

MIT | School of
Distance Education

Project Report For The Year
of 2022-2023

A

PROJECT REPORT

ON

“SSF PLASTICS INDIA PVT LTD” HYDERABAD

UNDERTAKEN AT

“MIT School of Distance Education”

IN PARTIAL FULFILMENT OF

“PGDM”

MIT SCHOOL OF DISTANCE EDUCATION, PUNE.

GUIDED BY

“Mr. Shivakumar”

SUBMITTED BY

“Minnakanti Saikiran”

STUDENT REGISTRATION NO.: MIT202N01288

MIT SCHOOL OF DISTANCE EDUCATION PUNE - 411 038

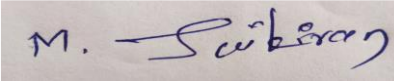
YEAR 2023-24

DECLARATION

I hereby declare that this project report entitled “**A STUDY ON MATERIAL MANAGEMENT**” bonafide record of the project work carried out by me during the academic year **2023-2024**, in fulfillment of the requirements for the award of “**PGDM**” (**POST GRADYATE DIPOMA IN MANAGEMENT**) IN **MATERIAL MANAGEMENT OF DISTANCE EDUCATION PUNE** of MIT School of Distance Education.

This work has not been undertaken or submitted elsewhere in connection with any other academic course.

Sign:-



Name:- Minnakanti Saikiran

Student ID: MIT2022N01288

CERTIFICATE

This is to certify that Mr./Ms. **MINNAKANTI SAIKIRAN** has completed the project report with us for his/her project report work on in fulfillment for the completion of his/her Course with MITSDE on “**PGDM**” (**POST GRADYATE DIPOMA IN MANAGEMENT**)

as prescribed By MIT SCHOOL OF DISTANCE EDUCATION, PUNE.

This project is a record of authentic work carried out by him/her with guidance by our relevant department from Date – 01.02.2024

Name and Signature of Guide

In Organization/Company. (With seal)

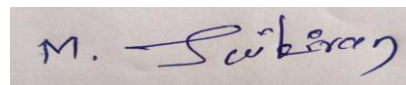
ACKNOWLEDGEMENT

I would like to take this opportunity to express my sincere thanks and gratitude to **(Mr. Shivakumar)** of **(SSF PLASTICS INDIA PVT LTD Unnamed Road, APIIC Polepalle SEZ, Polepalle, Mahabubnagar, Telangana, 509302)** for giving me an opportunity to do my project work in your esteemed organization and it has indeed been a great learning and enjoyable experience.

I would like to express my deep sense of gratitude and profound thanks to all staff members of **(SSF PLASTICS INDIA PVT LTD Unnamed Road, APIIC Polepalle SEZ, Polepalle, Mahabubnagar, Telangana, 509302)** for their kind support and cooperation which helped me in gaining lots of knowledge and experience to do my project work successfully.

At last but not least, I am thankful to my Family and Friends for their moral support, endurance and encouragement during the course of the project.

(Students' Name and Signature)

A rectangular box containing a handwritten signature in blue ink. The signature reads "M. Subbaraj".

Student ID: MIT2022N01288

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CHAPTER .1 ABSTRACT

The project work is pursued as a part of the PGDM curriculum at MIT SCHOOL OF DISTANCE EDUCATION, PUNE. It is undertaken as summer training at SSF PLASTICS INDIA PRIVATE LIMITED -HYDERABAD

The project is conducted under the supervision and guidance of MR. SHIVAKUMAR (CEO). This is SSF Plastics company is producing bottles for virus medical and cosmetics, all plastic uses can be manufacture herefor.

SSF operates both offline as well as on online platforms. With the establishment of two stores, 1 head office, and one warehouse, SSF is a most fastest growing company.

To understand Material management level, a detailed analysis had been done based on work accomplished during the internship and the remark over it.

In the latter part of this report, I have discussed my learnings, their shortcomings, and the suggestions for further improvement in the process.

Introduction chapter No.2

Materials management is focused on the planning and control of both the quality and quantity of materials and equipment procured and installed on a construction project. Materials management activities are undertaken in close coordination with supply chain, logistics, and quality related activities.

Materials management on engineering and construction projects differs from that associated with industrial and manufacturing activities in several important ways:

- Variable construction site locations versus fixed manufacturing plants
- Highly customized single copy output versus repetitive standardized outputs
- Design changes during construction versus fully designed products before manufacturing
- Supply chain built on an ever-changing mix of suppliers versus a more permanent and established supply chain
- Variability in quantities with significant levels of waste versus zero-waste manufacturing approaches

- Variable delivery times versus just-in-time delivery

Despite these differences, materials management is charged with ensuring materials and equipment are procured to support schedule and are available where and when needed. Materials management is typically a core function as part of the overall procurement group.

