

The Power of Information

BUSINESS REPORTING SOLUTIONS
FOR THE MOTOR TRADE



If you've ever been frustrated by the lack of clarity you get from the expensive software and dealer management products available to franchised dealers, then this is the product for you.

Our reporting and management accounting products have been created by motor trade specialists with decades of experience developing tools and reports to give detailed reporting on performance to Directors and owners of Franchised Dealerships.

IN A NUTSHELL

We're here to provide the reporting solutions from your DMS and associated systems that you just can't get without spending hours playing around with spreadsheets and double keying.

From management accounts and budgets to DOC's, forecasting and real time dashboards, we provide the detail and reports you need, when you need them, in the formats you want with consultancy to help improve your performance if required.

OUR BUSINESS AND OUR KEY PEOPLE

Derby based FPS is the brainchild of Mark Coates our Technical Director. With over twenty-five years experience in the motor trade as an Accountant, Financial Controller and Director, he's a qualified Chartered Accountant and expert in data extraction and manipulation. Experienced in all dealer management systems, sales optimisers and workshop management systems, a Microsoft SQL and SSRS Practitioner specialising in management reporting and just the man you want to untangle the mess of data that's stopping you seeing the wood for the trees.

Our Head Of Business Development Chris Elvidge also has over twenty-five years Motor Trade Experience and is also a qualified Chartered Accountant who trained at Price Waterhouse and has been a Finance Director since he was just twenty-eight. He has undertaken a number of MD and FD roles in large dealer groups with the most recent being Managing Director at Drive Motor Retail, where he achieved consistent profit improvement with upper quartile results. Chris is now available to help you get the most out of your FPS reports.



CONSULTANCY TO IMPROVE PERFORMANCE

Not all businesses are used to working with the level of reporting available through our reporting suite, in order to get the most out of the service we are happy to provide additional consultancy to support your business. Typically businesses sign up for additional report design assistance, bespoke for your business, at the onset of the service.

Where support with performance improvement is required businesses commit to a monthly support service designed to run alongside the implementation of the reports and the completion of DOCs, budgets and forecasts. This provides assistance in interpreting the information and monitoring performance and helping to set the strategies you need to ultimately improve your performance.



PEACE OF MIND THAT YOUR DATA IS PROTECTED

We all need to know that our data is held in a secure environment, but that's doubly important when it's a cloud based environment. Our cloud solution sits on mirrored servers in different locations with diverse routing to give you the peace of mind that your data will be available when you need it. Our hosting partner is ISO 27001 accredited, giving you a fully GDPR compliant and robust hosting solution.

THE CLEVER BIT

The Technical Environment we work within is from Microsoft where we have deployed an SQL database to hold your data which is downloaded directly from your DMS and other data sources through ODBC (CDK) and APIs provided by other suppliers. We then interrogate your data using Microsoft's SSRS interactive reporting suite and add data in for forecasting and DOCs through direct data input.



SO WHY DO YOU NEED US?

Well, our experience is that most dealer groups are information rich, but reporting poor. Any reporting you do have relies on data imports, spreadsheets, manual keying and takes too much time. At the end of the day you can't manage what you can't measure and nobody wants reporting that's out of date or inaccurate.

Our reporting eliminates errors in spreadsheets, RepGen's and manual data entry, giving you access to real time reports anywhere with tailored views at department, site and group level. The great thing is that you don't need any CDK, DMS or spreadsheet skills to put you in control.

The reporting has individual user logins that are password protected and give user defined access so your staff open to their world view and they only see what you want them to see.

