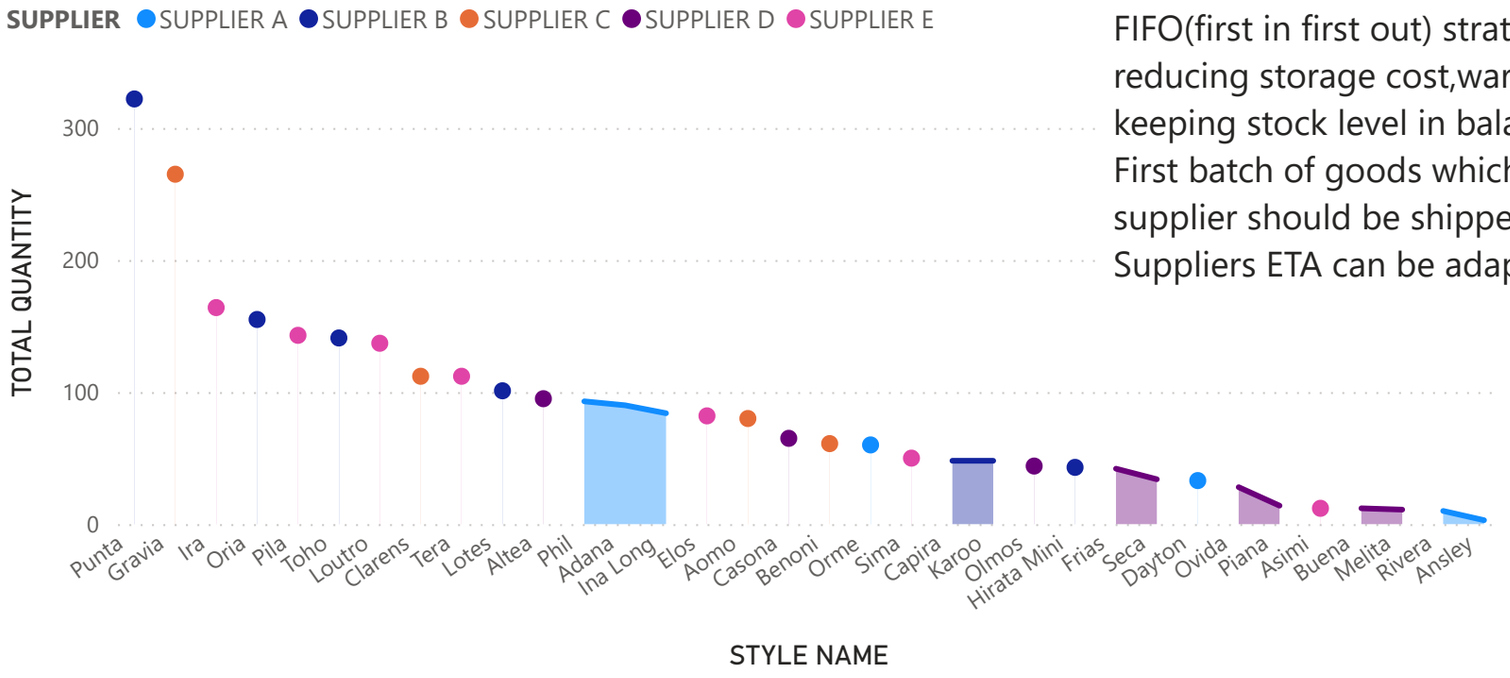
SUPPLIER FOCUSED ANALYSIS

SUPPLIER

- [ ] SUPPLIER A
- [ ] SUPPLIER B
- [ ] SUPPLIER C
- [ ] SUPPLIER D
- [ ] SUPPLIER E

SUPPLIER PAYMENT TERMS	SUPPLIER	ETD
	SUPPLIER A	30th of June
100% Cash against Documents	SUPPLIER A	30th of June
30% OC - 70% 30 days NET	SUPPLIER A	30th of June
30% Pre-payment - 70% CAD	SUPPLIER A	30th of June
	SUPPLIER B	21st of June
100% Cash against Documents	SUPPLIER B	21st of June
30% OC - 70% 30 days NET	SUPPLIER B	21st of June
30% Pre-payment - 70% CAD	SUPPLIER B	21st of June
	SUPPLIER C	July 18th

STYLE NAME ve SUPPLIER ölçütüne göre TOTAL QUANTITY ve Total INCOMING PAYMENTS(including trade rate)



FIFO(first in first out) strategy should be applied reducing storage cost,warehouse operation and keeping stock level in balanced.
First batch of goods which has received from supplier should be shipped at first to customers.
Suppliers ETA can be adapted that strategy.

