

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Requirements

Meeting with Dealer:
1. Action Proposed: Meeting with CFO, Parts Director and Representatives from FCA to negotiate return and new stock order

Meeting with stakeholder(s) (dealership personnel): Make sure all employees understand the importance of lost sales and active inventory tracking. Make sure that my parts manager is not holding back on ordering parts that are due to phase in, without good reason. Require lost sales report to be sent to me weekly.

Accountability: Monitoring progress:
Who: JB Burnett, Matt Baldwin(Parts), Rusty Jackson(service), Sarah Coleman(FCA)
What: Inventory Mangement
3. By When: 60 days
How: Measure and track inventory movement after return and with restock, Make sure ARO orders are being placed correctly and returns being handled urgently.

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /
4. Date(s) for review: Weekly review at the beginning, as we develop processes we will move to monthly where we will review parts manager EOM reports to make sure inventory remains within guides.

5. Estimated cost for implementation: Initial cost of investment in larger inventory, however long term Guaranteed inventory will occur no additional costs.

Projected Date of Completion:

Sponsor Signature: _____

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

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / The benefits here will be in every area of the parts department business. First of all we will be reducing our obsolescence, so our exposure to future losses will decline dramatically. This will be a rare opportunity for the manufacturer to give back to us! Per our dealer agreement, we must stock roughly 2 times our current stock, so when we do that order we will be swapping all old and unsold part numbers for new, in demand, guaranteed parts numbers. We will immediately cleanse our inventory and free up shelf space for more in demand parts. We will not be taking the write off or discounted hit that most dealers will run into in an obsolescence situation, thus being able to keep profit margins where they should be. This will expand our relationship with our OE and will show them that if they work with us we will work with them. This will be a fresh start for our parts department, with a completely clean inventory that we can then maintain and grow without the concern of aging parts hurting our bottom line.

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