Sister functions include contracts and logistics. In addition, specialized strategic sourcing and supply chain management functions are now seen in more engineer-procure-construct (EPC) organizations, but the opportunities here are just being tapped.

Material management, in conjunction with other procurement functions, is responsible for the sourcing and efficient provision of:

- Engineered equipment
 - o Electrical (transformers; motors; motor control centers)
 - o Control systems (control and relief valves; instrumentation; engineered control systems)
 - o Mechanical (pressure vessels; compressors; pumps; heat exchangers; material handling equipment)

- o Piping (valves; fabricated pipe; fittings)

- o Civil/structural (fabricated steel; precast structures; reinforcing steel; engineered buildings)

- o Rolling stock (transit vehicles)

- Bulk materials

- o Sand, gravel

- o Concrete, rebar, embedment's, anchor bolts

- Prefabricated materials (prefabricated; preassembled; modules)

- Consumables

- o Water (potable; non-potable)

- o Fuel

- o Industrial gases

- o Offsite power

- Tools

- o small tools and consumables

- o Construction equipment fleet

- o Specialized construction equipment

- Services

- o Construction services (modular buildings; scaffolding; forms and shoring; welding equipment and supplies)

o Logistic services (trucking; ocean and river transport; air freight; freight forwarding)

DEFINITION CHAPTER NO-3

According to International Federation of Purchasing and Materials Management, “materials management is a total concept having its definite organization to plan and control all types of materials, its supply and its flow from raw stage to finished stage so as to deliver the product to customer as per his requirements in time.”

This involves materials planning, purchasing, receiving, storing, inventory control, scheduling, production, physical distribution and marketing. It also controls the materials handling and its traffic. The materials manager has to manage all these functions with proper

authority and responsibility in the materials management department.

Organizational Profile chapter No.4 :-

We are a one-stop solution provider for all your plastic component needs.

The company was formed in the year 1985 and the first unit was set up

by Sunil Dhawan and Kapil Dhawan in Andheri, Mumbai. Right from day one, the basic principles on which the company would operate, were carved out by the promoter.

The company would comply with all laws and regulations; it would prioritise customer satisfaction; it would treat its employees and all other stakeholders with dignity; it would ensure that industry minimum wage requirements are met on time; and it would provide a safe working environment for all employees. The company has grown manifold during the past 36 years and these governing principles have

been sustained and given as much importance as profitable operations.

From a single machine operation in 1985, we are now nearing the 300-machine mark spread over the country.

We are customer focused and our objective is to delight the customer.

We have a team of accomplished Customer Relationship Managers who are constantly in touch with our customers to ascertain needs, provide up to date information and services that may be needed. We are proactive and work continuously towards providing better value to our clients. Our endeavour is always to get new projects First Time Right.

Over the years we have set up customer centric capabilities such as our own Blow moulding tool room, a high-end Injection and IBM mold tool room, a design center, an in-house automation set up and an optimization project management team who are ever on the lookout for cost optimization through using various innovation and creative approaches towards plastic component moulding and assembly capabilities.

White Natural LDPE Plastic Granule



1	Usage	Plastic
2	Colour	White
3	Packaging Type	Bags
4	Packaging Size	25 Kg
5	Origin	Made In India
6	Form	Granual
7	Cost	Approx.. Rs.115/ Kg
8	Supplier Name & Address	Mahamantra Plastics 8, GF, Sugarwala Market, Sakar Bazar, Kalupur, Ahmedabad, Gujarat - 380002

PRODUCTION CAPACITY (Per Annum)

(a) Quantity (M.T.) : 2,100

(b) Value (Rs.) : Rs.18, 90, 00,000.00

TOTAL POWER REQUIREMENT

Total connected load (KW): 1600kvA

POLLUTION CONTROL MEASURES

The unit does not create any pollution. However, a proper ventilation should be made in the processing area for the better circulation of the fresh air

ENERGY CONSERVATION

Entrepreneurs may select energy efficient machinery and proper planning has also to be made for saving energy in the unit

FINANCIAL ASPECTS

A. FIXED CAPITAL

i) Land & Building

	Area Sq. Mtrs	Rate Rs. Per Sq. Mtr.	Rs. Land
Load	500	500	250000.00
Unloading	300	3500	1050000.00
		Total	1300000.00

ii) Machinery & Equipment

Sl. no.	Description of Machines	Qty (no.s)	Rs
A	Production Unit	1	
	- Extrusion Blow Film Plant	2	1,95,00,000.00
	- Printing machine	1	75,00,000.00
	- Bag making machine	1	25,00,000.00
	- Scrap Grinder	1	1,00,000.00
	- Cooling Tower	1	1,00,000.00
	- Compressor	1	2,50,000.00
B	Testing Equipment & Other Accessories		50,000.00
C	Electrification & Installation @ 10% of cost & machinery		30,00,000.00
	Pre-operative expenses		1,00,000.00
	Total cost of machinery & equipment (a to d)		3,31,00,000.00
E	Cost of Moulds & Dies & Mini Expenses		1,00,000.00
F	Cost of Office Equipment / Furniture / Computers, etc.		3,00,000.00
	Total		3,35,00,000.00

