

M & MIS Standard

Defined Reports based on a month or year.
Requires a month or year end.

Summary-Reports

- Key figures monthly
- Key figures annual (5 years)
- Stock structure
- Dealer overview
- Turnover external workshop and counter

Time Series

Reports based on 12 months.

- Turnover
- Stock Management Figures

M & MIS Standard Plus

Defined daily reports.

Summary-Reports

- Stock structure detail
- Order structure
- Achievement control
- Movement type inward parts
- Movement type return parts
- Movement type sales

Detail Reports (by part number)

- Availability
- Items without stock
- Excess stock
- O-Assortment parts
- Superseded parts for maintenance
- Parts with MG/SG changed
- Comparison O-Assortment

M & MIS Special

Daily individual reports.

Summary-Reports

- Own templates
- Templates from dealer
- Templates from the headquarter

Detail Reports (by part number)

- Own templates
- Templates from dealer
- Templates from the headquarter

M & MIS Monitoring Reports

Defined reports to check your bookings.

- Movement report from
- Movement type inward parts
- Movement type return parts
- Movement type sales
- Stock discrepancies report from
- Booking discrepancies report from
- Replenishment control from
- Replenishment Flag Change from
- Attribute differences from

Replenishment Flags	Description	Possible Actions
1	Replenishment Part	Replenishment Yes
2	No (longer) Replenishment Part	Replenishment No
6	Replenishment Part in Season	Replenishment No
3	Manually excluded from replenishment by the dealer	Replenishment No
7	Dealer requests SRD to reclassify the part	1 Replenishment Yes
		2 Replenishment No
		6 Replenishment No
		7 Waiting Period
8	Dealer wants to include a generally excluded part in replenishment	1 Replenishment Yes
		6 Replenishment No
		8 Replenishment Yes

ALOIS Assortment Classification		
ALOIS Category	SA-Pick	Description
A Automatic Replenishment	A1	More than 300 Picks in 12 Months
	A2	Between 101 and 300 Picks in 12 Months
	A3	Between 61 and 100 Picks in 12 Months
	A4	Between 25 and 60 Picks in 12 Months
	A5	Between 13 and 24 Picks in 12 Months
	A6	Between 7 and 12 Picks in 12 Months
	AM	Manually defined A-Parts (Set by dealer)
L Stock Order	L1	More than 300 Picks in 12 Months
	L2	Between 101 and 300 Picks in 12 Months
	L3	Between 61 and 100 Picks in 12 Months
	L4	Between 25 and 60 Picks in 12 Months
	L5	Between 13 and 24 Picks in 12 Months
	L6	Between 7 and 12 Picks in 12 Months
	L7	Between 4 and 6 Picks in 12 Months
O Without Order Proposal	O8	Between 1 and 3 Picks in 12 Months
	ON	From new parts (Originated from category SZ. New parts without a Pick from 7 to 11 months)
	OA	Research required (No Picks at the last 12 to 23 months)
	OV	Scrapping proposal (Last pick at least 24 months ago)
	OE	Superseded parts (Not from the new part assortment)
	OS	Not relevant
I Inactive	II	Inactive parts (Stock = 0 and Pick12 = 0 and turnover retail = 0 and Turnover landed cost = 0)
S Special Parts	SX	New parts (Part age of maximum 6 months) More than 24 Picks in 6 Months
	SY	Between 4 and 24 Picks in 6 Months
	SZ	Between 0 and 3 Picks in 6 Months
	SE	Superseded new parts
	SC	Coded Parts
	SK	Service campaign (PC97 (BMW) or DFL97 (Dealer) are set)
	SD	Research required (Problem parts)

