



An Internship Report on MIS-Based Inventory and Sales Management System of NNT Company

Submitted To:

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Sales Management System of NNT Company**

LETTER OF TRANSMITTAL

Date: 30 November 2025

To
Dr. Sayedul Anam
Associate Professor
Department of Business Administration
Faculty of Business and Entrepreneurship
Daffodil International University

Subject: Submission of Internship Report on “**An Analysis on Inventory and Sales Information Management at NNT (এন এন টি)**”.

Honorable Sir,

It is a great honor for me, I Md. Bayezid Khan Sakib, to submit the internship report “**An Analysis on Inventory and Sales Information Management at NNT (এন এন টি)**”. This report has been prepared as a requirement for the completion of the BBA program. I have given my best effort to compile all the relevant information, experiences, and insights gained during my internship at NNT (এন এন টি).

I sincerely hope this report meets your expectations and requirements.

Sincerely,

Sakib Khan

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LETTER OF APPROVAL

This is to certify that the internship report entitled “**An Analysis on Inventory and Sales Information Management at NNT (এন এন টি)**” has been prepared by Md. Bayezid Khan Sakib, ID: 221-11-1625, as part of the requirements for the Bachelor of Business Administration (BBA) Program, Major in Management information system, under the Department of Business Administration, Faculty of Business and Entrepreneurship, Daffodil International University.

The report is an original work carried out under my supervision and is hereby recommended for submission.



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DECLARATION

I am **Md. Bayezid Khan Sakib**, a student of the Department of Business Administration, bearing ID: **221-11-1625**, Major in Management information system, at Daffodil International University (DIU), do hereby sincerely declare that the internship report entitled “**An Analysis on Inventory and Sales Information Management at NNT (এন এন টি)**” has been authentically prepared by me. While preparing this internship report, I have not intentionally violated any copyright laws or academic integrity policies.

I further declare that this report has not been submitted anywhere else for the purpose of obtaining any degree, diploma, or certificate.

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Thanks are due who provided me with the opportunity to serve as an Intern at the NNT (এন এন টি). I'm grateful for the great mentoring, promptings, and inspiration I received in my training.

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EXECUTIVE SUMMARY

The Function In the internship, we have to focus on NNT (এন এন টি) which is a Bangladesh-based bags & accessories brand with an online presence and physical store in Dhaka, contributed to how they can facilitate their Inventory and Sales Information Management (ISIM) with benchmarked MIS practices done using Excel. The evaluation is based on genuine public data of NNT and real internship work in preparing reports for the update of product, sale, stock and raw material.

Purpose & Scope. In the spirit of MIS, we attempted to: (1) update master product data; (2) record daily sales and stock movement transactions; (3) track raw-material in/out as appropriate for production or finishing; and (4) convert this information into actionable KPIs (e.g., turns on stock, sell-through, margin/see by SKU), so managers could make timely decisions on replenishment pricing, and promotions. (Structure converges to your report guideline and internship activity set).

Method. I created a set of 4 interconnected Excel Jems: Product Master, Sales Register, Stock Ledger and Raw-Material Ledger. Stock data was recorded from daily sales/order extracts and internal intake forms; validation rules (lists, types, ranges) were employed to minimize data entry errors. The ledgers reconciled opening + receipts – issues/sales to give closing stock and valuation, the sales register drove pivots and charts by SKU, category, channel and promo flag.

The firm internship provided an directly usable (auditable) ISIM toolkit to NNT: facts based masters, reconciled ledgers, and decision-oriented summaries. These assets enhance data quality, expose slow-/fast-movers, protect margins in promotional periods and reduce out-of-stocks—thus benefiting NNT’s retail-side operations, found both online and in-store.

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CHAPTER ONE:
Introduction

1.1 Background

NNT (এন এন টি) is a retail brand of Bangladesh which is specialized in bags and accessories (backpacks, laptop bags, totes). Its e-commerce storefront (nnt.com.bd) there are dozens of SKUs listed across a few categories (Backpacks, Laptop Bags, Business Bags, Handbags & Clutches, School/College Bags) with typical promotional pricing and product pages that contain titles, prices and “add to cart” functionalities. NNT’s Store List page puts a public address out there (United Tower, 263 Bangshal Road, Dhaka 1100) as well as listed support contacts (phone & email.) Also suggesting an on-the-ground-online blend of operations that are dependent on the currency of inventory, order history & customer service data. Quality materials, durability and functional design are positioning cues that also impact assortment planning and stock mix. The About Us page emphasizes quality materials, durability, and functional design, which are positioning cues that also affect assortment planning and stock mix.

For a retailer like NNT, Inventory and Sales Information Management (ISIM) are mission-critical: the store's ability to manage accurate stock, maintain fast order posting and provide trust-worthy sales reporting drives everything from replenishment to pricing - all of which directly affects service levels. Your internship, which included creating and updating product, sales, stock and raw material report using Excel, is precisely what we need.

This report investigates how NNT might model and design ISIM using Excel-based MIS approaches that have their origins in your internship activities, in solid NNT information.

1.2 Problem Statement

- Online orders and inventory updates are asynchronous causing out-of-stock/over-sell during campaign time / peak season.
- SKU excess inventory is the result of no or poor visibility to item-level demand, seasonality and/or aging stock.
- Product master data (SKU, model, category, cost, price, status) lacks some standardization leading to poor reports and duplicate/obsolete records.
- Measuring the impact of promotions is difficult since sales data does not have consistent promo codes/flags, which obscure lift and margin impact.
- Variant tracking (e.g., color or size) is flawed, so it’s very hard to properly drill down/up on the SKU/variant level.
- The cadence of sales postings is uneven, introducing timing differences between transactions and the book of-stock that slow down decisions.
- Work-in-process in-out (where applicable) is not sufficiently integrated with finished-goods updates, impacting cost management and availability planning.
- Offline working and the lack of validation increase risks around errors lagging entry,

incomplete data fields, and reconciliation differences.

- Lack of a focused KPI dashboard (stock turns, sell-through, margin by SKU) slows management visibility and reactive actions.
- Leveraging of historical data is found wanting for reorder points and safety stock and hence replenishments are made only re-actively.

1.3 Objectives

Broad Objective:

To acquire practical knowledge and skills in managing business reports (product, sales, stock, and raw material) using Excel for supporting organizational decision-making at NNT.

Specific Objectives:

1. To evaluate the MIS software for sales and inventory management.
2. To identify the MIS based activities of sales and inventory.
3. To identify some challenges to use mis software and to recommend some suggestions to overcome.

1.5 Methodology of the Study

This study depends on both primary and secondary data sources. Direct observation, talking to the marketing team, and personal experiences as an intern were all used to gather primary data. Company documents, competitor analysis, online sources, and existing marketing reports were used to get secondary data. We also did a SWOT analysis to look at NNT (এন এন টি) internal and external environment.

Primary Data

- Direct observation of day-to-day posting and reconciliation steps (sales import, stock update).
- Informal discussions with supervisor/colleagues to clarify workflows, fields, and posting cadence.
- Hands-on records created during internship tasks (my own Excel workbooks). (Aligned with the sample report's use of observation, team interactions, and practical task experience.)

Secondary Data

- NNT's public pages (catalog, store/contact, about) for product taxonomy, promotions, and channels.
- Prior internal formats/shared sheets (where permitted) and reference templates.
- Academic and professional literature on inventory & sales MIS (added in your References). (Parallels the sample's use of company documents and online sources.)

CHAPTER TWO: **Company Overview**

2.1 Overview

NNT (এন এন টি) is the renowned retail brand in Bangladesh with sophisticated and unique style of bags & accessories. Founded on the premise of delivering functional and stylish solutions for small town living outside of Melbourne, NNT has worked to build a solution that is completely unique from anything else – wrapping your gear in scads of style. The brand is people centric and considers the changing demands of its varying customer base. By seamlessly integrating offline and online retail methods, NNT serves multilevel of the consumers and be very easy to access for all clients.