WORKING CAPITAL

Designation	no	Salary	Total salary(Rs.)
Production Engineer/Manager	1	25,000.00	25,000.00
Sales Executive	2	15,000.00	30,000.00
Accountant-cum-Store	1	15,000.00	15,000.00
Watchman	2	10,000.00	20,000.00
Skilled Workers	8	15,000.00	120,000.00
Helpers	8	10,000.00	80,000.00
			290,000.00

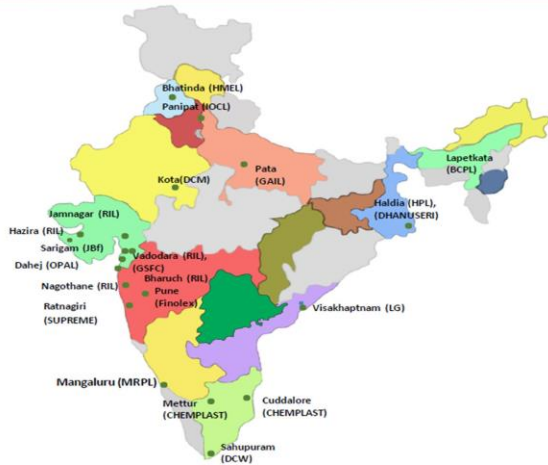
Raw materials source:

There are more than a dozen manufacturing plant of the resin and hence no shortage of raw materials. The following table depict that plenty of raw materials available in the country.

Company	LDPE	LLDPE	HDPE	PP	PVC	PS/EPS	PET	Others	2016-17	% share	2019-20	% share
Reliance Industries	205	445	500	2700	725		970		5545	39.36	6545	41.46
Indian Oil Corp		225	475	600					1300	9.23	2000	12.67
Haldia Petrochemicals		210	500	390					1100	7.81	1100	6.97
GAIL (India)		350	570						920	6.53	920	5.83
HPCL Mittal Energy				400					440	3.12	440	2.79
IVL Dhunseri Petrochem							480		480	3.41	480	3.04
Supreme Petrochem						340			340	2.41	340	2.15
Finolex Industries					270	00			270	1.92	270	1.71
Chemplast Sanmar					290	00			290	2.06	290	1.84
LG Polymers India						130			130	0.92	130	0.82
Ineos Styrolution						105		80	185	1.31	185	1.17
ONGC Petro Additions Ltd		360	700	340					1400	9.94	1400	8.87
Mangalore Refinery & Petrochemicals Ltd				440					440	00.00	00	00.00
Bhramaputra Cracker & Polymer Ltd		110	110	60					280	3.12	440	2.79
DCW					90				90	1.99	290	1.77
DCM Shriram					60				60	0.64	9060	0.57
Gujarat State Fertilizers Ltd								12	12	0.43	60	0.38
Bhansali Engineering Polymers								60	60	0.09	12	0.08
Others								100	746	0.43	60	0.38
Total	205	1700	2855	4930	1435	575	480	252	14088		24022	