Movement Type	Spezification	STAR Activity Code	Code
Orders (BA) (from Atlas)	Automatic Replenishment Order		BA/BA
	Stock order		BA/BB
	Rush order		BA/BC
	Campaign		BA/VO
	Superseded Parts		BA/SU
Parts Return (RA)	Return in general	RETURN	RA/73
	Damaged Parts	RESTOCK	RA/80
Maintenance Parts Master (TA)	Change parts master data		TA/AE
	Inventory adjustments	POSINVADJ NEGINVADJ	TA/AM
	Scrapping	POSINVADJSCRA NEGINVADJSCRA	TA/AN
	Introduce new parts		TA/NA
	Logical Delete		TA/TR
Inwards Movement Automatic booking (LB)	BMW orders	RECFRMMFG	LB/LB
	Other Supplier	RECFRMOTHER	LB/LD
Sales (LC)	Workshop	RETRO	LC/AA
	External workshop	WHOLESALE	LC/AF
	Counter sales	COUNTER	LC/AG
	Internal sales	INTRO	LC/AI
	Warranty	WARRO	LC/AJ

- Activity Codes may have a prefix "CAN" to cancel the line.
- Activity Codes may have a suffix "SPCL" to indicate, this sales should be used for forecasting.
- Lines with no STAR Activity Code will be generated by SRD

Target figures (Recommendations)		
Key figure	Assortment	Target value
Items without Stock	A	3,50 %
	L	20 %
Stock value	A	> 20 %
	O	< 20 %
	New Parts	< 15 %
Excess Stock	A	< 5 %
	L	< 15 %
Turnover ratio	A	> 8
	L	> 6
	O8	> 9
	Total	> 7
Availability	A	> 95 %
	L	> 80 %
	Total	> 90 %
Scrapping value	OV	< 3 %
Profit Contribution		> 25 %
Rate excluded from automatic replenishment		< 3 %

Stock structure (SRD)

Business No. 34753
Name BMW of Reading
Address 46 Grace St, 19611 Reading
Distribution code All
Owner ID 34753/1
Month November 2021
Date Dec 29, 2021

SA-Pick	Total lines	Lines with stock	Lines without stock	Turnover LC 12	Turnover LC 12 (%)	Pick12 months (%)	Excess stock value	Short coverage value	Current stock value	Stock value (%)	Average stock value	Turnover r.	Avail. (%)
A1	2	2		18,684	0.69	5.22	243		1,719	0.59	1,920	9.73	100.00
A2	15	14	1	60,000	2.22	7.09	8,384	24	12,656	4.38	8,857	6.77	99.42
A3	9	9		30,349	1.12	1.99	172		2,014	0.70	3,154	9.62	93.51
A4	63	63		96,597	3.57	7.24	5,682	23	12,918	4.47	11,615	8.32	96.53
A5	90	90		166,849	6.17	4.88	5,845		15,986	5.53	13,226	12.62	96.34
A6	178	173	5	132,742	4.91	5.10	6,813		20,005	6.92	14,028	9.46	96.35
AM													
Total A	357	351	6	505,221	18.70	31.51	27,139	47	65,298	22.58	52,800	9.57	97.51
L1	9	7	2	70,403	2.61	17.55	24,196	519	25,929	8.97	32,974	2.14	100.00
L2	7	7		25,362	0.94	3.55	39		3,664	1.27	4,628	5.48	99.49
L3	7	6	1	19,316	0.71	1.48	3,003	101	5,362	1.85	4,556	4.24	99.96
L4	27	23	4	166,682	6.17	2.78	12,736	267	22,431	7.76	19,989	8.34	73.54
L5	55	44	11	130,731	4.84	2.92	12,064	1	20,315	7.02	22,368	5.84	92.81
L6	117	87	30	212,439	7.86	3.01	20,620	1,551	30,400	10.51	26,547	8.00	73.94
L7	466	271	195	344,413	12.75	6.90	11,415	140	36,402	12.59	32,060	10.74	80.63
Total L	688	445	243	969,346	35.87	38.20	84,073	2,579	144,503	49.97	143,122	6.77	87.46
O8	3,887	310	3,577	808,216	29.91	18.07			38,361	13.26	34,824	23.21	0.00
ON	534	7	527	6	0.00	0.00			977	0.34	828	0.01	
OA	59	57	2	133	0.00	0.01			8,848	3.06	5,454	0.02	
OV	6	6							1,039	0.36	525		
OE	190	7	183	69,828	2.58	2.09			899	0.31	7,090	9.85	
Total O	4,676	387	4,289	878,183	32.50	20.18			50,124	17.33	48,721	18.02	
Total I	9,221	9,221	597	597	0.02	0.02			1,930	0.31	1,930	0.31	
SX	2	2		40,028	1.48	3.18	79		6,813	2.36	5,803	6.90	
SY	47	5	42	50,031	1.85	0.91	1,183		1,980	0.68	1,678	29.81	
SZ	1,490	35	1,455	162,275	6.00	3.29			16,609	5.74	12,560	12.92	
SE	62	4	58	2,962	0.11	0.02			264	0.09	182	16.26	
SC	254		254	41,243	1.53	0.70					50	99.99	
SK	56	34	22	38,220	1.41	1.93			3,606	1.25	5,154	7.42	
SD	63		63	14,227	0.53	0.07					265	53.71	
Total S	1,974	80	1,894	348,986	12.91	10.09	1,262		29,272	10.12	25,692	13.58	
Total	16,916	1,263	15,653	2,702,333	100.00	100.00	112,474	2,626	289,197	100.00	272,265	9.93	95.11

