

Driving revenue growth for a leading glass manufacturer in India

Analyze data to build insights and generate recommendations to reduce rejections

- ✓ Minimal upfront investment: available on secure SaaS platform
- ✓ Easy to use product with consumer-grade user interface
- ✓ Easy to trust product

Objective

To improve management capability for reducing in-line rejections:

- Providing near real-time analysis of shop floor data
- Identify trends and patterns to reduce inline rejections

Business Situation

The plant manufactures around 400 SKUs of which about 80 are produced regularly every month with an average production yield of around 95%.

Management would like to deploy automation and affect a 1% improvement in yield through reduction of rejections.

Digilytics Approach

Create data lake of data across the organization

Supplement with external data relevant in the context

Analyze stage-wise rejection and other key production ratios and recommend solutions.

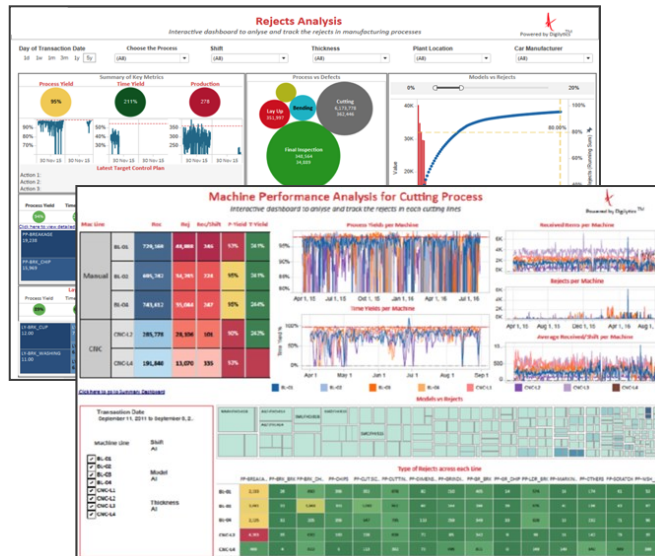
Outcome

An **interactive Rejections Analyzer** was created to gain insights on batch-wise rejections at a granular level

£5mn investment planned in production line automation should be reviewed before implementation, since automation currently planned is unlikely to reduce rejection levels

- Top reasons for rejections identified. Recommendations for more detailed capture and analysis of data to reduce pre-processing rejection levels.
- SKU-wise / line-wise rejection analyzed
- Raw-material supplier analysis drove recommendations for improved QC on certain suppliers.

Interactive digital dashboard for analyzing Inline Rejections



Drive sales growth for a glass manufacturer & distributor

Analyse data to build insights on dealer behaviour & sales

Objective

Drive revenue growth by:

1. Identifying key levers to improve sales in a specific territory
2. Identifying purchase patterns of different dealers

Business Situation

The company has a distribution network of 40 depots and 70 delivery vans deployed for a PAN India coverage.

Despite introducing a number of additional products and services to drive growth in all the states, sales in some states did not grow as expected.

Digilytics Approach

- Create data lake from multiple internal sources

(Customer, transaction, credit & purchase historical data)

- Supplement with external data relevant in the context (like Competitor's pricing & offers)

- Analyse buying patterns across dealers of different sizes, geographical spread etc.

Outcome

An interactive Dealer sales analyzer was created to identify the most significant lever driving sales for each state.

Preliminary insights on dealer behavior were developed

Attrition analysis was done to identify change in buying patterns loss of customers, shrinkage/increase in sales etc.

Interactive Dealer Sales analyzer for building insights on sales patterns

