



**ESPM® = Economic Stocking Policy by Movement®**

**We Will HELP you SELL more cars & light trucks !**

**This is how we do things smarter, better, faster and cheaper.**

BIG DATA and ANALYTICS. The auto industry produces massive amounts of information that lends itself to data crunching. The OEM's are driving this bus to get dealers to "average." ???

Where most are going wrong is to think this can only be at the OEM level. We at Dealership CSI® have been using inventory management analytics at the **DEALER LEVEL** for over 14 years. Our **BIG DATA** at the dealer level examines a dealership's **past sales, ALL Service Estimates and Quotes not sold along with sales & service patterns and then uses our predictive model to forecast YOUR future parts demand, all prior to the car or truck arriving on your service drive.**

**ESPM® Fill Rate to-the-Shop:** This calculation looks at Manufacturer's DMS Sources just *with mechanical parts*, and at part's piece sales, considering only those parts that are on your shelf before the customer arrived and removes a few (1 to 3 dozen) of the top sellers that will cause a major distortion of the data. This is caused by those few parts of hardware, fluid and a couple filters and plugs that contribute typically 40 to 50% of piece sales. Further, this concentrates on those few part numbers (about 1/3) that constitute more than 70% of total dealership sales but are the majority (over 80%) of what is sold through your service department. This calculation is reported as: "Fill Rate of ESPM®" controlled inventory. You and your technicians deserve at real 90+ percent of immediate availability. That will result in more efficient loaner car usage, additional Parts and Labor Sales along with increased Customer Satisfaction and **customers who come back, again and again, to buy more, from YOU.**

We can unlock many more secrets from your data. We cross reference our internal information to increase your revenue by eliminating inefficiencies and human bias or decades old ideology/lack of training, anticipating your clients needs, enriching your service offerings, giving your employees new tools to perform their jobs better.

**Call or email us today for a free, NO cost, NO obligation, analysis of how we can help you.**

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