

Realized Part Savings (RPS) is a new metric to measure the savings that alternate parts can generate when they are used in the automotive repair process. RPS is displayed as a percentage and is calculated using the following formula:

$$\text{RPS \%} = \frac{(\text{OEM Part Price} - \text{Paid Price})}{(\text{OEM Part Price})}$$

The repair shop is evaluated at the claim level where the total of all Remove/Replace parts are accumulated to determine their overall RPS %. For example:

Part Count	Part Type Description	OEM Part Price	Paid Price	Savings	RPS %
Part 1	Parts - New OEM	\$500	\$500	\$0	0%
Part 2	Parts - Aftermarket	\$1,000	\$750	\$250	25%
Part 3	Parts - Aftermarket	\$500	\$375	\$125	25%
Part 4	Parts - Recycled	\$500	\$250	\$250	50%
Total	4 Parts	\$2,500	\$1,875	\$625	25%

RPS is calculated on all Remove/Replace parts which have **both** an OEM Part Price and a Paid Price.

Exclusions to this list include:

- Wheel repairs
- NAGS glass
- Sublet parts
- Parts not published in CEG (i.e., accessories, powertrain)

In order for MPI to properly evaluate the performance of the repair shop, MPI created an expected RPS % which is based on two factors: Vehicle Make and Vehicle Age. Based on data spanning two full calendar years (2018 and 2019), the following table was derived:

RPS % by Make* and Age	2 Years Old and Newer	From 3 to 5 Years Old	Over 5 Years Old
Group 1	2.1%	7.2%	10.5%
Group 2	4.0%	11.7%	18.7%
Group 3	6.7%	16.6%	23.2%
Group 4	8.3%	19.5%	27.4%
Group 5	11.4%	25.0%	30.7%
Group 6	9.6%	25.6%	31.8%

*Vehicle makes in Groups 1 to 6 can be viewed in Exhibit 1 on page 2.

At the end of every month, data will be gathered and shop totals will be accumulated to determine monthly shop performance. The shop's overall actual RPS will be compared to the shops expected RPS for the period. This comparison will determine the shop's performance which will be displayed on the shops corresponding scorecard.

Exhibit 1 - Vehicle Groups

Note: SUVs and mini vans with permanently removed rear seats are considered a **Truck** Vehicle Type rather than a Car, SUV, or Mini Van.

Group 1		
2 Years Old and Newer	From 3 to 5 Years Old	Over 5 Years Old
2.1%	7.2%	10.5%
Make	Vehicle Type	
ALFA ROMEO	Car, SUV, or Mini Van	
AUDI	Car, SUV, or Mini Van	
GENESIS*	Car, SUV, or Mini Van	
JAGUAR	Car, SUV, or Mini Van	
LAND ROVER	Car, SUV, or Mini Van	
LINCOLN	Truck	
MERCEDES BENZ	Car, SUV, or Mini Van	
MERCEDES BENZ	Large Van	
PORSCHE	Car, SUV, or Mini Van	
RAM	Large Van	
SMART	Car, SUV, or Mini Van	
TESLA	Car, SUV, or Mini Van	

Group 2		
2 Years Old and Newer	From 3 to 5 Years Old	Over 5 Years Old
4.0%	11.7%	18.7%
Make	Vehicle Type	
BMW	Car, SUV, or Mini Van	
LEXUS	Car, SUV, or Mini Van	
MINI	Car, SUV, or Mini Van	
NISSAN	Large Van	
SAAB	Car, SUV, or Mini Van	
SUBARU	Car, SUV, or Mini Van	
VOLVO	Car, SUV, or Mini Van	

Group 3		
2 Years Old and Newer	From 3 to 5 Years Old	Over 5 Years Old
6.7%	16.6%	23.2%
Make	Vehicle Type	
DODGE	Large Van	
FIAT	Car, SUV, or Mini Van	
FORD	Large Van	
FORD	Truck	
HUMMER	Car, SUV, or Mini Van	
HYUNDAI*	Car, SUV, or Mini Van	
INFINITI	Car, SUV, or Mini Van	
JEEP	Truck	
JEEP	Car, SUV, or Mini Van	
KIA	Car, SUV, or Mini Van	
LINCOLN	Car, SUV, or Mini Van	
MAZDA	Car, SUV, or Mini Van	
MAZDA	Truck	
NISSAN	Truck	
SCION	Car, SUV, or Mini Van	
TOYOTA	Truck	
VOLKSWAGEN	Car, SUV, or Mini Van	

Group 4		
2 Years Old and Newer	From 3 to 5 Years Old	Over 5 Years Old
8.3%	19.5%	27.4%
Make	Vehicle Type	
ACURA	Car, SUV, or Mini Van	
BUICK	Car, SUV, or Mini Van	
CADILLAC	Car, SUV, or Mini Van	
CHEVROLET	Truck	
DODGE	Truck	
FORD	Car, SUV, or Mini Van	
GMC	Truck	
HONDA	Car, SUV, or Mini Van	
HONDA	Truck	
MITSUBISHI	Car, SUV, or Mini Van	
NISSAN	Car, SUV, or Mini Van	
PLYMOUTH	Car, SUV, or Mini Van	
RAM	Truck	
TOYOTA	Car, SUV, or Mini Van	

Group 5		
2 Years Old and Newer	From 3 to 5 Years Old	Over 5 Years Old
11.4%	25.0%	30.7%
Make	Vehicle Type	
CHEVROLET	Car, SUV, or Mini Van	
CHRYSLER	Car, SUV, or Mini Van	
DODGE	Car, SUV, or Mini Van	
GMC	Car, SUV, or Mini Van	
SUZUKI	Car, SUV, or Mini Van	

Group 6		
2 Years Old and Newer	From 3 to 5 Years Old	Over 5 Years Old
9.6%	25.6%	31.8%
Make	Vehicle Type	
CHEVROLET	Large Van	
GMC	Large Van	
MERCURY	Car, SUV, or Mini Van	
OLDSMOBILE	Car, SUV, or Mini Van	
PONTIAC	Car, SUV, or Mini Van	
SATURN	Car, SUV, or Mini Van	

*Genesis 2017 and newer under Genesis (2016 and older under Hyundai)