



OVERVIEW – EXECUTIVE VIEW

Update Context

- 1.View.
- 2.Net Profit.
- 3.Gross Profit.
- 4.Salesman New.
- 5.Salesman Used.
- 6.Technicians.
- 7.Parts Salesman.
- 8.Vehicle Age New, Used and Demo.
- 9.Cash Ageing.
10. Account Receivable Ageing.
11. WIP Ageing.

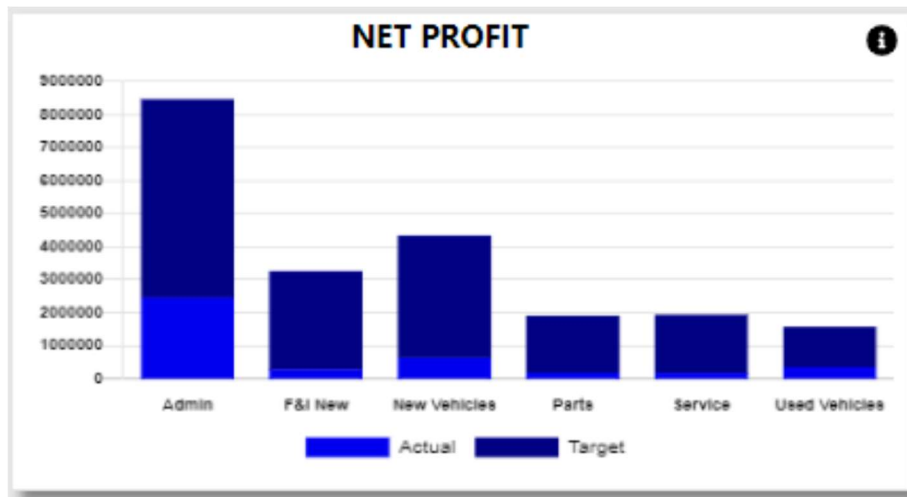
1. View.

The view includes 12 graphs.



2. Net Profit.

This is calculated by all transaction for the selected month.



The Actuals is what has been processed for the selected month compared to the budgets that still needs to be achieved.

When the info icon is clicked a breakdown of the Net Profit will be displayed.

GROUP - NET PROFIT DETAILS 202201

Description	TODAY		MTD ACTUAL		MTD BUDGET		MTD VARIANCE		YTD ACTUAL		YTD BUDGET		YTD VARIANCE	
	Units	Value	Units	Value	Units	Value	Units	Value	Units	Value	Units	Value	Units	Value
Sales														
New Vehicles	-1	-547,166	359	129,973,123	400	144,213,368	-41	-14,240,245	1,413	495,838,466	1,460	528,774,669	-47	-32,936,203
F&I New	0	42,030	0	8,633,864	0	5,973,891	0	2,659,974	0	31,194,925	0	32,155,307	0	9,039,558
Used Vehicles	0	0	228	52,429,886	316	60,857,430	-88	-8,427,544	944	202,996,372	1,214	231,667,718	-270	-28,671,346
Service	0	59,551	0	8,324,845	0	8,254,999	0	69,846	0	33,108,862	0	33,435,499	0	-326,637
Parts	0	117,674	0	15,446,212	0	15,261,288	0	184,923	0	60,185,774	0	61,769,899	0	-1,584,125
Total Sales	-1	-327,911	587	214,807,930	716	234,560,976	-129	-19,753,046	2,357	823,324,400	2,674	877,803,151	-317	-54,478,752
Gross Profit														
New Vehicles	-1	-45,981	359	9,610,267	400	8,733,360	-41	876,906	1,413	31,780,824	1,460	32,161,839	-47	-381,015
F&I New	0	51,922	0	5,295,795	0	4,872,993	0	422,802	0	19,032,900	0	18,104,645	0	928,255
Used Vehicles	0	6,000	228	4,319,071	316	5,140,397	-88	-821,326	944	18,351,702	1,214	19,518,621	-270	-1,166,919
Service	0	28,740	0	5,927,343	0	5,999,110	0	-71,767	0	23,765,589	0	24,408,134	0	-642,545
Parts	0	36,993	0	4,690,432	0	4,041,057	0	649,375	0	17,124,842	0	16,363,939	0	760,903
Total Gross Profit	-1	77,674	587	29,842,908	716	28,786,918	-129	1,055,990	2,357	110,055,857	2,674	110,557,177	-317	-501,321
Direct Expenses														
Admin	0	234,421	0	7,031,828	0	8,462,319	0	-1,430,491	0	32,966,969	0	33,849,820	0	-882,852
New Vehicles	0	7,105	0	2,118,433	0	3,965,418	0	-1,846,985	0	13,809,650	0	15,873,155	0	-2,063,494
F&I New	0	579	0	459,366	0	1,353,093	0	-893,727	0	4,358,432	0	5,363,550	0	-1,005,117
Used Vehicles	0	5,449	0	1,851,110	0	3,352,126	0	-1,501,017	0	11,129,928	0	13,408,506	0	-2,278,581
Service	0	15,794	0	2,752,396	0	3,432,554	0	-680,156	0	13,711,007	0	13,730,216	0	-19,209
Parts	0	8,644	0	1,239,087	0	1,926,190	0	-687,103	0	7,746,407	0	7,746,407	0	-694,976
Total Direct Expenses	0	271,990	0	15,452,202	0	22,501,705	0	-7,049,504	0	63,027,425	0	69,971,654	0	-6,944,229
Net Profit														
Admin	0	-234,421	0	-7,031,828	0	-8,462,319	0	1,430,491	0	-32,966,969	0	-33,849,820	0	882,852
New Vehicles	-1	-53,086	359	7,491,834	400	4,767,942	-41	2,723,892	1,413	17,971,164	1,460	16,288,684	-47	1,682,480
F&I New	0	51,343	0	4,836,429	0	3,519,900	0	1,316,529	0	14,674,467	0	12,741,095	0	1,933,372
Used Vehicles	0	551	228	2,487,961	316	1,788,271	-88	679,690	944	7,221,778	1,214	6,110,116	-270	1,111,662
Service	0	12,946	0	3,174,945	0	2,566,556	0	608,389	0	10,054,581	0	10,677,918	0	-623,336
Parts	0	28,349	0	3,451,365	0	2,104,802	0	1,346,564	0	10,073,411	0	8,617,532	0	1,455,879
Total Net Profit	-1	-194,319	587	14,390,706	716	6,285,212	-129	8,105,484	2,357	27,028,432	2,674	20,585,524	-317	6,442,908

Colom's.

