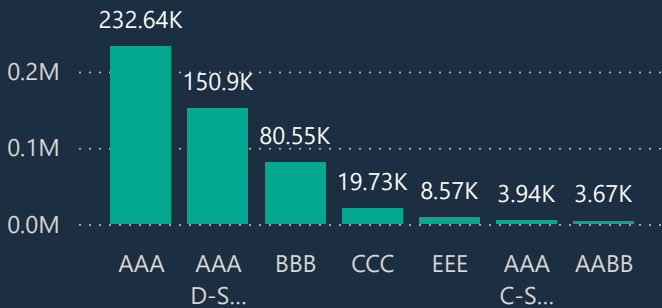


Members Insight

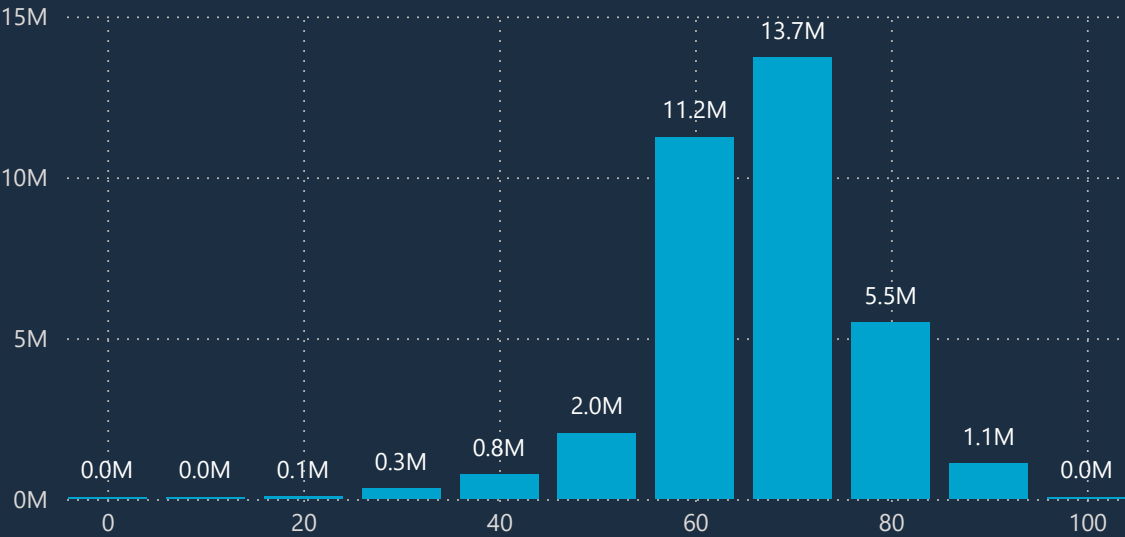
500K

Members

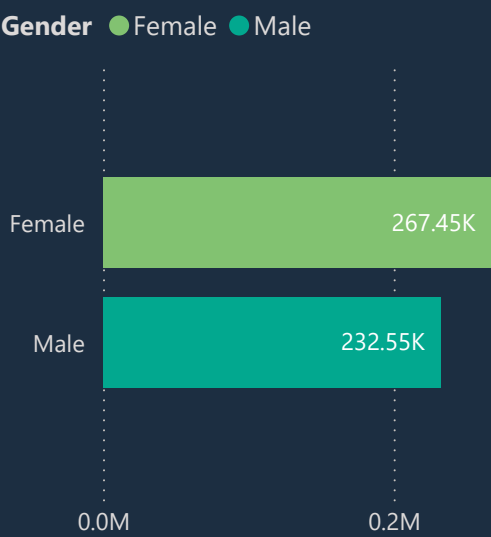
Popular Product Type



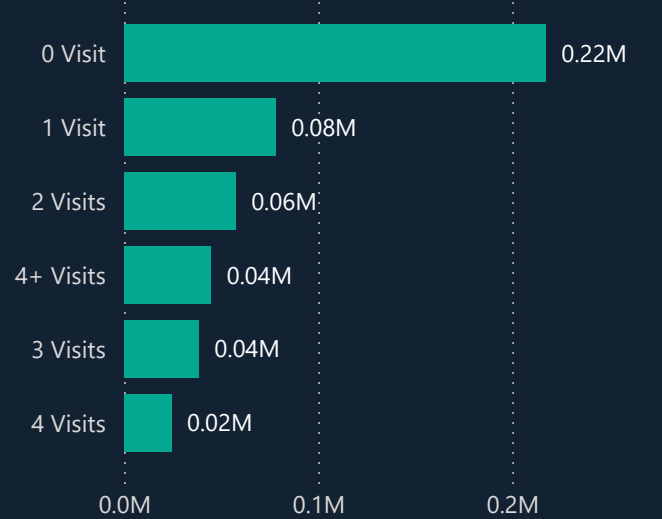
Users by Age



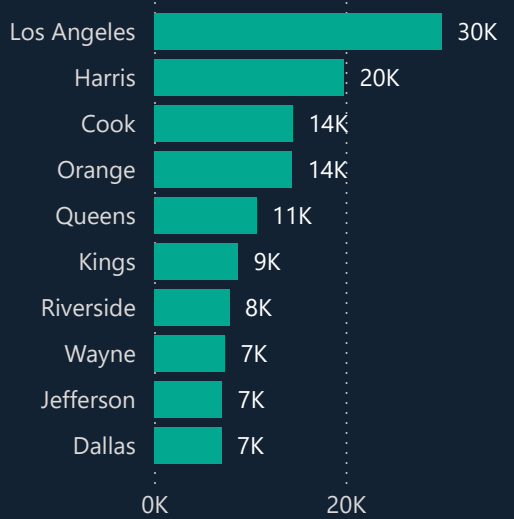
User by Gender



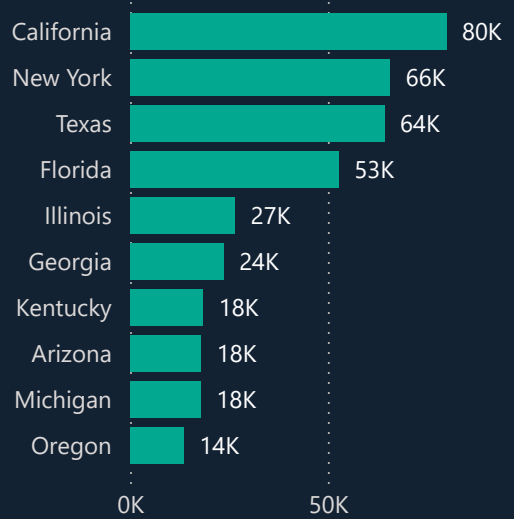
Hospital Visits



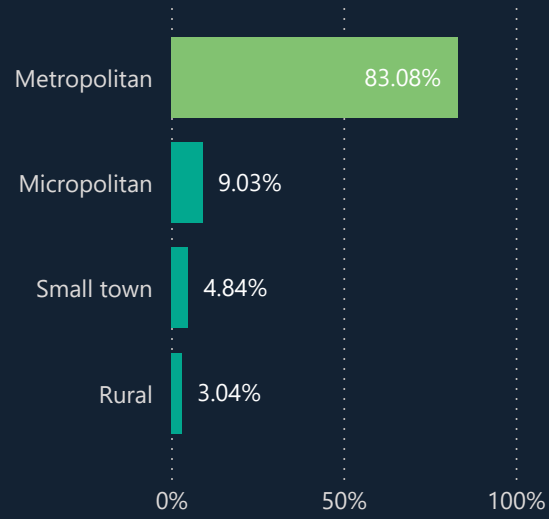
Top 10 Cities



Top 10 State



