

# TEXTILE INDUSTRY

Submitted By:

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**Business Data Management**

**(Final-Term)**



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## ***Declaration Statement***

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I am working on a Project titled “Textile Industry” and the name of the company on which I’m working is “Daksh Creation”. I extend my appreciation to the owner of this company, Shankar Mishra, for providing the necessary resources that enabled me to conduct my project.

I hereby assert that the data presented and assessed in this project report is genuine and precise to the utmost extent of my knowledge and capabilities. The data has been gathered from primary sources and carefully analysed to ensure its reliability.

Additionally, I affirm that all procedures employed for the purpose of data collection and analysis have been duly explained in this report. The outcomes and inferences derived from the data are an accurate depiction of the findings acquired through analytical procedures.

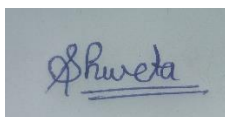
I am dedicated to adhering to the principles of academic honesty and integrity, and I am receptive to any additional examination or validation of the data contained in this project report.

I understand that the execution of this project is intended for individual completion and is not to be undertaken collectively. I thus affirm that I am not engaged in any form of collaboration with other individuals and that all the work undertaken has been solely conducted by me. In the event that plagiarism is detected in the report at any stage of the project's completion, I am fully aware and prepared to accept disciplinary measures imposed by the relevant authority.

I understand that all recommendations made in this project report are within the context of the academic project taken up towards course fulfillment in the BS Degree Program offered by IIT Madras. The institution does not endorse any of the claims or comments.

**Name:** Shweta Jha

**Date:** 12 November, 2023

A rectangular box containing a handwritten signature in blue ink. The signature appears to be 'Shweta' with a horizontal line underneath it.

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## *Executive Summary*

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- **Goal of the capstone project:** The proposed capstone project is centered around the objective of enhancing the sales and purchase marketing strategy of a textile industry that offers a range of textile products such as sarees and suits for ladies.
- **Details about the company:** The company that I am working with is Daksh Creation, which is in the textile industry. I visited this company in 2021. The Daksh Creation was launched approx. 6-7 years ago, by Sankar Mishra. The company has 15 machines for embroidery work, which run continuously under the supervision of one artificer. Under each machine, there were 5-6 machines that produced the same type of product. 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.
- **Work which is performed in this business:** This company performs thread design on sarees and ladies' suits. They also do the stone sticking work on the sarees and ladies' suits. The work of cutting the threads is also done. For this work, most of the time ladies are selected.
- **Detailed Explanation of Analysis Process:** In this section, I added all about my analysis, what I observed after looking into the business, and talking with the manager, workers, and staff members.
- **Results and Findings:** In this section, I added some screenshots of the pivot table, and some graphs such as pie charts, bar graphs, scatter charts, and trade lines. I also added some operations screenshots with detailed explanations of operations that I perform on sales and purchase data to get results.
- **Interpretation of Results and Recommendation:** In this section, I added my approach for solving all my analysis objectives such as product defects, lack of skills, etc.
- **Links:** In this section, I have added some links such as meeting with manager, manager intro., my observed video, data, and performing operation on data.
- **Video clip link to Summarise my observation:**  
<https://drive.google.com/file/d/1sau7RfO4R6--1ROxKL0Y8mDaOutfKEjJ/view?usp=sharing>

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## *Detailed Explanation of Analysis Process*

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After looking into this business and making conversation with the manager, staff members, and workers, I analyse these objectives:-

- **Objective 1: Increase the sales in February month which has the lowest sales month as well as purchase month**
  - The sales data of the sixth month (sep-feb) was analysed with the help of tools like pivot table, bar chart, pie chart, and trade lines to identify the lowest sales month in February with 210 quantity.
  - This company uses a B2B business strategy so they produce the products for the upcoming month.
  - The reason I observe behind this problem is the month of March is not a wedding month so this business doesn't have a high order of products in the month of February.
  - One more reason behind this problem is that February month is the shorter month in terms of days, which is why in this month sales and purchase data are lowest.
- **Objective 2: Enhance the skillset of employees as well as the knowledge of the manager**
  - In this company, what I observe is that most of the workers are uneducated. The manager also doesn't have any type of degree, they just completed 10<sup>th</sup> from Bihar.
  - Because of the lack of skillset of employees, they were only capable of doing labour work.
  - Because of the lack of education of the manager, he was not able to talk with the foreigners which is why he couldn't sell to foreigners as well as he couldn't purchase from foreigners.
- **Objective 3: Hire an employee for maintenance of the data**
  - What I analyse is that data maintenance is a big issue for this company. They don't manage the data in any Excel files, they just note it on the rough page.
  - Because of this sometimes they miss adding data or sometimes they fill data incorrectly, this will have a huge effect on the data management system.
  - This issue is told by the owner itself in our conversation.
- **Objective 4: Reduce the defects in the products**
  - This company sometimes faces the issue of defects in the products.
  - This issue arises because of defects in the machines.
  - Because of these defects all the products go to waste and they face a lot of losses in their sales.
  - I personally suffered from this type of defect in my sister's wedding.
- **Objective 5: Reduction in the quantity of the design which was not successful throughout the market**
  - This company sometimes faces the issue of design failure in the market.