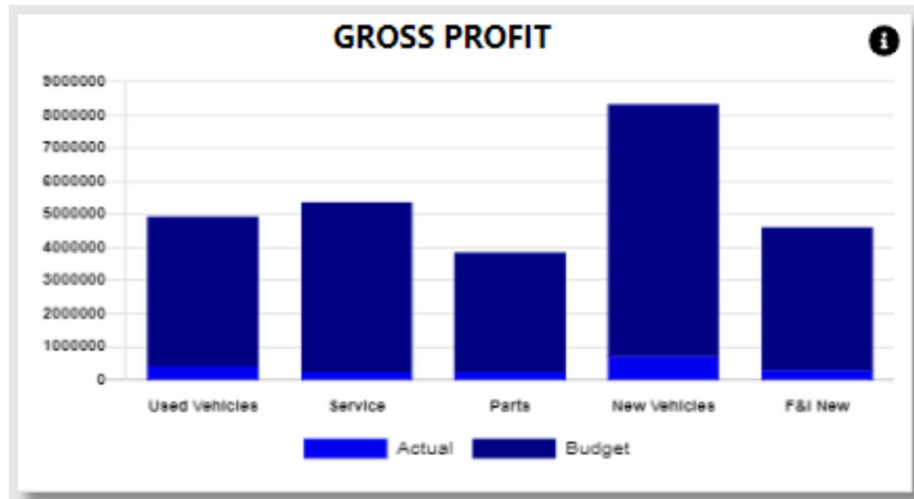
- Description → Line Description.
- Today → This calculates the actuals that has been processed for the current day.
- MTD Actual → This calculates the actuals that has been processed for Month.
- MTD Budget → This calculates the budget that has loaded for the month.
- MTD Variance → The Variance between Actual and Budget.
- YTD Actual → This calculates the actuals that has been processed for the financial year.
- YTD Budget → This calculates the budget that has loaded for the financial year.
- YTD Variance → The Variance between Actual and Budget.

You can export the table to excel with the download icon. If you are set up as a Group User, it will create a sheet for each branch with a consolidated view.

The screenshot shows the Excel application window with the 'netprofitdetails.xlsx' file open. The spreadsheet displays the 'GROUP - NET PROFIT BREAKDOWN' table. A red box highlights the 'Consolidated' cell in the bottom row of the table. Another red box highlights the download icon in the top right corner of the spreadsheet interface.

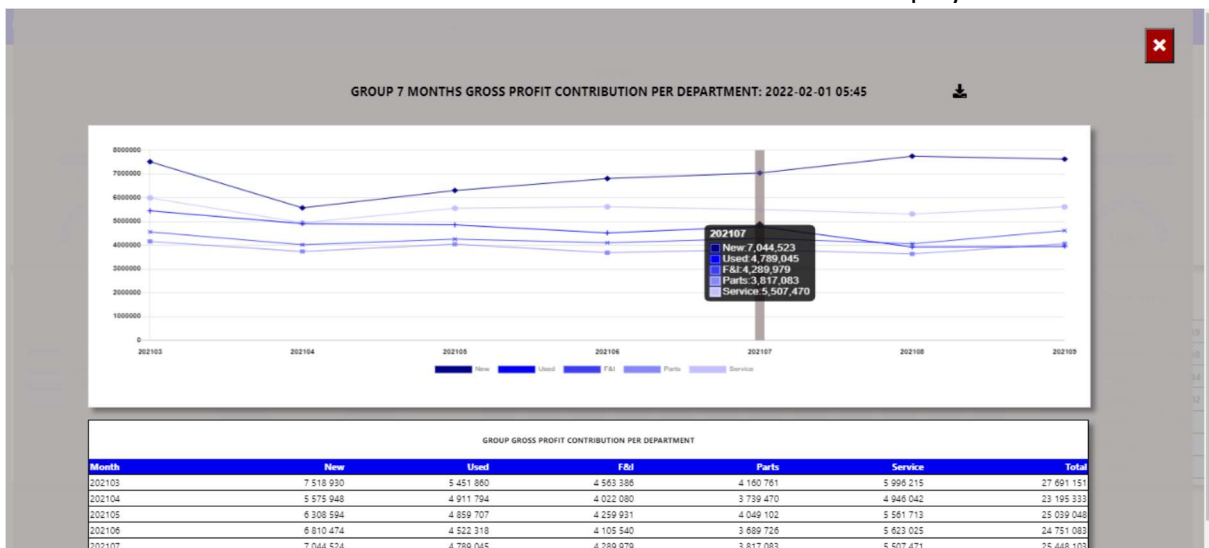
3. Gross Profit.

This is calculated by all transaction for the selected month depending on the Account Type.

