

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?

My Goal is to keep keep our idle inventory at or below 1% for each month through 2025. It is currently 0% and I would like to have an average of <1% for all 12 months of 2025.

BOTTOM LINE: Benefits of Achieving Your Goal

Consequences of Not Achieving Your Goal

Efficient use of inventory space.

Carrying parts that are not being used.

Low to no obsolescence.

Increase in obsolescence.

Larger Quarterly Reward Payout from Mazda

Lower Quarterly Reward Payout from Mazda.

Possible write-offs.

When will you start? **Today, December 18th, 2024**

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

I will gauge my progress by tracking the Idle Inventory % report through the Mazda Parts Connection Dashboard. This report also tells you which parts are considered idle and pre-idle.

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

I will make sure that my parts manager is bought in on it and is aware of the financial benefits that achieving this goal gets him. I will make sure that we have a strict process in place of getting rid of any parts that go into pre-idle status. I will let my parts manager decide the specifics of this policy but it will most likely include selling pre-idle parts Online for cost or wholesaling them. My parts manager will be the key player in achieving this goal.

Potential Challenges?

Slowdown in business that causes our parts velocity to slow.

Parts being retired while we still have a large stock.

Improper ordering of parts.

Potential Solutions?

Utilize Partseye to make sure that we stay on top of what parts we should stock and what parts we absolutely shouldn't.

Utilize the Mazda Parts Connection Dashboard so that we can detect pre-idle parts and get them taken care of before they become idle.

Ensure the inventory is frequently being reviewed for proper sizing of inventory and velocity of the parts we do stock.