

Departmental Action Plan

Dealership **Billingsley Ford of Lawton, OK**

Student Name **Grannon Billingsley**

Academy Week **2**

Class & Student Number **331-31**

Current Situation

Higher than desirable obsolscent inventory of \$44,876.31 with no real strategy to reduce.

Overall Objective:

Reduce obsolescence by half to \$22,438.15 by selling obsolescent parts at online marketplaces such as Rock Auto, eBay, etc.

Proposed Timeline

Meet obsolescence goal of \$22,438.15 by the end of April.

Action Plan

Describe necessary actions to reach desired result:

1. Set up online marketplace accounts and payment options.
2. Move all obsolscent parts to designated bins.
3. Grant access to online marketplaces to parts manager & counter salesmen that will be participating.
4. Photograph and post all obsolescent parts to online marketplaces for sale.
5. Track and respond to customer inquiries.
6. Package & ship sold parts to customers upon completion of sale.

Requirements

Meeting with Dealer:

1. **Action Proposed:** Reduce obsolete inventory amount by half by the end of April by selling obsolescent parts at online marketplaces such as RockAuto, eBay, etc.

Meeting with stakeholder(s) (dealership personnel):

Describe what is in place to support desired goal:

2. **Training / Coaching / ±Consequences related to results / Pain & Gain**
Staff will need training for accessing marketplaces, taking photographs, posting to marketplaces, responding to customer inquiries on marketplaces & shipping to customers in a timely fashion. The initial uploading of our obsolescent inventory to online marketplaces will take a lot of time, but will be worth it if we are able to meet our goals.

Accountability: Monitoring progress: Sales to online marketplaces will be reviewed daily. Obsolescent inventory will be checked bi-weekly.

Who: Me & the Parts Manager

3. **What:** Online Sales / Obsolescent Inventory

By When: Daily / Bi-Weekly

How: Online Reporting from Marketplaces / Inventory Management allowance Report