Source: Plast India foundation

Plant locations of major players

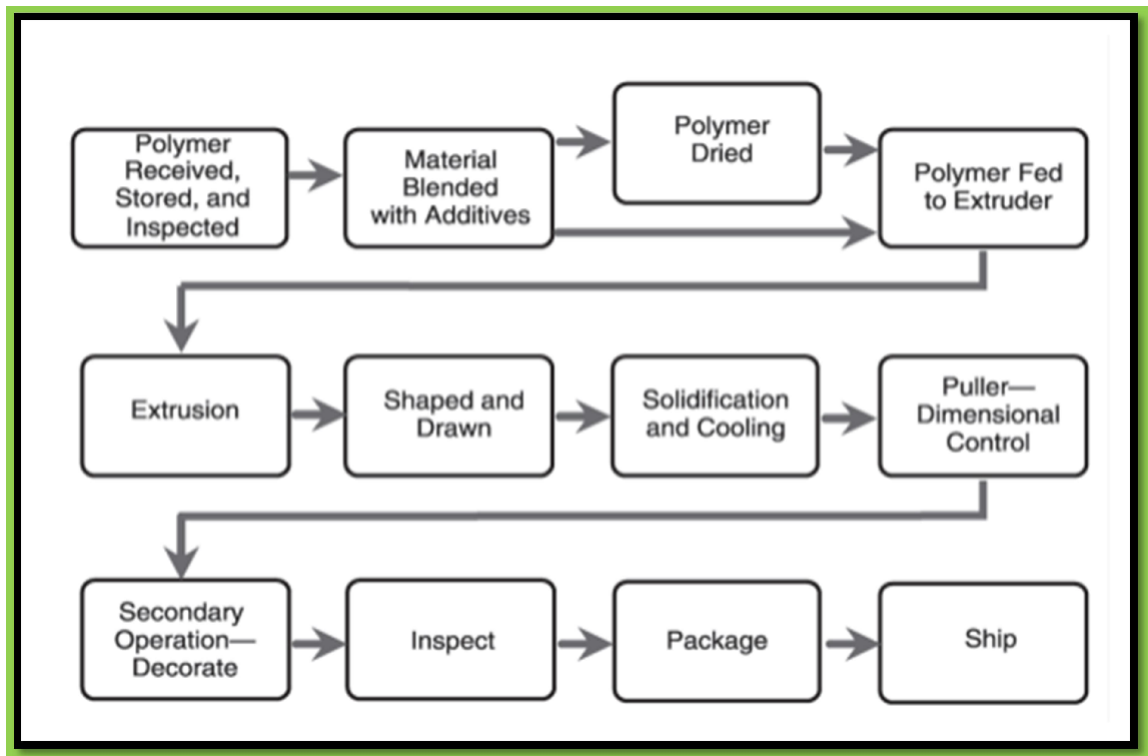


Polymer	2016-17	2019-20
PS/EPS	599	599
LDPE	205	605
LLDPE	1700	2300
HDPE	2855	2855
PP	4970	5670
PET	2072	2072
PVC	1435	1435
Others	252	252
Total	14088	15788

(Figs in KTA)

Process Flow Chart Film Polythene Manufacturing :

The process for making polyethylene film and bags is called extrusion. This plastic film manufacturing process starts with melting down small plastic pellets, (called resin), until they become molten and pliable.



Qualitative Parameters of the products

Packaging Type	Roll
Color	All
Width	175 to 7 500 mm (350 to 15 000 mm slit open width in the case of tubular films),
Material	Polyethylene
Thickness	12.5 to 250 μm
Density	between 0,913 to 0'937 g/ml at 27°C (0'915 to 0.939 g/ml at 23'C)
Pattern	Plain

Following Test are performed for quality evaluation of the product

Mechanical Quality Properties	Physical and Chemical Properties	
Burst strength	Optical properties	Flammability
Impact strength	Light transmission	'See-Through' Clarity
Impact Fatigue	Dimensional stability	Haze
Tear strength	Water absorption	Gloss
Puncture penetration test	Effect of chemicals	Permeability
Stiffness	Effect of Light	Water vapour permeability
Flex resistance	Effect of Temperature	Gas Permeability
Coefficient of friction	High Temperature	Odour Permeability

Blocking	Low Temperature	Density
	Heat sealability	

moreover, SSF Plastics factories in India around following below in details.

1. 13- Factories in India.
2. 40K tons of polyester uses offline and online.
3. 254 Moulding machines are available.
4. 50+ Awards & Recognitions





CAPABILITIES

Processing capacity: -

Processing 40k+ tons of polymer per annum

3 Billion+ Injection moulded components

1 Billion+ Blow moulded components

Expanse: -

1 million+ sq. ft. constructed molding area
Upcoming plants in Kandla and Hyderabad

COMPANY VISION

To be the most preferred supplier of rigid plastic packaging and engineering plastic components, partnering business enterprises across the region, driven by innovation, technology and responsible sourcing, surpassing customer expectations.



COMPANY MISSION

To be a INR 1500 CR/US\$ 200 Mn company by 2025, focussed on Quality, Service and Cost, delivered through people using cutting edge technology and innovation while focusing on a sustainable future.



To produce related all plastics uses to be mold in word wide.
Expecting to grow in market relevant plastics molding.

RESEARCH METHODOLOGY

Material Management: The material management is one of the most important Role to industries.

Key Points :-

- Materials management is focused on the planning and control of both the quality and quantity of materials and equipment procured and installed on a construction project.
- Materials management on engineering and construction projects differs from that associated with industrial and manufacturing activities.
- Materials management is responsible for the sourcing of engineered equipment, bulk materials, prefabricated materials, consumables, tools, and services.
- Materials management functional organization is described.
- Challenges and benefits of effective material management are summarized.

Supply Chain Control Tower

A supply chain control tower, a connected dashboard of data and key metrics, enables organizations to more fully understand and resolve critical issues in real time. Smarter control towers provide end-to-end visibility across the supply chain

and when leveraged with advanced technologies, such as AI, break down data silos, reduce manual processes, and deliver real-time actionable insights. Smarter control towers enable collaboration across teams and supply chain partners and leverage knowledge to improve outcomes.