Percentage of Rural status



Members Assessment

Plan

P1

P2

State

All

County

All

Member Status

All

Group Name

All

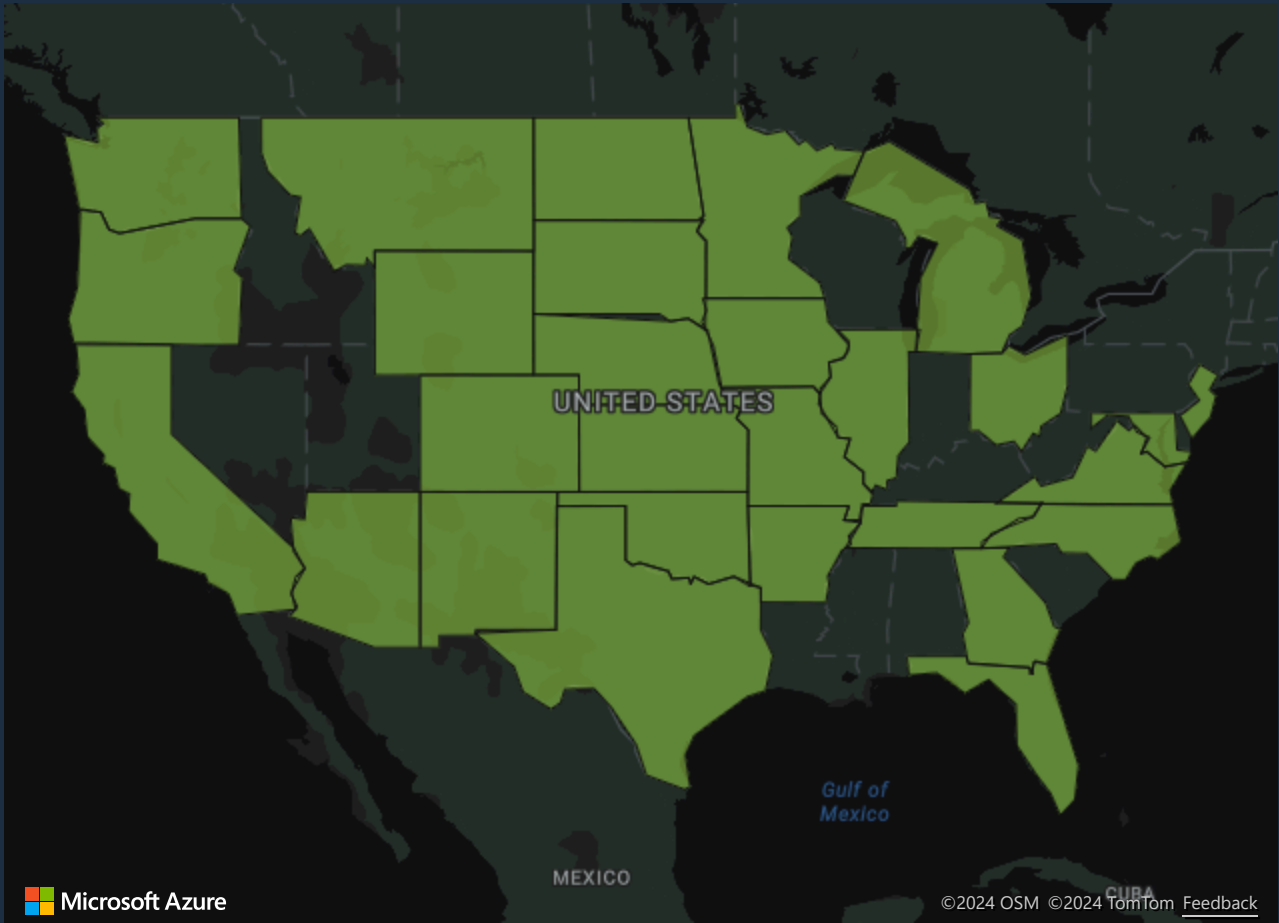
25,804

Total Members

31.96M

Total Member Score

Members Location



Microsoft Azure

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Location

Location	Members	Member Score
+ North Dakota	10,858	14,869,311.47
+ Iowa	10,678	13,113,498.36
+ South Dakota	4,150	3,910,332.49
+ Minnesota	57	49,690.15
+ Washington	5	5,547.50
+ Oregon	3	3,359.89
+ Tennessee	3	3,249.69
+ California	7	2,469.69
+ Florida	7	46.28
+ Missouri	6	41.95
+ Arizona	4	32.15
+ Colorado	3	17.88
+ Kansas	3	15.96
+ Montana	2	14.28

Member Status

Member Status	Members	Member Score
Active	20,804	30,966,598.63
Pending active	2,619	0.00
Pending terminated	275	984,703.20
Term submitted	4	0.00
Terminated	2,102	6,426.39

