

Used Car Process: Days in Inventory

Today's Date: 12/5/18 Target Date: 12/1/18 Start Date: 11/1/18

Date Achieved: 12/1/18 Used Car November Page. 4
Department Month Composite Page

SMART GOAL

Specific: *What exactly will you accomplish?*

KPI is 17 days. KPI will be 6-8 days.

The goal of this process is to ultimately lower the number of days in inventory a used car sits on your lot before through service before hitting your pre-owned lot. The turning of inventory in 6-8 days which the KPI was at 17. Variables that go into these numbers are fast pass, rental fleets, and low mileage vehicles that don't necessarily r

Measurable: *What reports / calculations will you use to measure your results?*

The reports that will be used are Excel spreadsheets of all the cars and also Axxessa. What Axxessa does is break of the quantitative analytics of the company. The goal is to speed up the process, keeping vehicles in house. Also in CDK, like average recon \$\$.

Achievable: *Is achieving this goal realistic with effort and commitment? Have you got the resources to achieve*

The goal is 100% realistic with effort and commitment. The resources available to achieve this goal will be attainment of two service techs and a writer. This will help stop outsourcing. Also hiring of an internal inventory will jangle all the we owes, rustproofing, caltex, or any warranties.

Relevant: *Why is this goal significant to your dealership operations? To You?*

Control age of inventory, generating more cash flow and keep that cash flow in house for our service and parts department goals are keeping a handle on cost of inventory- floor plan stays lower. Having an inventory process. If shop is slow to do.

Timely: *You answered "what" under specific. Now tell us BY WHEN.*

By the first of the year, have the ball rolling.

Take Action!

Potential Obstacles	Potential Solution
Staffing	Internal Inventory Manager
Capacity	
Time	

Who are the people you will ask to help you?

A Service writer, service manager, GM, Techs.

Specific Action Steps: Break down your BIG goal into smaller, intermediate goals. What are those steps?

What?	Expected Completion
Establishing a inventory Manager	Mid Nov
Service writer	Nov
Two designated techs	Nov
Establish process within service	Nov
Then move onto detail	1/1/2019

Other Information / Comments:

Robert Dworsky

Print Name

John Fleek Used Car Manager/ Buyer of inventory

12/5/2018

Manager Signature

Date

4

Column

6

Line

going

7 days.

require much work.

down all

), have reports

this goal? If not, how will you get them?

ned with the

manager. They

partment. Other

low, gives techs work

ions

Completed

Completed

Completed

Completed

Completed

TBD

Class Number