Our drill down concept allows users to click through from the management accounts and dashboards to see more detailed information and transactions, in a format to suit your users. Our system allows you to easily identify sales add-ons such as finance, GAP etc. and also drill through to operational reports by group, dealership or department and even interrogate transaction detail if required.



| Month | | | | | | | | | Headline |
|----------|----------|-------|----------|----------|-------|--------------|----------|-------|-------------|
| Actual £ | | | Budget £ | | | Prior Year £ | | | |
| Units | Value £ | £ pu | Units | Value £ | £ pu | Units | Value £ | £ pu | |
| | | | | | | | | | New Vehicle |
| | | | | | | | | | New Retail |
| 196 | 80,251 | 410 | 288 | 4,013 | 14 | 318 | 79,663 | 250 | Retail |
| 196 | 83,900 | 429 | 288 | 16,781 | 58 | 318 | 83,476 | 262 | Vehicle CL |
| | 4,484 | 23 | | 2,613 | 9 | | 13,097 | 41 | Accessories |
| | 8,383 | 43 | | 12,113 | 42 | | 7,737 | 24 | Delivery |
| | (16,515) | (84) | | (27,494) | (96) | | (24,648) | (77) | PDI |
| 143 | (45,108) | (315) | 263 | (74,605) | (284) | 217 | (2,124) | (10) | Partner |
| 143 | (53,412) | (373) | 263 | (73,258) | (279) | 217 | (2,097) | (10) | Vehicle CL |
| | 17,925 | 125 | | 5,588 | 21 | | 11,005 | 51 | Accessories |
| | 7,783 | 54 | | 19,306 | 74 | | 17,245 | 80 | Delivery |
| | (17,404) | (121) | | (26,241) | (100) | | (28,277) | (130) | PDI |
| 107 | 5,359 | 50 | 22 | 2,226 | 101 | 91 | (20,615) | (227) | Pre-registr |
| 107 | 9,240 | 86 | 22 | 2,615 | 119 | 91 | (13,904) | (153) | Vehicle CL |
| | 1,442 | 13 | | 44 | 2 | | 1,864 | 22 | Accessories |

MANAGEMENT ACCOUNTS AND BUDGETS

It's fair to say that no two sets of Management Accounts are the same and we don't want to shoehorn you into something you're not familiar with. That's why we'll always take the time to recreate your current accounts format or help you improve the ones you have, if required. Although we present this in the Cloud, you have the option to download it into excel or PDF and print it if you wish.

When data is in the Cloud, it's at its most flexible. Columns can show month, YTD, KPI etc. and you can expand rows and columns to increase the level of detail you see. You can drill down into the data to nominal or transaction level and see your numbers at a department, site or group level.

As your data is now hardcoded, there are no more spreadsheets to be amended and all your historical data is imported from your DMS. If you need additional reports or changes to your layout, these can easily be accommodated by our technical team.

ment - Detail Profit and Loss

| ng | Year to Date | | | | | | | | |
|----|--------------|---------|------|--------|---------|------|------------|---------|------|
| | Actual | | | Budget | | | Prior Year | | |
| | Units | Value £ | £ pu | Units | Value £ | £ pu | Units | Value £ | £ pu |

le Sales

Vehicles

| | | | | | | | | | | |
|--------|---|-------|-------------|-------|-------|-------------|-------|-------|-------------|-------|
| | ☐ | 5,220 | (408,217) | (78) | 6,240 | (94,457) | (15) | 5,081 | (659,273) | (130) |
| hassis | | 5,220 | (163,684) | (31) | 6,240 | 165,122 | 26 | 5,081 | (426,449) | (84) |
| ries | | | 56,042 | 11 | | 65,837 | 11 | | 128,407 | 25 |
| ry | | | 224,111 | 43 | | 271,103 | 43 | | 216,483 | 43 |
| | | | (524,686) | (101) | | (596,520) | (96) | | (577,714) | (114) |
| rs | ☐ | 3,821 | (1,333,303) | (349) | 5,199 | (1,782,066) | (343) | 4,631 | (1,702,657) | (368) |
| hassis | | 3,821 | (1,193,095) | (312) | 5,199 | (1,771,414) | (341) | 4,631 | (1,489,462) | (322) |
| ries | | | 44,399 | 12 | | 112,787 | 22 | | 18,618 | 4 |
| ry | | | 223,832 | 59 | | 383,472 | 74 | | 263,677 | 57 |
| | | | (408,439) | (107) | | (506,910) | (98) | | (495,490) | (107) |
| ation | ☐ | 1,481 | 56,314 | 38 | 539 | 69,589 | 129 | 1,112 | 94,122 | 85 |
| hassis | | 1,481 | 132,839 | 90 | 539 | 82,054 | 152 | 1,112 | 125,269 | 113 |
| rie | | | 10,618 | 7 | | 2,558 | 5 | | 6,235 | 6 |

