

TOYOTA DOT

Dashboard

Financial Comparison

Avg Gross Profit

Series Analysis

ELMS

Expenses

Sales Efficiency

Velocity Opportunity

TLE

Market Share

Sandbox

New Vehicles

Used Vehicles
Coming Soon!

Parts/Labor
Coming Soon!


F&I
Coming Soon!


Mobility Pilots
Coming Soon!


Alerts


Mark As Resolved
 Mark As Read
 Edit Thresholds


<input checked="" type="checkbox"/>	ELMS close rate has dropped below set threshold of 3.0%	Set Goal		12/4/19 1:33 PM
<input type="checkbox"/>	Monthly Financial Comparison report has been updated	Set Goal		12/1/19 2:11 PM
<input type="checkbox"/>	Gross Profit on Sequoia is 5% below peer group	Set Goal		11/18/19 4:32PM


 **TOYOTA DOT**


 Dashboard


 Financial Comparison


 Avg Gross Profit


 Series Analysis


 ELMS


 Expenses

 Sales Efficiency

 Velocity Opportunity

 TLE

 Market Share

 Sandbox


New Vehicles


Used Vehicles
Coming Soon!


Parts/Labor
Coming Soon!


F&I
Coming Soon!


Mobility Pilots
Coming Soon!





 6


 3




 **Messages**


 Delete  Mark As Read

☒ Thomas sent analysis on Market Share Opportunity for RAV4 12/4/19 | 1:33 PM

☐ Thomas commented on the 4Runner Gross Profit analysis previously sent  12/1/19 | 2:11 PM

☐ Thomas sent materials for 2/10/20 meeting  11/18/19 | 4:32PM

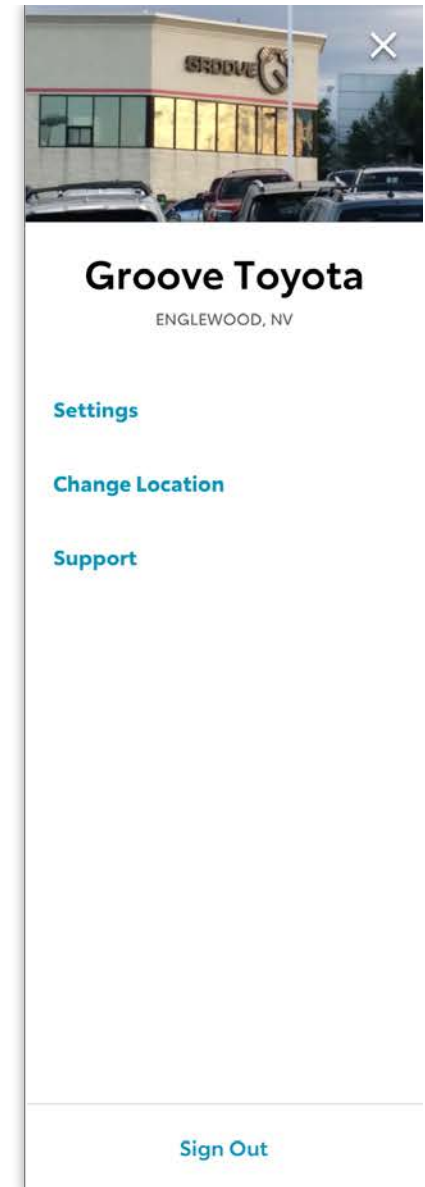
Thomas sent materials for 2/10/20 meeting 11/18/19 | 4:32PM

 ELMS-Close-Rate-12-15...

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Donec id bibendum arcu. Aliquam congue sollicitudin est non porttitor. Curabitur lorem nisi, cursus nec feugiat sit amet, fermentum id tellus. Duis imperdiet dapibus volutpat. Curabitur a dictum mauris. Sed non vestibulum mi. Donec posuere viverra dolor, vitae rutrum ipsum posuere ac.

Morbi vulputate consequat felis feugiat eleifend. Proin malesuada eu sem vel malesuada. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Donec porttitor orci nec ultrices semper. In cursus varius ultricies. Etiam posuere in lorem nec ultrices.

Proin pharetra, elit et pellentesque mattis, enim lectus semper risus, a consequat lorem odio ut velit. In hac habitasse platea dictumst. Aliquam odio turpis, malesuada nec lorem in, iaculis lacinia erat.





