

# Performance Management Parts Dashboard

Business Intelligence solutions delivered by **ADVANCED COMPUTING, INC.**

The dashboard displays performance metrics for Rockland CAT Parts. It includes a table for key metrics, a trend chart for Gross Margin, and an operating statement.

	Actual	Target	Status	Time Reporting	Person Responsible
Gross Margin	26.37	26.50	Red Diamond	Fiscal YTD	Jason Morales
Emergency Service Fee	1.11	1.04	Yellow Triangle	Fiscal YTD	Paula Kern
Moving Turnover	6.57	4.7	Green Circle	Rolling 12	Paula Kern
Total Fill	68.11	79	Red Diamond	Rolling 12	Derek Austin

**Trend Chart - Gross Margin**

The chart compares Actual - Summary (blue), Budget Act (red), and PY Act (green) across 12 fiscal periods (08 FP 1 to 08 FP 12). The Y-axis ranges from 0.0 M to 1.0 M.

Account Dimension Ac...	Actual - Sum..	Act % Sales	Budget Act	PY Act	PY % Sales
SALES	22,416,271	100.00%	19,263,201	22,815,756	100.00%
COST OF SALES	15,471,075	69.02%	13,321,546	15,805,386	69.27%
GROSS PROFIT	6,945,196	30.98%	5,941,655	7,010,370	30.73%
EXPENSES	5,137,142	22.92%	4,868,595	4,867,292	21.33%
PROFIT AFTER DIRECT	1,808,055	8.07%	1,073,060	2,143,078	9.39%
CORPSTRIND		0.00%	4		0.00%
PROFIT BEFORE TAX	1,784,367	7.96%	1,390,566	2,416,362	10.59%
TAX EXP	792,260	3.53%	632,423	989,828	4.34%
NET INCOME	992,107	4.43%	758,143	1,426,534	6.25%

**Monitor Business Drivers that Impact Performance and Growth.**

Gain immediate access to relevant information to achieve budgeted targets and adapt to changing market conditions.

**Schedule a Demonstration**  
 Contact Carl Salerno at  
 847-498-6660 or salernoc@advci.com

**Better Information, Better Decisions**

Dashboards enable daily measurement to quickly monitor whether targeted goals are met and align operations with strategic direction.

**Works with DBS and Beyond**  
 Improve DBS productivity and leverage proven reporting in next DMS.

## ADVANCED COMPUTING INC.

## Scorecard and Key Performance Indicators (KPIs)

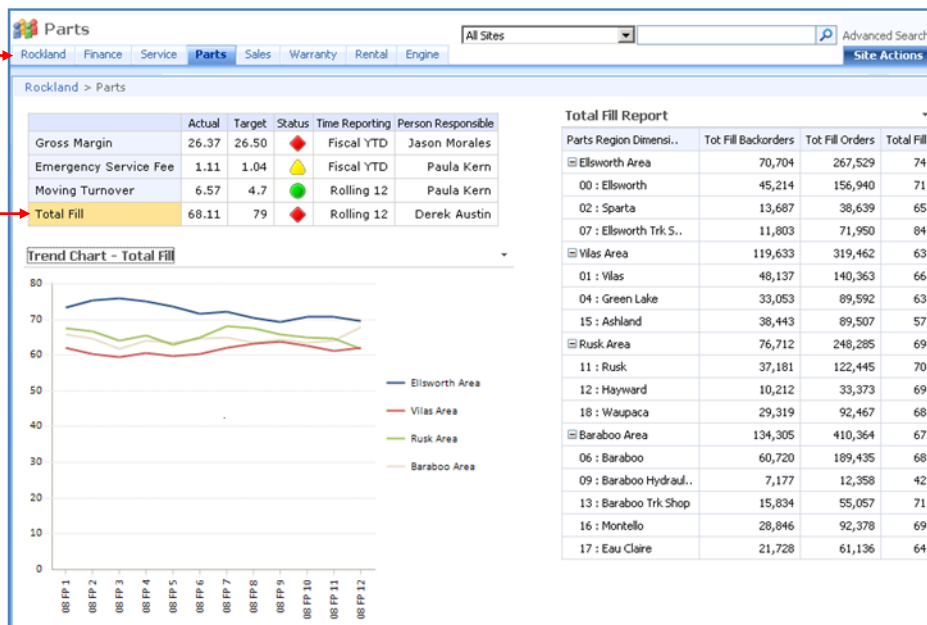
Click tab to select desired scorecard.

### Linked Reports

Click KPI in scorecard to display reports on dashboard with content specific to highlighted row.

Link to any report in Excel, Reporting Services, and Analytic Grids & Charts.

Compatible with most reporting tools and ERPs.



## Typical Key Performance Indicators

### Parts

- Gross Margin
- Emergency Service Fees
- Moving Turnover
- Total Fill

### Service

- Profit After Direct
- Technician Productivity
- Rework %
- Last Labor to Invoice
- Machine Svc Labor Hrs
- DCAL

### Sales

- Close Ratio
- ROAA
- Inventory on Terms
- Gross Profit
- PINS

### Finance

- Borrowing Base
- Covenant Compliance
- Revenue Vs Plan
- Days Sales Outstanding
- Receivables Slide

## Drillthrough

Drillthrough to transaction detail such as **Customer Profitability**.

Multiple years of detail are possible.

	A	B	C	D	E	F	G	H	I	J	K	L
1	<b>Transaction Detail of Sales, GP, and GP% for Ulmer Excavation &amp; Landscaping</b>											
2												
3	Doc Type	Doc Num	Invoice Date	Acct	Customer/Vendor Info	Sales	GP	GP%				
4	MS00	03300088	Mar 9 2009 12:00AM	GP01720 : PP Rental Fuel Rec	2650000: Ulmer Excavation & Landscapi	141.75	141.75	100.0%				
5	MS00	03300089	Mar 10 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	3,465.00	3,465.00	100.0%				
6	MS00	03300091	Mar 10 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	5,607.00	329.04	5.9%				
7	MS00	03300134	Mar 30 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	7,875.00	2,571.41	32.7%				
8	MS00	03300135	Mar 30 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	10,265.85	5,698.00	55.5%				
9	MS01	03000015	Mar 8 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	35,475.53	6,472.01	18.2%				
10	MS04	06000009	Mar 25 2009 12:00AM	GP01720 : PP Rental Fuel Rec	2650000: Ulmer Excavation & Landscapi	148.68	148.68	100.0%				
11	MS06	01000028	Mar 6 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	116,493.93	5,252.54	4.5%				
12	MS06	01000028	Mar 6 2009 12:00AM	GP01720 : PP Rental Fuel Rec	2650000: Ulmer Excavation & Landscapi	148.05	148.05	100.0%				
13	MS06	01000029	Mar 6 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	1,805.93	(336.07)	-18.6%				
14	MS06	01000031	Mar 8 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	19,091.63	1,798.66	9.4%				
15	MS06	01000049	Mar 25 2009 12:00AM	GP00100 : New PP Direct	2650000: Ulmer Excavation & Landscapi	208,527.48	5,897.15	2.8%				
16	MS06	01000049	Mar 25 2009 12:00AM	GP01720 : PP Rental Fuel Rec	2650000: Ulmer Excavation & Landscapi	138.60	138.60	100.0%				

Sort & Filter with Familiar Excel Functions

## Web-based

Central access of critical information.

Reduce need to install software on user desktops.

Technology is changing fast - implement a solution you can build upon.

## Integrated Security – Active Directory

Secure who has rights to access certain types and levels of data.

## Microsoft BI Platform

Leverage existing software investments in SQL Server, Office and SharePoint.