

DMS SCORECARD				COLOR SCORING
Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	
Normal or Active Stock	\$106,874	46.40%	over 70%	GOOD
Automatic Phase Out	\$25,592	11.11%	Less than 30%	WARNING
Dealer Phase Out		0.00%	Less than 1%	DANGER
Manual Order	\$929	0.40%	Less than 3%	GREAT
Non Stock Part \$'s	\$85,025	36.91%	Less than 5%	Seldom used
Non Stock Part #'s*	8,550	87.6	Greater than 70% of PN's	OK....BUT..
Total Part Numbers controlled	\$9,754		NA	OUCH !!!
Clean Core	\$3,345	1.45%		OUCH !!!!!
Dirty Core	\$8,566	3.72%		
Total Inventory	\$230,331	100.00%		ouch!!!

Activity	Value \$	%	Notes & Guides
Sold in last 0-3 Months	68,635	38%	ACTIVE INVENTORY at 75%
Last sale 4-6 Months	68,533	38%	ACTIVE INVENTORY at 23%
Last sale 7-12 Months	30,771	17%	75% will likely become Obso 1% is guide
Last Sale Over 12 Months	10,848	6%	Technical Obsolescence 1% is guide
New parts no sales	0	0%	Minimal Amount
Total Inventory	178,787	100%	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	Pass or Fail ?
OBSO POSITION (LINES 20-22 FROM ABOVE)	PASS
NEG-ON-HAND (MINUS-ON-HAND)	PASS
CLEAN CORE	PASS
DIRTY CORE	PASS
LOST SALES CALCULATOR VS. ACTUAL	PASS
AVERAGE STOCK ORDER (needed for your	PASS
MONTHS SUPPLY	PASS
GROSS (TOTAL) TURNS (from your FS Temp	FAIL
TRUE (STOCK) TURNS (from your FS Templ	FAIL
FTFR (FIRST TIME FILL RATE) (from your pa	PASS



DEALER: PORSCHE SOUTHPOINT

LOCATION: DURHAM

DATE: Jan-18

ALL FIGURES AT COST

OBSO POSITION			
.75 TIMES	\$		23078.25
PLUS			10,848
PLUS			0
EQUALS		19%	33926.25