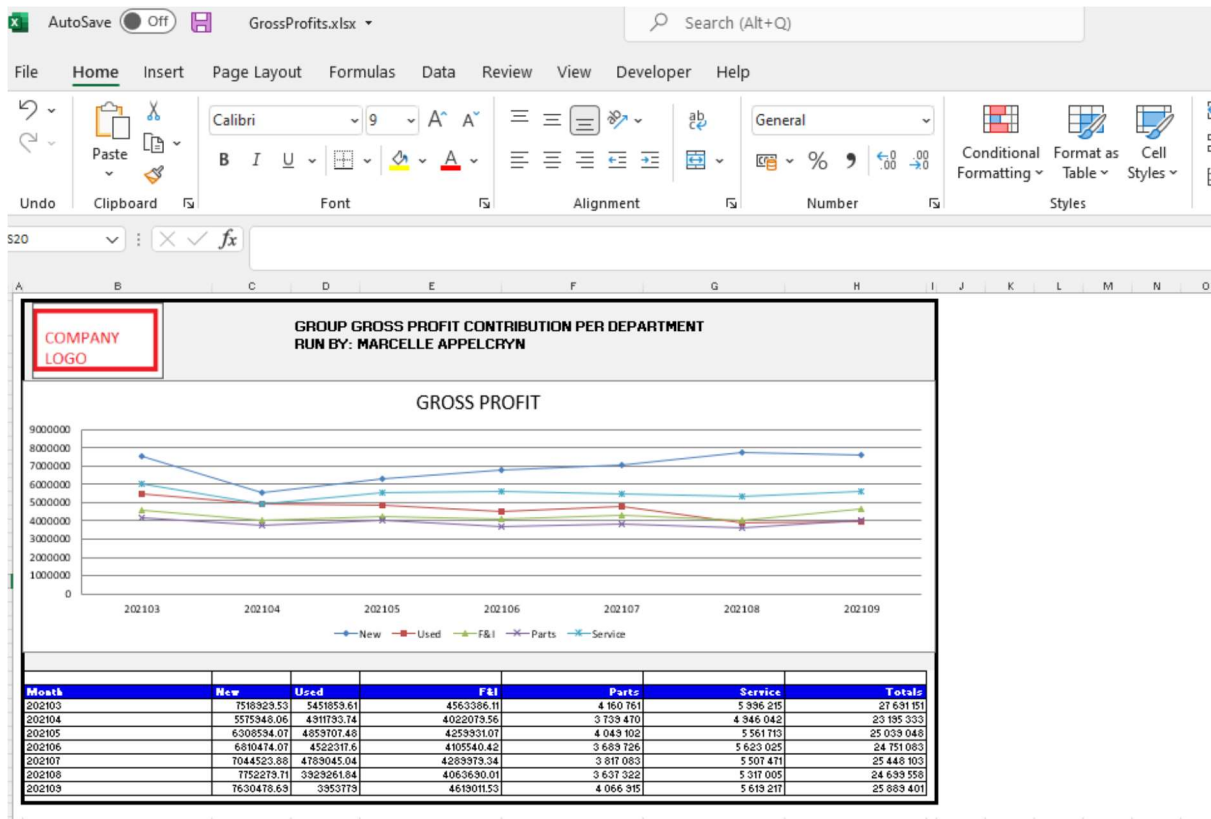


The Actuals is what has been processed for the selected month compared to the budgets that still needs to be achieved.

When the info icon is clicked a breakdown of the Net Profit will be displayed.



You can then export this to an excel document with graph and the line items.



4.Salesman New.

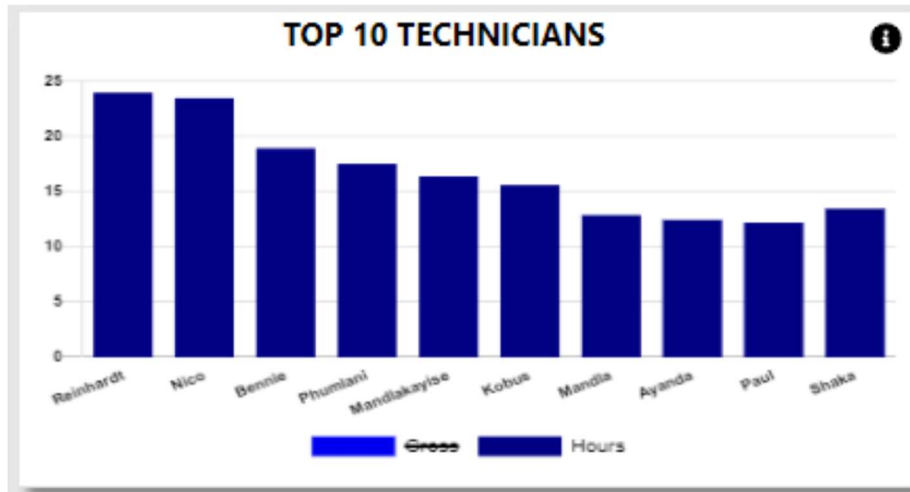
If viewed in Group User only the top 10 salesman will display. If branch is selected the salesman for that branch will display.



When the info icon is clicked a breakdown of the salesman will be displayed for all salesmen.

6. Technicians.

If viewed in Group User only the top 10 technicians will display. If branch is selected the technician for that branch will display.



The Default view is Hours this can be amended by clicking on the Legend Gross to display the Sales per technician.

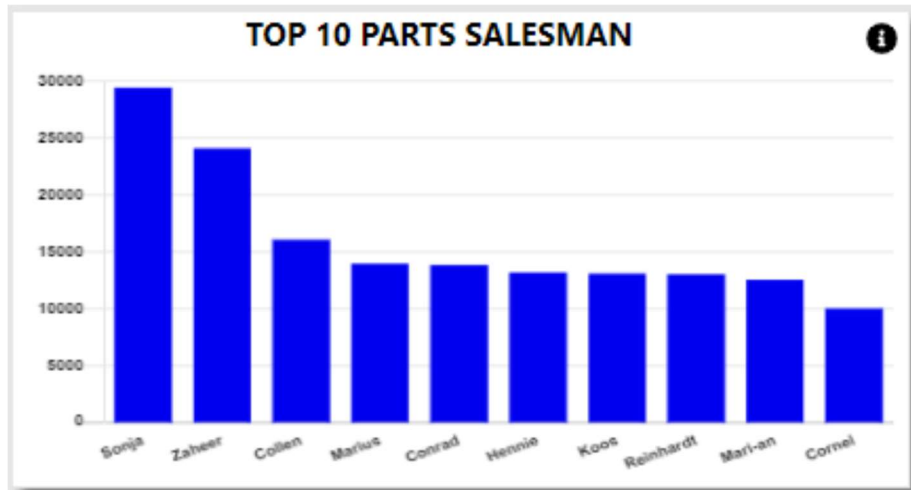
When the info icon is clicked a breakdown of the technicians will be displayed for all technicians.

GROUP - TECHNICIAN RANKINGS 202201 

Rank	Branch Name	Number	Name	Sold	Labour	Rate
1				414	273,841	662

7. Parts Salesman.

If viewed in Group User only the top 10 Parts Salesman will display. If branch is selected the salesman for that branch will display.



The Default view is Hours this can be amended by clicking on the Legend Gross to display the Sales per technician.

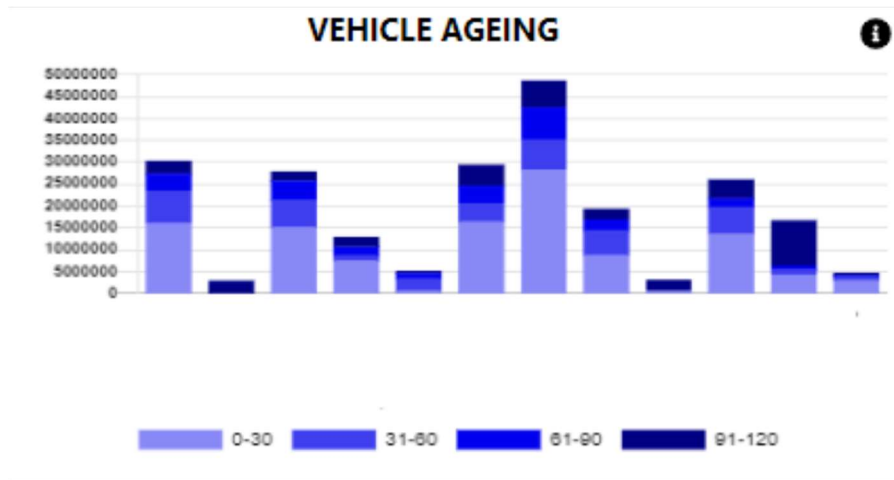
When the info icon is clicked a breakdown of the technicians will be displayed for all technicians.

