

KPI 1.5 mths supply

ACTION PLAN 1

- S** Specific
- M** Measurable
- A** Achievable
- R** Relevant
- T** Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?

GOAL - TO Reduce our mths supply from 2.09 to 1.5 KPI.
 I would like to reach this goal by the end of QTR 2 - 2025

BOTTOM LINE: Benefits of Achieving Your Goal

- LESSER EXPENSE, INCREASE PROFIT

Consequences of Not Achieving Your Goal

- STAGNANT QRO
 - LOW MORAL

When will you start? IMMEDIATELY

How will you gauge your progress? When? Using which metrics?

MONTHLY - ~~W~~
 - IMMEDIATELY - AVG MONTHLY COST OF SALE

What specific actions will you take to achieve your goal? Who can help you?

- MAXIMIZE ROTATION
- MEASURE FAST MOVING PARTS
- IMPROVE SAP'S PROCESS
- UTILIZE RIM BETTER
- MY PARTS MANAGER + DEALER WILL HELP

Potential Challenges?

- RESISTANCE TO CHANGE

Potential Solutions?

- SAPPS & SHOWING BENEFITS AND THE WHY