- This issue arises because with time people's choices change that's why they avoid buying the old model products.
- One more reason behind this issue is that some design links by the minimum number of people or if we make a huge amount of products of the same design than obviously the maximum amount of products go to waste or they have to sell these products in very much minimum cost.
- **Pictorial Analysis:**

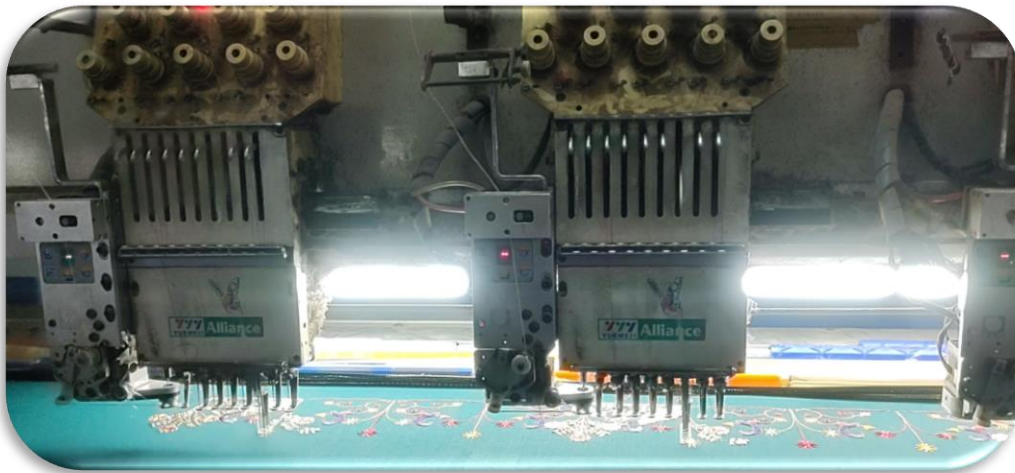


Fig. 1: My Pictorial Analysis

- **Video Analysis:**  
<https://drive.google.com/file/d/1nn1SKjdQk7z5PgaY0xzx3ofYnP-gR-j/view?usp=sharing>

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## *Results and Findings*

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### **Terms and formulas that I use for calculations on the data:-**

- **Mean:** Find the average of the data set.

$$\mu = \frac{\bar{x}}{n}$$

where,  $\bar{x} = \sum(x_i)$

- **Variance:** Variance is a statistical measure that describes the spread or dispersion of a set of data points in a dataset.

$$\sigma^2 = \frac{1}{n} \sum_{i=1}^n (x_i - \bar{x})^2$$

- **Standard Deviation:** Standard deviation is a statistical measure of the amount of variation or dispersion in a set of values. It provides a way to quantify how much individual data points differ from the mean (average) of the dataset.

$$\sqrt{\sigma^2}$$

- **Pivot Table:** A pivot table is a statistics tool that summarizes and reorganizes selected columns and rows of data in a spreadsheet or database table to obtain a desired report.
- **Scatter Plot:** A scatter plot uses dots to represent values for two different numeric variables. The position of each dot on the horizontal and vertical axis indicates values for an individual data point. Scatter plots are used to observe relationships between variables.
- **Bar Graph:** A diagram that uses narrow bands of different heights to show different amounts so that they can be compared.
- **Pie Chart:** A pie chart is a type of graph that represents the data in the circular graph. The slices of pie show the relative size of the data, and it is a type of pictorial representation of data.
- **Trade Line:** A trend line is a line meant to show a pattern or trend on a graph. A trend line, also called a line of best fit.

## Purchase Data

In this project, I use six months of purchase data from September 2022 to February 2023...

### Details about Items:-

There are 16 items present in this business data set for six months for purchase purposes.

#### ➤ Quantity Details:

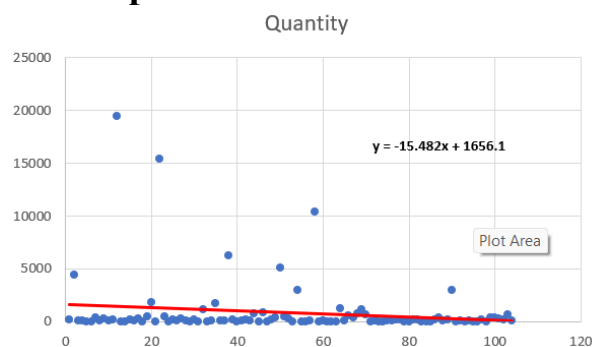
##### ❖ Pivot Table

Item Name	Sum of Quantity
3-MM CD	2440
BUSSY A/C SOFTWARE	1
CLOTH-5%	14266
FABRIC GLUE	6000
FAN-HAVELLS 6L FLOAGRO Cng	7
Jari Kasab	2602.35
Jari Kasab - 5%	101.49
JOB WORK	2849
MOBILE	3
Ms Pipes	96.5
PAPER ROALL	60
PLASTIC LAMINATED (3923)	2144.9
PLASTICS BEADS	1808.95
SPERPARTS	53779.1
Y.A.PITHA CODING	33.09
YARN-KETONIC	1512.21
<b>Grand Total</b>	<b>87704.59</b>

## ❖ Graphs



## ❖ Scatter plot



In this purchase data set, there are 104 data are present. On the basis of these data, I plot a scatter plot on the quantities of items. This scatter plot shows the correlation between items and quantities, and I observe that just 8 to 9 data seemed like an outlier, and other data had the very least distance from the timeline equation which is “ $y = -15.48x + 1656.1$ ”.

