

Introduction

Dealer Spectrum® delivers relevant, timely data to senior management staff through a graphical, easy to digest view of the business's benchmarks and KPIs.

How it Works

A selection of robust components work together to interrogate the DMS and publish meaningful data in a variety of formats to a private Web location.

The Dealer Spectrum® Dashboard provides a powerful viewing experience across a range of devices from desktops to the iPad Mini*. Dynamic, interactive charts deliver a clean and simple interface without sacrificing important functionality.

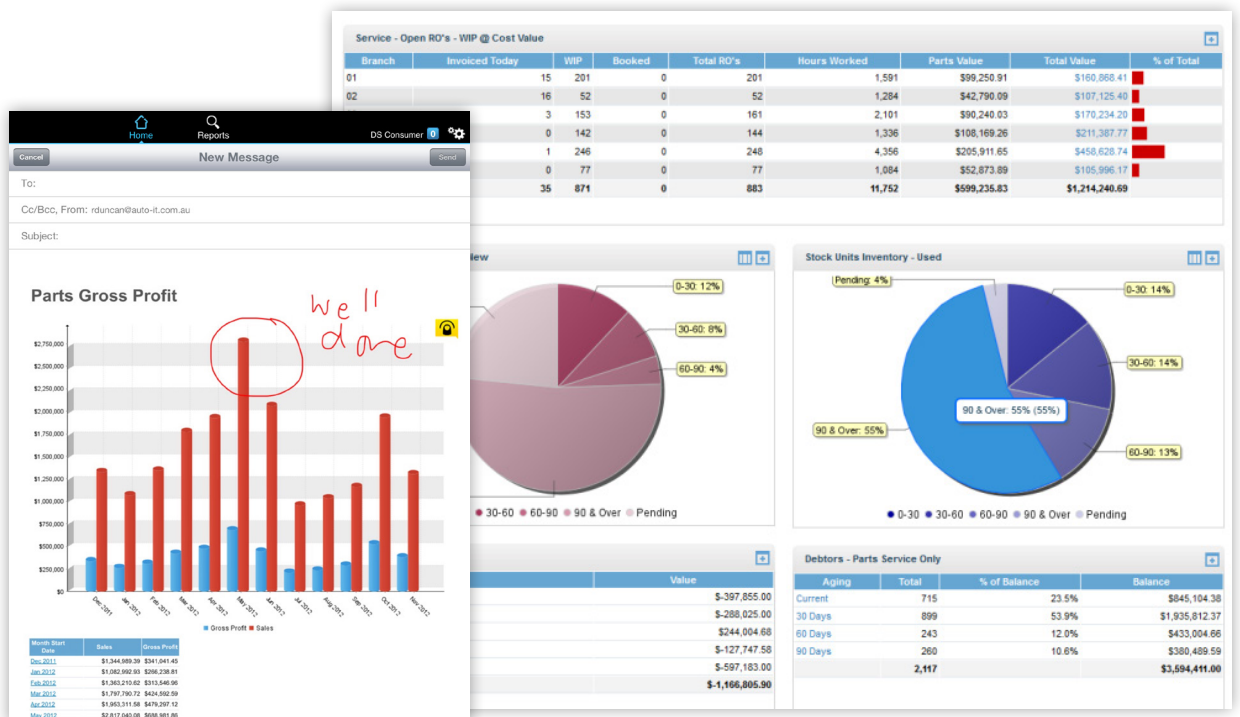
The KPI reports and dashboards are designed by us and tailored to your data analysis requirements. Dealer Spectrum® has a team of report writers ready to deliver these KPI reports to your portal quickly. It accumulates multiple databases and servers in a single view for comparison and analysis whilst **live Information** allows drill-down all the way to the transaction line.

*Apps are available for mobility access.



The Benefits

1. Reduced manual tasks
2. Improved efficiency
3. Increased profitability
4. Increased levels of internal control
5. Reduced risk of internal fraud
6. Instant graphical view of the key metrics that define dealership performance



Your Dealership - Visually

The Dealer Spectrum® Dashboard paints a compelling picture of your business that is easy to interpret. Issues are recognised early which means they can be acted on before they become a real problem. Likewise, successes can be rewarded as they occur. Executives and senior managers won't need to access the DMS database ever again! Identified KPI reports display your business's changes and improvements by company, branch and department. It replaces all the manual Excel and Crystal reports you currently create and maintain.

Service Branch Comparison Report
 17/01/2013 08:01:50
 Branch Range: 10 - 49
 Service Department Code: 4
 Reporting Month: December 2012

	Branch 10	Branch 20	Branch 30	Branch 40	Branch 50
Retail Labour Sales	\$161,365.66	\$15,456.15	\$5,941.15	\$131,979.74	\$48,884.83
Internal Labour Sales	\$118,434.50	\$32,055.25	\$10,150.00	\$77,043.80	\$68,840.00
Warranty Labour Sales	\$9,870.00	\$5,250.00	\$1,121.00	\$5,924.20	\$1,920.00
Total Labour Sales	\$289,670.16	\$52,761.40	\$17,212.15	\$214,947.74	\$119,644.83
Total Sales	\$421,416.05	\$87,897.86	\$20,705.06	\$250,815.39	\$126,202.53
Retail Labour Gross Margin	75%	69%	76%	65%	65%
Internal Labour Gross Margin	78%	71%	89%	70%	79%
Warranty Labour Gross Margin	75%	70%	26%	63%	52%
Total Labour Gross Margin	76%	71%	80%	67%	72%
Variable Expenses					
Semi Variable Expenses					
Fixed Expenses	\$87,817.78	\$26,198.63	\$11,608.13	\$46,520.16	\$22,663.62
Total Expenses	\$87,817.78	\$26,198.63	\$11,608.13	\$46,520.16	\$22,663.62
Net Profit	\$186,126.75	\$14,430.99	-\$24,746.23	\$95,876.61	\$59,802.31
Net Profit YTD	\$1,137,284.71	\$77,269.05	\$42,485.27	\$264,780.47	\$93,946.95
Expenses - as % of Sales	20.84%	45.25%	56.06%	18.55%	17.96%
Service	46.54%	24.93%	-119.52%	38.23%	47.39%
Avg. Hours Billed Per Tech (RIW)	83.54	70.54	24.02	131.45	98.45
Gross Margin Per Tech (RIW)	-\$893.38	\$6,512.98	\$2,289.31	\$10,514.34	\$8,626.73
Avg. RO Closing Days - All Job Types	28.63	34.38	15.28	-2,879.24	34.71
Avg. RO Closing Days - Warranty	22.32	52.31	6.25	54.79	65.75
COE - Charge Out Efficiency	72.30%	64.89%	70.33%	63.92%	79.98%
Hrs Billed (RIW) / Total Hrs Worked	88.82%	75.89%	84.19%	96.78%	99.43%
RRF - Revenue Recovery Factor	83.11%	67.28%	24.14%	144.48%	102.72%
SRR - Service Recovery Rate					
Hrs Billed (RIW) / Total Hrs Available	225.90%	161.27%	105.47%	621.69%	408.30%
As a % of Monthly Labour Sales					

Per-month pricing is available for large, medium and small dealerships, with NO set-up fees. Dashboard is hosted on a secure WebServer or client server and accessed via a private log-in.