Key figures monthly (SRD)

Business No.	Name	Address	Distribution code	Owner ID	Month	Date	
34753	BMW of Reading	46 Grace St, 19611 Reading	All	34753/1	November 2021	Dec 29, 2021	
November 2021							
	November 2021	YTD 2021	YTD 2020	Deviation	Deviation %	Average 00	Targets
Stock value total	289,196	264,440	258,073	6,367	2.47	611,708	
Line items total	16,916	17,027	16,874	153	0.91	23,038	
Stock value O-assortment	50,123	45,414	47,953	-2,539	-5.29	198,873	
Stock value new parts	25,666	11,569	9,558	2,011	21.04	31,604	
Excess stock value A/L	111,211	102,925	103,019	-94	-0.09	131,853	
Excess stock value A-assortment	27,139	23,265	24,965	-1,700	-6.81	41,175	
Excess stock value L-assortment	84,072	79,660	78,054	1,606	2.06	90,677	
Turnover retail	386,765	4,032,222	2,962,765	1,069,457	36.10	786,727	
Turnover landed cost	268,597	2,711,393	2,016,060	695,333	34.49	499,555	
Contribution I Value	118,169	1,320,829	946,705	374,124	39.52	287,172	
Contribution I (%)	30.55	32.76	31.95	0.81	2.54	36.50	25.00
Purchase value	253,191	2,431,001	1,912,095	518,906	27.14	481,892	
Purchase value BMW	245,291	2,239,940	1,847,279	392,661	21.26	493,755	
Return credit note	0	0	66,089	-66,089	-100.00	0	
Scrapping value	0	0	0	0	0.00	0	
Turnover ratio total	9.93	9.22	8.14	1.08	13.27	8.67	8.00
Availability total	95.11	93.10	94.01	-0.91	-0.97	84.96	92.00
Availability A-assortment	97.51	94.68	96.37	-1.69	-1.75	87.40	95.00
Availability L-assortment	87.46	85.37	81.05	4.32	5.33	80.55	88.00
Rush order ratio (lines)	72.12	49.14	49.83	-0.69	-1.38	47.18	40.00
Rush order ratio (value)	81.94	64.17	62.57	1.60	2.56	56.99	
Exclusion rate from automatic replenishment	0.00	0.05	0.37	-0.32	-86.49	9.35	3.01
Share SRD stock order pos.	8.76	15.05	14.85	0.20	1.35	8.96	
Number of days with OOP	17	17	20	-3	-15.00	10	18
SRD utilization ratio	79.76	82.26	36.26	46.00	126.86	44.25	85.00