## ❖ Calculations

Purchase	Quantity	Item name
<b>Maximum</b>	<b>53779.1</b>	<b>Sperparts</b>
<b>Minimum</b>	<b>1</b>	<b>Bussy A/C Software</b>
<b>Average</b>	<b>5481.5369</b>	
<b>Standard Deviation</b>	<b>13371.565</b>	
<b>Variance</b>	<b>178798738</b>	



## ❖ Descriptive result of my work

After doing all the calculations, making graphs, and analysing the data I observe that the item “Sperparts” has the highest purchasing quantity with a value of 53779.1, and item “Bussy A/C Software” has the lowest purchasing quantity with a value of 1.

The mean of this quantity data is 5481.54, the variance is 178798738, and the standard deviation is 13371.57.

Range = (mean – standard deviation) to (mean + standard deviation)

So, with this data, we came up with the result, that most of the purchase quantities of the items are in the range of (-7,889.46 to 18,852.54).

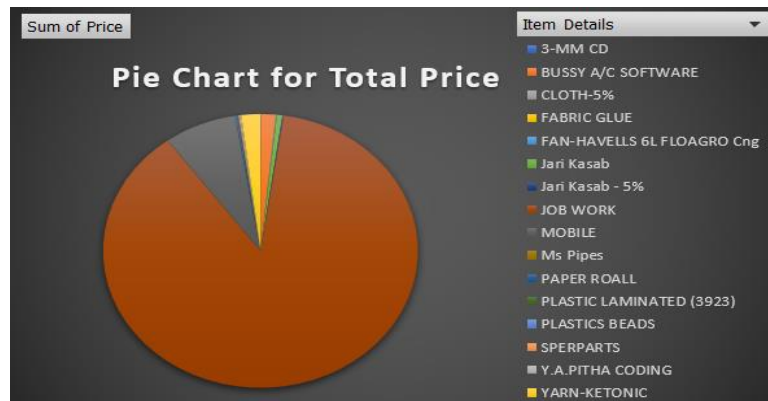
## ➤ Price Details:

### ❖ Pivot Table

Items Name	Sum of Price
3-MM CD	183.1
BUSSY A/C SOFTWARE	7000
CLOTH-5%	324.14
FABRIC GLUE	14.58
FAN-HAVELLS 6L FLOAGRO Cng	179.66
Jari Kasab	2642.5
Jari Kasab - 5%	569.61
JOB WORK	404664.43
MOBILE	34320.35
Ms Pipes	128.83
PAPER ROALL	986
PLASTIC LAMINATED (3923)	512.9
PLASTICS BEADS	134
SPERPARTS	587.34
Y.A.PITHA CODING	615.38
YARN-KETONIC	9071.67
<b>Grand Total</b>	<b>461934.49</b>

### ❖ Graphs

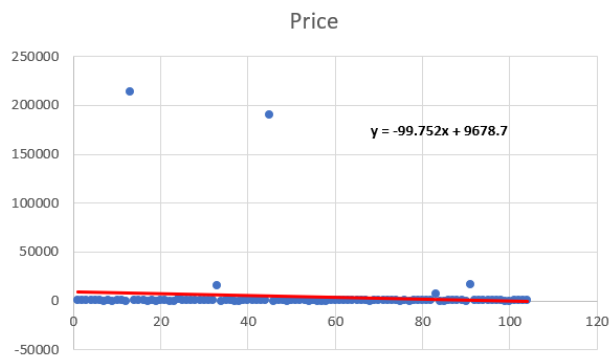




## ❖ Calculations

Purchase	Price	Item name
<b>Maximum</b>	<b>404664.43</b>	<b>Job Work</b>
<b>Minimum</b>	<b>14.58</b>	<b>Fabric Glue</b>
<b>Average</b>	<b>28870.90563</b>	
<b>Standard Deviation</b>	<b>100576.8321</b>	
<b>Variance</b>	<b>10115699152</b>	

## ❖ Scatter plot



In this purchase data set, there are 104 data are present. On the basis of these data, I plot a scatter plot on the prices of items. This scatter plot shows the correlation between items and prices, and I observe that just 2 to 3 data seemed like an outlier, and other data had the very least distance from the timeline equation which is “ $y = -99.75x + 9678.7$ ”. So, we can say price is much correlated to items.

## ❖ Descriptive result of my work

After doing all the calculations, making graphs, and analysing the data I observe that the item “Job Work” has the highest purchasing price with a value of 404664.43, and the item “Fabric Glue” has the lowest purchasing price with a value of 14.58.

The mean of this price data is 28870.91, the variance is 10115699152, and the standard deviation is 100576.83.