Four levels of control tower capabilities can be defined:

- Level 1 – Visibility of milestones and events across the entirety of the supply chain (including sub-tier critical suppliers)
- Level 2 – Alerts based on lead times for events and significant milestones
- Level 3 – Decision support aiding users at multiple levels to make decisions based on intelligent agent recommendations
- Level 4 – Autonomous execution of the supply chain

Expediting

Effective expediting is a proactive function, not a reactive function. Status

reporting from the supplier should not just be accepted or only challenged when certain milestones are in trouble. By then it is too late. Proactive expediting

involves looking deeper into the supplier's operations and verifying its current assessments and forward forecasts. Expediting must aid the supplier and the project in anticipating problems and taking timely actions to mitigate their impacts.

Expediting resources are allocated based on supplier risk. Is their item of supply

on the critical path? Are they undertaking a first of a kind operation (for them) or being required to dramatically ramp up production? Are there elements of their supply chain which we are aware are challenged either by market demands or quality performance issues? High performing suppliers require fewer expediting resources.

Shop expediting visits confirm both progress and forecast.

Field Materials Management and Warehousing

Responsibilities related to field materials management must be clearly spelled out and encompass client, engineering, suppliers, contractors, and the various

functional groups of materials management. Materials typically managed by field material management include:

- Tools (small tools and consumables; construction equipment fleet and specialized construction equipment)
- Rental/leased construction and office equipment
- Formwork
- Sand, gravel

- Concrete, rebar, embedments, anchor bolts
- Spare parts

Field materials management builds relationships with local suppliers for ancillary and critical needs and must communicate continuously with construction, suppliers, and the client.

Field materials management begins with the receipt of materials, which in turn begins the control function. Quantities and quality are confirmed and recording and tracking initiated. Bar codes and RFID tracking greatly aid in materials management. Confirmation of quantities and types against short- and medium-term construction materials forecasts helps control the development of onsite material surpluses.¹²

Documentation is checked for completeness and accuracy and any discrepancies noted and resolved.

Field materials management directs the storage of materials and any required

special environmental conditions or security. Storage locations are graded with respect to levels of protection and may include:

- Laydown yards
- Warehouses (onsite, offsite; climate controlled or conventional)
- Contractor/supplier warehouses or laydown yards (onsite, offsite)
- Client (spares)

Field management issues requested materials, equipment, and tools to construction consistent with release of construction work packages and associated bill of materials. Generally, issue dates are linked to mobilization dates and attention should be placed on the master schedule to ensure their delineation. Field management must ensure that the labor and equipment required to move materials from storage to the construction workforce are available.

Tracking and reporting of issued materials are linked with their receipt.

Challenges and Benefits of Effective Materials Management

Materials management can be both a source of challenge as well as benefits on a construction project. Common challenges often begin with inadequate planning and poor communications. Owner's requirements must be closely reviewed and costly or impractical ones elevated for resolution at the earliest possible date. The material management organization must be well managed, using strong process

and procedural controls that minimize the need for frequent workarounds. Materials management must provide a proactive focus on expediting and also closely monitor for excessive inventories. Scope13 and schedule changes impact material management together with all other construction activities.

Effective materials management is a significant contributor to craft productivity, enabling workface planning and minimizing rework.¹⁴ Material surpluses, much of which may enter construction waste streams, are reduced and improve overall project cost.

Warehouse and laydown storage areas are minimized through effective materials management as is the risk of damage to stored materials and equipment.

Effective materials management supports schedule performance.

