

BDM CAPSTONE PROJECT PERFORMANCE REPORT

Optimizing Working Capital Management through Credit Control

at M/S Sarada Builders & Suppliers

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1. PROPOSAL:

TIME LINE: 11TH TO 13TH OF EVERY MONTH

SUBMITTED ON: 2025-11-13 22:09:05

STATUS: **APPROVED**

SCORE:

<i>Rubrics</i>	<i>Value</i>
<i>Executive Summary Title</i>	9/15
<i>Organisation Background</i>	7/10
<i>Problem Statement</i>	10/10
<i>Background Of The Problem</i>	10/10
<i>Problem Solving Approach</i>	27/45
<i>Expected Timeline</i>	5/5
<i>Expected Outcome</i>	5/5
TOTAL SCORE:	73/100

REMARKS:

Hi, Sohini. Thanks for the submission. Kindly follow the suggestions and comments to modify the report to improve it further. 1. In the summary, you need to include the geographic location and the founder's name. Add all three problems and their internal and external causes. Tools

for the analysis and timeline to complete the project are also essential highlights of the summary. Map the methods to the problems (1, 2, and 3). 2. Who is the owner or founder of the firm? This is a great lapse. If you know, then include his name. Please ensure you get all proofing elements in the mid-term report; otherwise, it will be rejected. 3. The third objective may already be covered in the first objective. 4. You added descriptive statistics as a method. However, this may not solve any of your problems. Please add methods like RFM analysis for customer segmentation (Problem 2). ABC, FSN analysis for the inventory problem. Find suitable methods for your objective and update them in the mid-term report. 5. Add the charts for data visualization purposes. Like a line chart for time-series data. Similarly, you have to indicate the types of charts for your report to be used. 6. Please modify the report and enhance its content and quality. All the best.

2. MID TERM REPORT:

TIME LINE: 6TH TO 8TH OF EVERY MONTH

SUBMITTED ON: 2025-12-08 23:54:44

STATUS: **APPROVED**

SCORE:

<i>Rubrics</i>	<i>Value</i>
<i>Executive Summary Title</i>	12/15
<i>Proof Of Originality</i>	10/10
<i>Metadata Descriptive Statistics</i>	32/45
<i>Methods Analysis</i>	19/25
<i>Problem Solving Approach</i>	27/45
<i>Results Findings</i>	8/10
TOTAL SCORE:	81/100

REMARKS:

Your descriptive statistics table includes a mean calculation for the Date of Sale column. Calculating the mean date is rarely useful and suggests you simply ran `df.describe()` without filtering for relevant numerical columns. The RFM Analysis scatter plot is difficult to interpret because the dots are clustered, and the color scale (Legend 0-200) is not clearly

explained in the chart title. The FSN Analysis table is messy, with text wrapping mid-word. Columns are not aligned, making it hard to associate the Class with the product.

3. FINAL REPORT:

TIME LINE: 1ST TO 3RD OF EVERY MONTH
SUBMITTED ON: 2026-01-01 19:57:34
STATUS: **APPROVED**

SCORE:

<i>Rubrics</i>	<i>Value</i>
<i>Executive Summary Title</i>	12/15
<i>Methods Analysis</i>	11/15
<i>Results Findings</i>	32/40
<i>Interpretation Results Recommendation</i>	15/20
<i>Report Legibility Presentation</i>	10/10
TOTAL SCORE:	80/100

REMARKS:

Hi, Sohini. Thanks for the submission. Based on my observations, I added a list of comments to improve the report further. 1. In the executive summary, link the methods to the problem. Also, add more content about summarizing the results and findings. While summarizing the

recommendations, please ensure which recommendations correspond to which problem. 2. No need to add the methods overview. In the FSN analysis, add the classification criteria that you added to the results section. Similarly, in the RFM analysis, you need to explain how you are calculating the RFM Score and how this score is used to categorize the customers. I see many of these explanations in the results section. Fix these issues. 3. I would suggest you arrange the methods, charts, and recommendations problem-wise. This would help readers easily connect to the problems. 4. None of your charts and tables are captioned for referencing. Fix this. 5. While interpreting the results, you must provide the references to the charts and tables. Without references, it cannot be understood. 6. Kindly fix the issues highlighted before the viva presentation. All the best.

4. VIVA:

TIME LINE: 13TH TO 26TH OF EVERY MONTH

SUBMITTED ON: 2026-01-21 19:00:00

STATUS: **EVALUATED**

SCORE:

<i>Rubrics</i>	<i>Value</i>
<i>BusinessInBrief</i>	9/10
<i>HowDataCollected</i>	18/20
<i>Pictures</i>	5/5
<i>Analysis</i>	17/20
<i>Interpretation</i>	17/20
<i>Recommendation</i>	18/20
<i>BonusMarks</i>	3/5
TOTAL SCORE:	87/100

FINAL MARKS: 80 AND GRADE: A