Range = (mean – standard deviation) to (mean + standard deviation)

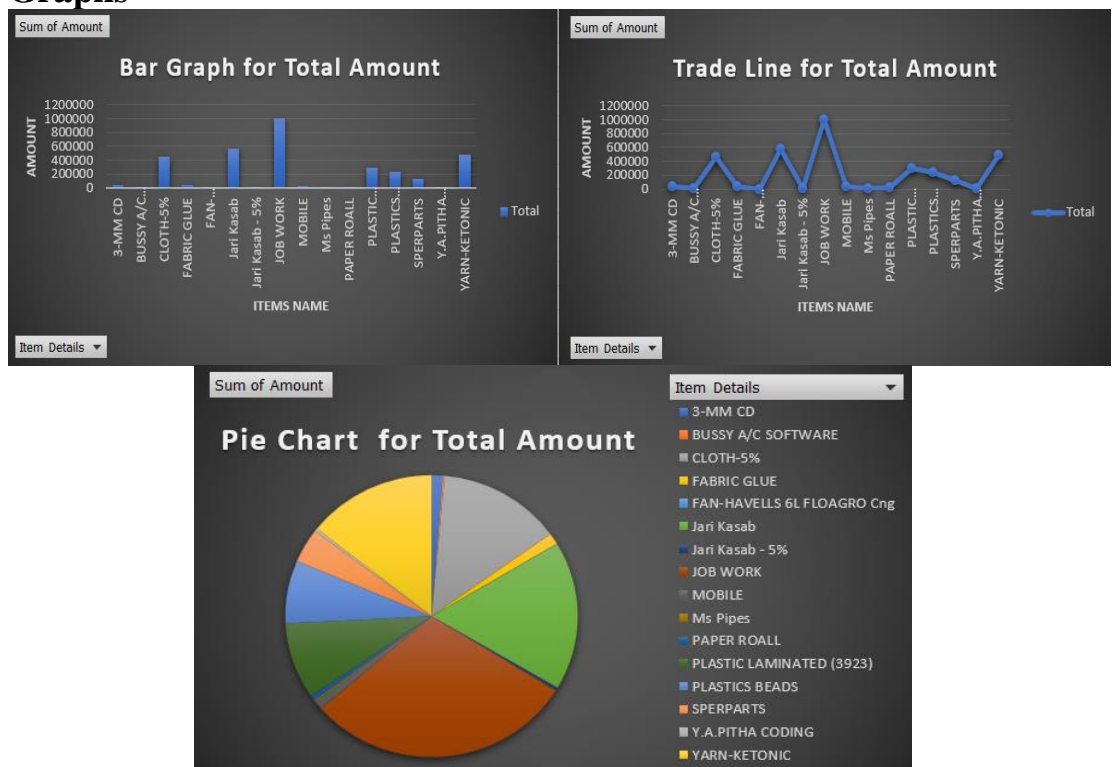
So, with this data, we came up with the result, that most of the purchase prices of the items are in the range of (-71,705.92 to 1,29,447.74).

## ➤ Total Amount Details:

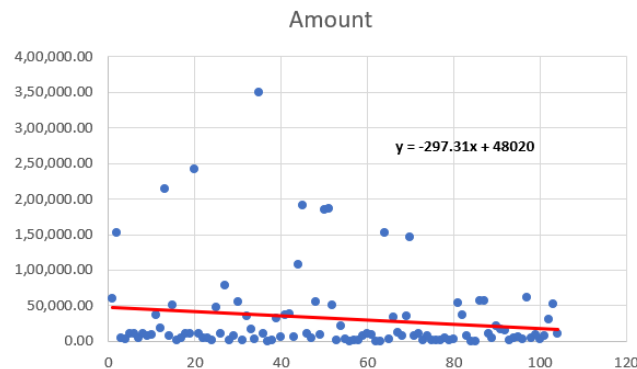
### ❖ Pivot Table

Items name	Sum of Amount
3-MM CD	41348
BUSSY A/C SOFTWARE	7000
CLOTH-5%	460719.23
FABRIC GLUE	43740
FAN-HAVELLS 6L FLOAGRO Cng	1257.62
Jari Kasab	574691.5246
Jari Kasab - 5%	11809.2855
JOB WORK	1004349
MOBILE	34320.35
Ms Pipes	6153.502
PAPER ROALL	19720
PLASTIC LAMINATED (3923)	296122.625
PLASTICS BEADS	242399.3
SPERPARTS	132920.079
Y.A.PITHA CODING	10381.6401
YARN-KETONIC	483742.1764
<b>Grand Total</b>	<b>3370674.333</b>

### ❖ Graphs



## ❖ Scatter Plot



In this purchase data set, there are 104 data are present. On the basis of these data, I plot a scatter plot on the total amount of items. This scatter plot shows the correlation between items and the total amount, and I observe that just 16 to 17 data seemed like an outlier, and other data had the very least distance from the timeline equation which is “ $y = -297.31x + 48020$ ”. So, we can say the total amount is not much correlated to items.

## ❖ Calculations

Purchase	Total Amount	Item name
<b>Maximum</b>	<b>1004349</b>	<b>Job Work</b>
<b>Minimum</b>	<b>1257.62</b>	<b>Fan_Havells 6L Floagro Cng</b>
<b>Average</b>	<b>210667.1458</b>	
<b>Standard Deviation</b>	<b>288074.6078</b>	
<b>Variance</b>	<b>82986979654</b>	

## ❖ Descriptive result of my work

After doing all the calculations, making graphs, and analysing the data I observe that the item “Job Work” has the highest purchasing total amount with a value of 1004349, and item “Fan\_Havells 6L Floagro Cng” has the lowest purchasing total amount with a value of 1257.62.

