

TEXTILE INDUSTRY

Submitted By:

Shweta Jha

21f2001336



IITM Online BS Degree Program,

Indian Institute of Technology, Madras, Chennai Tamil Nadu,

India, 600036

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1. Executive Summary and Title

The project focuses on a small Embroidery Company located in Surat, Gujrat. The business is B2B and deals in the segment of textiles.

The major business issues that the organization is facing are related to the management of sales data and defects in manufacturing or design.

The issues will be addressed through a conversation with the owner and staff members.

The expected outcome helps the organization create proper sales data and management of the manufacturing process, which helps increase the organization's profitability.

2. Organization Background

The company that I am working with is Daksh Creation; which is a for-profit corporation and the textile industry. The Daksh Creation was launched approx. 6-7 years ago, by Sankar Mishra and Bhavesh in partnership. The company has 15 machines for embroidery work, which run continuously under the supervision of one artificer. As the machine runs continuously, three artificers work on a single machine in different shifts. In this way, the unit will be able to provide outcomes 24 hrs a day. They are generally taking a break twice a year for a week. For a few months the market is down and sales also fall. Sometimes it falls to zero, but still, the machine runs at full capacity for future sale production.

If we talk about the types of products, they basically take the design from the running market and make it somewhat similar to that.

Sometimes they make their own design but there is risk in a new design in terms of demand in the market.

3. Problem Statement

3.1 The first problem they face is that they generally don't create proper records for their sale.

3.2 The second problem they face is a manufacturing defect, if buyers have defective products then they immediately return all the products.

3.3 The third problem they face is design not running in the market, customers dislike the design and all products of the same design are wasted.

4. Background of the Problem

4.1 Sales problems are raised because sometimes they will write it in a sale diary and sometimes in an Excel sheet, but lack of knowledge about an Excel sheet they are unable to manage it properly.

4.2 Manufacturing Defect problems are raised because of machine defects and because of these defects all produced products from that machine come back from the market. This defect makes a waste of time and money for the owner as well as the worker.

4.3 Design problems are raised because of the lack of knowledge of the designer. Sometimes design doesn't like by the customer and because of that all product again comes to the industry. This defect makes a waste of time and money for the owner, designer as well as the worker.

5. Problem-Solving Approach

5.1 First approach I used to solve the sales problem is I suggest that they can assign an accounting engineer to manage their sales data as well as purchase data.

5.2 Second approach which I used to solve the manufacturing problem is that before manufacturing a product they have to check machines work properly or not.

5.3 Third approach which I used to solve the design problem is that before launching all products firstly try launching a few products in the market to check whether they will be liked by customers or not.

6. Expected Timeline

	Project Starting Date: 01-08-23 (Tuesday)		
1	BDM Project (Task)	Start	End
1.1	Collecting Data	01-08-2023	01-08-2023
1.2	Data Cleaning	04-08-2023	04-08-2023
1.3	Finding Insights	05-08-2023	05-08-2023
1.4	Preparing mid term submission	07-08-2023	07-08-2023
1.5	Finding more Insights while waiting for Approv	08-08-2023	15-08-2023
1.6	Mid Term Approved	16-08-2023	16-08-2023
1.7	Finding Problem's solutions	17-08-2023	24-08-2023
1.8	Preparing Final Submission	25-08-2023	26-08-2023
1.9	Preparing Slides by Waiting For final Approval	27-08-2023	29-08-2023
1.1	Final Approved	30-08-2023	30-08-2023

7. Expected Outcome

7.1 Better inventory planning and a better understanding of which products are more sold.

7.2 The main reasons behind returning the product are manufacturing defects and design dislike problems.

7.3 Design disliked products have a high return percentage in the market.

7.4 Main motive is, to try to fulfill customer expectations.