FEATURES

- Columns have month, YTD & KPI figures
- Rows can be expanded / extracted
- Can be viewed anywhere on the web or downloaded
- Drill down from the website to the nominal record and individual transactions beneath
- Data can be easily consolidated into groups

BENEFITS:

- Recreate your current accounts format
- All data is hardcoded – no more amending spreadsheets
- Historical data is imported from your DMS
- Bespoke report design
- Report, dashboard layout and performance improvement advice available

| | Actual Month to Date | | | | Forecast | | |
|-----------------------|----------------------|----------|-------|----------|----------|----------|-----|
| | Units | Profit £ | GPU | Pen % | Units | Profit £ | GPU |
| New Vehicles | | | | | | | |
| Retail | 36 | 12,420 | 345 | | 50 | 20000 | |
| Motability | 15 | 3,600 | 240 | | 240 | 5400 | |
| Total New Vehicles | 51 | 16,020 | 314 | | 290 | 25,400 | |
| Finance | | | | | | | |
| Finance Commission | 8 | 1,400 | 39 | 22.2 % | 25 | 4375 | |
| Volume Bonus | | 125 | 4 | | | 195 | |
| Debit Backs | | (175) | (5) | | | -350 | |
| Total Finance | 8 | 1,350 | 38 | | 25 | 4,220 | |
| Products | | | | | | | |
| Paint Protection | 8 | 2,392 | 66 | 22.2 % | 14 | 4186 | |
| GAP | 12 | 2,239 | 62 | 33.3 % | 20 | 3982 | |
| Repair Warranty | 3 | 726 | 20 | 8.3 % | 6 | 15000 | |
| Total Products | 23 | 5,357 | 149 | 63.9 % | 40 | 23,168 | |
| Campaign Volume Bonus | | 0 | 0 | | | 1000 | |
| Motability Supply Fee | | 1,500 | 100 | | | 2400 | |
| Manufacturer Rebates | | 2,160 | 60 | | | 3000 | |
| House Charge Release | | 0 | 0 | | | 1200 | |
| Other Income | | 46 | 1 | | | 128 | |
| Policy | | (636) | (13) | | | -995 | |
| Total Gross Profit | | 25,797 | 506 | | | 59,521 | |
| Expenses | | (21,994) | (431) | (85.3) % | | -35000 | |

FORECASTING AND DOC'S

In order to run your business effectively you need the right reporting tools. Our forecasting and daily operating control modules give you the ability to track your performance real time against your budgets and forecasts. As with all our modules these can be tailored to meet your requirements.

The software projects your results based on run rate or against budget or past months' results and then enables your managers to simply enter their forecast submission without the need to double key budgets or current month to date figures.

Their submission instantly updates the site forecast and gives the manager the opportunity to comment if required. Head office will know automatically who has and who hasn't completed their forecasts and reminders can be automated and sent to those who haven't yet submitted.

The display shows you MTD, prior year and budget figures, previous forecasts are retained and forecasts can be available daily, weekly or monthly. Consolidation is automatic and you can toggle between previous days, weeks or months forecasts. All have a full audit trail and the ability to run comparisons against historical forecasts and actual outcomes.