NNT has found its physical presence at United Tower, 263 Bangshal Road in Dhaka where it increases visibility and approachability. There, customers are able to visit the store and touch, feel and buy products. But the cornerstone of NNT’s business will be its e-commerce channel, which enables it to access customers in every corner of Bangladesh. The company’s website aims at providing an ideal shopping experience including ease of navigation, safe transactions and timely delivery.

Apart from bags, NNT’s range include accessories such as wallets, belts and laptop sleeves to go along with its main products. FUNCTIONALITY & FASHION -Occupying the cross section between fashion and function, ZEDWELL aims to please both the street fashion consumer and the ultimate active enthusiast. With new collections and sales promotions rolling out regularly, the brand is kept current in this rapidly moving retail environment.

What works best for NNT is that this ability to be versatile with ever changing retail environment. It’s the hybrid offering — bringing some of the convenience of online shopping together with the personal touch of a store in meat space — that sets it apart from its competitors. And the other great thing is NNT doesn’t go missing when you click the purchase button – it brings what I like to call next level day to day customer support with their returning / exchanging and any query system. Customer obsession like this produces a solid and growing customer base for NNT.

2.2 Mission, Vision & Values

2.2.1 Mission

Provide well-made and good-looking bags for work, travel, and everyday use—“constructed of high-quality materials” and designed with the customer in mind—backed by responsive customer service.

2.2.2 Vision

Become a reliable Bangladesh bag brand with the online convenience, physical presence (factory/store visit) offering and always-on support, so that quality bags are found closer to

consumers.

2.2.3 Values

‘The seven values of NNT steer everything we do, from seeding a new product to dealing with customers.’ These beliefs drive its culture and philosophy for doing business. These are the core principles which underlie NNT’s success:

- **Quality and Durability**

At the core of NNT is the focus and dedication to offering high quality, long lasting products. Quality: The brand has a name built on quality which depends on their choice of materials and methods to manufacture. From the materials in backpacks to the track on a handbag, NNT demand nothing less than perfection of its creation components. This dedication to quality also applies to the durability of our products, which are specifically designed for everyday use – whether that’s at work, in class or when you’re travelling.

- **Functionality and Design**

NNT appreciates how stylish and functional its clothing is. Brand The brand concept of Shiny Handbag is that make functional bags for common people, high quality, fashion and simple design. RATIOS Every detail, no matter how small, is intended to make sure your customer experience is stress-free: ergonomic details like padded straps and thoughtful compartments that ensure everything stays where it belongs. NNT’s bags are not just pretty to look at, they’re practical as well, and have real utility for its users’ lives.

- **Customer Responsiveness**

NNT prioritise customer service as the heart of our concerns. It is this tag that stands for a customized and combative support to every client. Whether it’s responding to product queries or resolving hiccups after the sale, managing returns, NNT ensures that customers feel listened to and looked after throughout their entire experience. The company also offers several communication channels – phone, email and social network pages which allow future customers to reach the company easily. It is this type of commitment to customer service that creates NNT relationships, and returning customers.

- **Innovation and Adaptability**

Innovation is more crucial than ever in this changing market. NNT is aware of the necessity to work according to industry trends and this characterizes what we do as a continuation process on further enhancing our products and services. NNT is a company that likes to test the norm, whether it be through experimentation with innovative design methods and materials, or considering alternative ways to sell products. It's also really nimble with how it responds to trends in the market - whether that be a total revamp of its product range or 'drive rising' its ecommerce platform to ensure shopping is the best experience possible.

- **Sustainability and Environmental Responsibility**

NNT is conscious of the increasing environmental issues concerning the fashion and retail line. Being a socially responsible organization, the brand believes in sustainability and strives to ensure minimal effect on mother earth. This dedication can be seen in how it sources eco-friendly materials, limits leftover waste and ensure that 'no one is exploited along the way'. NNT's efforts reflects its commitment to positively impact the environment and cater for consumers who want products that reflect good stewardship of the earth as well cater to those value-conscious consumers.

- **Community Engagement**

NNT believes in paying it forward to the community. The company is also never one to overlook its civic duty, as certain charitable donations have been made alongside local groups. NNT also promotes its community with supports its customers are inclined to, enhancing the relationship and connection between the brand and those who use it. By participating in community well-being, NNT works to uphold a reputation of not only being successful within business but also of having a major influence on society.

2.3 Current Operations

- **Product assortment & branding.** NNT market owns and partner/Featured brands (Arctic Hunter, “StarFluff by NNT”) in the different categories of Bags & Backpacks like Backpacks, Laptop Bags, Business Bags, Handbags /Clutches School & College. Products display model names, pricing and promo badges (like “Hot 12–36% off”).
- **E-commerce storefront.** Shop/New Collection pages are available to view, add items to cart and purchase online. The listings show discounts and stock status, which demonstrates the ongoing price/promo management and refresh you're doing for your catalog.
- **Physical presence.** The Store List/Visit Our Factory page asks for visits in person at United Tower, 263 Bangshal Road, Dhaka 1100 with email/phone contacts `for help`—and it looks like an early O2O model.
- **Customer service.** A homepage mentions “24/7 Customer Support”; the Contact Us page, phone/email and a contact form.
- **Social commerce & marketing.** Facebook posts/videos (push) Feed SKUs (e.g. “Export Quality...Travel Bag 3-in-1“) and direct the traffic to message for orders; lead sales outside of website—demand generation on-line elsewhere.
-

Implications for your MIS emphasis.

- Fusing promos (e.g., “Hot sale”) across categories & brands and online / in store channels necessitates a close inventory-sales synchronization to prevent oversell while running campaigns.
- Open public touchpoints and 24/7 messaging create service level expectations which rely

on a representative view of inventory and timely order submission Sources Photos.

NNT competes in a highly competitive retail environment across both online, and bricks and mortar channels. With a strong e-commerce backbone, it's an ideal buy as customers across Bangladesh can shop conveniently. New arrivals, seasonal collections and special offers are added to the online store frequently providing you with a variety of new styles. Detailed product descriptions, customer reviews and prices are simple and convenient for the visitor to be well informed before he places an order.

In addition to its e-commerce channel, NNT has an extensive physical store at United Tower, 263 Bangshal Road, Dhaka 1100. The benefit of the brick treehouse is that customers can see, touch and try the products before they buy. This offline touchpoint reinforces the brand of NNT, and is a vital customer touchpoint for face to face sales and support.

"The company has good synergy between stock and sales with a very advanced MIS that provides real time input for product availability, sales performance and customer demand. NNT has a number of Excel tools they use to take care of inventory, sales and raw material data so that all transactions are recorded correctly and you always know what is on hand. Connecting sales data with inventory management leads to reductions in stockouts and over stocked situations." Bring improvements to your demand forecasting and replenishment.

In terms of product category, NNTs participate in multiple genres of bags that serve many types of needs, including travel, work and study. The company also makes several accessories such as wallets, belts and laptop sleeves which helps to widen its consumer base looking for options. It also works with other labels such as Arctic Hunter and StarFluff by NNT to broaden the range of products it offers and provide customers with more choices.

Balance the proportion of online and offline NNT is now focused on maintaining a similar ratio between your online and offline sales channels, so that both channel can reach their highest potential to give convenience for customer. The company also relies heavily on social commerce to attract customers on platforms like Facebook, where it advertises its products and sells them through one-on-one conversations with consumers. This immediate interaction with NNT clients means we have extended our audience with new and better leads from social media in line with the sales process to help feed sales.

NNTs customer service support is also essential to the functioning of the business. "The company takes a customer-first approach, and offers round-the-clock support via several channels to be there when you need assistance. The customer is anything but wrong and after using <http://nntrack.com>, or contacting NNT via the phone, you can see that the NNT team of customer service workers are ready for through-the-phone (or email (or social media habit) questions and predicaments which have come up in an even greater reflection on how it feels what to work with their client.

CHAPTER THREE:

Internship Role and Responsibilities

3.1 Role & Responsibilities

Overall Focus (MIS) Operate, refine MIS in Excel for product, sales, stock and raw material information to give managers one trusted view for day-day decisions.

