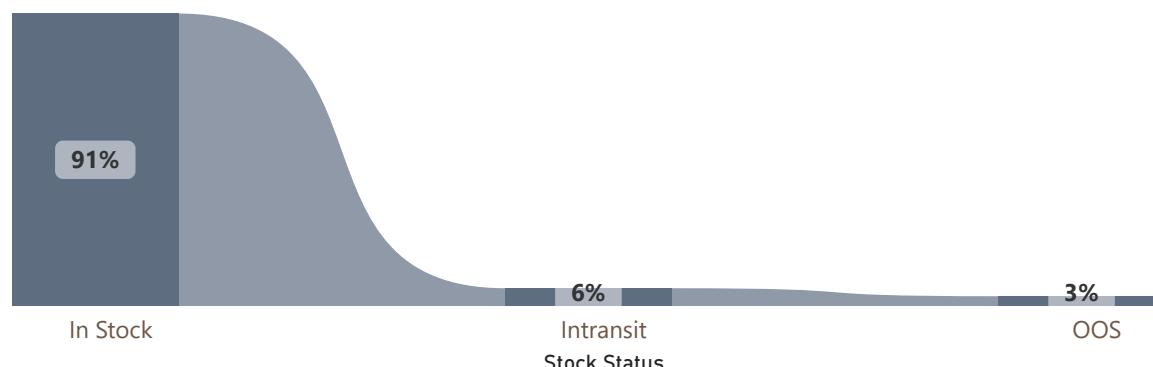
Business Overview (Jan - March)'24



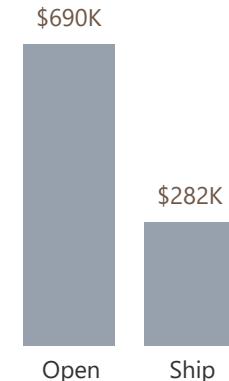
Purchase History



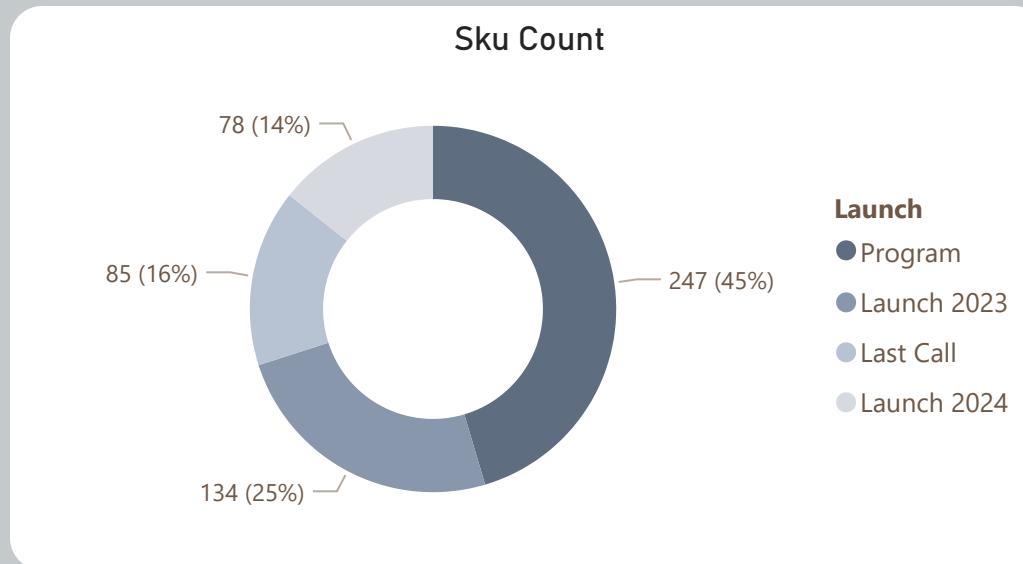
Stock Status



YTD Shipped vs Open Orders



SKU Count and Stock Status



Item Type	# Skus	# Collection	Min Lead Time	Max Lead Time
RUG				
HANDWOVEN	255	14	90	90
TUFTED	80	4	90	90
SWATCH				
HANDWOVEN	52	14	90	90
TUFTED	18	4	90	90
Poufs	15	4	90	120
PILLOW				
PILLOWS	30	2	60	120

