

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

We do not have an obsolescence review accountability plan in place. Our parts manager is the only one managing the obsolescence parts. We do a nice job of managing through our obsolescence parts however; I do see an opportunity to clean up outdated seasonal parts accessories.

Overall Objective:

The objective is to clean up old obsolescence parts accessories. I want to create a check and balance with opening up communication between the parts department and other departments.

Proposed Timeline

30 days with a constant plan to review all obsolescence parts at the end of each month.

Action Plan

Describe necessary actions to reach desired result: 1. Set a time the first week of each month to sit with the parts manager and discuss an action plan on how to reduce the aging outdated seasons accessories 2. Find out what we need to move and then discuss a plan of attack. We will create a sale section with a sign that is close to the service customer waiting area. People like a sale and I am sure we can sell a few more items by discounting these old parts.

Requirements

Meeting with Dealer: Dustin King and Jesus Navarro (parts Manager) Kevin Alfaro (appointed accessories counterman)

1. Action Proposed: Meeting to discuss plan of action

Meeting with stakeholder: The meeting I plan to hold will be the three of The GM, Parts Manager, the recently appointed accessories counterman, and us. In the meeting, we will look at the obsolescence report filtered by source so we can look at what is getting old. Our plan of attack will be anything over 9 months old will go onto our list. We will create a sale section and we can use these parts as good will items. We can use them as CSI gifts; we can use them for closing new car deals and charge them to the new car. Instead of giving more discounts to make deals we can reach into our obsolescence bin to use these items to make deals. That way it's a win.

Accountability: Monitoring progress: The GM will be holding the people involved accountable
Who: Jesus Navarro, Kevin Alfaro
What: Cleaning up outdated parts accessories

3. By When: 30 days
How: creating a plan to sell these items by, creating a sale section, using them to close deals, using them to make deals in service, and also utilizing them for CSI issues.

Describe checkpoints that have been established to measure progress: We will have a Weekly follow up conversation / Plus a Monthly meeting

4. Date(s) for review: Weekly review of all outstanding SOPs still on shelves

5. Estimated cost for implementation: Zero cost however we will need to discount these items to move them, this will cost us a little in the short term however it will pay off in the long term in inventory cost. Alternatively, having to give these items away for \$0 dollars when they are 2years old.

Projected Date of Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales: This will increase our overall sales figures in our parts department, will help us get closer to our parts targets, and make room for fresh accessories that have a faster turn / Gross: overall more sales equals more gross / Expenses: This will have a direct effect on our overall inventory cost / Net Profit: in the end we will see a net profit on these items / CSI: this one is really good for CSI, we could be offering customers items when we typically would not have given them anything. This could equate to more sales, service in the future.

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