Thomas S.

DENVER, COLORADO

[Settings](#)

[Change Dealership](#)

[Support](#)

[Sign Out](#)

Login To Get Started

EMAIL ADDRESS

thomas.smith@toyota.com

☒ Remember my ID

PASSWORD

.....



[Forgot Password](#)

☒ I agree to Toyota's [Terms & Conditions](#)

LOGIN

This Dealership Optimization Tool is built with you and your peers - for you and your peers. We can work together to make the most profitable businesses in this evolving world of vehicle ownership and use.

 [SEE HOW IT WORKS](#)

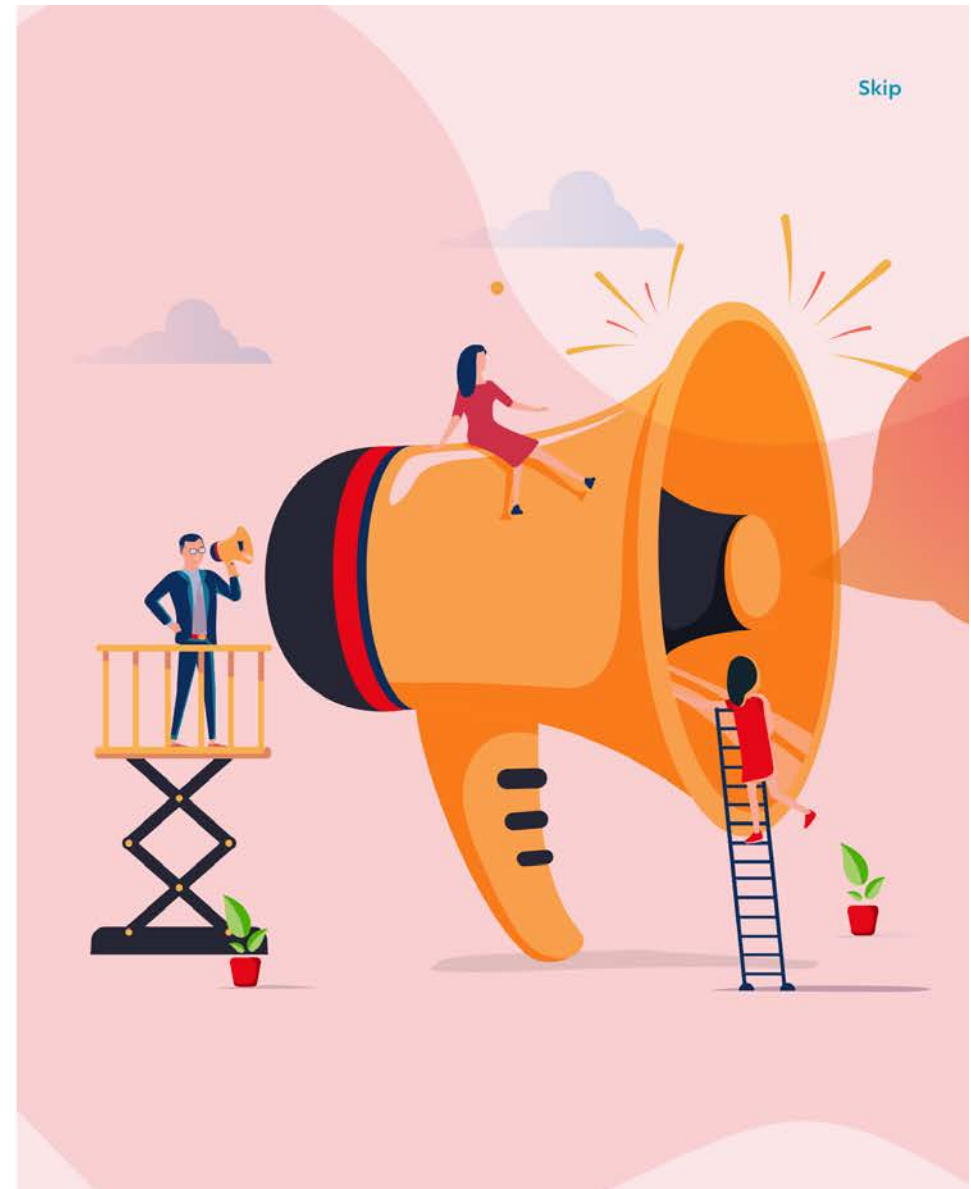
- ✓ Summarizes data most important to you into digestible and actionable information
- ✓ Benchmarks your performance against peers to highlight improvement areas
- ✓ Provides alerts across any metric with ability to send to DM or staff for future analysis/action
- ✓ Enables users to quickly analyze multiple scenarios within tool and identify areas of opportunity