Stock Status by Item Category

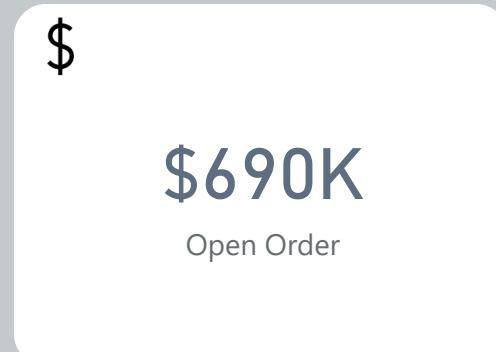
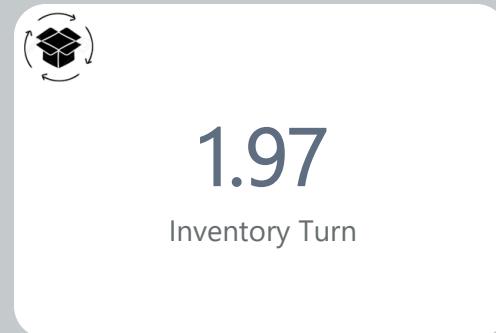
Item Type	In Stock	In Transit	OOS	Total
SWATCH	95%	2%	3%	100%
RUG	91%	6%	3%	100%
Poufs	80%	20%		100%
PILLOW	43%		57%	100%

New Product Launch Update

Launch	In Stock	In Transit	OOS	Total
Winter'2024	100%			100%
Summer'2023	59%	2%	39%	100%
Spring'2024	26%	74%		100%
Fall'2023	92%	6%	3%	100%

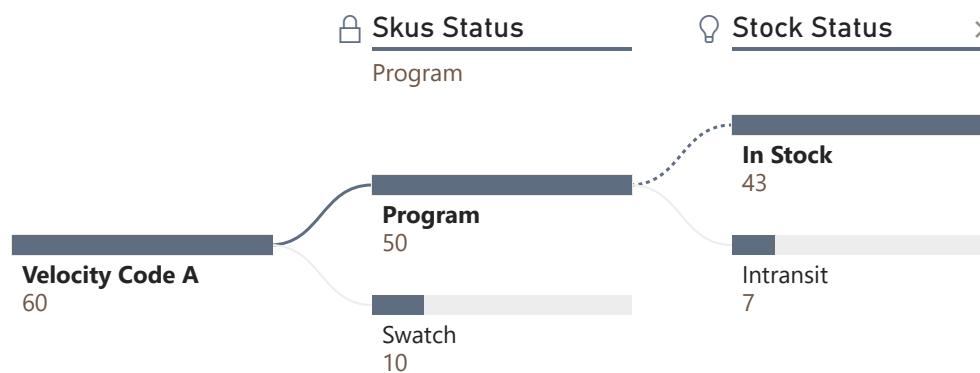
Stock Status by Velocity Code

Velocity Code	In Stock	In Transit	OOS	Total
A	87%	13%		100%
B	85%	10%	5%	100%
C	88%	3%	9%	100%
D	96%	3%	1%	100%
N	100%			100%
Total	91%	6%	3%	100%