1) Sales Information Management

- Update and keep the Sales Register (Date, Invoice/Order, SKU, Qty, Unit Price, Discount, Net, Channel, Pay Status) post ready every day.
- Channel/SKU drill-down analyses and pivots for weekly/monthly trends; basic forecasts on historical patterns support.
- Associate sales with inventory so that each sale posted decreases stock in a correct and timely manner.
- Takeaways: exception list for pending payments, slow/fast movers and promo-lift snapshots.

2) Stock (Inventory) Management

- **Update the Stock Ledger:** Opening: Inward: Outward [De-Oil]: Closing (Valuation rate & stock value S.K.U. Wise) Update the Stock Ledger with Posting Method as below: + Inward - Outward = Closing; retain Valuation rate and stock value against each SKU.
- Balance sales postings to production receipts, in order not to run out of stock / have negative stock.
- Requires to track inventory KPIs (Average Inventory, Stock Turnover, Reorder Points) to Bubble out slow/more stock risks.
- Actionable output: low-stock warnings, negative-stock checks and weekly stock-valuation summary.

3) Raw-Material In/Out (where applicable)

- Monthly Stock Register - Receiving (Date wise, IN/OUT, Material, Supplier/Department and Qty).
- Track supplier responsibility and obtain balance in real time; write off problems in the Remarks column for better procurement/cost control.
- **Actionable output:** a materials balance sheet and usage trend used for forecasting and budgeting.

4) Production Post (when/if production batches are made up)

- Enter batch output (Date, Batch No., Product, Model, Qty, Defects, Shift, Operator and Remarks) and connect receipts with finished-good stock.
- Make integration with stock and sales teams so that the finished goods quickly update inventory.
- **Actionable output:** batch summary and defect notes for ongoing improvement.

5) Quality of Data, Controls and Reporting Frequency

- Create data validation (lists, types), conditional formatting and maintain clean masters/ledgers by conducting daily and weekly reconciliations. (In line with MIS control logic elsewhere in Sales/ Stock / Materials.)
- Stick to a posting cadence (once a day; more if there is a campaign) to minimize time lag between order and update in stock. (Aligned with MIS reconciliation guidance.)
- Create short management views: weekly dash-board of Top-20 SKUs by

revenue/margin/stock cover; pending-payment report; low-stock.

6) Collaboration & Handover

- Complement sales/warehouse/procurement and ensure the effectiveness of sales, receipts and issues at the sheet level.
- Write SOPs (import sales → validate → post to stock → refresh pivots → circulate summary) so the information is handed over and continues. (Flow should match what comes in the MIS reports.)

3.2 Rationale of Roles

My responsibilities were created to centralize that “source of truth” for NNT’s daily decisions. By writing a clean Sales Register, I transcoded orders into timely analysis-ready stuff that finance, marketing and operations could actually use. Stock Ledger opening balances, receipts and issues were transferred to the closing stock or valuation columns so managers could see exactly what was on hand, what was tied up in completion inventory and the points at which reorder action needed to be taken. In the case of production/finishing, a manual Raw-Material IN/OUT record that tied procurement to finished good receipts insured against shortages and provided elementary cost control. Frequent posting and reconciliation on these sheets minimizes timing discrepancies or entry mistakes— important during a promotion. Finally, spinning the tables into a compact dashboard (sell-through, stock turns, low-stock and slow-mover highlights) gave leadership quick visibility to take action rather than pore through spreadsheets. In a nutshell, the role fully connected the dots from sales → inventory → materials/production → KPIs and thus NNT made quicker better decisions.

3.3 Examples of Tasks Completed

- Updated **Sales Register** daily from website/back-office exports; validated price vs. promo.
- Reconciled **Stock Ledger** by SKU from opening + receipts – issues/sales.
- Built a **Raw-Material IN/OUT** sheet where in-house finishing was involved (e.g., branded totes).
- Prepared weekly **Sales Performance** pivots (by model/category/discount band).
- Flagged **stockouts/slow movers** and proposed reorder or markdown candidates.

3.4 Sales Report

The report of sales is not a list of printed transactions, but rather a working document for decision making. MIS is also used for drill-down analysis which helps the managers to understand sales per region, sales per channel or sale per customer. It also accommodates predictions models that estimates production based on the history. As an example, monthly sales growth rate can be calculated automatically to show seasonal effects. By integrating into financial systems, the report can further follow margins and profit by customer or product. Integrating the two can assist

companies in better spending their marketing dollars and in being able to offer attractive deals to large customers.

Here* screen shot of Sales Report below:

Additional Clarification: The Sales Report is not simply a log of your transactions – it is your decision-making data. Drill-down analysis is available with MIS or see sales by region, channel,, or customer. This also allows predicting models that predict demand as the marketplace has behaved historically. For example, the n SKUs manufacturable as a % of sales by month can be automatically calculated to highlight seasonality. The report can also follow margins and profitability by customer or product, through linkage to financials. Such an integration allows a company to bring the funding of marketing budgets and negotiation terms up for high volume customers.

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
Date	Invoice No	Customer Name	Product Name	Quantity Sold	Unit Price	Total BDT	Sales Channel	Payment Status							
2025-07-01	INV-20250701-2000	Anif Traders	Backpack	189	2500	472500	Local Market	Paid							
2025-07-01	INV-20250701-2001	Local Market Dealer	School Bag	120	2200	264000	Local Market	Paid							
2025-07-02	INV-20250702-2002	Global Mart	School Bag	310	2200	682000	Export	Pending							
2025-07-02	INV-20250702-2003	Anif Traders	School Bag	445	2200	979000	Export	Paid							
2025-07-03	INV-20250703-2004	Local Market Dealer	Wallet	433	900	389700	Local Market	Paid							
2025-07-03	INV-20250703-2005	City Super Shop	Leather Bag	170	4500	765000	Export	Paid							
2025-07-03	INV-20250703-2006	Local Market Dealer	Leather Bag	196	4500	882000	Local Market	Paid							
2025-07-04	INV-20250704-2007	City Super Shop	Leather Bag	405	4500	1822500	Local Market	Paid							
2025-07-04	INV-20250704-2008	City Super Shop	Travel Bag	209	3500	731500	Local Market	Paid							
2025-07-05	INV-20250705-2009	Kamal Enterprise	Duffle Bag	174	3000	522000	Export	Paid							
2025-07-06	INV-20250706-2010	Kamal Enterprise	School Bag	190	2200	418000	Local Market	Paid							
2025-07-06	INV-20250706-2011	City Super Shop	Backpack	399	2500	997500	Local Market	Paid							
2025-07-06	INV-20250706-2012	Global Mart	Wallet	343	900	308700	Export	Paid							
2025-07-07	INV-20250707-2013	City Super Shop	Laptop Sleeve	408	2000	816000	Local Market	Pending							
2025-07-07	INV-20250707-2014	Local Market Dealer	Wallet	327	900	294300	Local Market	Paid							
2025-07-08	INV-20250708-2015	Global Mart	Wallet	37	900	33300	Export	Pending							
2025-07-08	INV-20250708-2016	Anif Traders	Canvas Tote	92	1500	138000	Local Market	Paid							
2025-07-09	INV-20250709-2017	Global Mart	Canvas Tote	204	1500	306000	Export	Paid							
2025-07-10	INV-20250710-2018	City Super Shop	School Bag	253	2200	556600	Local Market	Paid							
2025-07-10	INV-20250710-2019	City Super Shop	Wallet	252	900	226800	Local Market	Paid							
2025-07-11	INV-20250711-2020	Global Mart	Backpack	302	2500	755000	Local Market	Paid							
2025-07-11	INV-20250711-2021	Rahim & Sons	Wallet	121	900	108900	Local Market	Pending							
2025-07-12	INV-20250712-2022	City Super Shop	Duffle Bag	130	3000	390000	Export	Paid							
2025-07-12	INV-20250712-2023	Kamal Enterprise	Leather Bag	128	4500	576000	Export	Pending							
2025-07-12	INV-20250712-2024	Local Market Dealer	Backpack	180	2500	450000	Local Market	Pending							
2025-07-13	INV-20250713-2025	Rahim & Sons	Backpack	310	2500	775000	Export	Paid							

These will include in Date, Invoice No., Customer Name, Product Name, Quantity Sold, Price Per Unit, Total Sales Amount Sale Channel, Payment Status fields. III.MIS is employed to enable sales transactions to be recorded and analysed in a systematic way for better decision-making.

