

First Time Fill Rate

DEALERSHIP NAME	Audi Northlakrst time fill rate				
DATE	RO'S	1st Time	Same Day	Day	Rate %
7/18/2018	12	11		1	91.67%
7/19/2018	7	7		0	100.00%
7/20/2018	5	4		1	80.00%
7/23/2018	9	7		2	77.78%
7/24/2018	10	10		0	100.00%
7/25/2018	7	6		1	85.71%
					#DIV/0!
Totals	50	45	0	5	90.00%

REYNOLDS 2213						
Stocking Status		Inventory	% of Inventory	Guide		
INVESTMENT		Value				
Normal or Active Stock		\$299,895	46.67%	over 70%		
Automatic Phase Out		\$176,790	27.51%	Less than 30%		
Dealer Phase Out		\$0	0%	Less than 1%		
Manual Order		\$1,378	0%	Less than 3%		
Non Stock Part \$'s		\$152,447	24%	Less than 5%		
Non Stock Part #'s*		8490	69%	Greater than 70% of PN's		
Core Clean		\$5,807	1%	29		79
Core Dirty		\$5,944	1%	11		46
Replace by hold RBH		\$344	0%	4	NA	29
				NA		
Total Inventory		\$642,605	100%			

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$197,590	31.32%	75%	this is your current a
1-3 Months	\$161,278	25.57%	included	healthy parts invento
4-6 Months	\$89,112	14.13%	23%	
7-9 Months	\$65,785	10.43%	2%	65% Will likely become
10-12 Months	\$53,388	8.46%	included	85% Will likely become
13-24 Months	\$62,872	9.97%	0%	Technically Obsolete
25+ months	\$828	0.13%	0%	
TOTAL	\$630,853	100.00%		

GOOD
WARNING
DANGER
GREAT
Seldom used
OK....BUT..
OUCH !!!!!!!!!!!
YIKES

nd active ory			
	OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$42,760	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$45,380	
	PLUS THE 13-24 MONTH VALUE	\$62,872	
	PLUS THE 25+ VALUE EQUALS	\$828	
	OBSO AS A % OF TOTAL	\$151,840.05	24.07%

CDK		Inventory		% of Inventory		Guide	
Stocking Status		Value					
INVESTMENT							
Normal or Active Stock				#DIV/0!	over 70%		
Automatic Phase Out				#DIV/0!	Less than 35%		
Dealer Phase Out				#DIV/0!	Less than 1%		
Manual Order				#DIV/0!	Less than 3%		
Non Stock Part \$'s				#DIV/0!	Less than 5%		
Non Stock Part #'s*			MEMO		Greater than 70% of PN's		
No Phase Out		Not on ADP			NA		
Repape by Hold		Not on ADP			NA		
Clean Core				#DIV/0!	p/n	pieces	
Dirty Core				#DIV/0!			
Total Inventory		\$0		#DIV/0!			

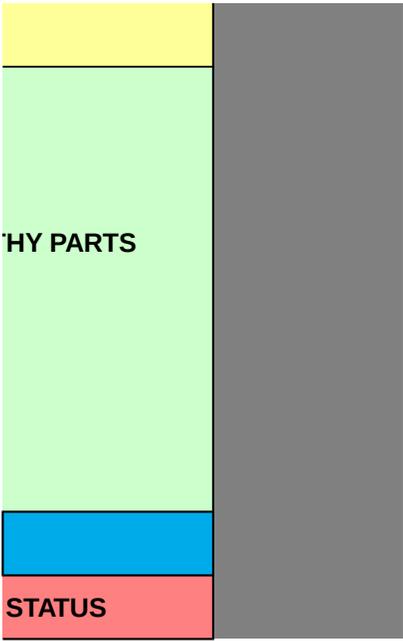
ADP							
Activity		Value \$	% of Invent	%	Notes & Guides		
0-3 Months				#DIV/0!	ACTIVE INVENTORY at 75%		
4-6 Months				#DIV/0!	ACTIVE INVENTORY at 23%		
7-12 Months				#DIV/0!	75% will likely become Obso 2%		
Over 12 Months				#DIV/0!	Technical Obsolescence 2% is g		
New parts no sales				#DIV/0!	Minimal Amount		
Total Inventory		\$0		#DIV/0!			