The mean of this price data is 210667.15, the variance is 82986979654, and the standard deviation is 288074.61.

Range = (mean – standard deviation) to (mean + standard deviation)

So, with this data, we came up with the result, that most of the purchase total amount of the items are in the range of (-77,407.46 to 4,98,741.76).

## Sales Data

In this project, I use six months of sales data from September 2022 to February 2023...

## Details about Items:-

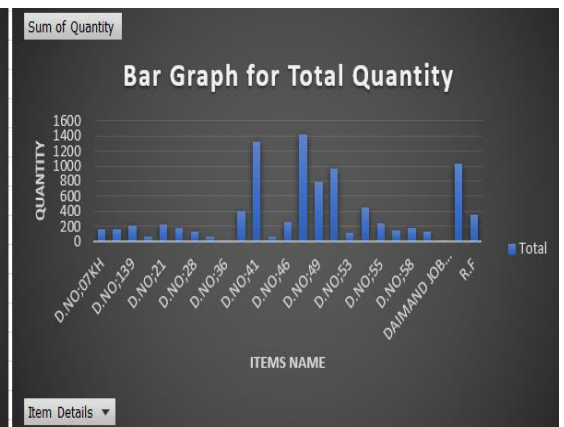
There are 25 items present in this business data set of six months for selling purposes.

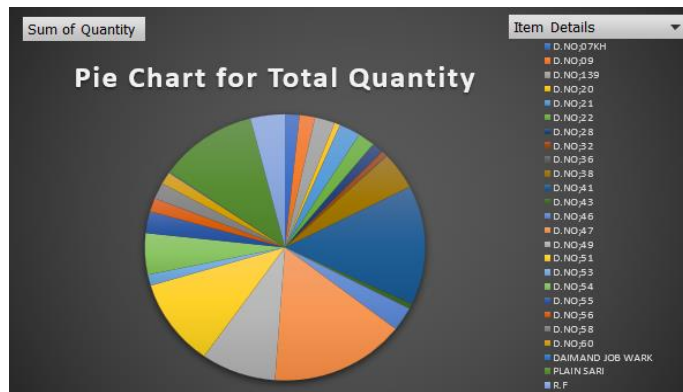
### ➤ Quantity details:

#### ❖ Pivot Table

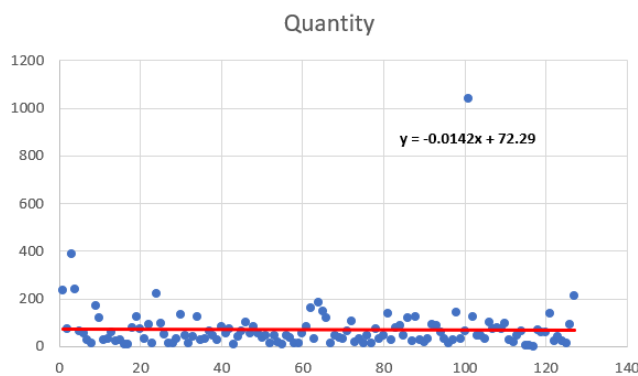
Items Name	Sum of Quantity
D.NO;07KH	153
D.NO;09	160
D.NO;139	210
D.NO;20	60
D.NO;21	224
D.NO;22	180
D.NO;28	122
D.NO;32	60
D.NO;36	7
D.NO;38	409
D.NO;41	1315
D.NO;43	56
D.NO;46	262
D.NO;47	1418
D.NO;49	783
D.NO;51	961
D.NO;53	120
D.NO;54	455
D.NO;55	240
D.NO;56	149
D.NO;58	178
D.NO;60	136
DAIMAND JOB WARK	9
PLAIN SARI	1038
R.F	360
<b>Grand Total</b>	<b>9065</b>

#### ❖ Graphs





## ❖ Scatter Plot



In this sales data set, there are 127 data are present. On the basis of these data, I plot a scatter plot on the quantities of items. This scatter plot shows the correlation between items and quantities, and I observe that just 2 to 3 data seemed like an outlier, and other data had the very least distance from the timeline equation which is “ $y = -0.01x + 72.29$ ”. So, we can say quantities is very much correlated to items.

## ❖ Calculations

Sales	Quantity	Item name
Maximum	1418	D.NO;47
Minimum	7	D.NO;36
Average	362.6	
Standard Deviation	407.4821059	
Variance	166041.6667	

## ❖ Descriptive result of my work

After doing all the calculations, making graphs, and analysing the data I observe that the item “D.NO;47” has the highest sales quantity with a value of 1418, and item “D.NO;36” has the lowest sales quantity with a value of 7.

The mean of this price data is 362.6, the variance is 166041.67, and the standard deviation is 407.48.

