COMPANY EMPLOYEE DATA ANALYSIS USING EXCEL

STUDENT NAME: SWATHY M

REGISTER NO: 312210070

DEPARTMENT: BCOM[GENERAL]

COLLEGE: VALLIAMMAL COLLEGE FOR WOMEN

PROJECT TITLE

- COMPANY PERFORMANCE ANALYSIS USING EXCEL

AGENDA

- PROBLEM STATEMENT
- PROJECT OVERVIEW
- END USER
- OUR SOLUTION AND PROPOSITION
- DATA SETTING DESCRIPTION
- MODELLING APPROACH
- RESULT AND DISCUSSION
- CONCLUSION

PROBLEM STATEMENT

- SALES:

     HOW CAN WE INCREASE SALES REVENUE BY 20% WITH THE NEXT 6 MONTHS.

- PURCHASE:

     HOW CAN WE REDUCE PROCUREMENT COST BY 12% WITHIN 6 MONTHS.

PROJECT OVERALL VIEW

- SALES

    IT INCREASE GROSS MARGIN BY 15% WITHIN 12 MONTHS

- PURCHASE:

    IT INCREASE GROSS MARGIN BY 25% WITHIN 12 MONTHS

WHO ARE THE END USERS?

- PURCHASE SIDE :

  BUYER

  SUPPLY CHAIN MANAGER

  INVENTORY MANAGER

- SALE SIDE:

  SALES REPRESENTATIVE

  ACCOUNTING MANAGER

  SALES MANAGER

OUR SOLUTION AND ITS VALUE PROPOSITION

1. AUTOMATED WORKFLOWS FOR PURCHASE EQIPMENT AND ORDERS

2. REAL-TIME INVENTORY MANAGEMENT IS TRACKING

3. SALES ENFORCING AND PIPELINE MANAGEMENT

DATASET DESCRIPTION

- PURCHASE DATA
- PURCHASE ORDER
- PO NUMBER
- ITEMS
- PRICE AND PAYMENT
- SALES DATA
- SALES ORDER
- INVOICE
- SHIPMENTATION
- CUSTOMER AND PRODUCT

THE "WOW" IN OUR SOLUTION

- AI-POWERED SOLUTION

- AUTOMATIC WORKING FORCE

- REAL TIME INVISIBLE

- MOBILE AVAILABILITY

MODELLING

- DATA MODELLING
- PROCESS MODELLING
- BUSINESS MODELLING
- SYSTEM MODELLING

RESULT

- GAINING 30% REDUCING IN PURCHASE TO PAY CYCLE TIME
- 25% REDUCTION IN ORDER TO CASH CYCLE TIME
- 20% DECRESING ERRORS
- COST SAVING 10% DECRESING IN SALES AND MARKETING EXPENSES

CONCLUSION

- INCRESING EFFECTIVE AND REDUCING COST

- IMPROVE ACCURACY AND VISIBILITY

- ENHANCE COLLABORATION AND DECISION-MAKING

- DRIVE REVENUE GROWTH AND CUSTOMER SATISFACTION