SUPPLIER A
TURKEY

SUPPLIER B
PORTUGAL

SUPPLIER C
MACEDONIE

SUPPLIER D
PORTUGAL

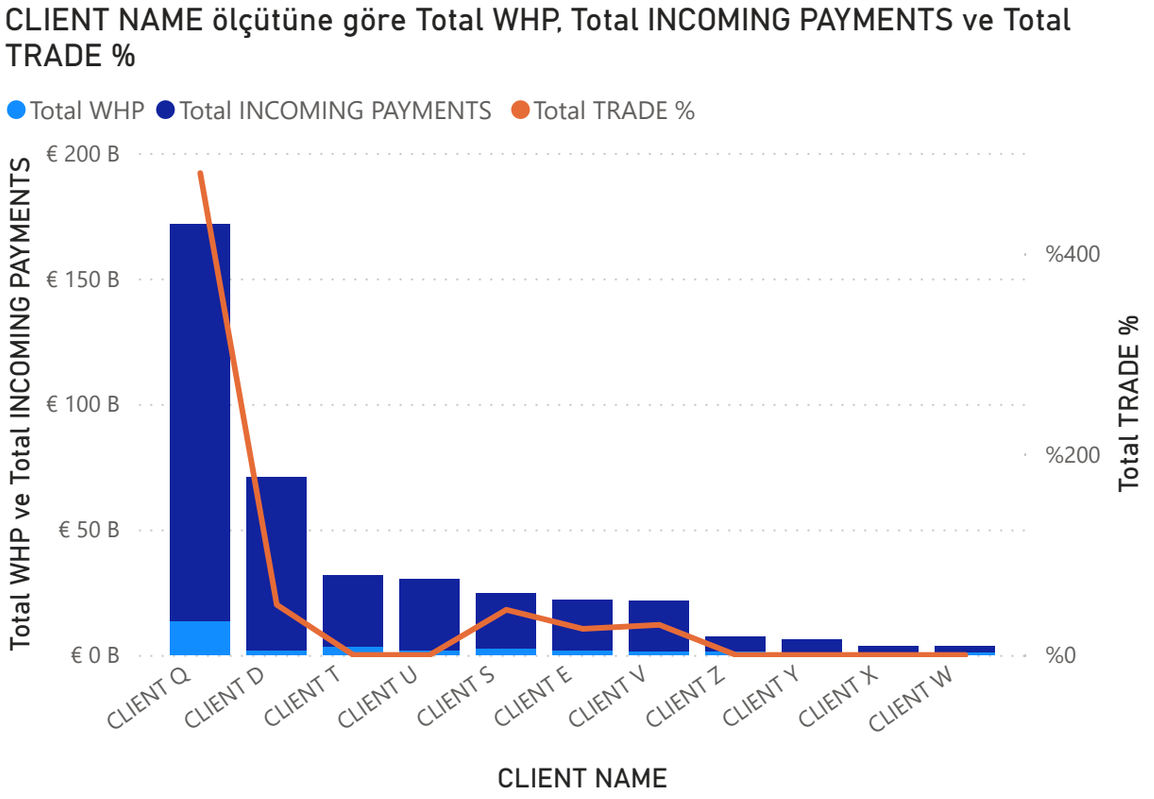
SUPPLIER E
CHINA

CLIENT FOCUSED ANALYSIS

CLIENT NAME

- [ ] CLIENT D
- [ ] CLIENT E
- [ ] CLIENT Q
- [ ] CLIENT S
- [ ] CLIENT T
- [ ] CLIENT U
- [ ] CLIENT V
- [ ] CLIENT W
- [ ] CLIENT X
- [ ] CLIENT Y

To increase order quantity of CLIENT U and S, trade rate might be increased.



CLIENT NAME	CLIENT PAYMENT TERMS	COUNTRY
CLIENT E	30% ON OC, 70% BEFORE DELIVERY (EX WORKS)	AMERICA
CLIENT Q	30% ON OC, 70% 45 DAYS NET (EX WORKS)	AMERICA
CLIENT T	10 DAYS NET (EXWORKS)	BELGIUM
CLIENT S	30% ON OC, 70% BEFORE DELIVERY (EX WORKS)	CHINA
CLIENT W	30% ON OC, 70% BEFORE DELIVERY (EX WORKS)	CHINA
CLIENT X	30% ON OC, 70% BEFORE DELIVERY (EX WORKS)	ITALY
CLIENT Y	30% ON OC, 70% BEFORE DELIVERY (EX WORKS)	ITALY
CLIENT D	60 DAYS NET (EXWORKS)	UNITED KINGDOM
CLIENT U	30 Days NET (EX WORKS)	UNITED KINGDOM

The trade rate is fixed in 6% for CLIENT Q, to not considering order quantity. The trade rate can be reduced for low volume product groups. Then total income increases.

Even total incoming payment is closed between CLIENT S and CLIENT E, but CLIENT S's trade rate is 3% while CLIENT E's tr is 2%. Tr of CLIENT S can be fixed in 2%.

INSIGHTS&SUGGESTIONS TO DEVELOP PROCESS

The most important supplier is B/ Portugal, and there is an another supplier in Portugal which is D.

But supplier D does not produce highly demanded styles. It would be considered again. Also order of B and D suppliers' shipment would collect together to reduce logistics cost, personal effort and time consuming.

Client Q is key customer for Garage1. Customer relations should be maintaned and their request should be prioritized.

Client X,W,Z order volume is low. It can be developed.

Except of client Q,D,U other clients don’t order XXL size.

If order quantity is lower than expected then trade rate might be applied between 0-3 percentage.

Trade rate can be changed for Client Q, it should not be same (6%) for every orders.

A supplier can be assigned for clients who have low order request, then these orders can be shipped as partial to consider delivery time.