When it comes to the detail for the Managers doing their submissions they can see data imported directly and real time from your DMS and they have tailored descriptions and input rows to work with. Their expenses forecast can be by either total or by expense line if required. All this makes forecasting easy and therefore less onerous on the Managers concerned enabling you to have more frequent forecasts if required.

| Pen % | Month Target | | | Pen % | Variance | |
|-------|--------------|----------|-------|----------|----------|----------|
| | Units | Profit £ | GPU | | Units | Profit £ |
| 400 | 60 | 21,000 | 350 | | (10) | (1,000) |
| 23 | 20 | 5,000 | 250 | | 220 | 400 |
| 88 | 80 | 26,000 | 325 | | 210 | (600) |
| 88 | 50.0 % | 30 | 4,500 | 50.0 % | (5) | (125) |
| 4 | | 135 | 2 | | | 60 |
| (7) | | (250) | (4) | | | (100) |
| 84 | | 30 | 4,385 | | (5) | (165) |
| 84 | 28.0 % | 12 | 3,588 | 20.0 % | 2 | 598 |
| 80 | 40.0 % | 18 | 3,582 | 30.0 % | 2 | 400 |
| 300 | 12.0 % | 6 | 1,494 | 10.0 % | 0 | 13,506 |
| 463 | 80.0 % | 36 | 8,664 | 60.0 % | 4 | 14,504 |
| 20 | | 0 | 0 | | | 1,000 |
| 10 | | 2,000 | 100 | | | 400 |
| 60 | | 3,500 | 58 | | | (500) |
| 4 | | 0 | 0 | | | 1,200 |
| 0 | | 128 | 2 | | | 0 |
| (3) | | (750) | (9) | | | (245) |
| 205 | | 43,927 | 549 | | | 15,594 |
| (190) | (92.4) % | (34,500) | (431) | (78.5) % | | (20,500) |

FEATURES

- Displays MTD, prior year and budget figures
- Previous forecasts retained
- Forecast available daily, weekly & monthly
- Consolidation automatic
- Toggle between previous weeks / year forecasts
- Comment entry available on each forecast
- HO level forecast completion reports
- Full audit trail & previous forecast comparison
- Instant DOC submission for group reporting

BENEFITS:

- Module is flexible & bespoke
- Data is imported directly (real time) from your DMS
- No more duplicating data entry and rekeying
- Tailored descriptions and input columns
- Expenses forecast in either totals or by line
- Bespoke group reports and summaries
- Eliminates spreadsheet errors
- Enables frequent forecasts
- Improves monitoring & performance

New Vehicle Profit per Unit

month

£1,553 Actual £1,424 Target 109 % ↑ KPI

Used Vehicle Profit per Retail Unit

month

£1,194 Actual £1,444 Target 83 % ↓ KPI

Sales Units and Profitability

month

| Company | New Vehicles | | | | Used Retail Vehicles | | | |
|-----------------|--------------|---------|-----------|---------|----------------------|---------|-----------|---------|
| | Act Units | Act Gpu | Bud Units | Bud Gpu | Act Units | Act Gpu | Bud Units | Bud Gpu |
| Cragg Lea Cars | 113 | £3,916 | 124 | £2,791 | 126 | £2,438 | 126 | £1,962 |
| J A Tull Sales | 32 | £1,639 | 17 | £2,165 | 89 | £809 | 55 | £1,268 |
| J Wells & Son | 190 | £5,181 | 277 | £2,265 | 163 | £2,003 | 197 | £1,939 |
| L J Dalton & Co | 181 | £2,736 | 190 | £2,531 | 222 | £1,782 | 175 | £1,788 |
| S P Rouse Cars | 36 | £4,521 | 47 | £3,367 | 67 | £671 | 81 | £1,194 |
| Suilven Motors | 79 | £4,866 | 112 | £3,557 | 63 | £3,366 | 150 | £1,513 |
| FPS Group | 632 | £3,995 | 767 | £2,669 | 730 | £1,861 | 784 | £1,704 |

New Vehicle Sales Registrations - Qtr 4, 2016

| Franchise | Qualifying New Vehicles | | | | Target | % vs Target | Bonus Earned £ |
|-----------|-------------------------|-----|-----|-------|--------|-------------|----------------|
| | Oct | Nov | Dec | Qtr 4 | | | |
| Toyota | 73 | 90 | 74 | 237 | 250 | 95 % | |
| Hyundai | 36 | 44 | 16 | 96 | 100 | 96 % | |

Sales Executive Performance

| Sales Executive | Cars | Finan Pen |
|-----------------|------|-----------|
| Mark Hancock | 27 | 44 % |
| Dee Mudhar | 18 | 28 % |
| Toby Chesworth | 16 | 30 % |

DASHBOARDS

Our bespoke dashboards have been created to give you a quick, clear, real time overview of your performance. Split by group, dealership or department our user specific dashboards are available on PC, mobile and tablet with no DMS knowledge required to view.