Range = (mean – standard deviation) to (mean + standard deviation)

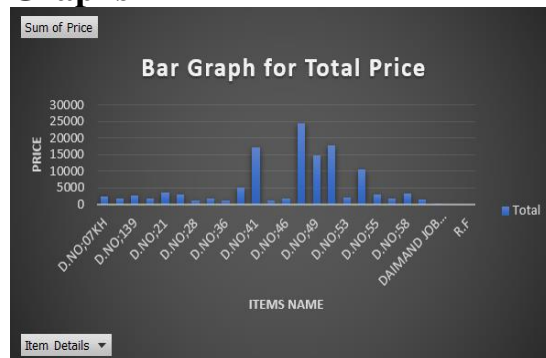
So, with this data, we came up with the result, that most of the sales quantities of the items are in the range of (-44.88 to 770.08).

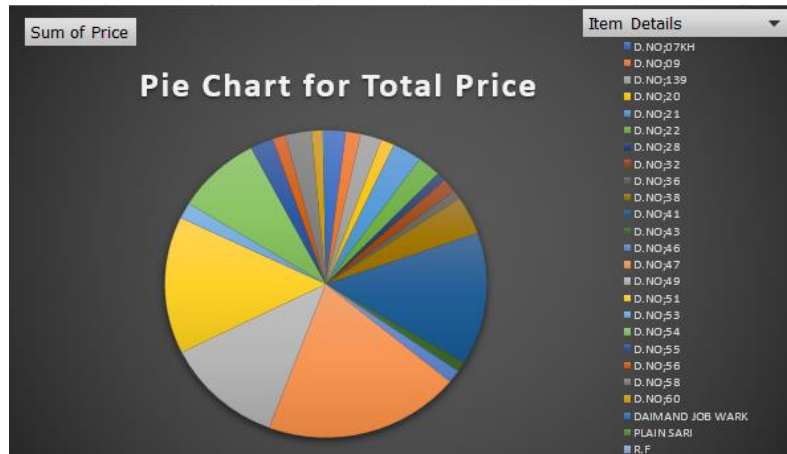
## ➤ Price Details:

### ❖ Pivot Table

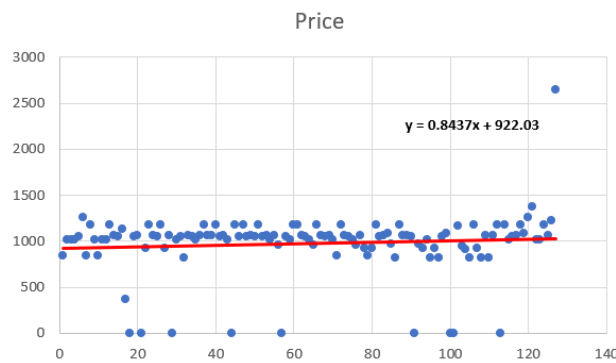
Items Name	Sum of Price
D.NO;07KH	2488.05
D.NO;09	1843
D.NO;139	2641
D.NO;20	1649
D.NO;21	3686
D.NO;22	2880.9
D.NO;28	1164
D.NO;32	1833.3
D.NO;36	1125.2
D.NO;38	5005.2
D.NO;41	17314.5
D.NO;43	1261
D.NO;46	1687.8
D.NO;47	24492.5
D.NO;49	14802.2
D.NO;51	17891.65
D.NO;53	2095.2
D.NO;54	10573
D.NO;55	2880.9
D.NO;56	1649
D.NO;58	3244.65
D.NO;60	1377.4
DAIMAND JOB WARK	370
PLAIN SARI	0
R.F	0
<b>Grand Total</b>	<b>123955.45</b>

### ❖ Graphs





### ❖ Scatter Plot



In this sales data set, there are 127 data are present. On the basis of these data, I plot a scatter plot on the prices of items. This scatter plot shows the correlation between items and prices, and I observe that just 7 to 8 data seemed like an outlier, and other data had the very least distance from the timeline equation which is “ $y = 0.8437x + 922.03$ ”. So, we can say price is much correlated to items.

### ❖ Calculations

Sales	Price	Item name
<b>Maximum</b>	<b>24492.5</b>	<b>D.NO;47</b>
<b>Minimum</b>	<b>0</b>	<b>Plain Sari and R.F</b>
<b>Average</b>	<b>4958.218</b>	
<b>Standard Deviation</b>	<b>6584.994088</b>	
<b>Variance</b>	<b>43362147.14</b>	

### ❖ Descriptive result of my work

After doing all the calculations, making graphs, and analysing the data I observe that the item “D.NO;47” has the highest sales price with a value of 24492.5, and items “Plain Sari and R.F” has the lowest sales price with a value of 0.



It concluded that items “Plain Sari and R.F” sell free in the market, which is why they don’t have any profit on these items. So, I advise him to minimize the creation of these products or simply stop the creation of these products.

The mean of this price data is 4958.22, the variance is 43362147.14, and the standard deviation is 6584.99.

Range = (mean – standard deviation) to (mean + standard deviation)

So, with this data, we came up with the result, that most of the sales quantities of the items are in the range of (-1626.77 to 11,543.21).