GROUP - TECHNICIAN RANKINGS 202201 

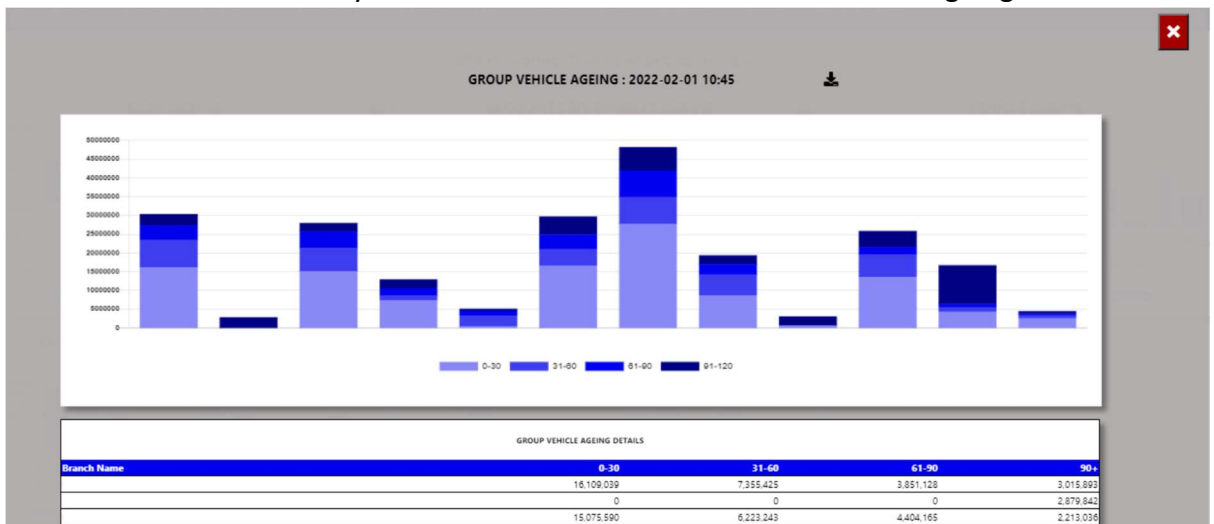
Rank	Branch Name	Number	Name	Sold	Labour	Rate
1				414	273,841	662

8. Vehicle Ageing. (New, Used & Demo)

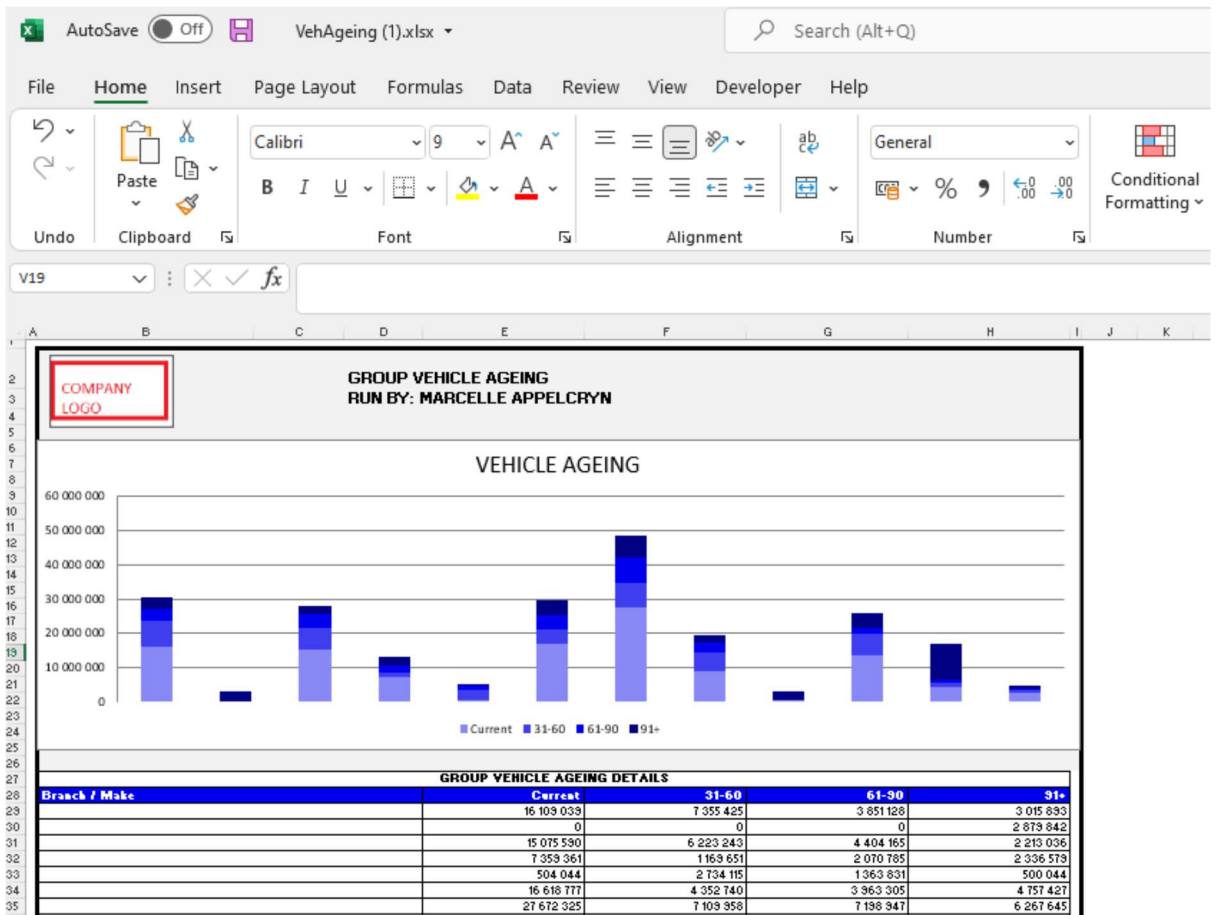
The system will calculate the vehicle ageing in ageing brackets of 30 days.



With the information icon you can then drill down to the details of the ageing.



You can export the above view to excel including the graph and individual Branches / Users for the vehicle ageing.



You can click on the aging bracket, and it will drill down to the individual account that is outstanding with comments that has been entered. With an option to query this transaction from the BI tool.