3.5 Raw Materials Report

The Raw Materials Report powers the supply chain. From a MIS perspective, raw material streams are controlled and analyzed. some unintended inefficiencies may be detected (consumption in surplus or late deliveries). Changes in the usage of raw materials will also affect the prediction and budgeting of costs. The report is a valuable resource for procurement teams to also facilitate

building and maintaining healthy relationships with suppliers, as it tracks lead times as well as del rate consistency. MIS also links material usage with production cost sheet, and the firms are now able to achieve actual cost per unit of production – The mandatory requirement for any business to ascertain competitive price policy.

See the Raw Materials Report snapshot below.

Detailed Explanation: Raw Material Report It ensures the supply chain is operating perfectly. T In MIS, raw material movements are examined to determine any waste such as over-utilization or out-of-schedule suppliers. Patterns of raw material use will also help predict costs and budgeting. It also helps procurement teams remain on good terms with suppliers by tracking lead times and delivery consistency. MIS links material consumption to production cost sheets and allows organizations to compute the real per unit cost of production which is critical for competitive pricing.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	Date	Transaction_Type	Material_Name	Supplier/Department	Quantity	Unit	Balance	After	Remarks							
2	2025-07-01	OUT	Leather	Procurement Dept	117	Meter	272									
3	2025-07-01	OUT	Foam	Rahman & Sons	49	Meter	383									
4	2025-07-01	IN	Thread	United Traders	197	Meter	409									
5	2025-07-03	IN	Buckle	Procurement Dept	81	Piece	439									
6	2025-07-03	OUT	Fabric	Procurement Dept	119	Meter	111									
7	2025-07-03	OUT	Cardboard	Procurement Dept	192	Meter	38									
8	2025-07-05	IN	Zipper	Ganesh Traders	71	Piece	485									
9	2025-07-05	OUT	Foam	Bapi Trading	73	Meter	310									
10	2025-07-05	OUT	Cardboard	Ganesh Traders	38	Meter	0	Delay due to machine issue								
11	2025-07-07	IN	Button	Rahman & Sons	26	Piece	407									
12	2025-07-07	OUT	Foam	Arif Enterprise	168	Meter	142									
13	2025-07-07	OUT	Buckle	Arif Enterprise	52	Piece	387									
14	2025-07-09	OUT	Buckle	Procurement Dept	151	Piece	236									
15	2025-07-09	IN	Zipper	Procurement Dept	38	Piece	524									
16	2025-07-09	OUT	Button	Bapi Trading	70	Piece	337									
17	2025-07-11	IN	Zipper	Bapi Trading	121	Piece	645									
18	2025-07-11	OUT	Thread	Procurement Dept	189	Meter	220									
19	2025-07-11	OUT	Foam	Ganesh Traders	87	Meter	55									
20	2025-07-13	OUT	Thread	United Traders	141	Meter	79									
21	2025-07-13	OUT	Fabric	Bapi Trading	111	Meter	0									
22	2025-07-13	IN	Button	United Traders	44	Piece	381									
23	2025-07-15	IN	Foam	Rahman & Sons	189	Meter	244									
24	2025-07-15	OUT	Thread	Ganesh Traders	23	Meter	56									
25	2025-07-15	OUT	Button	Bapi Trading	123	Piece	258									
26	2025-07-17	IN	Cardboard	Procurement Dept	32	Meter	32									
27	2025-07-17	OUT	Foam	Bapi Trading	156	Meter	88									

The Raw Materials Report monitors the movement of critical inputs such as leather, foam, thread and buckles. Now it has Date, Transaction Type (IN/OUT), Material Name, Supplier/Department, Quantity and Balance After Remarks party name additional column. MIS handles the smooth purchasing and consumption of raw material.

3.6 Software Used

At NNT, my Internship work was majorly based on Excel Based MIS for sales, stock & R.M. 6) But my role was also related to the output, generated by the teams design and product development based on this advanced appliances that simulate, model and brood bags before they go into production.

These tools/designs helped ensuring accuracy in measurements, material planning, inventory data and SKU creation and in turn reports I maintained. } Below is a detailed table view of the software used in NNT operations; } Preferred design would have been converted into images but since we are not able to use HTML content, I will just briefly describe the image.

1. AutoCAD

Introduction

AutoCAD is CAD (Computer Aided Design) software developed by Autodesk, the world leader in 2D and 3D design. It's among the first CAD tools that are available since 1982, and it has developed into an industry standard for architecture, engineering, and product design.

Function in Bag/Accessories Industry

In NNT, 2-D and 3-D bag drawings are made using AutoCAD before any physical prototypes are prototyped. For a backpack, laptop bag or business bag, designers lay out exact dimensions for dimensions and where stitching should go or where the zipper is placed and how long the straps are going to be. These drawings are essentially the production designs.

Process/Workflow

- Step 1: Design team prepares flat sketches with all measurements.
- Step 2: Files are shared internally with the production and procurement departments.
- Step 3: Inventory and material requirements are extracted (e.g., fabric per bag, zipper length).
- Step 4: I, an intern at the time, then took this information and updated the Product Master in Excel for dimensions, categories and other materials.

Advantages

- Ensures very high dimensional accuracy.
- Compatible with Rhino and SolidWorks, allowing data sharing.
- Provides standardized documentation for production.

Disadvantages

- Requires specialized training.
- Large files need powerful systems.
- Limited visual realism (looks technical rather than real).

Practical Link with My Internship

Most of SKU information in Product Master file are directly copied from AutoCAD drawings (my friend). For instance, I was recording stock details such as bags and using dimensions calculated in AutoCAD (i.e. Height, width etc.) for proper assigning of the sorts. This resulted in MIS reports that were fully matched to the product specifications.



2. Rhino

Introduction

Rhino is a **3D modeling software** popular for designing complex surfaces and curves. Unlike AutoCAD, Rhino specializes in freeform modeling, making it ideal for creative product industries.

Function in Bag/Accessories Industry

In NNT, Rhino is also used to design the curve and organic shapes of bags, like modern backpacks and handbags. Designers can now see what a bag will look like in various shapes before producing a prototype.

Process/Workflow

- Sketches from AutoCAD are imported into Rhino.
- Designers convert them into realistic 3D models.
- Various textures and materials are applied.
- Final renders are passed to the marketing and production teams.

Advantages

- Handles complex, curved designs better than AutoCAD.
- Can simulate ergonomics (comfort of straps, curves of handles).
- Compatible with multiple file formats.