Sales Delivery insights

3/1/2022

9/30/2022

Location

All

Products

All

Category

All

16302

Total Orders

10016

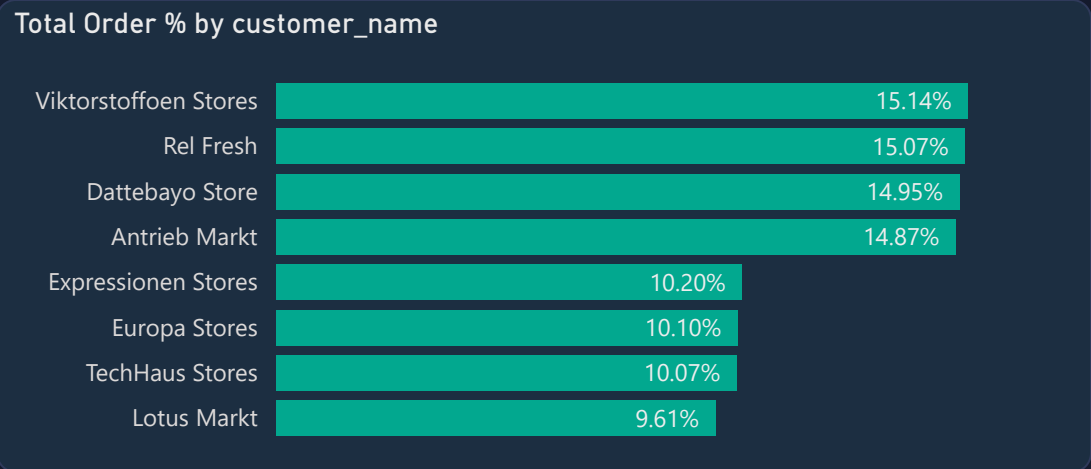
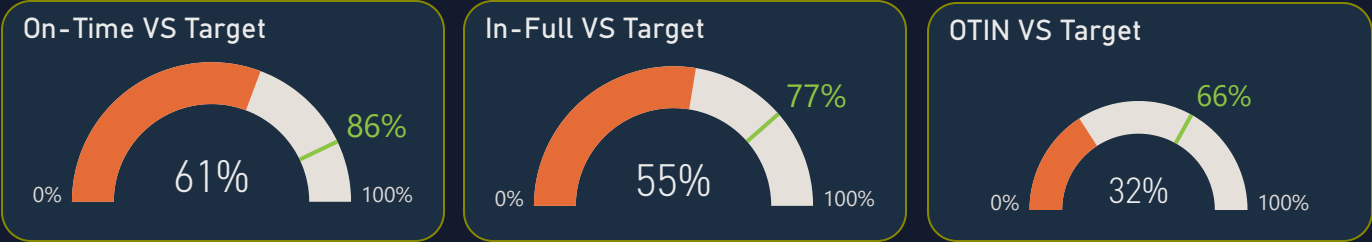
Total On-Time Orders