COMBINED VEHICLE AGEING FOR OLDER THAN 90 DAYS

Stock Number	Make	Series	Model	Date Stocked	Floorplan Outstanding	Cost	Accessory Cost	Additional Cost	Total Cost	Days in Stock	Days in Cat	Location	FBI Transno.	Action
	Other	Other	Other	2015-08-24	0.00	1.00	0.00	1,004.00	1,005.00	2353	2302		No Match	Query
	Isuzu	T670	T670 Trailer	2020-10-29	0.00	8,695.00	0.00	-7,948.00	5,748.00	460	459		No Match	Query

Create Mail ✖

Stock Number:
40EMDEM804835

Make:
Other

Series:
Other

Model:
Other

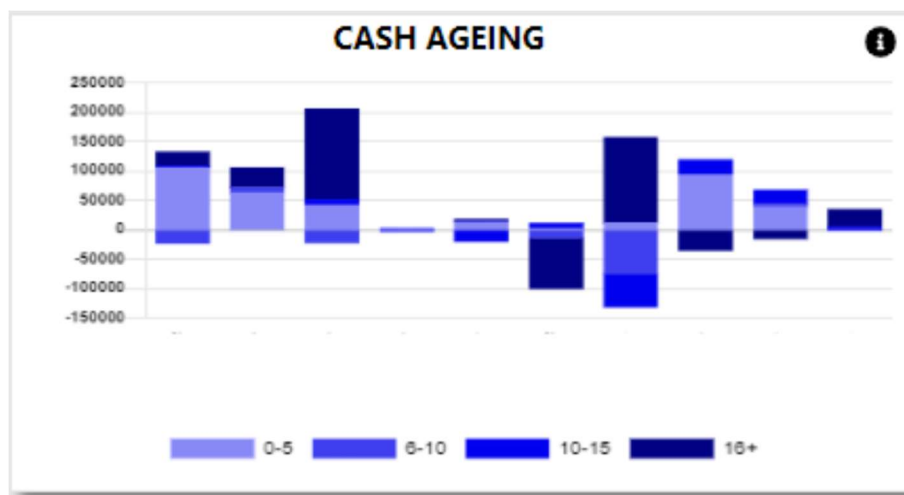
Date Stocked:
2015-08-24

Floorplan:
0.00

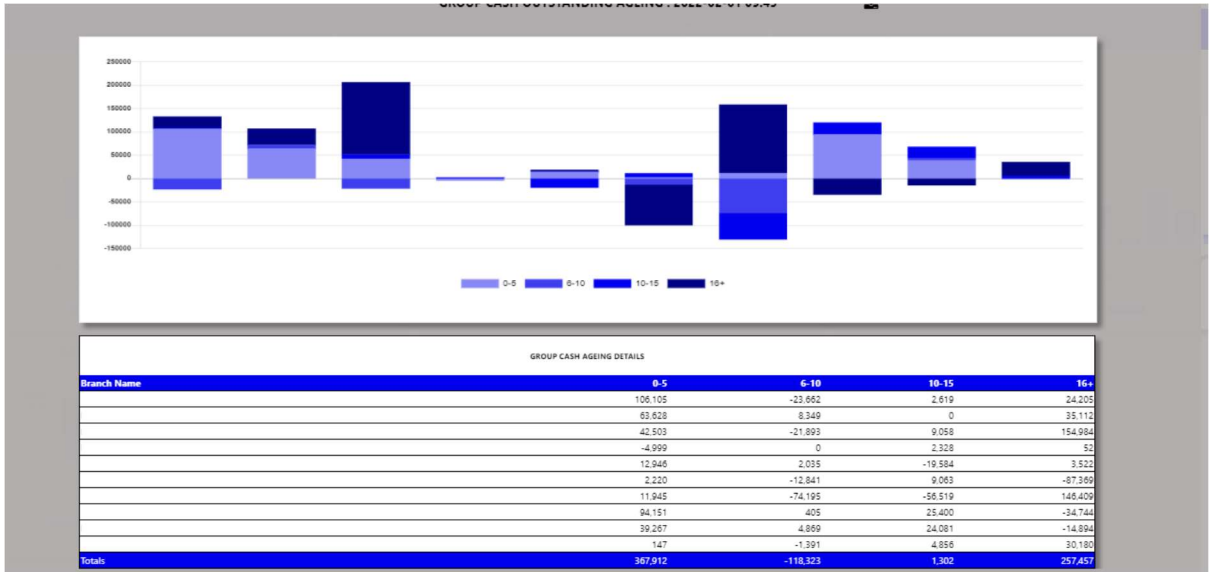
Total Cost:
1,004.00

9. Cash Outstanding Ageing.

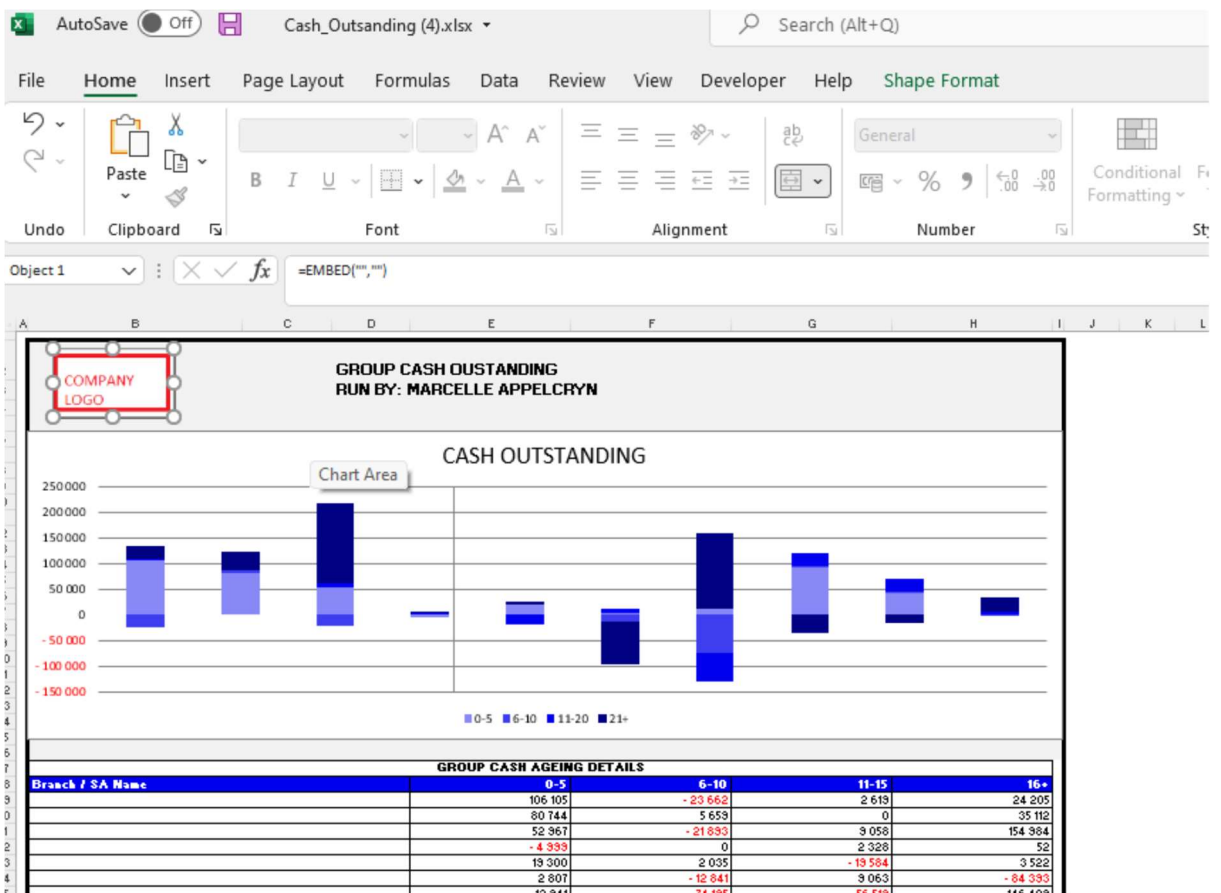
The system will calculate the cash outstanding in ageing brackets of 5 days.



