

# SERVICE – HOURS BREAKDOWN



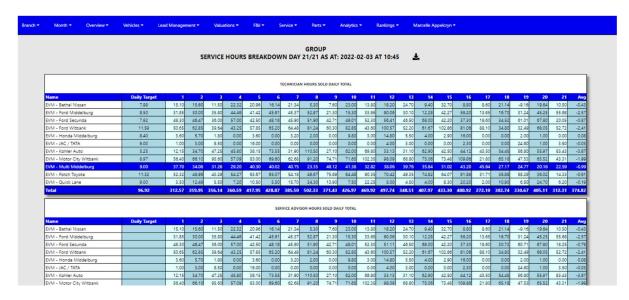
EASIBI (PTY) LTD 2020/06/05

# Update Context

- 1.View
- 2. Technician hours sold daily total.
- 3. Service Advisor hours sold daily total.
- 4. Technician hours sold daily running total.
- 5. Service Advisor hours sold daily running total.
- 6.Total Summary.
- 7. Gross Profit.
- 8.Key Performance Index.
- 9. Repair Order Split.
- 10. Service Other Sales GP%.

#### 1. View.

Displays hours and job cards trends.



# 2. Technician daily hours sold.

TECHNICIAN HOURS SOLD DAILY TOTAL																							
Name	Daily Target	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	Avg
Johan Smit	18.00	13.75	21.24	18.64	16.60	24.85	20.97	27.78	28.08	19.40	31.00	6.02	39.11	9.55	32.00	28.91	40.26	61.70	3.50	9.00	13.14	4.62	22.17
Mandia Masombuka	7.00	12.10	1.00	1.50	1.40	0.00	0.00	0.00	0.00	6.00	5.80	10.31	8.83	13.20	10.57	8.50	11.90	12.70	6.70	3.00	5.50	5.90	5.67
Manie Potgieter	11.60	12.10	18.50	9.30	15.30	20.10	22.69	20.10	28.38	12.80	10.95	10.57	22.73	11.00	2.35	46.43	14.30	7.90	7.50	8.00	24.41	26.50	15.50
Martin Mkhwebane	7.00	11.90	12.95	4.70	6.75	10.20	17.53	8.40	14.85	6.50	7.00	1.60	12.85	13.75	4.35	9.82	3.50	4.00	8.70	2.00	8.90	3.70	8.11
Ntokozo Moyo	8.00	0.80	8.66	0.00	0.40	0.00	0.00	0.00	0.00	8.10	21.20	8.50	10.80	4.70	6.10	9.20	11.10	1.80	8.40	10.49	11.90	8.50	5.82
Rudi Greyling	6.00	0.00	0.50	5.50	2.80	2.70	4.01	8.20	9.93	7.50	6.90	6.60	6.25	0.00	6.30	0.00	0.00	0.00	0.00	0.00	4.20	3.50	3.40
Total	57.60	50.65	62.85	20.64	42.25	57.85	65 20	64.48	81.24	60 20	82.85	42.60	100 57	52 20	61.67	102.86	81.06	88 10	24 80	22.49	68.05	52 72	60.65

Displays per technician hours target to be sold per day, this is the setup in the DMS hours on the technician. The system then calculates per working day how many hours has been sold per technician. The Average per technician is then calculated.

3. Service daily hours sold.



Displays per service advisor hours target to be sold per day, this is the setup in the DMS hours on the technician. The system then calculates per working day how many hours has been sold per technician. The Average per technician is then calculated.

# 4. Technician daily running hours sold.

TECHNICIAN HOURS SOLD DAILY TOTAL																							
Name	Daily Target	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	Avg
Johan Smit	18.00	13.75	21.24	18.64	16.60	24.85	20.97	27.78	28.08	19.40	31.00	6.02	39.11	9.55	32.00	28.91	40.26	61.70	3.50	9.00	13.14	4.62	22.17
Mandla Masombuka	7.00	12.10	1.00	1.50	1.40	0.00	0.00	0.00	0.00	6.00	5.80	10.31	8.83	13.20	10.57	8.50	11.90	12.70	6.70	3.00	5.50	5.90	5.67
Manie Potgieter	11.60	12.10	18.50	9.30	15.30	20.10	22.69	20.10	28.38	12.80	10.95	10.57	22.73	11.00	2.35	46.43	14.30	7.90	7.50	8.00	24.41	26.50	15.50
Martin Mkhwebane	7.00	11.90	12.95	4.70	6.75	10.20	17.53	8.40	14.85	6.50	7.00	1.60	12.85	13.75	4.35	9.82	3.50	4.00	8.70	2.00	8.90	3.70	8.11
Ntokozo Moyo	8.00	0.80	8.66	0.00	0.40	0.00	0.00	0.00	0.00	8.10	21.20	8.50	10.80	4.70	6.10	9.20	11.10	1.80	8.40	10.49	11.90	8.50	5.82
Rudi Greyling	6.00	0.00	0.50	5.50	2.80	2.70	4.01	8.20	9.93	7.50	6.90	6.60	6.25	0.00	6.30	0.00	0.00	0.00	0.00	0.00	4.20	3.50	3.40
Total	57.60	50.65	62.85	39.64	43.25	57.85	65.20	64.48	81.24	60.30	82.85	43.60	100.57	52.20	61.67	102.86	81.06	88.10	34.80	32.49	68.05	52.72	60.65

Displays per technician hours target to be sold per day, this is the setup in the DMS hours on the technician. The system then calculates per working day how many hours has been sold per technician. The Average per technician is then calculated.

## 5. Service daily running hours sold.



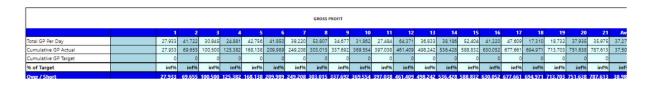
Displays per service advisor hours target to be sold per day, this is the setup in the DMS hours on the technician. The system then calculates per working day how many hours has been sold per technician. The Average per technician is then calculated.

#### 6. Total Summary.



Displays total hours sold per day, cumulative hors sold per day and cumulative hours target (DMS Target per technician). The Average is then calculated. % Of Target is calculated with the cumulative hrs.

#### 7. Gross Profit.



Displays Gross Profit per day, cumulative Gross Profit per day and cumulative Gross Profit target (DMS Budgets). The Average is then calculated.

% of Target is calculated with the cumulative Gross Profit Actual and Gross Profit Target.

Over / Short is calculated to display in value the over / short on cumulative basis. % Of Target is calculated with the cumulative hrs.

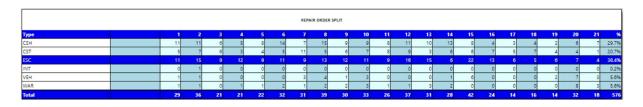
# 8.Key Performance Index.



Displays number of Repair Orders closed for a day (Please note this is not number of job cards but number of vehicles). The Average is then calculated on how many Repair Orders is closed daily.

Hours per R/O is calculated on the hours sold for the day divided by the number of R/O completed. The Average is then calculated on how many hours is sold per R/O. Total Sales per day is calculated to determine the average labour rate per day.

# 9. Repair Order Split.



Displays number of Repair Orders closed for a day closed per type of Jobcard.

## 10. Gross Profit Other sales.



Displays non labour GP% per day.

Total → Total Sales.