Below is given Row materials photos of company for reference

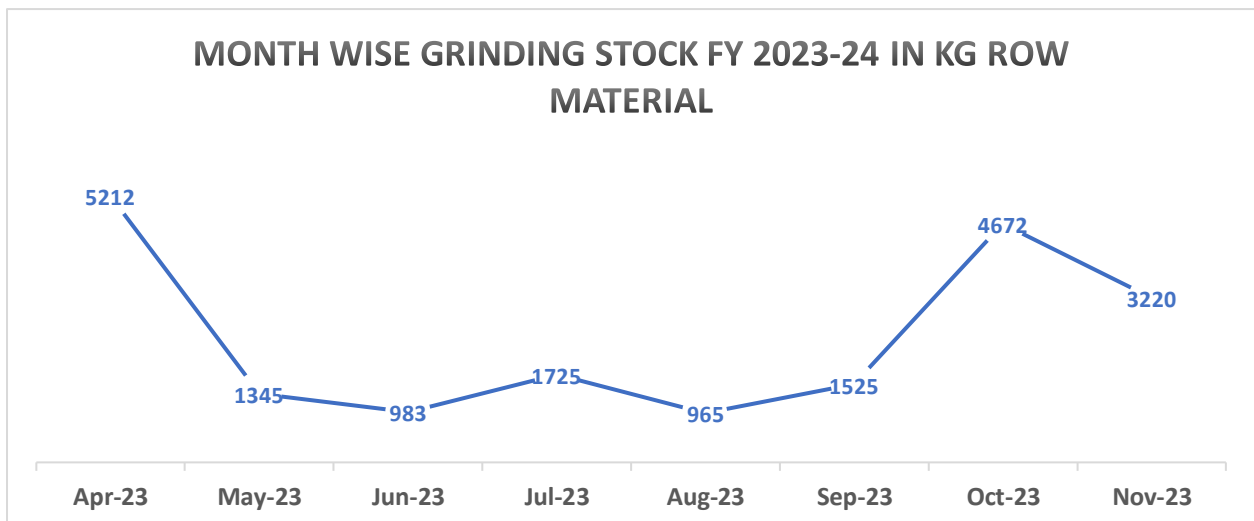
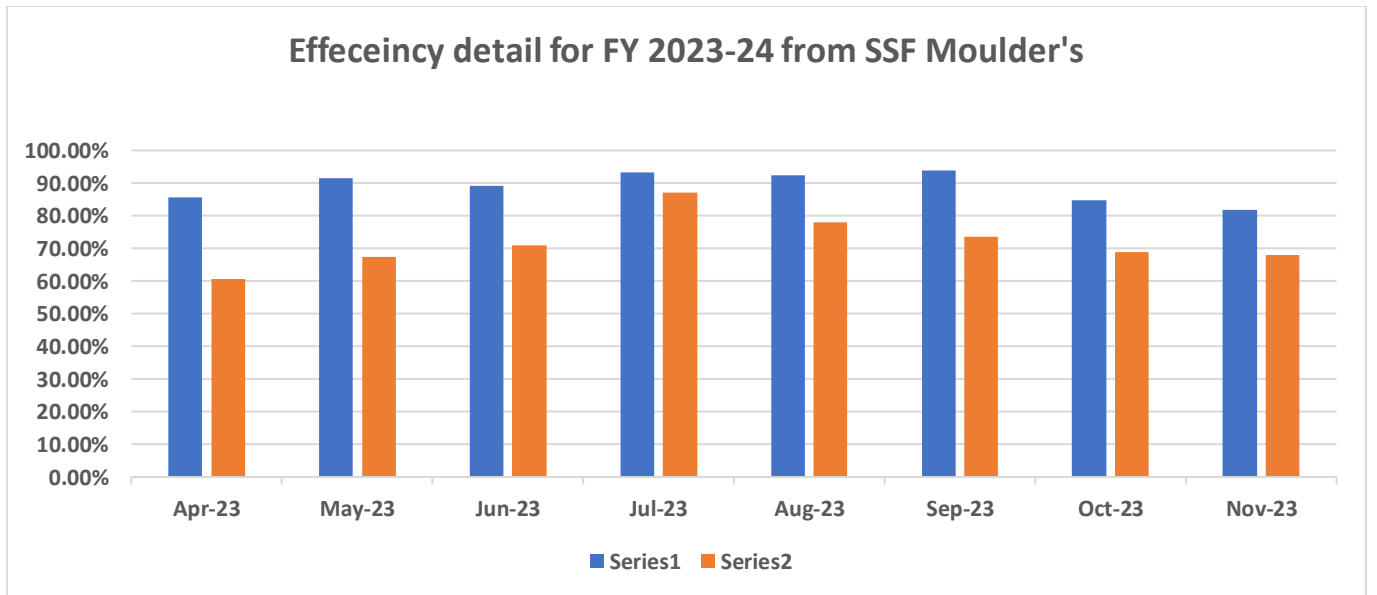




Data Analysis and Interpretation

OPERATIONAL KEY PERFORMANCE INDICATORS

	Target	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	YTD
EBM	OME 100%	85.60%	91.58%	89.27%	93.12%	92.31%	93.75%	84.70%	81.72%	89.01%
	MCU 90%	60.71%	67.42%	70.93%	87.08%	78.12%	73.45%	68.83%	68.04%	71.82%