With the information icon you can then drill down to the details of the ageing.



You can export the above view to excel including the graph and individual Branches / Users for the outstanding cash.



You can click on the department, and it will drill down to the individual transactions that is outstanding with comments that has been entered. With an option to query this transaction from the BI tool.

GROUP - CASH OUTSTANDING PARTS DEPARTMENT

Home Branch	Account Number	Date	Amount	User	Reference	Narrative	Control	Age	Comments	Update	Action
	1085460	2021-06-18	-47.09	10AndrewM	10CIPAACT020	INV - Deposit - Pd Yusuf Cash	1085460	228	INCORRECTLY LINK SYSTEM ERROR FOR HENNIE REFER	<input type="radio"/>	Query
	1085460	2021-10-25	1 768.70	10Dylan	10CIPAACT892	INV - CSH - S AND P ENGINEERING	1085460	99		<input type="radio"/>	Query

Send Email regarding Below Information

Invoice Narrative:
INV - Deposit - Pd Yusuf Cash

Reference:
10CIPAACT020

User:
10AndrewM

Comments:
INCORRECTLY LINK SYSTEM ERROR FOR HENNIE REFER 10CIPAACT020 10RIRAAE9653 AND FOR YUSUF PLEASE REFER 10CE

Amount:
-47.09

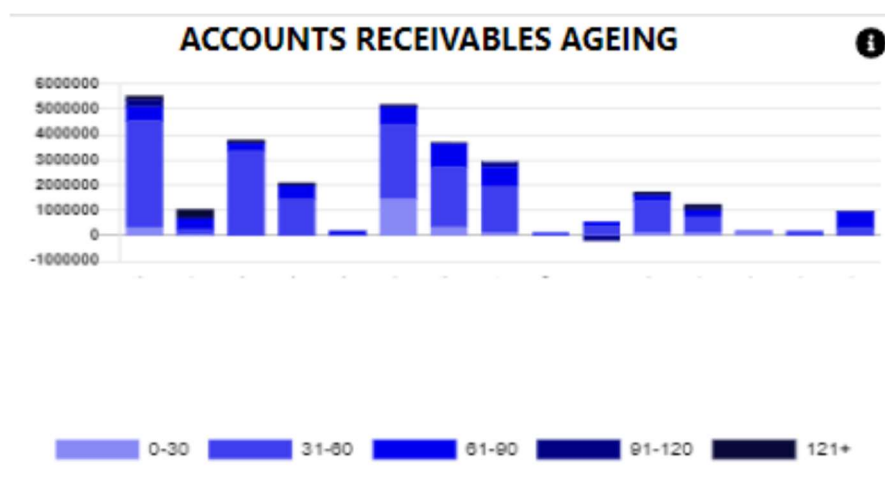
Complete By:
2022/02/01

Action:
Please Type Action Required

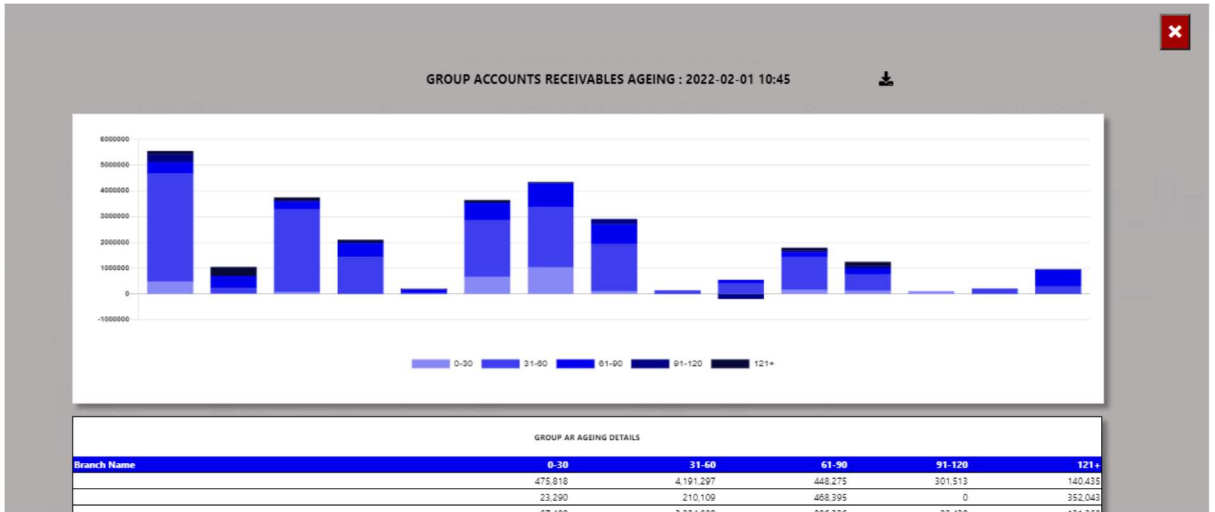
Assign To:
Marcelle Appelcrvn

10. Account Receivable Ageing.

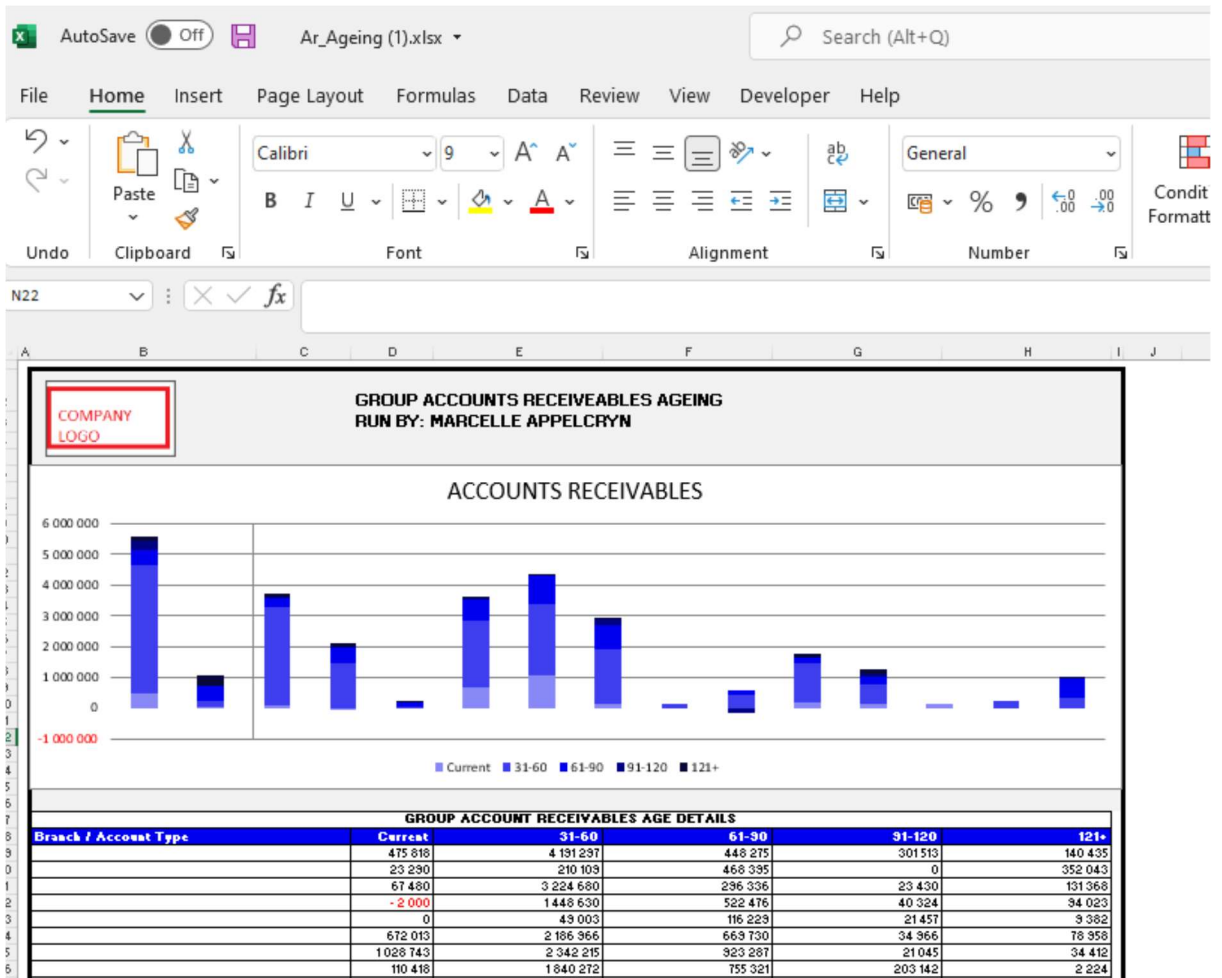
