



## **ASI SCORECARD MANAGEMENT**

Most brands now operate a balanced scorecard as their principle bench-mark for retailer performance and in some cases ability to expand with the brand.

The data provided by the brand is often basic and not always in a user-friendly structure.

Often as a result of either profit reviews or balanced scorecard management it becomes apparent that there are specific KPI's that need focus.

Some of the larger groups employ an experienced DP to do only this job.

So how can a Dealer with limited resources on time and staff compete?

### **Solution**

ASI can provide a fully balanced scorecard management support system that includes a bespoke KPI development programme, and reporting mechanism to meet your exact business, these include:

- Historic collection of your data stored and presented to see historic trends by individual KPI
- Provide a forecast tool of where you are heading
- All reports presented monthly and in some instances by using your data results are delivered to you before the brand delivers to you
- On site once a quarter full review face to face with your team to identify issues and actions – ensures confidence that the whole team 'owns the score card'
- Reporting back to head of business
- Develop presentation of trends/actions/ issues for use either internally or with the brand; how many times has the Chairman dropped on your desk a last minute presentation on balanced scorecard? We can deliver this
- The package provides you with an experienced support person for balanced scorecard support that is both cost effective and professional

ASI deliver weekly, monthly, quarterly reports that are circulated to whoever is responsible in your business.

In effect a focus that will not go away nor carries any interpersonal 'baggage' with the rest of the team.

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