

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 P	ROFIT D	TAILS 202201		Ŧ				
		TODAY		MTD ACTUAL		MTD BUDGET		MTD VARIANCE		YTD ACTAUL		YTD BUDGET	_	YTD VARIANCE
escription	Units	Value	Units	Value	Units	Value	Units	Value	Units	Value	Units	Value	Units	Value
ales														
lew 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	-32,936,202
&I New	0	42,030	0	8,633,864	0	5,973,891	0	2,659,974	0	31,194,925	0	22,155,367	0	9,039,558
lsed 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
ervice	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
arts	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
otal Sales		-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
ross Profit									_					
lew 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
&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
lsed 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
ervice	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
arts	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
otal Gross Profit		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
<u>Direct Expenses</u>														
idmin	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
lew Vehicles	0	7,105	0	2,118,433	0	3,965,418	0	-1,846,985	0	13,809,660	0	15,873,155	0	-2,063,494
&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
lsed Vehicles	0	5,449	0	1,851,110	0	3,352,126	0	-1,501,017	0	11,129,925	0	13,408,506	0	-2,278,581
ervice	0	15,794	0	2,752,398	0	3,432,554	0	-680,156	0	13,711,007	0	13,730,216	0	-19,209
arts	0	8,644	0	1,239,067	0	1,936,196	0	-697,129	0	7,051,431	0	7,746,407	0	-694,976
otal Direct Expenses		271,993		15,452,202	0	22,501,705		-7,049,504	0	83,027,425	0	89,971,654		-6,944,229
let Profit														
dmin	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
lew 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
&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
lsed Vehicles	0	551	228	2,467,961	316	1,788,271	-88	679,690	944	7,221,778	1,214	6,110,116	-270	1,111,662
iervice	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
la nas		20.240	0	2 451 265		2 104 962	0	1 346 504	0	10.073.444	0	0.617.522	0	1 455 970

Colom's.

- Description \rightarrow Line Description.
- Today → This calculates the actuals that has been processed for the current day.
- MTD Actual \rightarrow This calculates the actuals that has been processed for Month.
- MTD Budget \rightarrow This calculates the budget that has loaded for the month.
- MTD Variance \rightarrow 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 \rightarrow 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.

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COMPANY		RU	N BY: MAR	CELLE APPELCE	RYN									
LOGO														
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cription	TODAY Units	Value	MTD A Units	CTUAL Value	MTD B Units	UDGET Value	MTD VAR Units	IANCE Value	YTD AC Units	TAUL Value	YTD BU Units	JDGET Value	YTD VAR Units	IANCE Valu
viption Vehicles	TODAY Units	Value - 547 166 - 42 030	MTD A Units 359	CTUAL Value 129 973 123 8 633 864	MTD B Units 400	UDGET Value 144 213 368	MTD VAR Units - 41	IANCE Value -14 240 245 2 659 974	YTD AC Units 1 413	495 838 466	YTD BU Units 1 460	JDGET Value 528 774 669 22 155 367	YTD VAR Units - 47	-32 936 20
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Vehicles Vehicles Vew d Vehicles	TODAY Units - 1 0 0	Value - 547 166 42 030 0 59 551	MTD A Units 359 0 228	CTUAL Value 129 973 123 8 633 864 52 429 886 8 324 845	MTD 8 Units 400 0 316	UDGET Value 144 213 368 5 973 891 60 857 430 8 254 999	MTD VAR Units - 41 0 - 88	IANCE Value -14 240 245 2 659 974 -8 427 544 69 846	YTD A0 Units 1 413 0 944	XAUL Value 495 838 466 31 194 925 202 996 372 33 108 862	YTD BU Units 1 460 0 1 214	JDGET Value 528 774 669 22 155 367 231 667 718 33 435 499	YTD VAR Units - 47 0 - 270	IANCE Valu -32 936 20 9 039 55 -28 671 34 - 326 63
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ription Vehicles Vew Vehicles ice s Profit Vehicles Vehicles ice ice ice ice ice ice ice ice	TODAY Units - 1 - 0 - 0 - 1 - 1 - 1 - 1 - 0 0 0 - 0 - 1 - 1 - 1 - 1 - 1 - 1 - 0 - 0 - 0 - 0 - 0 - 0 - 0 - 0	Value - 547 166 42 030 0 59 551 117 674 - 327 911 - 45 981 51 922 6 000 28 740 36 993 77 674	MTD A Units 359 0 0 228 0 0 228 0 359 0 228 0 0 228 0 0 0 0 0 0 0 0	Value 129 973 123 8 633 864 52 429 886 8 324 845 15 446 212 214 807 930 9 610 267 5 295 795 5 927 343 4 690 432 29 842 908	MTD 8 Units 400 0 316 0 0 716 400 0 316 0 0 316 0 0 716	UDGET Value 144 213 368 5 973 891 60 857 430 8 254 999 15 261 288 234 560 976 8 733 360 4 872 993 5 140 397 5 999 110 4 041 057 28 786 918	MTD VAR Units - 41 0 - 88 0 - 129 - 41 0 - 88 0 0 - 129	Value Value -14 240 245 2 659 974 -8 427 544 -69 846 184 923 -19 753 046 876 906 422 802 - 821 326 - 71 767 -649 375 1 055 990	YTD AC Units 1 413 0 944 0 0 2 357 1 413 0 944 0 944 0 0 0 2 357	TAUL 495 838 466 31 194 925 202 996 372 33 108 862 60 185 774 823 324 400 31 780 824 19 032 900 18 351 702 23 765 589 110 055 857	YTD BU Units 1 460 0 1 214 0 0 0 2 674 1 460 0 1 214 0 0 1 214 0 0 0 2 674	Value 528 774 669 22 155 367 231 667 72 33 435 499 61 769 899 877 803 151 32 161 839 32 161 839 32 161 839 31 8 104 645 19 518 621 24 408 134 16 363 939 110 557 177	YTD VAR Units - 47 0 - 270 0 0 - 317 - 47 - 47 - 0 0 - 270 0 0 - 317 - 317	IANCE -32 936 20 9 039 55 -28 671 34 -32 683 -1 584 12 -54 478 75 -381 01 928 25 -1 166 91 - 642 54 760 90 -501 32
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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.