The system will calculate the Accounts outstanding in ageing brackets of 30 days.



With the information icon you can then drill down to the details of the ageing.



You can export the above view to excel including the graph and individual Branches / Users for the account receivable ageing.



You can click on the aging bracket, and it will drill down to the individual account that is outstanding with comments that has been entered. With an option to query this transaction from the BI tool.

- AR AGEING FOR DAY120BALANCE

Account Number	Company Name	Credit Limit	Current	30 Days	60 Days	90 Days	120 Days	Balance	Comments	Update	Action
607DO1341	MNR Lm Nkosi	0.00	0.00	0.00	0.00	0.00	54,198.70	54,198.70		<input type="radio"/>	Query
60500001	Nissan South Africa (pty) Ltd	150,000.00	0.00	42,584.81	0.00	0.00	3,680.23	46,265.04		<input type="radio"/>	Query
60240040	DR PIXLEY KA ISAKA SEME LOCAL MUNICIPALITY	60,000.00	0.00	5,267.87	87,211.69	21,160.00	14,132.19	127,771.75		<input type="radio"/>	Query
60200500	GATSBY SERVICES (Pty) LTD	30,000.00	0.00	0.00	0.00	0.00	173.79	173.79		<input type="radio"/>	Query
60500002	MOTUS VEHICLES DISTRIBUTOR	200,000.00	0.00	92,421.31	15,970.73	3,308.92	88,209.37	199,910.33		<input type="radio"/>	Query
Total			0.00	140,273.99	103,182.42	24,468.92	160,394.28	428,319.61			