Set Alert Types

Let us know how you would like to receive alerts

<input type="checkbox"/>	TYPE	FREQUENCY
<input checked="" type="checkbox"/>	Email	Weekly ▾
<input checked="" type="checkbox"/>	Text	Monthly ▾
<input type="checkbox"/>	Badges ⓘ	As it happens ▾

NEXT



Select Peer Groups

Select which peer groups you want to compare your data against.

DEFAULT PEER GROUP

District ☒

Regional ☐

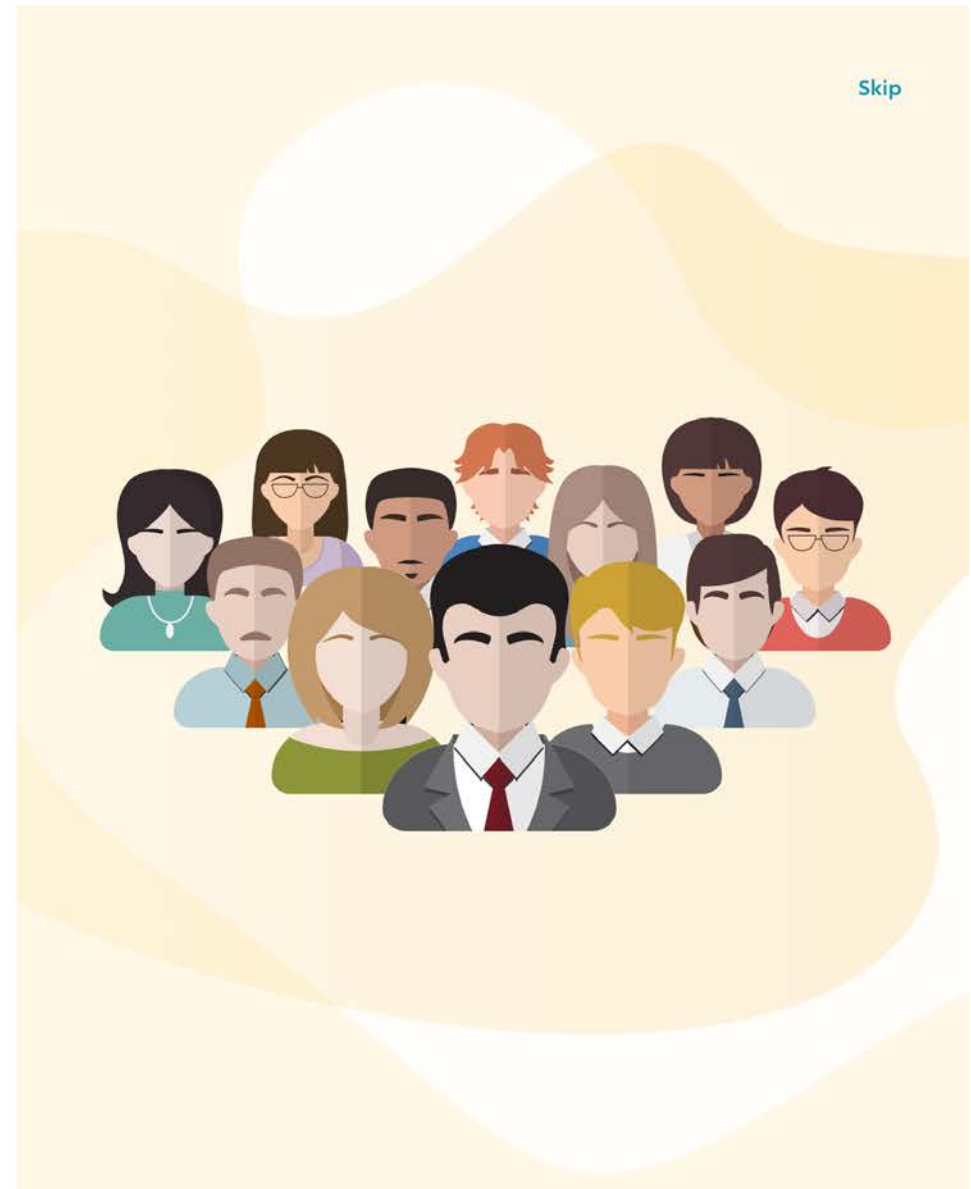
Metro ☐

TOPS ☐

Single Point ☐

[Back](#)

[NEXT](#)



Set Alert Thresholds

Set minimum and maximum thresholds on when to be alerted.



