

Generis Report

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Generis Report

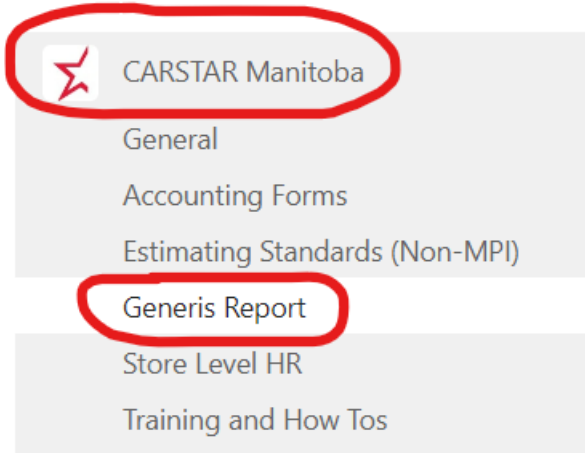
Understanding the Report

This report is an extension of the Gross Margin Report that is found in Repair Center. It takes a snapshot review to ensure we can keep track of sales projections.

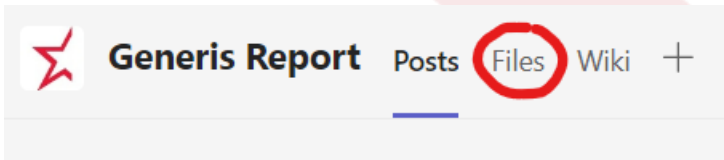
Locating the Report.

The report is uploaded into Teams daily.

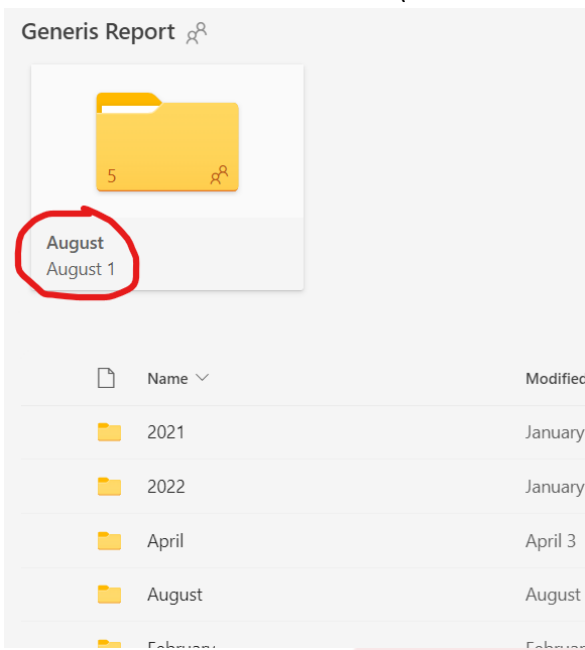
1. Open Microsoft Teams.
2. Open the "CARSTAR Manitoba" Team, and navigate down to the "Generis Report" channel.



3. Click on "Files".



4. Select the current months folder (note: this will usually be pinned to the top of the page).



5. Select the report with the correct date.

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Reading the Report.

1. Find your shop on the list.

Monthly Sales Forecast

Region: CARSTAR Manitoba Group

Shop: Multiple

Account: All

Month to date - From 7/1/2023 to 7/28/2023

	Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
Total	297	681,217	681,217	10.4	273,982	40.7	58.6	55.4	31.4	297	297	895,159	297	1,253,107	2.4
CARSTAR Dugald	23	46,932	46,932	11.3	20,097	43.2	59.4	60.1	28.0	23	23	97,627	23	127,827	4.3
CARSTAR Gimil	36	51,293	51,293	8.0	20,477	40.5	53.6	48.7	39.5	36	36	51,373	36	86,679	1.3
CARSTAR Stonewall	29	49,172	49,172	13.5	19,546	40.9	56.7	68.7	30.5	29	29	96,327	29	109,153	0.0
CARSTAR Winnipeg Chevrier	52	134,855	134,855	6.2	55,427	41.0	55.5	58.8	32.4	52	52	145,981	52	174,597	1.5
CARSTAR Winnipeg Fife	49	129,879	129,879	14.6	52,699	41.2	59.3	56.0	27.3	49	49	149,906	49	170,326	0.0
CARSTAR Winnipeg Henderson	22	37,172	37,172	7.6	17,835	47.6	61.9	52.8	46.0	22	22	93,958	22	181,807	7.8
CARSTAR Winnipeg Saskatchewan	38	73,616	73,616	5.2	27,744	38.3	56.0	55.8	17.0	38	38	93,686	38	160,425	0.0
CARSTAR Winnipeg St. James	48	158,298	158,298	15.8	60,157	38.5	62.7	48.8	34.3	48	48	166,302	48	242,293	6.3

2. "Closed" tab shows the number of ROs that have been closed so far that month.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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3. "MTD Closed Sales" tab shows the total dollar amount of closed ROs so far. Note: The "Total Sales" tab has the same information.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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4. "Avg Cycle Time" shows the average number of days all the jobs were in the shop.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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5. "Total GP" shows the total gross profit for the closed jobs.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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6. "Overall GP%" shows the gross profit for all the closed jobs as a percentage. This is then broken down by labour category (Paint/refinish and body), and parts.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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7. "Opened" shows the number of ROs that have been opened so far that month.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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8. "Arrived" shows that number of jobs that have been marked as arrived in Repair Center.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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9. "MTD Delivered Sales" shows the dollar amount of the jobs that have been marked as delivered in Repair Center so far. NOTE: This includes both open and closed jobs.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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10. "Target Delivery" pulls the same data as the "Closed" tab at the beginning of the report. This number does not necessarily record how many sales you are targeting to deliver in the month.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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11. "Month Projected Sales" shows the total dollar amount of sales that are marked as due out for the month. NOTE: This is the number that is most closely monitored throughout the month. If your dates are not accurate in Repair Center, than this number will not show an accurate sales goal for the month.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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12. "Delivered to Closed" shows the average days from when an RO is marked as delivered in repair center to when it is closed in repair center.

Closed	MTD Closed Sales	Total Sales	Avg Cycle Time	Total GP	Overall GP%	Overall Refinish Labor GP %	Overall Body Labor GP %	Overall Parts GP%	Opened	Arrived	MTD Delivered Sales	Target Delivery	Month Projected Sales	Delivered to Closed
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