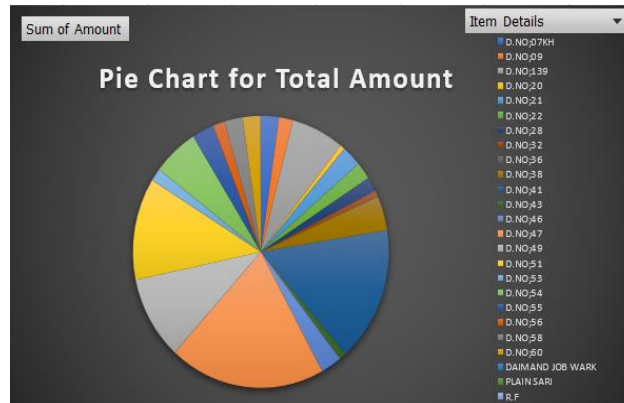
## ➤ Total Amount Details:

### ❖ Pivot Table

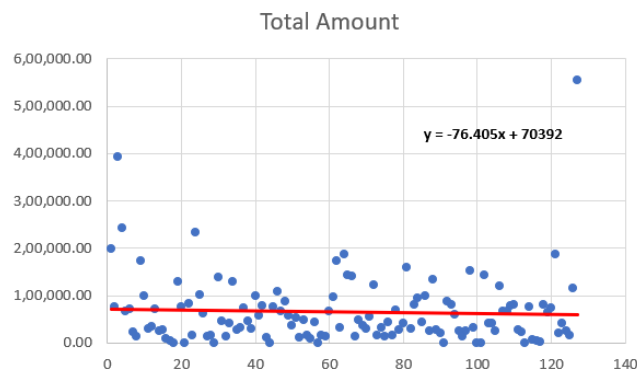
Items Name	Sum of Amount
D.NO;07KH	189741.7
D.NO;09	147440
D.NO;139	554610
D.NO;20	49470
D.NO;21	206416
D.NO;22	173290.5
D.NO;28	142008
D.NO;32	54853.5
D.NO;36	7876.4
D.NO;38	341410.9
D.NO;41	1339327.5
D.NO;43	70616
D.NO;46	221101.8
D.NO;47	1638077.8
D.NO;49	827865.9
D.NO;51	1011404.45
D.NO;53	125712
D.NO;54	481071.5
D.NO;55	230472
D.NO;56	122850.5
D.NO;58	192515.9
D.NO;60	187326.4
DAIMAND JOB WARK	3330
PLAIN SARI	0
R.F	0
<b>Grand Total</b>	<b>8318788.75</b>

### ❖ Graphs





## ❖ Scatter Plot



In this sales data set, there are 127 data are present. On the basis of these data, I plot a scatter plot on the total amount of items. This scatter plot shows the correlation between items and the total amount, and I observe that just 7 to 8 data seemed like an outlier, and other data had the very least distance from the timeline equation which is “ $y = -76.41x + 70392$ ”. So, we can say the total amount is not much correlated to items.

## ❖ Calculations

Sales	Total Amount	Item name
<b>Maximum</b>	<b>1638077.8</b>	<b>D.NO;47</b>
<b>Minimum</b>	<b>0</b>	<b>Plain Sari and R.F</b>
<b>Average</b>	<b>332751.55</b>	
<b>Standard Deviation</b>	<b>430068.0189</b>	
<b>Variance</b>	<b>1.84959E+11</b>	

## ❖ Descriptive result of my work

After doing all the calculations, making graphs, and analysing the data I observe that the item “D.NO;47” has the highest sales total amount with a value of 1638077.8, and item “Plain Sari and R.F” has the lowest sales total amount with a value of 0.

It concluded that items “Plain Sari and R.F” sell free in the market, which is why they don’t have any profit on these items. So, I advise him to minimize the creation of these products or simply stop the creation of these products.

The mean of this price data is 332751.55, the variance is 1,84,95,90,00,000, and the standard deviation is 430068.02.

Range = (mean – standard deviation) to (mean + standard deviation)

So, with this data, we came up with the result, that most of the sales quantities of the items are in the range of (-97,316.47 to 7,62,819.57).

## Overall previous result:-

I want to remind you that as my previous report which is a mid-term submission, I conclude that:

- ❖ In the sales of month data, the maximum amount of product sales in the month of September was 2282553.55, the minimum amount of product sales in the month of January was 407497, and they fluctuated between 630237 to 2142692.58. The maximum quantity of product sales in the month of November was 3085, the minimum quantity of product sales in the month of February was 210 and fluctuated between 380.96 to 2640.7.
- ❖ In the sales of particular data, the maximum amount of product sales to the particular “Anaya Designer” is 7764178.75, the minimum amount of product sales to the particular “Het Creation” is 554610, they fluctuated between -938539.62 to 9257328.38. The maximum amount of product sales to the particular “Anaya Designer” which is 8855, and the minimum amount of product sales to the particular Het Creation which is 210, fluctuated between -1580.94 to 10644.94.
- ❖ In the purchase of month data, the maximum amount of products purchased in the month of December was 947623.87, and the minimum amount of products purchased in the month of February was 223349.63 and fluctuated between 323220.05 to 800370.59. The maximum quantity of products purchased in the month of September was 25529.13, the minimum quantity of products purchased in the month of February was 2289.23 and fluctuated between 5320.16 to 23914.7.
- ❖ In the purchase of particular data, the maximum amount of products purchased from the particular “Raj Fashion” which is 753466, the minimum amount of products purchased from the particular “Allia Fashion” is 336 and fluctuated between -73158.04 or 283831.28. The maximum quantity of products purchased from the particular “Purv Enterprise” is 51898.1, the minimum quantity of products purchased from the particular “M.F.ENTERPRISE and Mamta Telecom” is 1 and fluctuated between -6575 to 12056.54.
- ❖ One thing which I also observe that they only purchase from “Anaya Designer and Hit Creation” and most of the time they purchase from “Anaya Designer”