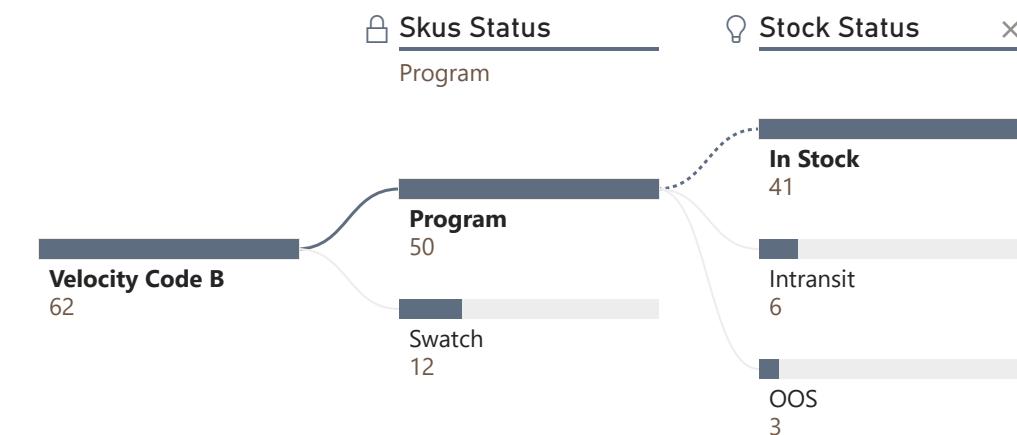


In Stock Status by Velocity Code A & B

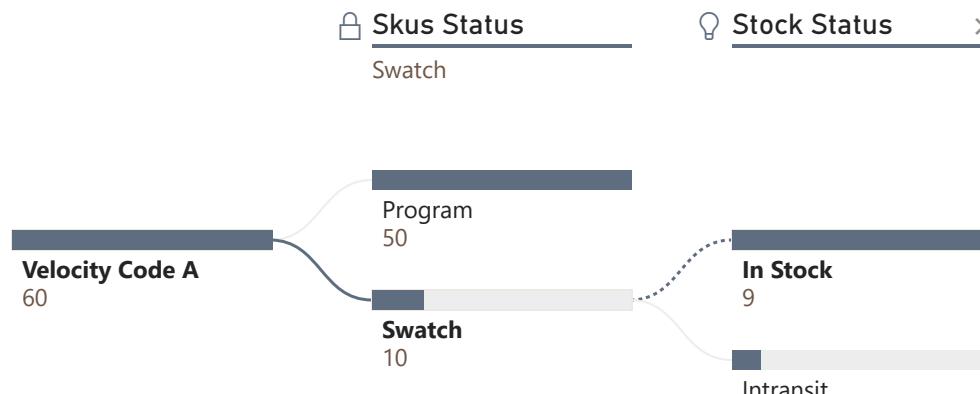
#Program Skus in Code A



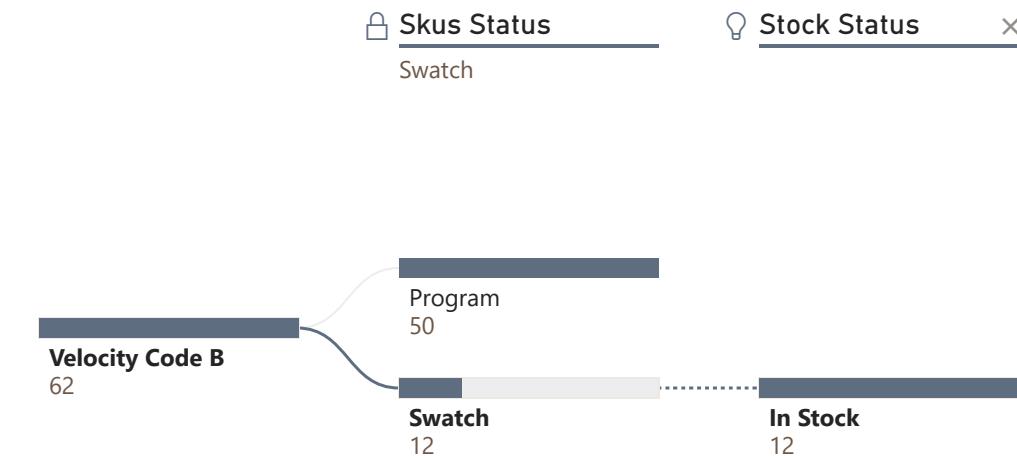
#Program Skus in Code B



#Swatch Skus in Code A



#Swatch Skus in Code B



Top Selling OOS by Velocity Code

OOS By Velocity Code

Velocity Code	Construction	Program	Total
B	HANDWOVEN	2	2
	TUFTED	1	1
	Total	3	3
Total	3	3	

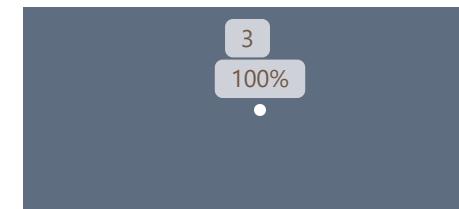
OOS Designs



Top Selling OOS Details

Velocity Code	Collection	Construction	Catalog Code	Size	Monthly Forecast	ETD	Delay Range
B	CAMBRIDGE	HANDWOVEN	CMB04	6'X9'	4.6	4/6/2024	1-30 Days Delay
B	MERRYN	HANDWOVEN	MRR02	8'X10'	1.0	4/6/2024	1-30 Days Delay
B	BRITTA PLUS	TUFTED	BRP13	9'X12'	0.9	2/20/2024	1-30 Days Delay