Back

DONE





My dealers

Filters (1) SORT Messages



Groove Toyota
ENGLEWOOD, CO

[Analytics >](#)

LAST VISIT:
120 Days



Stevinson Toyota East
AURORA, CO

[Analytics >](#)

LAST VISIT:
15 Days



Stapp Interstate Toyota
FREDERICK, CO

[Analytics >](#)

LAST VISIT:
36 Days

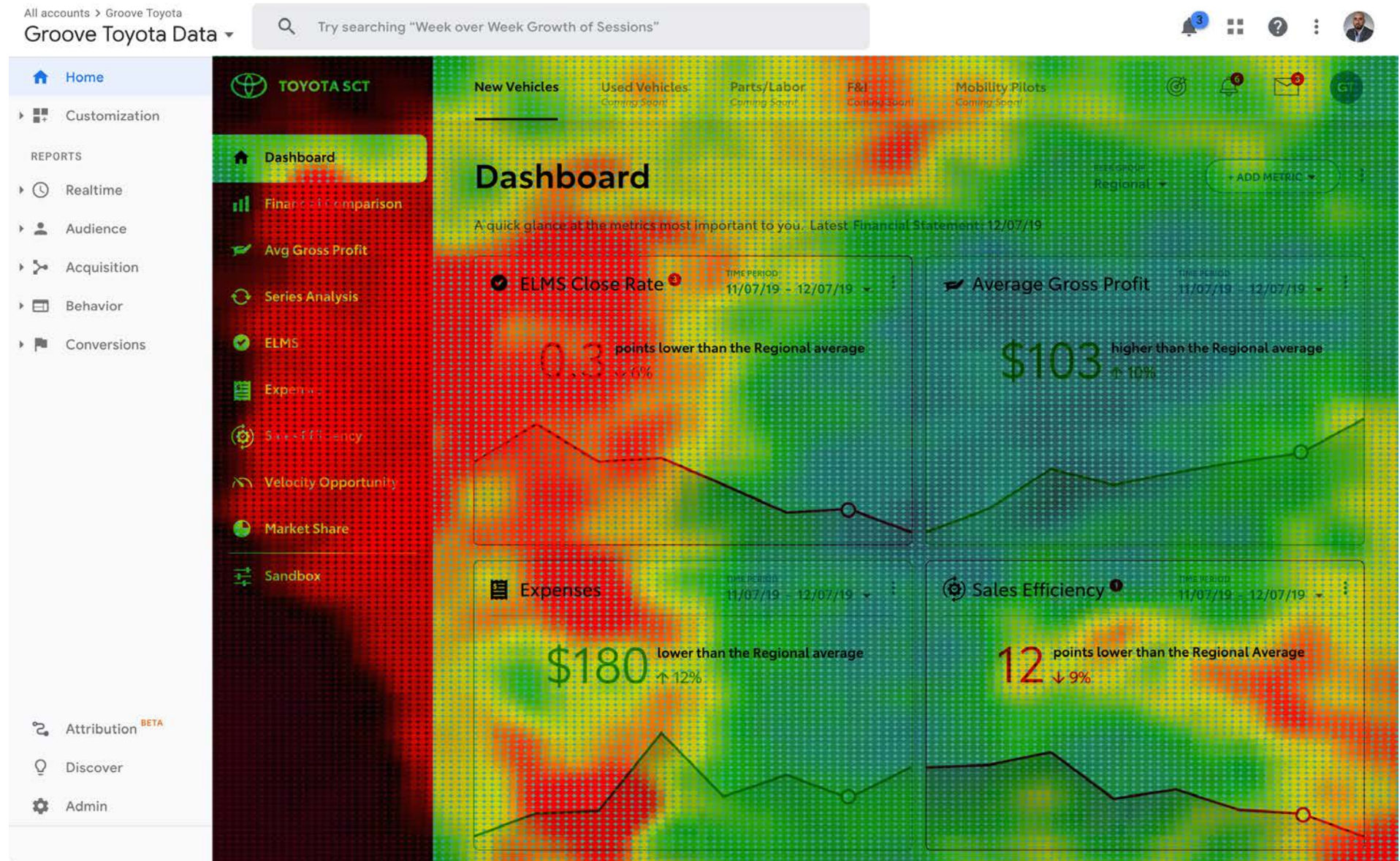