Create Mail

Account Number:
607DO1341

Name:
MNR Lm Nkosi

Credit Limit:
0.00

Current Balance:
0.00

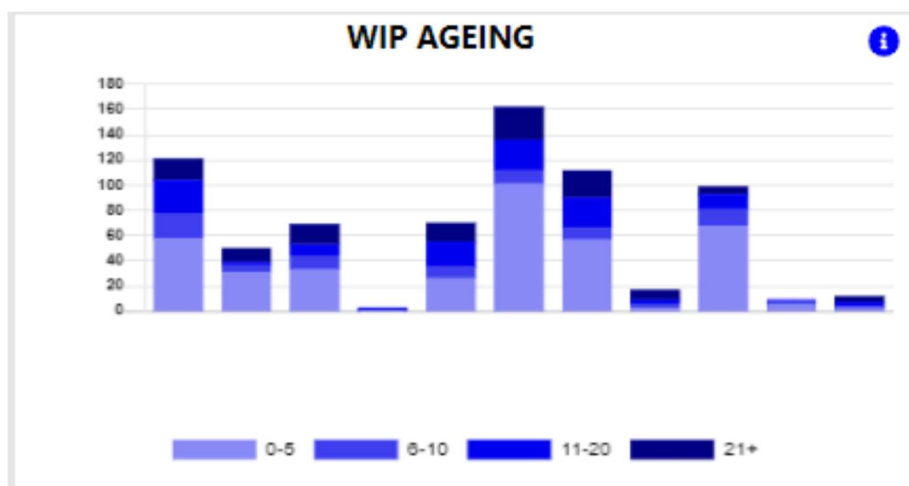
30 Day Balance:
0.00

60 Day Balance:
0.00

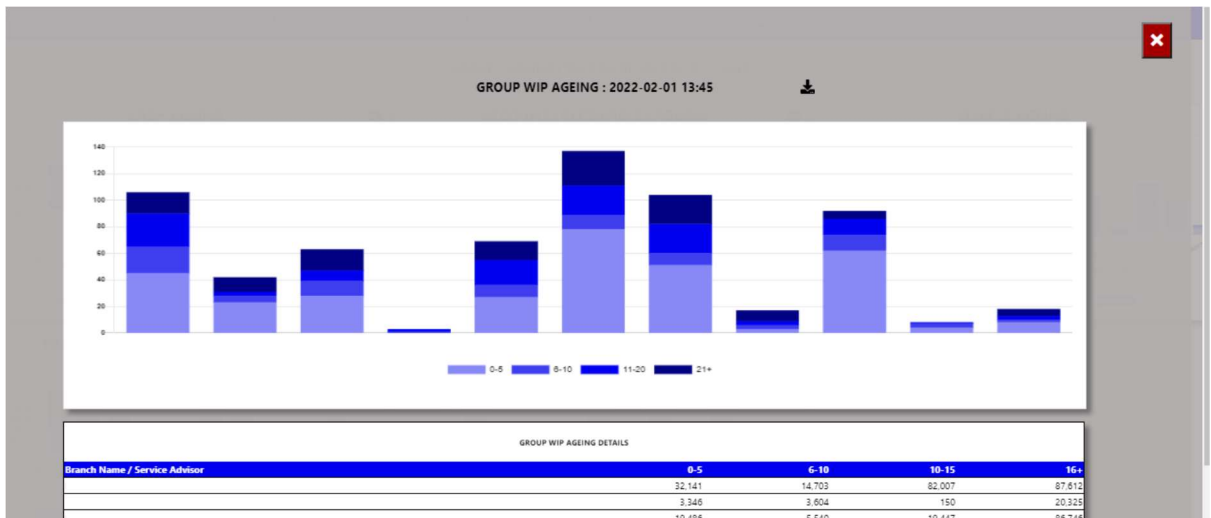
90 Day Balance:

11. WIP Ageing.

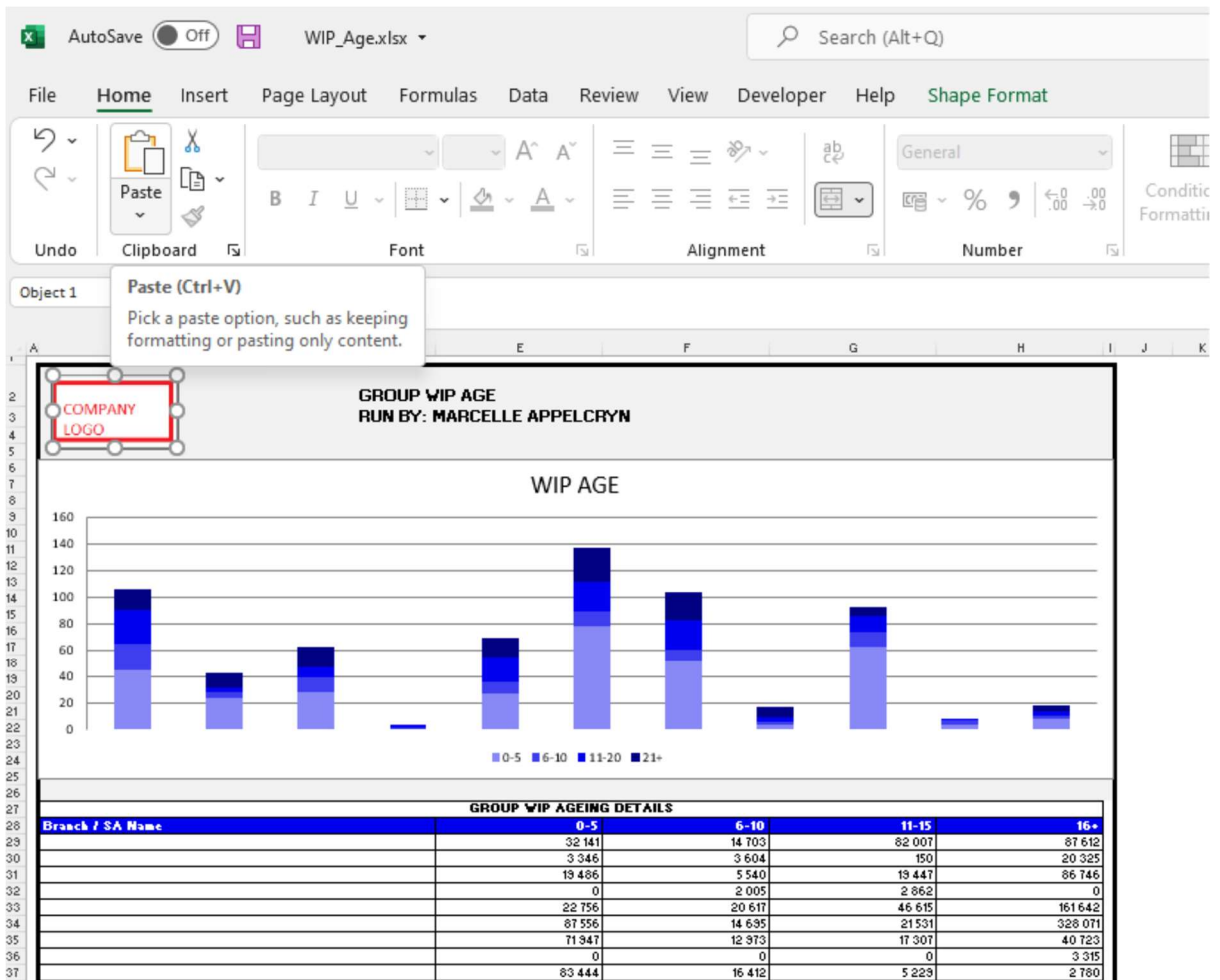
The system will calculate the vehicle ageing in ageing brackets of 5 days.



With the information Icon you can then drill down to the details of the ageing.



You can export the above view to excel including the graph and individual Branches / Users for the WIP ageing.



You can click on the aging bracket, and it will drill down to the individual Repair Orders with comments that has been entered. With an option to query this transaction from the BI tool.



- WIP BETWEEN 21 AND 9999



Branch Name	Company - Service Dep.	RO Number	Customer	Date Created	Days Open	Service Advisor	Parts Sales	Labour Sales	User Created	Comments	Update Action
	4DEM-11	CR000538-1	William Dibetso	2019-02-06	1091	Hermanus Du Plessis	95,166.43	0.00	40Zeida	31/11/22-VOP-KEY TO BE PROGRAMMED AND PARTS TO	<input type="radio"/> Query
	4DEM-21	OR002439-1	Eastvaal Motors Multi (co.65) Eastvaal Motors multi (co.65)	2021-09-15	139	Rudolf Falt	0.00	0.00	40Zeida	31/01/2022. Customer was quoted on repairs they	<input type="radio"/> Query

Create Mail

Service Advisor:

Repair Order:

Customer:

Days Open:

Parts Sales: