



Our analytics platform enables you to monitor and manage spending and consumption, allowing you to drive increased profits to your bottom line.

Get insights into repair operations

How does our analytics solution let you manage day-to-day operations more effectively? By helping you to identify the key metrics, enable consistent reporting, and evaluate these metrics to drive performance. Profit Forward Analytics provides you with powerful insights about purchasing trends, then compares these to your revenue and number of repairs. Our analytics tools allow analysis down to the business unit, location, and technician level to help identify where costs are well-controlled versus where purchases are more than expected.

To optimize cost containment, our analytics solution allows customers to input their goals for their key performance indicators, such as cost as a percentage of revenue or number of repairs, to measure how locations are performing against those goals over time.

Analyze your financial Key Performance Indicators (KPIs)

REVENUE KPIs

- ✓ Revenue
- ✓ # of repairs
- ✓ Average revenue per repair

COST KPIs

Track the following costs in terms of dollars, per repair, and as a % of revenue.

- ✓ Materials
- ✓ Paint
- ✓ Labor
- ✓ Total Costs

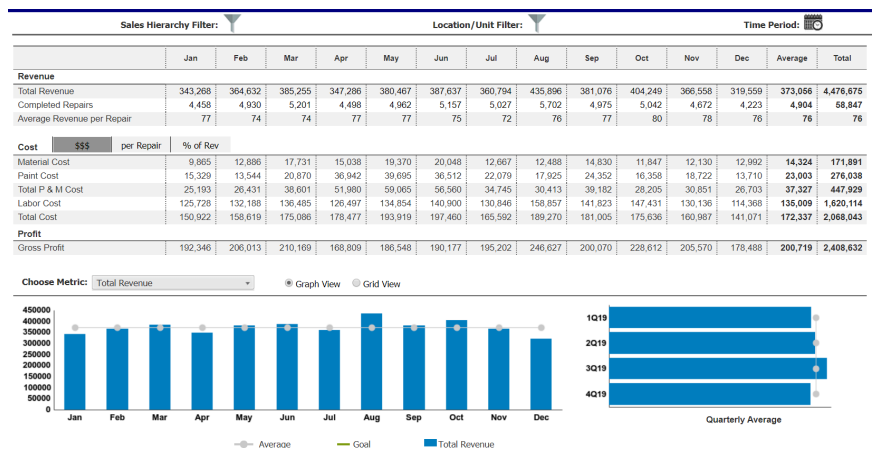
PROFIT KPIs

Track your profit in terms of dollars, per repair, and as a % of revenue.

- ✓ Gross profit



Sample KPIs:



View any KPI by Location:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average	Total
Revenue														
Total Revenue	343,268	364,632	385,255	347,286	380,467	387,637	360,794	435,896	381,076	404,249	366,558	319,559	373,056	4,476,675
Completed Repairs	4,458	4,930	5,201	4,498	4,962	5,157	5,027	5,702	4,975	5,042	4,672	4,223	4,904	58,847
Average Revenue per Repair	77	74	74	77	77	75	72	76	77	80	78	76	76	76
Cost														
Material Cost	9,865	12,886	17,731	15,038	19,370	20,048	12,667	12,488	14,830	11,847	12,130	12,992	14,324	171,891
Paint Cost	15,329	13,544	20,870	36,942	39,695	36,512	22,079	17,925	24,352	16,358	18,722	13,710	23,003	276,038
Total P & M Cost	25,193	26,431	38,601	51,980	59,065	56,560	34,745	30,413	39,182	28,205	30,851	26,703	37,327	447,929
Labor Cost	125,728	132,188	136,485	126,497	134,854	140,900	130,846	158,857	141,823	147,431	130,136	114,368	135,009	1,620,114
Total Cost	150,922	158,619	175,086	178,477	193,919	197,460	165,592	189,270	181,005	175,636	160,987	141,071	172,337	2,068,043
Profit														
Gross Profit	192,346	206,013	210,169	168,809	186,548	190,177	195,202	246,627	200,070	228,612	205,570	178,488	200,719	2,408,632

Choose Metric: Total Revenue | Graph View | Grid View

Unit	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
Total	343,268	364,632	385,255	347,286	380,467	387,637	360,794	435,896	381,076	404,249	366,558	319,559	4,476,675	373,056
Austin, TX (Tech 1)	15,640	13,210	16,890	12,828	15,008	15,373	14,428	11,908	13,742	16,313	15,018	12,674	173,031	14,419
Austin, TX (Tech 2)	16,835	17,327	18,884	14,775	19,570	18,293	17,391	23,379	16,994	18,000	14,855	15,100	211,463	17,622
Austin, TX (Tech 3)									240	7,475	3,840		11,556	963
Dallas, TX (Tech 1)									12,265	11,685	10,696	9,438	44,084	3,674
Dallas, TX (Tech 2)	13,806	14,630	16,245	12,305	12,340	12,357	11,685	16,595	14,254	11,752	11,295	9,277	156,541	13,045
Dallas, TX (Tech 3)	12,679	13,794	14,800	13,488	11,425	14,970	8,976	14,549	14,000	10,148	11,550	3,523	143,903	11,992
Dallas, TX (Tech 4)	14,632	15,229	16,578	13,348	16,485	14,389	14,335	16,043	10,585	15,665	10,620	12,361	170,270	14,189

Analyze purchasing patterns at a finer grain

Gain insights into your purchasing and consumption patterns at the category, part type, and part number levels. View purchases in terms of:

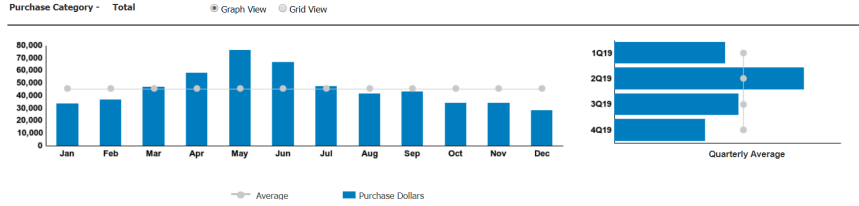
- ✓ Purchase dollars
- ✓ Quantity (at Part # level)
- ✓ % of purchases
- ✓ Per repair
- ✓ Cost as a % of revenue

Sample:

Sales Hierarchy Filter: Purchase Dollars % of Purchases Per Repair Cost as a % of Revenue

Location/Unit Filter: Time Period:

Purchase Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
Total	33,795	36,732	46,880	68,224	76,056	66,796	47,232	41,556	43,076	34,211	34,144	28,145	546,849	45,671
Refinish Supplies	26,204	27,076	38,601	51,980	59,065	56,560	34,745	31,295	40,579	28,961	31,662	26,703	453,431	37,786
Tools & Equipment	5,814	7,315	5,591	2,147	13,764	3,086	3,163	1,905	955	4,512	1,008	1,060	49,738	4,145
Miscellaneous	1,527	1,352	2,556	3,618	2,391	4,944	7,601	8,784	959	519	856	208	35,316	2,943
Maintenance	250	889	131	479	836	2,206	1,723	172	583	219	600	174	8,363	697



View Purchase Details by Location:

Sales Hierarchy Filter: Purchase Dollars % of Purchases Per Repair Cost as a % of Revenue

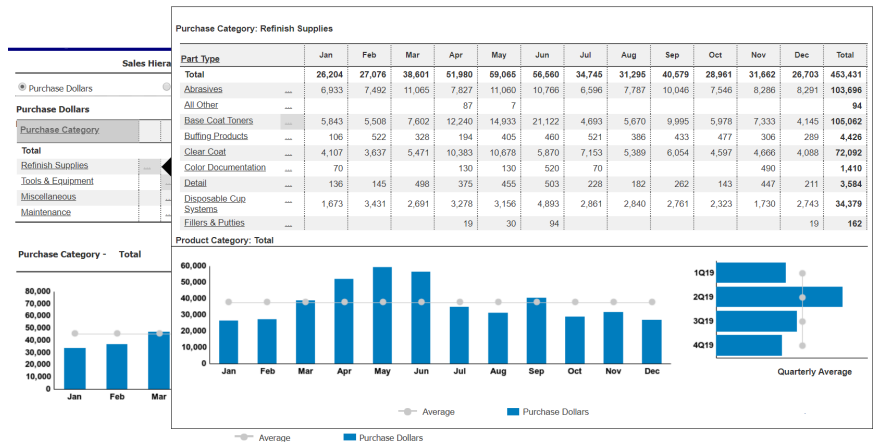
Location/Unit Filter: Time Period:

Purchase Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
Total	31,444	31,373	43,723	67,445	76,056	66,796	47,232	33,668	40,795	33,456	32,500	28,145	622,634	43,553
Refinish Supplies	25,193	26,431	38,601	51,980	59,065	56,560	34,745	30,413	39,182	28,205	30,851	26,703	447,929	37,327
Tools & Equipment	5,584	4,347	2,434	2,147	13,764	3,086	3,163	1,124	955	4,512	1,008	1,060	43,202	3,600
Miscellaneous	416	0	2,556	2,839	2,391	4,944	7,601	1,959	75	519	23	208	23,532	2,139
Maintenance	250	596	131	479	836	2,206	1,723	172	583	219	600	174	7,970	664

Purchase Category - Total

Customer	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Average
Total	31,444	31,373	43,723	67,445	76,056	66,796	47,232	33,668	40,795	33,456	32,500	28,145	622,634	43,553
Austin, TX (Tech 1)			3,430		1,414	619		640	2,527	878		1,875	11,384	1,626
Austin, TX (Tech 2)	2,185	1,780			1,473	1,434			2,332	1,185			10,389	1,732
Austin, TX (Tech 3)	727	689	941		2,614	3,114			1,829	409	1,125		11,448	1,431
Dallas, TX (Tech 1)	883	2,126	4,892	3,019	749	1,135		1,694	926	1,146	1,072	2,689	20,332	1,848
Dallas, TX (Tech 2)	2,362	1,368	3,302	894	1,198	813		1,084	1,036	1,437	1,243	1,464	16,203	1,473
Dallas, TX (Tech 3)					1,723	924							2,647	1,324
Dallas, TX (Tech 4)	868	1,488	2,942	1,321	1,594	1,680		843	1,518	1,095	1,214	1,392	16,955	1,450
Fort Worth, TX (Tech 1)	2,386	1,923	2,477		3,210	1,544		1,173	1,185			485	16,232	1,804
Fort Worth, TX (Tech 2)	2,938		1,628		1,108			1,261	1,335	951	1,168	890	11,278	1,410

Ability to drill down to Part Type and Part # details:



Extensive Filtering Capabilities to Narrow the Scope of your Analysis

Filter the dashboards to analyze specific parts of your sales hierarchy by specific business unit, location or technician.

Filter by:

- ✓ Sales region, district, and territory
- ✓ Sales manager
- ✓ Account type
- ✓ Technician
- ✓ Location type
- ✓ Location
- ✓ Unit
- ✓ Time frame (range of months)