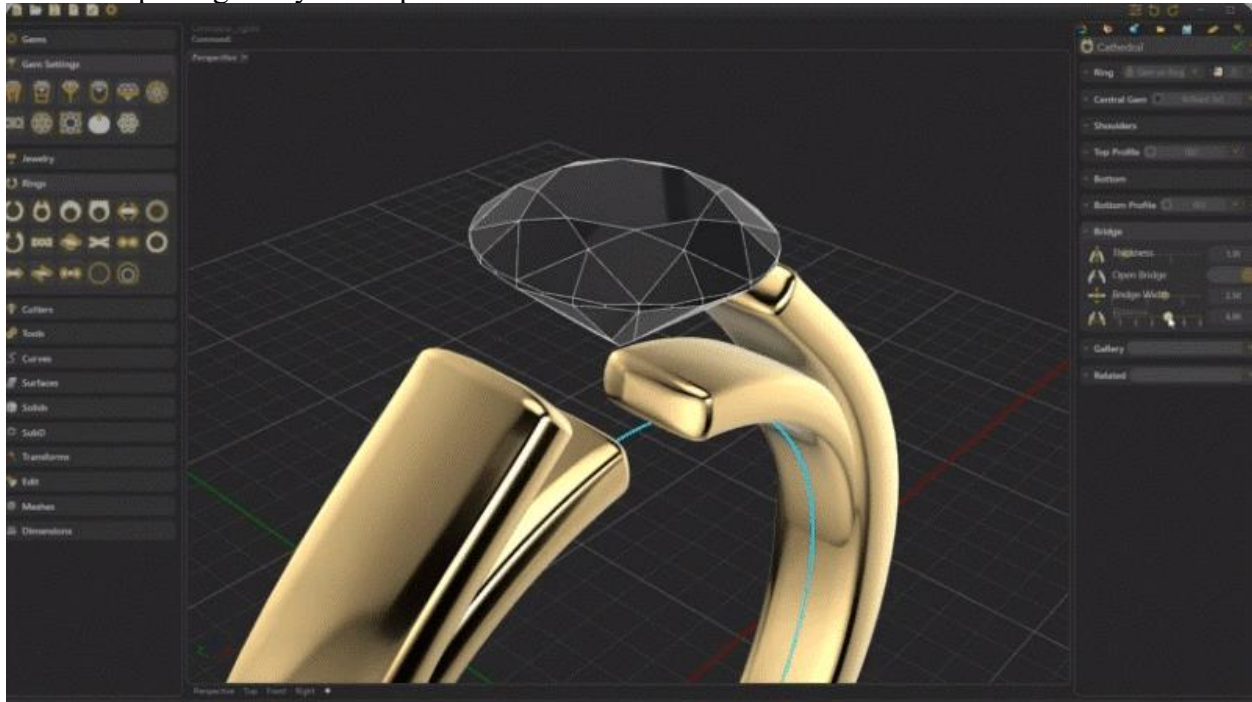
Disadvantages

- Steep learning curve for new users.
- More suitable for creative design, less for technical dimensioning.

Practical Link with My Internship

I worked on Sales Reports and Stock Ledger as I developed the tool, and a few product categories (ergonomic backpacks for example) were based on Rhino Models. I could also work with 3D viewings from Rhino that were related to the set of product codes (SKUs) I was updating in Excel. This allowed the marketing teams to better forecast which designs were going to sell faster, things

that I was putting in my Excel pivots as fast movers.



3. SolidWorks

Introduction

SolidWorks is a **mechanical design and product simulation software** developed by Dassault Systems. It is used for parametric modeling, assembly design, and durability testing.

Function in Bag/Accessories Industry

In NNT, SolidWorks is not used for every product but is valuable when testing **load-bearing capacity, zipper strength, strap durability**, and internal frame design of travel or laptop bags.

Process/Workflow

- Bags are modeled in SolidWorks with material properties (nylon, leather, metal).

- Stress tests are run virtually.
- Weak points are identified before physical sampling.

Advantages

- Provides real-world stress testing.
- Helps prevent defects and returns.
- Great for engineering-focused design (durability).

Disadvantages

- Expensive licensing.
- Requires technical engineers, not just designers.

Practical Link with My Internship

In my **Raw-Material IN/OUT sheet**, data about **reinforced straps, buckles, and zippers** often came from SolidWorks reports. For example, if SolidWorks showed that a strap needed extra reinforcement, procurement ordered stronger materials. I then recorded this in Excel's raw-material ledger.

4. Browzwear

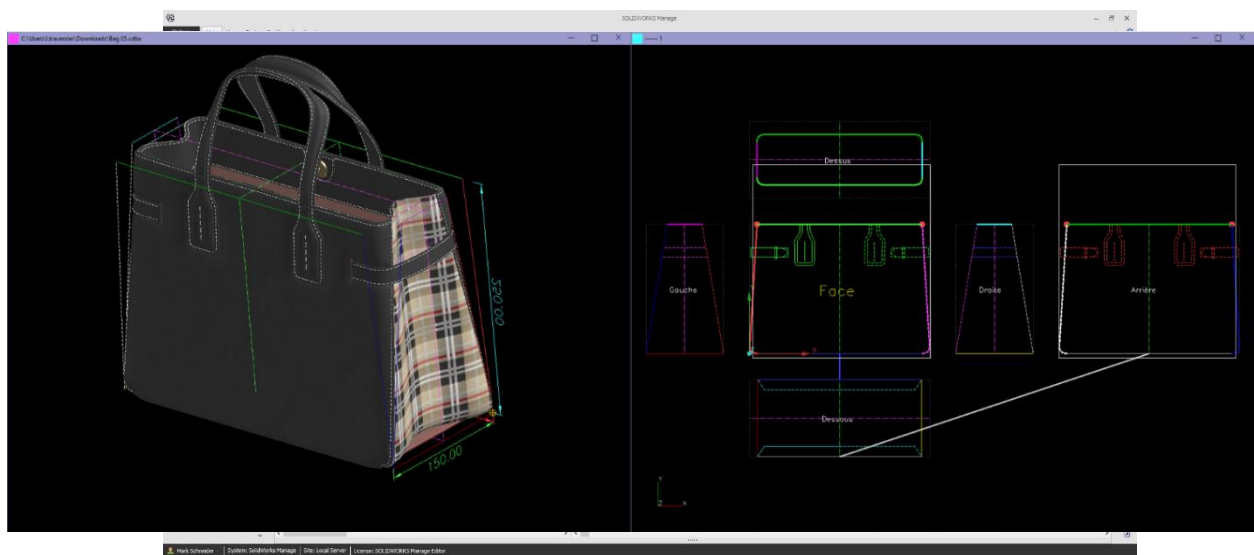
Introduction

Browzwear is a fashion-focused 3D design software that allows realistic simulation of garments and accessories. Function in Bag/Accessories Industry

At NNT, Browzwear is used to visualize bags with actual fabrics, textures, and colors. It gives a photorealistic preview for marketing and online catalog.

Process/Workflow

- Designers import 2D patterns.
- Apply fabrics (nylon, leather, canvas).
- Simulate drape, folds, and stitching.
- Output is used for product catalog (before samples are made).



Advantages

- Reduces physical sample cost.
- Helps with online marketing visuals.
- Fast iteration of design ideas.

Disadvantages

- High license cost.
- Requires creative skill and technical knowledge.

Practical Link with My Internship

The product images I linked in Excel's **Sales Register and Stock Ledger** often came directly from Browzwear visuals. This helped me **differentiate SKUs** in the sales report and track which design/color was selling best.

5. Tukatech

Introduction

Tukatech is an **apparel CAD software** specialized for **pattern-making, grading, and marker-making**.

Function in Bag/Accessories Industry

At NNT, Tukatech is used to create **precise digital patterns** of bags. This ensures accurate cutting of fabric and reduces waste.

Process/Workflow

- Designers prepare digital flat patterns.
- Patterns are shared with production.
- Cutting layouts are optimized to reduce fabric waste.

Advantages

- Highly accurate.
- Optimizes raw material usage.

- Integrates with automated cutting machines.

Disadvantages

- Costly.
- Requires training for staff.

Practical Link with My Internship

I observed that the **fabric consumption data** in the **Raw-Material Ledger** came directly from Tukatech patterns. This helped me reconcile **fabric IN/OUT** entries, ensuring no shortages or wastage.

6. Pattern-Making Software

Introduction

Pattern-making software refers to digital tools that replace manual paper patterns.

Function

Helps create **flat layouts** of each bag piece—front, back, straps, pockets, etc.

