**Marine Dealer Checklist of Multi-Location Management Metrics**

“A person without a goal is like a ship without a rudder.”

# Finance:

* Warranty collection
* Gross Profit
* Finance and back-end profit penetration
* P&L
* Consumption
* AR reports
* AP reports

# Parts & Inventory:

* Track Inventory Turns
* Track Aging Inventory
* Track Special Orders (Required and Outstanding)
* Track Aging Purchase Orders
* Value of Unit/Parts inventory

* Track mechanic productivity
* Track Repair Event Cycle Time (RECT)
* Time to replenish out-of-stock parts
* Warranty coverage authorization time
* Benchmark your time against dealers in your region
* Service revenue by location
* Work Orders created, opened, finalized

# Service:

* Salesperson performance
* Activity metrics (meetings, calls/emails, sales quotes)
* Sold units
* Commissions
* Sales by location
* Number of open/closed deals by period
* Lead conversion

# Sales:

**Fuel the Success of Your Marine Dealership with IDS**

IDS isn’t just a dealer management system. It’s an end-to-end ecosystem that seamlessly integrates every department of your marine dealership from Accounting to Sales to Service.



Call IDS to learn more at **800-769-7425**