## Video link of my observation and one pictorial representation:-

- <https://drive.google.com/file/d/1g3LYfLk5gxOyHKJDY6r2QtnHiw8xpRAq/view?usp=sharing>
- **Photoshoot:**



Fig. 2: Showing work of machine

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## ***Interpretation of results and recommendation***

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After doing the above detailed analysis of the sales and purchase data we came up with some solutions and recommendations to solve the objective problems, which are as follows: -

- **Recommendation 1: Increase the sales in February month which has the lowest sales month**
  - To increase the sales in February month firstly we have to purchase more products for this month because this month also has the lowest purchase amount.
  - Also, they can do machine repair work this month that utilizes their time.
  - One more work they can do this month, go to the market and under the market choice so they can product people choice related products.
- **Recommendation 2: Enhance the skillset of employees as well as the knowledge of the manager**
  - To come out of this problem employees have to explore more about machines.
  - The manager has to make it mandatory that all the employees have the skills to manage the machine in the absence of engineers.
  - This will have one other profit in the company, this will save the money which we spend on the engineers.
- **Recommendation 3: Hire an employee for maintenance of the data**
  - To come out of the data maintenance problem, the manager has to hire an employee who has great knowledge of Excel.
  - Another way to overcome this problem is to use applications made for data maintenance purposes.
  - One best recommendation is the owner should learn to work on Excel himself this will save their money which they invest in the other employees.
- **Recommendation 4: Reduce the defects in the products**
  - To reduce the defects in the products they have to check the machine from time to time.
  - Hire only those employees who have great knowledge to run the machine and also have to know about how to repair the machines.
  - Sometimes the manager may also need to do this that's why they also have to know about how to repair the machine.
- **Recommendation 5: Reduction in the quantity of the design which was not successful throughout the market**
  - To overcome this issue they have to use a strategy such as firstly they have to make only a few samples of products of the same design and try to sell them in the market.
  - If that design hits the market then they are free to continue creating that design product.
  - Otherwise, they have the opportunity to stop creating that design product.
  - It will save the waste of products, time, and money.

- I have to advise them that before launching any design firstly go through the market and observe which type of product they liked most.



Fig. 3: Working of Machines

In the above picture, all the machines make the same type of design at the same time on the sarees.

**A link that shows the working of machines:**

<https://drive.google.com/file/d/1nn1SKjdQk7z5PgaY0xzxa3ofYnP-gR-j/view?usp=sharing>

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## *Conclusion*

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In conclusion, the analysis of Daksh Creation sales and purchase data has provided valuable insights and recommendations for improving the company's profitability and management.

The analysis revealed that December month is the highest purchase month and February month is the lowest purchase month. It also revealed that September month is the highest sales month and February month is the lowest sales month.

The analysis revealed that this company's maximum sales of their products to Anaya Designer company and minimum sales of their products to Het Creation company. It also revealed that this company's purchase maximum from Raj Fashion company and the minimum purchase from Allia Fashion company.

After visiting this company, looking at all the data, and making conversation with the owner, staff members, and workers I conclude that this business is on the right track, and if they apply my all recommendations their company will reach a high level of profit in the minimum timeslot.

One more thing that I want to say to you, the owner of this business, staff members as well as workers have good nature and behaviour. They tell me all about their business on the aspect that I don't leak their data and information.

So, at last, I want to request you that please maintain their trust and don't share the data and information that I share with you.



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## *Links*

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- ❖ **Meeting Video link with the manager:**  
<https://drive.google.com/file/d/1BdMh6-3H4FgJjRsTTZPanzbZB4PRByhY/view?usp=sharing>
- ❖ **Video link of the introduction of the manager:**  
[https://drive.google.com/file/d/1Ci8Qr9Rkn2Md\\_Xhsq4BuVLD2\\_j3Jt4r4/view?usp=sharing](https://drive.google.com/file/d/1Ci8Qr9Rkn2Md_Xhsq4BuVLD2_j3Jt4r4/view?usp=sharing)
- ❖ **Video clip link of my observation:**  
<https://drive.google.com/file/d/14UiBb8NgpXi7uu9MSXlxHDE4S8Spfe6B/view?usp=sharing>
- ❖ **Link of Calculations and Graph for Purchase Data:**  
<https://docs.google.com/spreadsheets/d/1Xl6nCDZagca-QwApLBa14uFxrN2zJUX/edit?usp=sharing&oid=101858785136143279364&rtpof=true&sd=true>
- ❖ **Link of Calculations and Graph for Sales Data:**  
<https://docs.google.com/spreadsheets/d/1fWYe4nifxGFP5fDYQPAsyrdecE6Va7YF/edit?usp=sharing&oid=101858785136143279364&rtpof=true&sd=true>



Fig. 4: Last click of my visit

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## *Thank You*

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