Process/Workflow

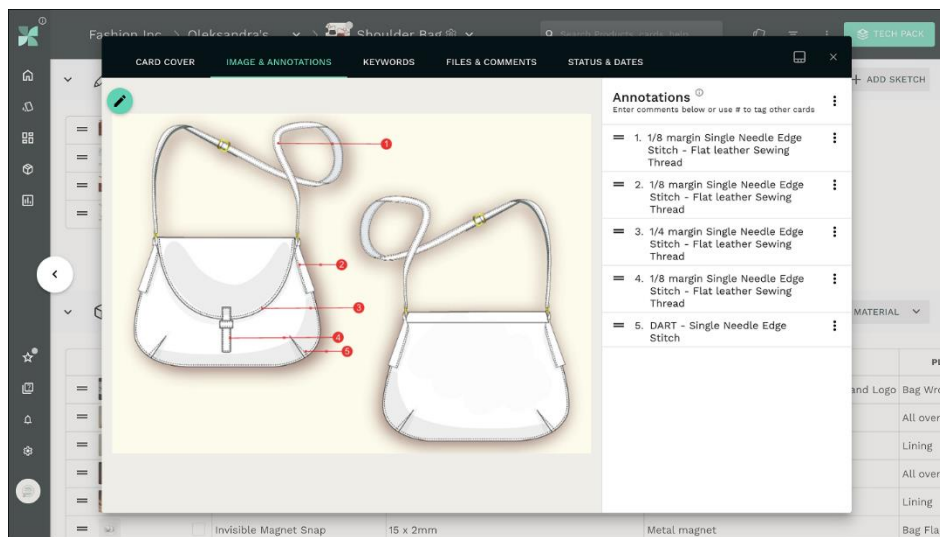
- Sketch → Digital flat pattern → Send to cutting.
- Interfaced with MIS by means of `Fabric Consumptions.

Advantages

- Saves time.
- Improves accuracy.
- Easy scaling (S, M, L versions).

Disadvantages

- Not as visual as in 3D modeling.



Practical Link with My Internship

In my Stock Ledger, data on production was inextricably linked with these patterns as different sizes of the same bag had their own SKU. It was my job to make sure each SKU matched the proper pattern output.

7. Fabric Simulation Software

Introduction

Fabric simulation software is designed to digitally mimic how various fabrics work — texture, thickness, drape, elasticity.

Function

At NNT, tested nylon, canvas or leather on bag models.

Process/Workflow

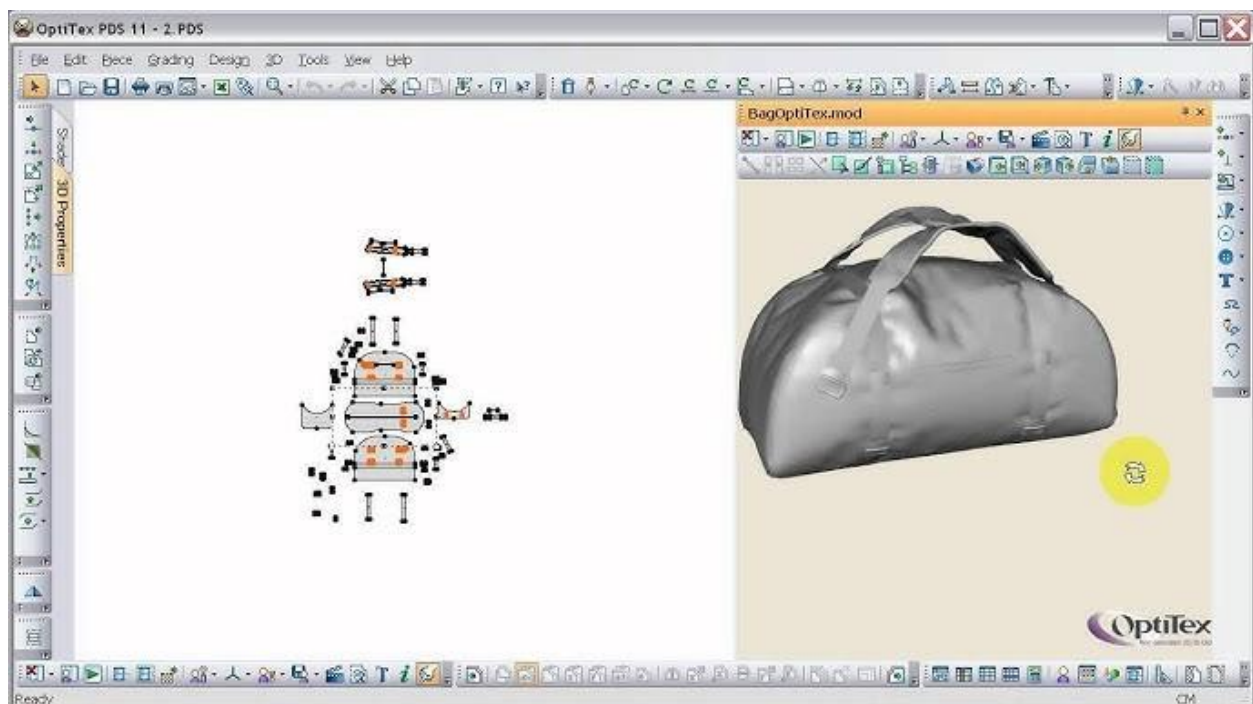
- Designers upload fabric textures.
- Simulate draping and folding.
- Used for material selection before ordering.

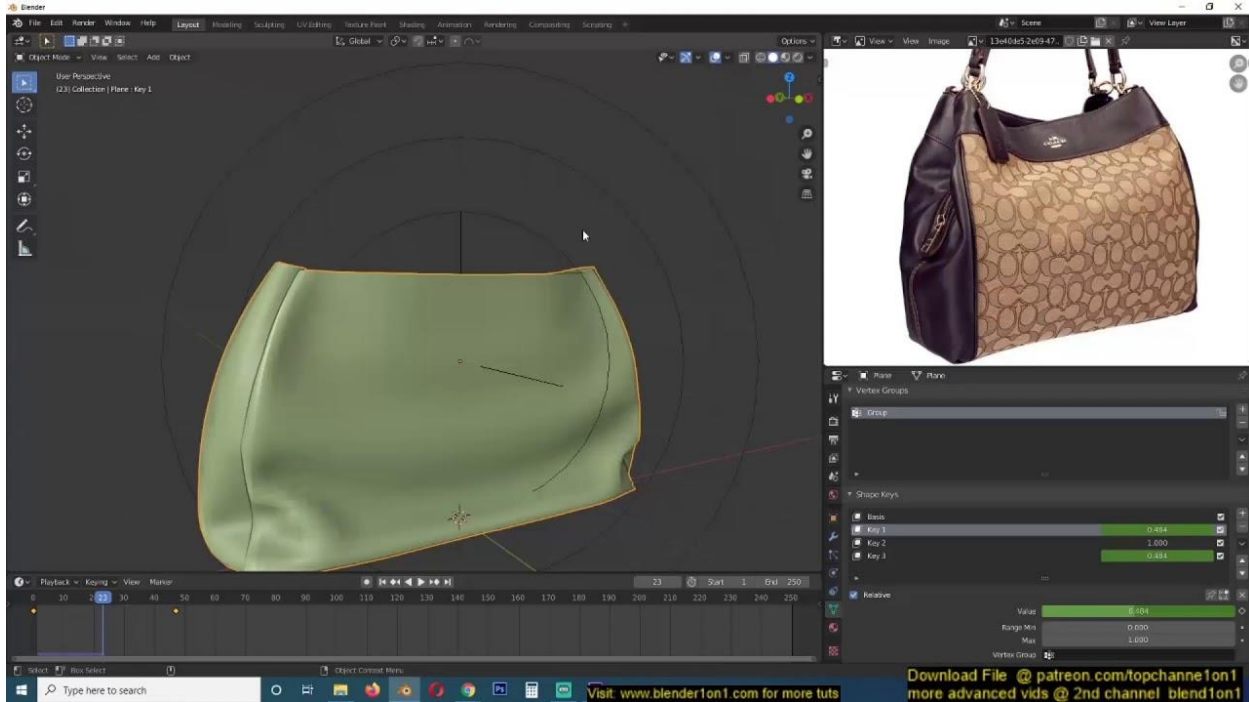
Advantages

- Reduces sampling cost.
- Speeds up decision-making.
- Improves catalog quality.