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK...BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		0
uide	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!				LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!				
SUPERCEDED W/ON HAND			#DIV/0!				LOW DBL NUMBERS
INACTIVE W/ON HAND			#DIV/0!				LESS THAN 30-35%
TOTAL INV. TO SELL			#DIV/0!				
CORES ON HAND							LOW PIECE COUNTS
NEG-ON-HAND							LOW DBL NUMBERS
TOTAL OF INVENTORY							
PARTS ON OPEN R. O.'S							ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY							
NOT ON FACTORY MASTER							MINIMAL
PARTS WITH OUT COST							MINIMAL
INVENTORY AGING BY LAST SOLD							
			VALUE	%	ACUM %	INSTRUCTORS NOTE	
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI	
TEN MONTHS AGO				#DIV/0!	#DIV/0!		
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS! OUT IS SET AT 0 IN 6	
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!		

SEVEN MONTHS AGO			#DIV/0!	#DIV/0!	
SIX MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACTIVE HEALT INVENTORY
FIVE MONTHS AGO			#DIV/0!	#DIV/0!	
FOUR MONTHS AGO			#DIV/0!	#DIV/0!	
THREE MONTHS AGO			#DIV/0!	#DIV/0!	
TWO MONTHS AGO			#DIV/0!	#DIV/0!	
ONE MONTH AGO			#DIV/0!	#DIV/0!	
CURRENT MONTH			#DIV/0!	#DIV/0!	
TOTAL INVENTORY			#DIV/0!		
CORES WITH ON HAND					CONFIRM DIRTY & CLEAN

CLASS	COLOR
	SCORING
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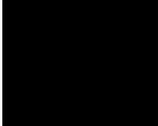


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total Watch #'s (N/ Stock Part #'s)				Greater than 70% of PN's
Clean Core				
Dirty Core				Are controls in place?
Extra Lines				NA
Extra Lines				NA
Total Inventory	\$0			

UCS

Investment	NADA			
Activity	Value	% of inven	Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current a
3 to 6 Months		#DIV/0!	included	healthy parts invento
6-9 Months		#DIV/0!	23%	65% Will likely becom
9-12 Months		#DIV/0!	2%	85% Will likely becom
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

- GOOD
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Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Our parts department has no current SOP process in place. As of right now the BDC is making only 1 or 2 phone calls to try and schedule the appt when the part arrives and nothing is happening after that. No one from parts, service or BDC is following up on these parts. Parts has done no reconciliation on these SOP parts and has nothing in place to do so. From just the 20 SOP project I found that we have \$10,034 in SOP's on the shelf with an average age of 180 days. These parts are just becoming obsolete creating idle capital.

Overall Objective:

To create a written SOP process for the parts department (ex. Who is the designated advisor to receive and follow up on SOP with BDC and clients, when is pre-payment required), along with an online e-commerce account (ex. Ebay) to sell obsolete parts. The overall objective is to create a process within the parts department that keeps everyone accountable for ordering SOP parts correctly and making sure they are installed in a timely manner so we don't create the obsolescence.

Proposed Timeline

This process can be put into place starting in August. Not that all of the obsolescence is going to be gone but we will have a written process by end of August and will have created an e-commerce account. By the end of 2018 we should have more than half of our obsolete parts sold or out of inventory (donated).

Action Plan

Describe necessary actions to reach desired result: **This answer is on the next tab underneath. This cell is not formatted correctly for me.**

Requirements

Meeting with Dealer:

1. Action Proposed: Create a written SOP process and online e-commerce account to get rid of obsolete parts.

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal: Weekly and monthly review, cash spiffs, GM support Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

3. Who: Parts Manager
What: Monitoring obsolete parts off 2213 report
By When: September 1st
How: Weekly discussion in accounting debrief and then monthly thereafter

Describe checkpoints that have been established to measure progress:

4. Daily / Weekly / Bi-weekly / Monthly /
- Weekly for 3 months in accounting debrief and then monthly.
Date(s) for review: Every Friday in September, October & November. Month end starting in December.

5. Estimated cost for implementation: No fee to implement the written process. Maybe \$100 to set up an online account.

Projected Date of Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

PLEASE BE ADVISED THIS ASSIGNMENT BY IT'S SELF IS WORTH 100 POINTS.TAKE YOUR TIME AND GET IT CORRECT

Action Plan - Next steps

Myself and parts manager will come up with a written SOP process for the parts team

Parts manager will designate 2 advisors to be responsible for SOP's - (following up with BDC and clients ar
2 advisor's responsible for SOP create online e-commerce account (E-bay, etc)

Parts manager and myself will meet with service team, BDC and parts advisors to discuss new process

Weekly follow up

and managing the e-commerce site)