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202104			5575948.06	4911793.74	4022079.	56	3 739 47		4 346 042	23 13	5 333					
202105		6	308534.07	4859707.48	4259931.	07	4 049 10		5 561 713	25 03	9 0 4 8					
202106			6810474.07	4522317.6	4105540.4	42	3 689 72		5 623 025	24 75	1083					
202107		7	044523.88	4789045.04	4289979.3	34	3 817 08:		5 507 471	25 44	8 103					
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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.



5. Salesman Used.

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.

	GF	ROUP - SALESM	AN NEW VEHICLES 202201	÷	Ł		
Home Branch	Salesman	New Units	Retail Incl Discount	Vehicle GP	Deal GP	Total GP	Total GP%
Home Branch	Salesman	New Units	Retail Incl Discount 7,646,820	Vehicle GP	Deal GP 680,995	Total GP 777,141	Total GP% 10.16%

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.



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.



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.



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.

											^	
ome Branch	Account Number	Date	Amount	User	Reference	Narrative	Control	Age	Comments		Upda	te Ac
	1085460	2021-06-18	-47.09	10AndrewM	10CIPAAC7020	INV - Deposit - Pd Yusuf Cash	1085460	228	INCORRECTLY ERROR FOR	Y LINK SYSTEM HENNIE REFER	1 🗘 0	
	1085460	2021-10-25	1 768.70	10Dylan	10CIPAAC8892	INV - CSH - S AND P ENGINEERING	1085460	99			0	
						•						
ind Email regar	ding Below I	Informat	tion									
voice Narrative:									_			
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mount:												
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GROUP - CASH OUTSTANDING PARTS DEPARTMENT

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.

		×									
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		0	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		0	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		0	Query
60200500	GATSBY SERVICES (Pty) LTD	30.000.00	0.00	0.00	0.00	0.00	173.79	173.79		0	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		0	Query
Total			0.00	140,273.99	103,182.42	24,468.92	160,394.28	428,319.61			
reate Mail ccount Number: 607DO1341 lame: MNR Lm Nkosi redit Limit:											×
urrent Balance: 0.00		-	-	-	-	-	-	-	_		
0 Day Balance:											
0 Dav Balance											
0.00											
0 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.

			Ŧ	- WIP BE	TWEEN	21 AND 999		×				
Branch Name	Company - Service Dep.	RO Number	Customer	Date Created	Days Open	Service Advisor	Parts Sales	Labour Sales	User Created	Comments	Upd	ate Action
	40EM-11	CR000538-1	William Dibetso	2019-02-06	1091	Hermanus Du Plessis	95,166.43	0.00	40Zelda	31/1/22-VOP-KEY TO BE PROGRAMMED AND PARTS TO	÷ (Query
	40EM-21	OR002439- 1	Eastvaal Motors Multi (co.65) Eastvaal Motors multi (co.65)	2021-09-15	139	Rudolf Fait	0.00	0.00	40Zelda	31/01/2022. Customer was qouted on repairs they	÷ (Query
Create Mail												×
Service Advisor:										_		
Hermanus Du	Plessis											
Repair Order:												
CR000538-1												
Customer:												
William Dibets	50											
Days Open:												
1091												
Parts Sales:												