Factory	Item type	Item Description	Stock	Rate	NM value as on 31.03.23	Ageing	Qty added after April-23	Dispatch Apr to Nov-23	Left over qty as on 31.11.23	NM value as on 31.11.23	Remark
SPM	FG	BOTTLE LIFE BUOY & VASELINE HW 250M UI-CMMN	299040	3.0983	926,516	Above 2 Year	0	0	299040	926,516	
SPM	FG	BOTTLE NP DSINFCTNT SUF CLNR 500ML	134539	3.6676	493,435	Above 1 Year	0	134539	0	-	Grinded
SPM	FG	BOTTLE DOVE 4L-UPRO	16500	20.53	338,745	Above 1 Year	0	0	16500	338,745	
SPM	FG	BOTTLE DOVE HANDWASH 250ML UI-COMMON - 28/410	1280	1.4589	1,867	Above 2 Year	0	1280	0	-	Grinded
SPM	FG	5 Ltr Jerry Can LB Hand Sanitizer-Natural	6894	38.1705	263,147	Above 1 Year	0	2988	3906	149,094	
SPM	Polymer	PP SM 17 N	100	98.35	9,835	above 4 year	0	100	0	-	Used
SPM	Polymer	HDPE- B52A003A	25	73.18	1,830	Above 2 Year	0	25	0	-	Used
SPM	Polymer	LDPE 23FY005	75	115.04	8,628	7 month	0	0	75	8,628	Usable
SPM	Polymer	LLDPE : 1005 F Y 20	500	120.04	60,020	7 month	0	103	397	47,656	Usable
SPM	RM- Master Batch	Antistetic : Rvi023517	36	135	4,860	above 4 year	0	0	36	4,860	
SPM	RM- Master Batch	MB : CESA light PEA00500512-BN - TaTa Young Tajmahal	17	1770	30,090	8 month	0	0	17	30,090	
SPM	RM- Master Batch	Axe Denim Black - Rvi 121212	113.35	145	30,090	7 month	0	0	113.35	16,436	
SPM	RM- Master Batch	MB : Hero Gold - Raviraj	45	425		Above 3 Year	0	45	0	-	Used
SPM	RM- Master Batch	MB: CC10268947BG 250ml Axe Black ShowerGel Bottle -2	86	2453	210,958	8 month	0	14	72	176,616	Used
Total :					2,380,021					1,698,640	

- Above is Non-Moving Item Details RM/FG.
- And team is including all material status report in this above maintained box.
- Reports can view every month in MRM.
- This will help us to keep track on arranging the Row material which is imp to us.

This Executive Insight has defined materials management as focused on the planning and control of both the quality and quantity of materials and equipment procured and installed on a construction project. Materials management on engineering and construction projects differs from that associated with industrial and manufacturing activities.

The scope of materials management includes the sourcing of engineered equipment; bulk materials; prefabricated materials; consumables; and tools and services, and is undertaken together with engineering and other elements of the procurement organization. The various functions of the materials management functional organization provide insight into the breadth of activities to be undertaken.

This Insight also has summarized the challenges and benefits of effective materials management.

FINDINGS & CONCLUSION

10% of respondents feel safe in online shopping they have no fear and have started shopping online while still, 10% are hesitant of shopping online they are the late majority type of customers who adopt the technology and advancement in a later stage.

In industrial side 85% of respondents prefer direct factory purchase as they get a variety of products of good

quality at one place while the remaining respondents feel that they prefer

shopping in stores in which they get the opportunity to physically observed the

products and then buy More than the majority of respondents had an amazing first

experience with the site and prefer SSF over its competitors due to the quick services,

a wide variety of safety reasons, cash on delivery facility, low prices and most

importantly being an Indian venture which as wide availability of products.

Respondents are satisfied by the business model of SSF as it is a very systematic organization.

SSF is a very price efficient company because offers the products direct.

from the manufacture and eliminates the profit margin of the mediators' Products at prices lower than the market price

The respondents are very satisfied with the homogeneous list and options SSF offers to its customers

More than 50% of the consumers feel that products by SSF are of excellent quality, durable and worth the cost

SSF operates on a consumer-friendly site and offers special after-sale services which include replacement of goods in 7 days

SSF customers are not hesitant in recommending the site to any friends

2% of customers had a bad experience over platforms, SSF live on, regarding the timely delivery and the delay in the return of goods, which is not a bad ratio and can be improved further.

CONCLUSION

SSF plastics Company is the new mantra of this age and the people of India are applying this in their lives to a great extent nowadays. As we progress further, the growth rate of online marketing in our country will leap to the stars.