OOS Delay Days



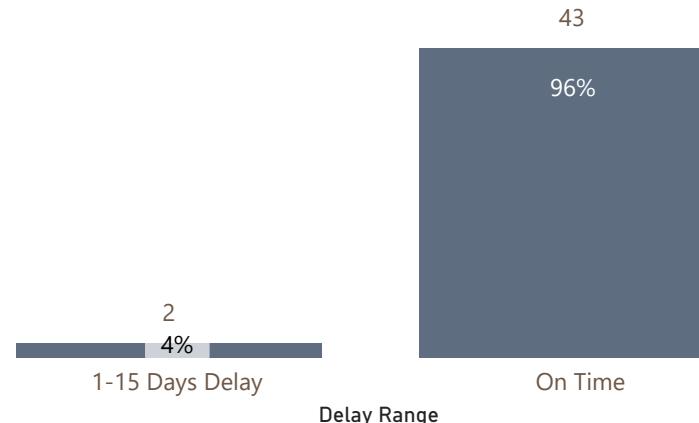
1-30 Days Delay
Delay

Back Order Details

Skus by Construction

Construction	Product	Skus	% Skus
HANDWOVEN	PROGRAM	44	98%
TUFTED	PROGRAM	1	2%
Total		45	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.
HANDWOVEN	RUG154986	NVA01	10'X14'	PUR031903-550000	10/09/23	03/31/24	04/15/24				1st Time	2

Order Projection and POs Status update

\$282K

\$YTD Amount Shipped

\$690K

\$YTD Amount Open

● April ● May ● June ● July

Order Projections

Constructions	HANDWOVEN	\$35K	\$46K	\$39K	\$52K
	TUFTED	\$16K	\$18K	\$19K	\$24K

Shipped POs status update (2023- March'24)

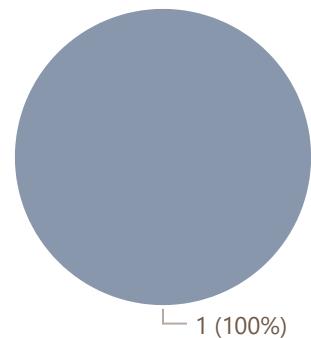
Year	Quarter	1-30 Days Delay	31-60 Days Delay	61-90 Days Delay	More than 90 Days Delay	On-Time	Total
2023		10%	13%	9%	9%	59%	100%
2024	Qtr 1	15%	22%	6%	9%	48%	100%
	Total	15%	22%	6%	9%	48%	100%
	Total	11%	14%	8%	9%	57%	100%

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		32%	24%	7%	34%	3%	100%
2024	Qtr 1	14%				86%	100%
	Total	14%				86%	100%
	Total	23%	12%	3%	17%	45%	100%