As our dashboards are real time there's no requirement to spend hours updating them from multiple sources and you know they're accurate as they've come directly from your DMS or other trusted source.

Whether you're in the parts, service or sales team, running the business or a site, you'll get the view that shows you how you're performing against your target, your peers and your forecast. A brilliant tool for driving better performance from your key employees.

We can help you design dashboards that fit your requirements providing the information is available from your DMS, other linked systems or direct spreadsheet input, then we can report on it in a format to suit you.

Business
intelligence

Shift

| Retail Units Sold - Used : New | | | month |
|--------------------------------|----------------|---------------|-------|
| 1.15 Actual | 1.22 Target | 94 % ↓ KPI | |

| Sales Expenses vs Gross Profit | | | month |
|--------------------------------|----------------|----------------|-------|
| 51 % Actual | 45 % Target | 113 % ↓ KPI | |

| Sales Finance, Insurance and Products | | | | | toggle new / used | | | month | |
|---------------------------------------|--------------|---------|-------|--------|-----------------------|-------|--------|--------|-------|
| Company | Retail Units | Finance | | | Sales Add on Products | | | £ IPRU | |
| | | Cases | % Pen | £ IPRU | Cases | % Pen | £ IPRU | F&I | Total |
| Cragg Lea Cars | 209 | 114 | 55 % | 210 | 150 | 72 % | 119 | 329 | 3,593 |
| J A Tull Sales | 112 | 44 | 40 % | 188 | 46 | 41 % | 57 | 245 | 1,119 |
| J Wells & Son | 289 | 162 | 56 % | 395 | 265 | 92 % | 106 | 501 | 4,541 |
| L J Dalton & Co | 347 | 204 | 59 % | 240 | 257 | 74 % | 107 | 347 | 2,570 |
| S P Rouse Cars | 93 | 35 | 37 % | 198 | 66 | 70 % | 163 | 361 | 2,244 |
| Suilven Motors | 127 | 52 | 41 % | 284 | 45 | 36 % | 72 | 356 | 4,715 |
| FPS Group | 1,176 | 610 | 52 % | 269 | 828 | 70 % | 105 | 374 | 3,303 |

| Performance - Top | | | | month |
|-------------------|---------------|----------------|--------|-------|
| Product % | Product Pen % | Total Income £ | IPRU £ | |
| 122 % | | 20,225 | 749 | |
| 67 % | | 16,103 | 895 | |
| 113 % | | 14,572 | 911 | |

| Sales Products League | | | | | month |
|-----------------------|--------------|-----------------------|-------|----------|--------|
| Company | Retail Units | Sales Add on Products | | | |
| | | Cases | % Pen | £ Income | £ IPRU |
| S P Rouse Cars | 93 | 66 | 70 % | 15,241 | 163 |
| Cragg Lea Cars | 209 | 150 | 72 % | 24,740 | 119 |
| L J Dalton & Co | 347 | 257 | 74 % | 37,183 | 107 |

FEATURES

- Dashboards provide quick, clear and realtime overview of performance
- Dashboards can be split by group, dealership or department
- User specific dashboards available

BENEFITS:

- Can be viewed on a PC, mobile or tablet
- Spreadsheets can be imported to view in the dashboard
- Tailored dashboards are available, with consultancy
- Accessible from any location at any time
- Clear, prompt visibility of performance
- No DMS knowledge required to view the data



FPSOLUTIONS

DRIVING FINANCIAL PERFORMANCE

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