According to a research report — State of e-commerce in India by e Commerce for

ASSOCHAM, "India's Internet base, is already the third highest in the world after

China and the US, is growing by nearly 40% every year". Hence, the rise of SSF

sales in the Indian subcontinent has been meteoric in recent years. The number of companies websites.

has increased and so has the total number of persons who prefer SSF products In

the end it can be said that SSF has become good Plastic manufacturer in India. The

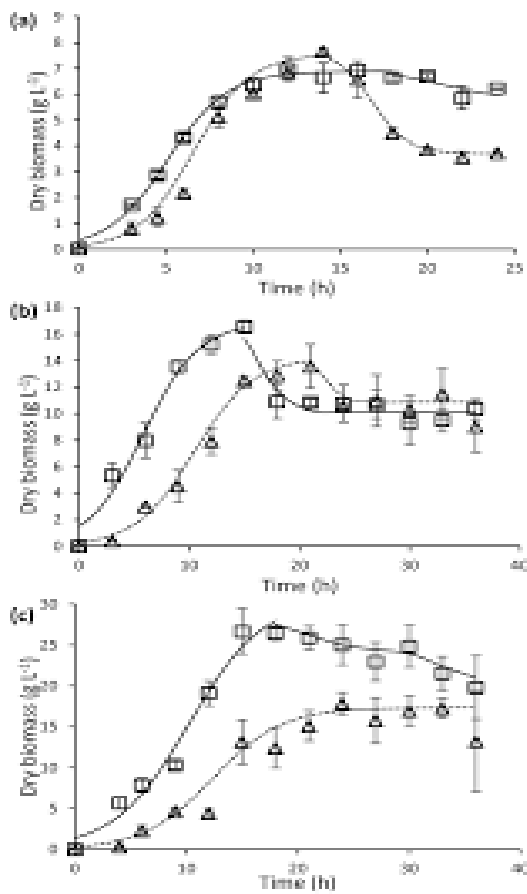
company is currently valued at around 1 billion dollars i.e. 5000 crores.

More importantly, SSF has ushered in the e-commerce era in India. This has

generated massive interest in the e-commerce sector; people are opening,

websites to sell anything from shoes to apparel to

jewels to baby care products etc. This has helped in creating a lot of job opportunities and thus helps the Indian Inc. growth story as well.



SUGGESTION

As still in India large segment of the population is untapped regarding plastic uses the available online shopping stores can widen their market.

by getting into expansion strategies

There is also a need to remove the fear in the minds of the customers regarding the product quality, durability, and payments, etc. in online and offline as well.

Wide expansion of internet facilities in rural areas can bring more customers, for the online shopping sites. Through prompt service, wide variety, and easy accessibility even consumers from remote areas can be tapped.

As Indian consumers are much more cautious about shopping online as compared to the West. They are reluctant to divulge credit card details. The cash-on-delivery service has will help a lot of traditional consumers turn to online shopping India's e-commerce companies have far too often concentrated on the bells and whistles instead of focusing on deploying and customizing technology to serve customer needs, so their need a more customer-centric approach.

Calling facility to make an order and change an order as well as, Urgent delivery with no extra cost service can add a cherry on the cake and

would help SSF to perform even better than its competitors on all sales platforms online or offline.

LEARNING OUTCOMES FROM INTERNSHIP

1. Handled procurement
2. Worked operation
3. Handled business to business management
4. Worked on brand expansion
5. Worked on marketing
6. Checked the listed products of SSF Plastics
7. Checked the ongoing banner visibility and capturing its allocation
8. Worked on market research
9. Worked on supply chain management
10. Worked on customer acquisition
11. Made reports on the basis of listed products
12. Worked on data capture for Kiwi Kisan Window from ecommerce website
13. Brought new e-commerce platforms to the company and expanding the business
14. Worked on retail graph for invoice creation.
15. Worked on customer relationship management.

Bibliography/ References

Information and data related to the project has been taken from the sources below, special thanks to the editors for making the task easier:-

following link is for our HO available in Mumbai.

1. <https://maps.app.goo.gl/oDDN5JMH1r5KrwRi7>

Company website

2. <https://www.ssfplastics.com/company.html>

company location

Questionnaire

Respected Sir/ Madam,

I am a student, pursuing an PGDM Integrated from MIT School of Distance Education. I am doing a project on “ A study on e-commerce operation at kiwi Kisan window” -Online shopping.

I kindly request you to co-operate in my research study by kindly filling up the following questionnaire.

1) Please tick the age group you belong to

16-24 []

25-34 []

35-49 []

50 or above []

2) Gender

Male []

Female []

3) Please tick your occupation

Professional []

Self Employed []

Service []

Student []

Others []

4) Please tick your income range

Less than Rs.2 lakhs per annum []

Rs. 2 to Rs. 5 lakhs per annum []

Rs. 5 to Rs. 10 lakhs per annum []

More than 10 lakhs per annum []

5) Please tick your education as

relevant Post graduate []

Graduate []

Higher secondary school certificate []

High School certificate []

Less than 12 years in school []45

**6) How frequently do you shop through e-commerce websites Rise of E Commerce
The Indian Scenario**

Page 34 of 37 More than once a

Month [] Once in 1-2 Months []

Once in 3-6 Months []

Once in 7-12 Months []