Disadvantages

- Cannot fully replicate real-world feel.





- Requires skilled operation.

Practical Link with My Internship

In the Raw-Material Report, actual use of material that I visited (nylon vs. leather) also sometimes had a nudge from these simulations. These outputs informed procurement decisions, I recorded them in Excel for estimating costs.

Summary

Combining (or linking) these software tools with each other (ACAD, Rhino, Solidworks, Browzwear, and Tukatech pattern-making software; fabric simulation), and further still with MIS reporting closed the loop at

NNT:

- **Design data → Product Master → Sales & Stock Reports → Procurement & Raw-Material Reports.**

As an intern my responsibility was to make sure the outputs from these software were captured with precision in Excel MIS -transforming design intelligence into business information.

CHAPTER FOUR:
Key Learnings and Experience

4.1 Important Learnings (MIS focus)

During my time at NNT (real department store) I learned the process of converting retailing activity which was carried out everyday into dependable MIS to be relied on by decision makers. -1-The first lesson from them was that a clean product master is the need of the hour. By standardizing fields like SKU, model, category, cost, price and status there were no duplicated entry (and every report down-stream (sales, stock, raw-material) was the same). I also discovered that, contrary to conventional wisdom, posting cadence is as important structure: when I imported sales more often during promotions, stockouts and negative balances fell as inventory better reflected reality sooner. Third, I learned that Excel controls (validation lists, conditional formatting, required fields) serve as very lightweight governance – they prevented miscoding of SKUs; flagged outliers (e.g., where price is < cost) and also reduced time to reconcile. Finally, I understood how plain-vanilla retail KPIs—stock turnover, sell-through, and margin by SKU—turned raw ledgers into clear managerial action: Reorder a fast mover! Keyboard Interrupt a slow mover! Relay Command purchase-quantity ratios. These MIS extracts are consistent with a framework for ACTIVITY and include the Sales, Stock and Raw-Materials reports: roles performed, interrelations and their scope as such in terms of cost control/ availability.

- **Production/Stock Link:** When finished goods were received, stock had to update instantly to avoid overselling. (MIS principle and template logic.)
- **Sales Drill-Down:** Excel allowed **channel**, **SKU**, and **period** analysis to detect promo lift and seasonality (e.g., new collection launches).
- **Valuation & Turnover:** Maintaining a valuation rate per SKU enabled **stock value** and **turnover** tracking—vital for pricing and reorder decisions.

4.2 Rationale of the Roles & Responsibilities

The organization Controlled the Sales Register, and, subsequently, had a timely indication of demand needs as well as a single source for revenue, discounted amounts of products/services sold across a Channel mix at any given time period in the market Place also being channel Mix receivables status. Reconciling the Stock Ledger (Opening → Inward → Outward → Closing with valuation) added confidence that both purchasing and cutting decisions were made based on facts, but also surfaced slow/overstock risks early. To the extent that production/finishing was an issue, retaining Raw-Material IN/OUT allowed the direct linkage of purchasing to receipt of finished goods so that shortage and waste could be responded to in a timely manner and actual unit costs were still visible. And collectively, they turned into a closed loop—sales → inventory → materials/production → KPIs—that accommodated NNT’s hybrid of online/offline model and high frequency promotion. This logic fits how you’re doing things with promote MIS: joining reports to each other and to management decisions.

4.3 Connection with Academia (MIS)

My **Management Information Systems** coursework came alive through this internship. Database concepts appeared in the **product master** (entity/attribute design and data integrity rules). Spreadsheet modeling turned into **repeatable processes**—SUMIFS and XLOOKUP for margin by SKU, pivot tables for trend and mix analysis, and rolling balance formulas in the Stock Ledger. Operations and supply concepts (reorder points, turnover, valuation) were applied directly to control working capital and service levels. The guideline's expectation to relate practice to academic learning is fully met here: each sheet served as an applied MIS artifact that converted transactions into information and then into decisions.

4.4 Examples of Experience & Personal Growth

An example of this in the real world was a promotion-aware sales view. Running occasional promo discounts with NNT, I added the promo flag and matched it against order exports and did weekly snapshots of promo lift (and accompanying margin hit) that informed when to start and stop a promotion. And another would be to put in place a daily stock reconciliation checklist. I.e., previously if I didn't ensure to check the new prices straight after an import-post-pivot-refresh only saw that negative stock for hot-selling items from time to time (after "import sales → verify prices/discounts → post to stock → refresh pivots") and now all this worked better. also added some "material-usage notes" on raw-materials sheet such as supplier delay and special consumption, this qualitative-scenario was good for me on procurement-follow up and budgeting. They're experiences that helped me to develop my analytical rigor, cross-team communication skills, and comfort level with operational data & emdash;the kind of growth Chapter 4 in your guide is looking to see evidence of.

4.5 MIS Software: The general advantages & disadvantages: Pros Challenges

The integrated use of Excel-based MIS and design-oriented software tools allowed NNT to remain both flexible and in control. Nevertheless, all tools exhibited specific differences and biases that impacted the efficiency and accuracy.

A. Excel-Based MIS System

Advantages:

- **Flexibility and Accessibility:** Excel was easily customizable in terms of reports, accessible by all departments.
- **Price:** Its freemium model suited an expanding SME with no licensing cost.
- **Tasks Integration:** Integrated to your daily tasks Compatible with online sales exports (CSV, XLSX), keep updated it's easy.
- **Data Visualization:** Pivot tables and charts gave me a quick view on trends and performance.

- **Data Quality:** Validation lists and formulas to reduce errors in input.
- **Decision-Making Reporting:** Facilitated guidelines monitoring of stock turn and average inventory.

Disadvantages / Challenges:

- **Manual Workload:** Heavy reliance on manual entry increased fatigue and error potential.
- **Scalability Limitations:** Managing large datasets slowed file performance.
- **Lack of Real-Time Sync:** Updates from online orders required manual imports.
- **Version Conflicts:** When multiple users edited the same file, synchronization issues occurred.
- **Security Risks:** Data protection was limited compared to ERP systems.

B. AutoCAD

Advantages:

- Realizes the perfect 2D and 3D design of the bag models, thus has achieved to be in high precision with respect to dimension and plotter performance be handbags.
- Acts as a foundation for production planning and inventory forecasting.
- Provides standardized documentation for internal departments.

Disadvantages:

- Requires specialized training.
- Creates very large files requiring high-end hardware.
- Aesthetic visualization capabilities are restricted versus creative model software.

C. Rhino

Advantages:

- Great for freeform modeling and artistic product visualization.
- Aids in foretelling product excitement prior to production.
- Works in AutoCAD and SolidWorks, promoting seamless information transfer.

Disadvantages:

- Steep learning curve for new users.
- Resource-intensive; requires skilled design staff.
- May lack parametric control for engineering precision.

D. SolidWorks

Advantages:

- Allows virtual testing of product durability, stress, and component performance.
- Reduces physical prototyping costs and product defects.
- Strengthens product engineering quality and durability analysis.

Disadvantages:

- High licensing cost.
- Requires engineers with mechanical knowledge.

- Not suited for lightweight creative design tasks.

E. Browzwear

Advantages:

- Lifelike rendering of materials- Accurate image-based lighting and the ability to manage material appearance makes it easy to view your design in different options.
- Contributes to online marketing by rendering photo-realistic product images.
- Reduces the dependence on physical prototypes.

Disadvantages:

- Expensive license.
- Requires high graphic processing power.
- Limited interoperability with non-fashion CAD formats.

F. Tukatech

Advantages:

- Excellent for pattern-making and fabric consumption analysis.
- Reduces raw-material wastage and improves production efficiency.
- Integrates with automated cutting systems.

Disadvantages:

- Requires training and setup time.
- Costly for smaller enterprises.
- Not suitable for real-time sales linkage.

G. Pattern-Making & Fabric Simulation Software

Advantages:

- Supports digital generation and manipulation of product patterns.
- With simulation of true-to-life behavior for fabric, better selection of materials are made.
- Decreases costs for sampling and production lead times.