Quality Issues and Chargebacks (Jan-Mar)'24

Quality Return Reasons YTD

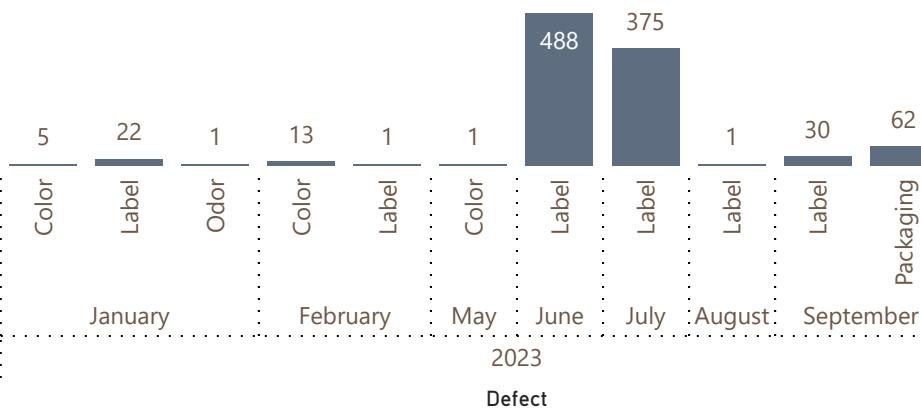


● Color Mismatched

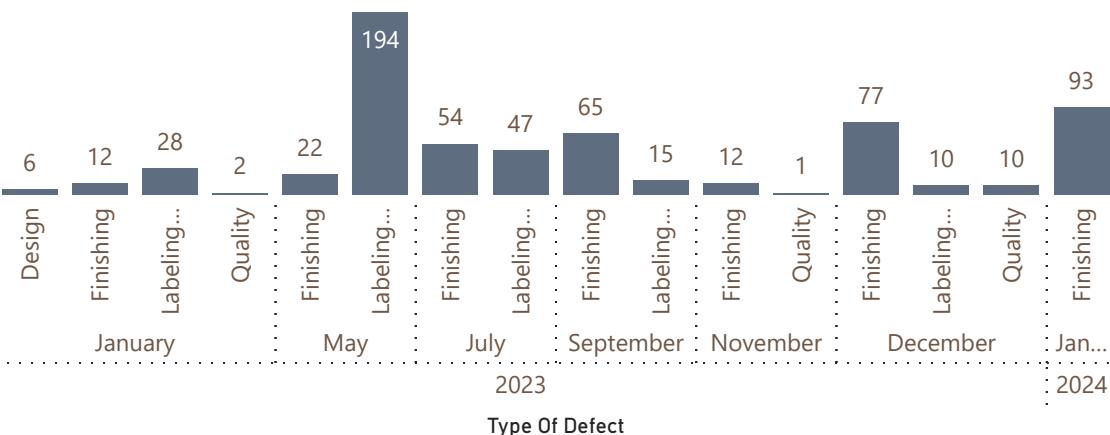


Color-BRT06

Internal QC - US (2023-March'24)



QC Issues at Origin (2023-March'24)



ChargeBacks

Date	Vendor Name	Issue	Qty.	Amount	Date CB sent
01/17/2023	Bikaner Handloom	Items rolled in 1 bale	2	WARNING	01/17/2023
07/05/2023	Bikaner Handloom	Mislabels	325	750	07/05/2023
Total					327

Top 10 Skus by COGS

Rank # 1Rank # 2Rank # 3Rank # 4Rank # 5

Cat Code	CMB02
Item Name	SEASON
Collection	CAMBRIDGE
Construction	HANDWOVEN
COGS	\$41,278
In Stock %	78%

Cat Code	CMB04
Item Name	SEASON
Collection	CAMBRIDGE
Construction	HANDWOVEN
COGS	\$33,493
In Stock %	75%

Cat Code	BRT09
Item Name	OLAND
Collection	BRITTA
Construction	TUFTED
COGS	\$21,955
In Stock %	86%

Cat Code	CMB03
Item Name	SEASON
Collection	CAMBRIDGE
Construction	HANDWOVEN
COGS	\$19,484
In Stock %	88%

Cat Code	CMB05
Item Name	SEASON
Collection	CAMBRIDGE
Construction	HANDWOVEN
COGS	\$10,547
In Stock %	100%

Rank # 6Rank # 7Rank # 8Rank # 9Rank # 10

Cat Code	BRT10
Item Name	OLAND
Collection	BRITTA
Construction	TUFTED
COGS	\$10,544
In Stock %	75%

Cat Code	CMB06
Item Name	SEASON
Collection	CAMBRIDGE
Construction	HANDWOVEN
COGS	\$8,033
In Stock %	86%

Cat Code	BRT06
Item Name	OLAND
Collection	BRITTA
Construction	TUFTED
COGS	\$7,093
In Stock %	100%

Cat Code	SCD08
Item Name	BRAIDEN
Collection	SCANDINAVIA DULÄ
Construction	HANDWOVEN
COGS	\$6,739
In Stock %	100%

Cat Code	NVA01
Item Name	BURCH
Collection	NAVARRA
Construction	HANDWOVEN
COGS	\$5,987
In Stock %	40%

Action items (Last Meeting)**Action items: (Bikaner handloom)**

- Color issues – Cambridge & Britta collections – control variance tolerance %
 Resolved.
- Inder ji will send examples of labels that might not be necessary
 Resolved
- Look into making few extra pieces for A sku's to mitigate OOS risks.
 Resolved

Action items: (JLI)

- Swatches – We are ordering 100 swatches every month and vendor prefers larger qty at a time if possible. Can store at factory if needed.
 Ordering as per demand
- Britta & Cambridge collections – update verbiage/images to set color variations expectations on website – these are undyed yarns and wool color changes by season.
 Issue Resolved
- Send a standard swatch to vendor to match production for Britta & Cambridge collections.
 Issue Resolved
- Send projections monthly for better yarn planning – focus on A&B.
 Yes, Sharing the same.
- Too frequent label changes.
 Issue Resolved

Other notes:

- Pending Pos are currently being prioritized and produced accordingly. Update penalty system to reflect this.
 Vendor dispatch goods as per demand.
- Flooding in New Zealand 6 month ago, so lack of availability in market for another 1-2 months
 Resolved

Opportunities

Meeting notes & Action items

Thank You!!!

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

- N. K. Chaudhary

