



KPI ACTION PLAN BY GREG VERNON, TOYOTA OF ORANGE N385

I will Increase our Parts Inventory Day supply from 1 to 1.5 by January 2022

BOTTOM LINE!

- Based on the DMS Analysis Report, we currently have \$198,401 in lost sales resulting in 1,690 pieces.

BENEFITS OF ACHIEVING GOAL

- Increased Breadth
- Decrease in SOP
- Decrease in outside purchases
- Decrease in lost sales

CONSEQUENCES OF NOT ACHIEVING GOAL

- Continue to manage a Lean Inventory with min growth potential
- Wrong parts in stock
- Not enough inventory to meet current demand

ACTIONS TAKEN TO ACHIEVE GOAL

- Review top 20 suggested stock order parts
- Adjust phase in criteria to meet current demand

POTENTIAL CHALLENGES

- Landlock facility or space restrictions
- Decrease in ROI %
- Increase in part investment

POTENTIAL SOLUTIONS

- Increase in gross profit
- Increase in Customer Satisfaction
- Proficiency increases in shop