

CDK					
Stocking Status	Inventory Value	% of Inventory	Guide		
INVESTMENT					
Normal or Active Stock	\$78,327	56.11%	over 70%		
Automatic Phase Out	\$18,368	13.16%	Less than 30%		
Dealer Phase Out	\$831	0.60%	Less than 1%		
Manual Order	\$202	0.14%	Less than 3%		
Non Stock Part \$'s	\$36,277	25.99%	Less than 5%		
Non Stock Part #'s*	2,193		Greater than 70% of PN's		
Clean Core	\$5,600	4.01%	# PIECES	PART #	
Dirty Core		0.00%			
Total Inventory	\$139,605	100.00%			

Activity	Value \$	%	Notes & Guides
0-3 Months	55,409	41%	ACTIVE INVENTORY at 75%
4-6 Months	15,653	12%	ACTIVE INVENTORY at 23%
7-12 Months	26,402	20%	75% will likely become Obso 2% is g
Over 12 Months	22,944	17%	Technical Obsolescence 2% is guide
New parts no sales	13,596	10%	Minimal Amount
Total Inventory	134,004	100%	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat
OBSO POSITION (LINES 20-22 FROM ABOVE)
NEG-ON-HAND (MINUS-ON-HAND)
CLEAN CORE
DIRTY CORE (RDCI) OR DONE MANUALLY
LOST SALES CALCULATOR VS. ACTUAL
AVERAGE STOCK ORDER (Obtain data from
MONTHS SUPPLY (This calculation from you
GROSS (TOTAL) TURNS (from your FS Temp
TRUE (STOCK) TURNS (from your FS Templ
FTFR (FIRST TIME FILL RATE)

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!!!

ouch!!!

guide

OBSO POSITION

.75 TIMES \$ 19801.5

PLUS 22,944

PLUS 13,596

EQUALS 42% 56341.5

Pass or Fail ?

fail

fail

pass

n/a

fail

pass

fail

fail

fail

pass

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation
We do not have a parts page on our website that a customer can use to search our parts inventory. Currently we are using simple part and it does not allow customer to search on our webpage. Other stores in our group are using revolution part and have a much stronger presence online. Seem as most consumers spend 85% of the time shopping online and only 5% calling shops, it would benefit us to have our inventory listed online.

Overall Objective:
The overall goal is to increase visibility of our parts inventory thereby increasing the retail of that same inventory. WE need to be where people are shopping, online. We need to have functional parts page on our website, not a page that simply states to call us.

Proposed Timeline
The switch from simple part to revolution part is something that can occur by October 1, 2019. This date may vary due to cancellation period for simple part.

Action Plan
1. Review packages and pricing for revolution parts 2. Gather all information on pricing differences between the 2 companies. 3. Negotiate pricing. 4. Receive and review contract for revolution part. 5. Present all information to owner (Chris). 6. Get approval and signed contract from owner. 7. put in cancellation for simple part. 8. Schedule install for revolution part. 9. Train parts staff on how to handle internet orders and how to monitor online inventory.

Requirements

Meeting with Dealer:
1. Action Proposed: Switch from simple part to revolution part for better visibility of our inventory to increase sales.

Meeting with stakeholder(s) (dealership personnel):
Describe what is in place to support desired goal:
2. We will have revolution part train all parts personnel and service personnel on how to handle and maximize sales from new system. The Parts manager and GM will consistently review the webpage to make sure that inventory is feeding correctly.

Accountability: Monitoring progress:
Who: Parts Manager (James Byrd)
What: Review the webpage for accuracy, review internet sales with GM
3. By When: starting 15 days after install and will continue on weekly basis.
How: bringing internet sales amounts to and review audits to the weekly Manager Meeting

Describe checkpoints that have been established to measure progress:
The first 2 weeks of install will have daily checks to see how everything is going between the GM and Parts manager. After that it will be reviewed on our weekly Manager Meeting.
4.

5. **Estimated cost for implementation:** Currently under review as step one is to establish pricing and packages for the new system and step 2 is to compare the pricing.

Projected Date of Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results. (± Metrics)

Impact Areas:
Sales / Gross / Expenses / Net Profit / CSI /

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