8986

Total In-Full Orders

5171

Total OTIF Orders



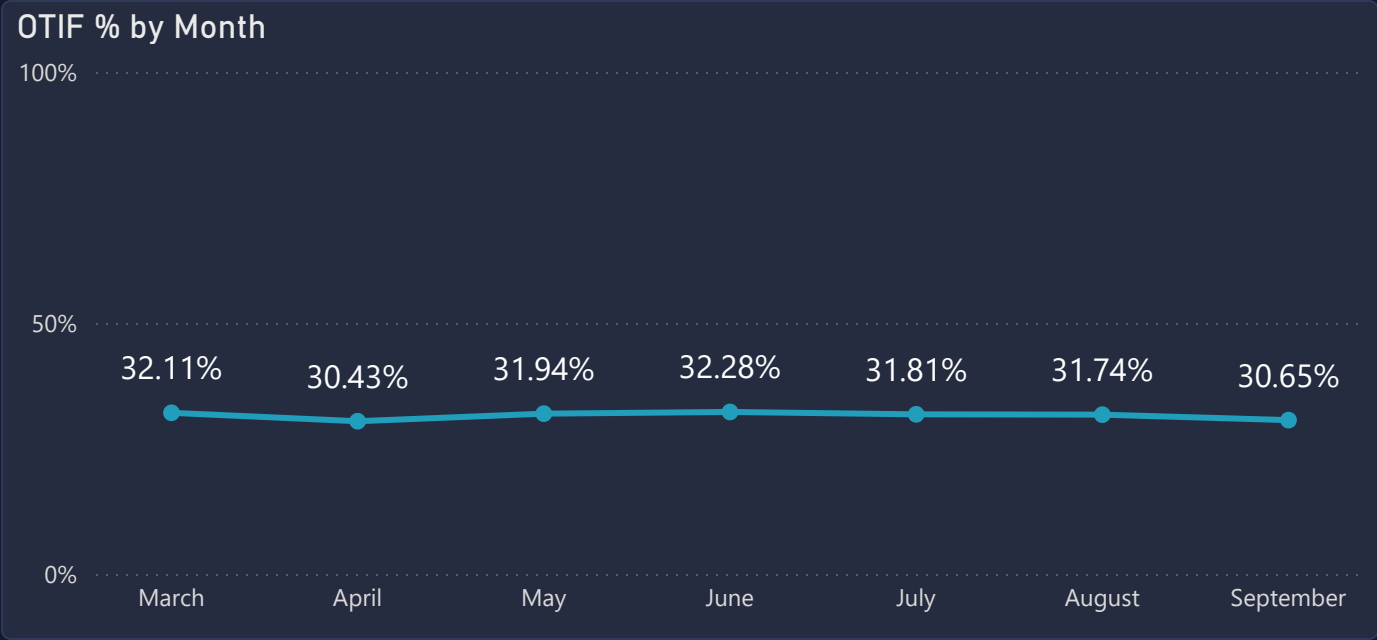
LIFR%

VOFR%

OT%

IF%

OTIF %

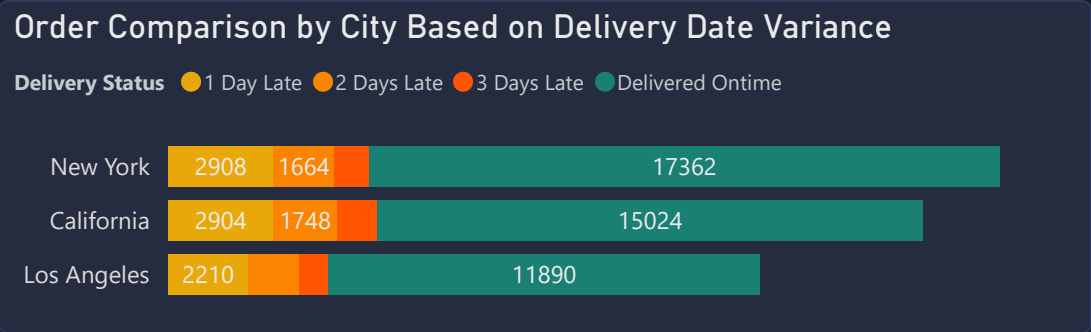


1 Day Late

2 Days Late

3 Days Late

Delivered Ontime



Delivery Status	Beverages	Dairy	Food	Total
1 Day Late	1348	5434	1240	8022
2 Days Late	780	3222	820	4822
3 Days Late	456	1922	502	2880
Delivered Ontime	7278	29408	7590	44276

Sales Delivery insights

Interpretation:

1. In 2022, from March to September, Insight Sales received 16302 orders. They were able to deliver 10016 orders on time, with 8986 orders being delivered in full quantity and 5171 orders delivered both on time and in full quantity.
2. Through these efforts, they have achieved a 61% on-time delivery rate, compared to the target of 86%. They have also achieved a 55% in-full quantity delivery rate, while the target was 77%. Additionally, the on-time and in-full quantity delivery rate is at 32%, whereas the target was 66%.
3. All 16302 orders came from 4 different stores, with each of the 4 stores accounting for approximately 15% of the total orders, and the remaining 4 stores each accounting for around 10%.
4. On further investigation, I discovered that customers "Dattebayo Store" and "Lotus Markt" had the most deviation from the targeted on-time delivery and on-time in full delivery. This is concerning and might require further investigation.
5. Upon comparing the monthly statistics for Line in Full %, Volume Fill Rate %, On-Time %, In-Full%, and On-Time In-Full % across all the data. I observed minimal changes in the rates, but what stood out was that the On-Time In-Full % consistently remained low at around 30%.
6. Upon further investigation of the Delivery Date Variance, it was found that the majority of orders were delivered on time. However, there were late deliveries, with the maximum delay being 3 days. It was also noted that a significant number of orders for the customer "Dattebayo Store" were delivered late on the 2nd and 3rd compared to other customers.