Disadvantages:

- Cannot fully replicate real-life fabric feel.
- Demands high design and computer skills.
- Adds complexity to MIS integration if not standardized.

H. Summary of MIS Tool Integration

Software/Tool	Primary Function	Advantage	Disadvantage
Excel MIS	Data entry, analysis, dashboard	Easy, affordable, flexible	Manual, limited automation
AutoCAD	Technical drawing	Accuracy, documentation	Needs training
Rhino	3D visualization	Design realism	Complex for beginners
SolidWorks	Durability simulation	Quality assurance	Costly
Browzwear	Realistic product rendering	Marketing visuals	Expensive
Tukatech	Pattern and cutting layout	Resource optimization	Setup cost
Fabric Simulation	Material behavior testing	Reduces waste	Limited realism

Together, they created a hybrid MIS mix of creative culture and operational discipline. Excel was the analytical workhorse, but design software provided critical data for accurate modeling.

CHAPTER FIVE: **Critique and Reflections**

5.1 Positive Findings

Despite a few hiccups at the start, the broader results of my internship were extremely positive.

1. **Better Accuracy of Data:** The accuracy of data, be it sales or inventory, was commendable with seamless reconciliation and validation.
2. **Cross Functional Partnerships:** Working very closely with Sales, Warehouse and Purchasing we built a conversational culture.
3. **Operational Transparency:** The management is able to see stock, material in and payment out on a real time basis.
4. **Decision Support Facility:** Managers in MI units were given tools to help make decisions on pricing, reordering level and promotions.
5. **Inventory Lean Warehousing:** Periodic reconciliation aided in Keeping stock shortage and overstock to a minimum.
6. **Employee Development:** The team members actually got better at both their analysis and Excel, so MIS can carry on after the internship.
7. **Bridging the Design and Production Gap:** AutoCAD and Rhino data mashed up with product specs alongside raw-material planning, sales forecasting.

5.2 Challenges

While I was working in company during internship some OR and technical problems i face to run MIS reports that's a reason I have maintain and change MIS Reports. The most prominent issues were:

1. **Synchronization Delay:** The time lags between updating orders on the web and stock posting caused mismatch of promotional offer.
2. **Unreliable Product Master:** Differences in SKUs naming, product categorization and pricing columns caused the data duplication or stale that reflected on stock valuation and reporting.
3. **Manual Entry Errors:** Entering in data manually provided opportunity for errors, increases when sales were high especially.
4. **Automation (Or Lack Thereof)** Even though Excel is flexible, there's no automatic sync with the company's online store so I had to manually update it time and time again.
5. **Partial Promotion Tracking:** A portion of discount or campaign actions doesn't get an alert also which leads to partial Lift and Margin impact analysis.
6. **Plugging the Material Tracking Holes:** portions of the materials stream (supplier delays, scrap,) were not being consistently captured resulting in poor process accounting control.
7. **Disconnected Dashboard:** Decisions got delayed as the managers had to look at multiple sheets, not in one combined dashboard.
8. **Hardware Restrictions:** MB worth of excel files with very heavy data and formulae, caused the performance to be slow on normal office machinery.

5.3 Challenges and How to Overcome Them

They were learning experiences, in essence, to better understand MIS and data governance. The answers, for the internship (and beyond!) are below:

- **Posting cadence improvement:** A daily update job was implemented to close the data lag between sales and stock. Twice daily updates ran during sales campaigns, so as not to oversell.
- **Validation Rules:** I validated rules that allow you to select from a list of text fields to make sure the data entered is clean (ex. can't input lower price than cost).
- **Product Master Standardization:** Category + Model + Variant (COD123-123-123) - Special Code format implemented to avoid Repetition and easy to understand product.
- **Promo Tagging:** A new "Promo Flag" column in the Sales Register to track volume that is discount driven, and analysis of its contribution to profit.
- **Section of Raw-Material Remarks:** Supplier Delays and Unnatural Use Remark in the remarks field enabled increased notifications for better procurement communications/attitude.
- **Dashboard Configuration:** Created one KPI dashboard every week e.g. Top-20 SKUs, stock turns report, low-stock alert and negative-stock flag to facilitate the rate of decision taking.
- **Backup and File Management:** Specialization each month files, light dashboards for system space utilization and data safeness.

These results indicated how MIS can be tailored with continuous quality enhancement and timely data processing interventions.

5.4 Recommendations (How to Overcome Challenges)

In order to increase the degree of MIS efficiency and sustainability, we recommend as follows:

1. **Leverage a Cloud-Based MIS Tools:** Some of these include Google Sheets or Microsoft Power BI that automatically updates and share data among different departments.
2. **Create a policy for data governance:** SKU format and naming conventions should be written down, documented, and upheld.
3. **Integrating Sales & Inventory systems:** Use automatic auto-sync- between your online orders and your Excel MIS by using API or scripts to do away with timing lead gaps.
4. **Improve Staff Training:** Ongoing training in Excel functionalities, data analysis and MIS techniques will help to develop internal capabilities.
5. **Upgrade Hardware:** Ensure you have better hardware in terms of RAM and SSDs on your computer, so that when you are doing the analysis there is no slow performance.
6. **Utilize RBAC to Ensure Strong Segregation of Duties (SSoD)** to stop unauthorised

changes in financial & operational data.

7. **Broaden KPI Dashboard:** Add automated graphs for sales growth, margin trends, and slow-mover indicators to help strategic planning.
8. **ERP Migration in Stages:** In keeping with the growth stage of the organisation, part by part, the existing Excel MIS architecture can get merged/stitched into an ERP system to have a live feed.
9. **Facilitate Ongoing Feedback:** Frequent feedback across departments will help identify mistakes early and improve the quality of data.

Conclusion

This NNT (এন এন টি) internship demonstrated the feel of operating a retail operation selling online and in-person with sensible MIS skirting around Excel to make normal transactions talking sense and being actioned. By developing and maintaining four interconnected monsters (Product Master, Sales Register, Stock Ledger, Raw-Material IN/OUT), I was able to lock in a utility where every sale deducted stock correctly; each receipt/production incremented availability globally; even columns within the ledger rolled up into actions decisions (Average Inventory by SKU, Stock Turnover by SKU, Reorder Point by UOM type, margin by SKU). These efforts boosted visibility, and shortened the time it took to fix reconciliation issues, by calling out risks such as stock outs or overstock early enough for managers to do something about it.

From a system perspective, the big win was one auditable source of truth across Sales, Inventory and (in some cases) raw material consumption. > Open in > out > close w/ value) Stock report had given us so much visibility to WCAP exposure AND promotion aware sales reporting made lift / margin analysis that cleaner during promotions. In class of raw material, making IN/ OUT time together with supplier and remarks made a new standard of quality control – even leading to production continuities & purchase follow up. All of these improvements point to the wider significance of MIS as indicated in activities document, (a namely more efficient transparent stock management less&holding costs better quicker decisions.

Pedagogically, the inter-ship bridged the chasm between what was taught in MIS and NNT's operational needs. Database concepts made the world go around for the Product Master; as did spreadsheeting (XLOOKUP, SUMIFS, pivots) for core analysis; and operations thinking (reorder points, stock turns, valuation) for inventory policy. This alignment also reconciles the university's belief that the conclusion should encapsulate main points and issue an ultimate judgment on what was learned during the internship and how that knowledge impacts future plans.

What happens next is obvious: you buckle down on posting tighter during promos, normalize your structure of promos flags in the Sales Register for better analytics and continue to use your exception views (low/neg stock dashboards, Top-20 view) to accelerate action. These are things that could be carried out in Excel and easily placed into a BI or ERP platform when ready to do so, working off of the same data model and KPIs. Professionally, the experiences help me refine my interest in data-centric operations and retail MIS– I want to be able to build the analytics platforms, inventory policies so that companies like NNT won't have to progress from spreadsheet discipline all the way up mom & pop" based business without losing grit or transparency.

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