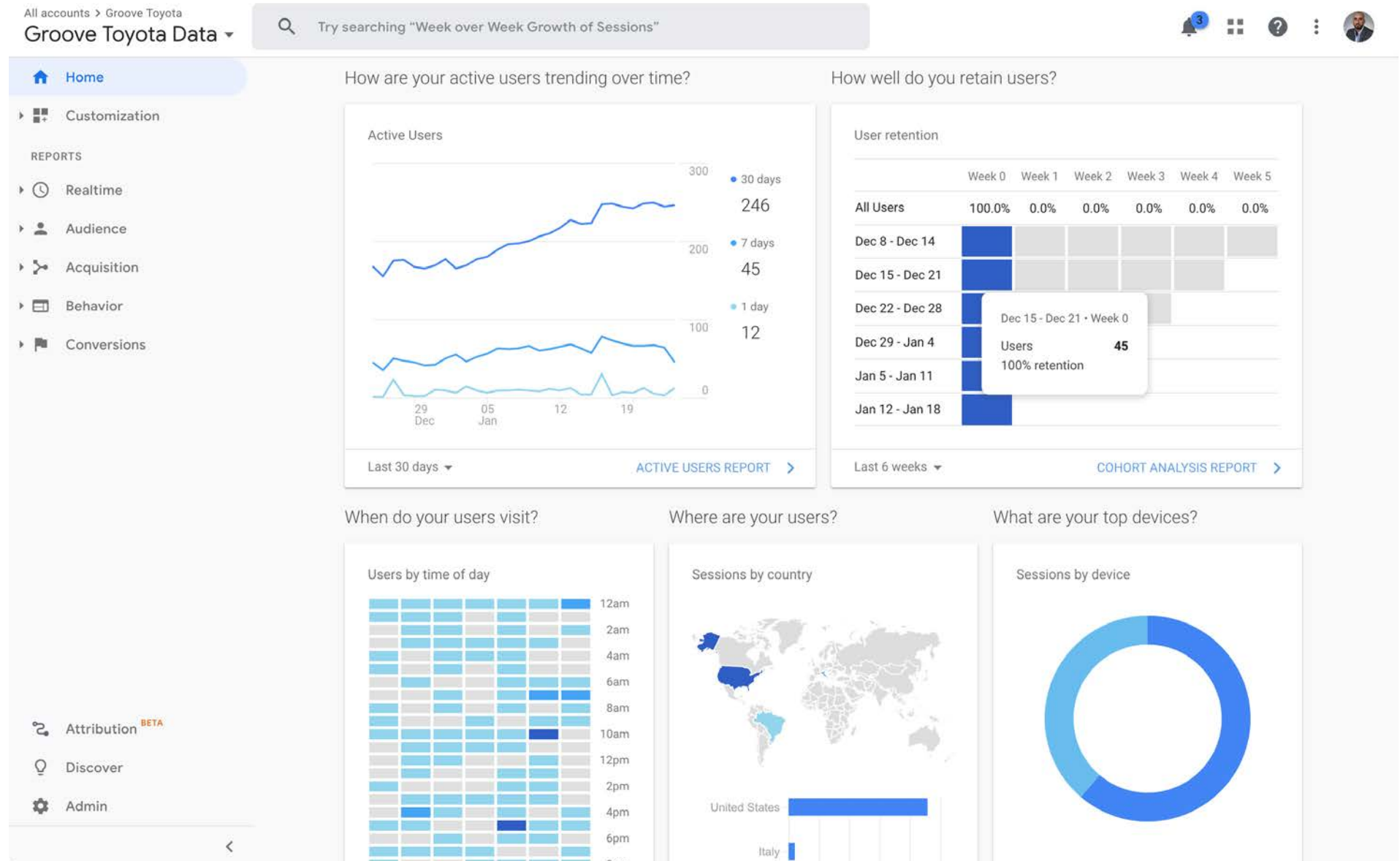
Stevinson Toyota West
LAKEWOOD, CO

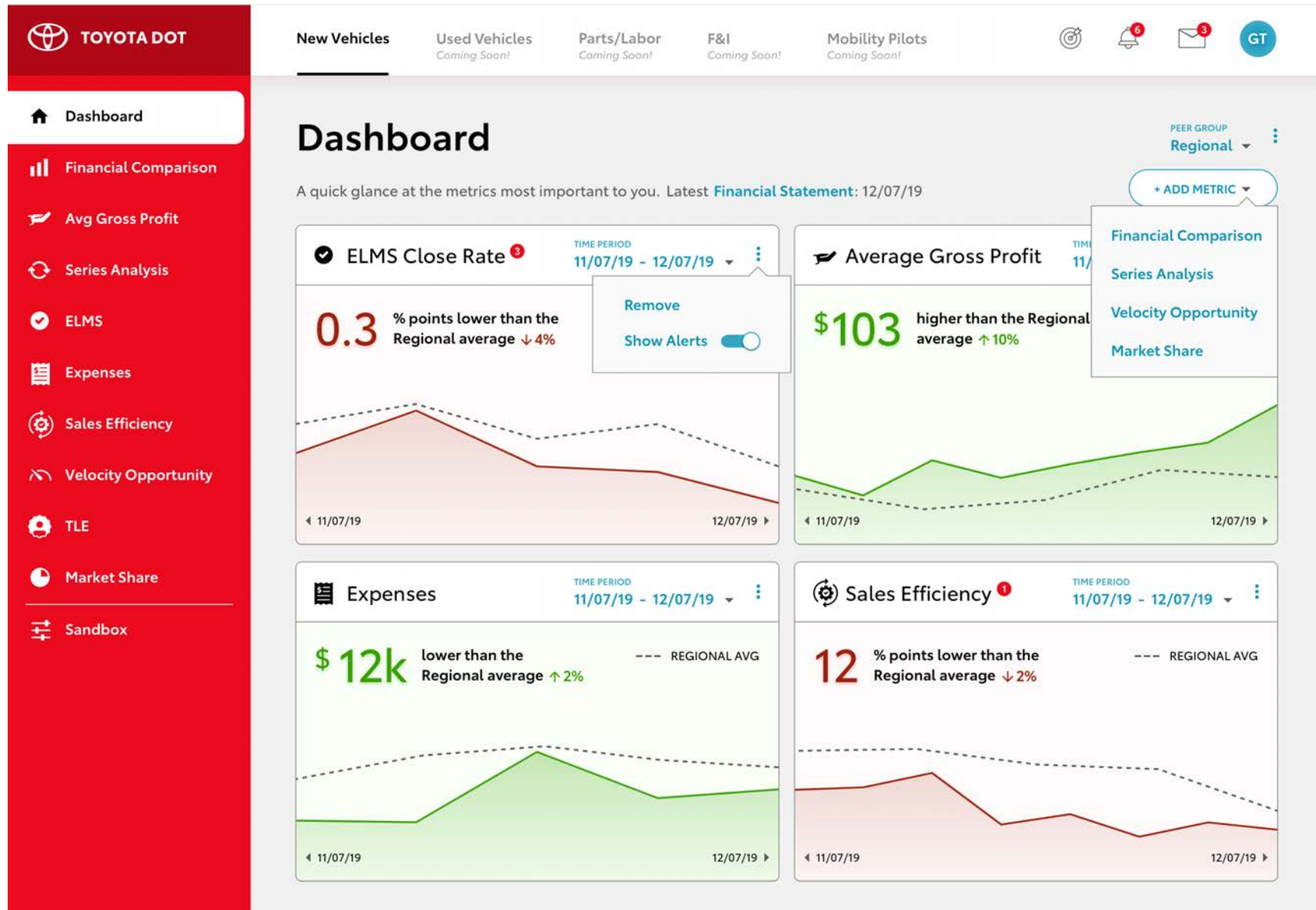
[Analytics >](#)

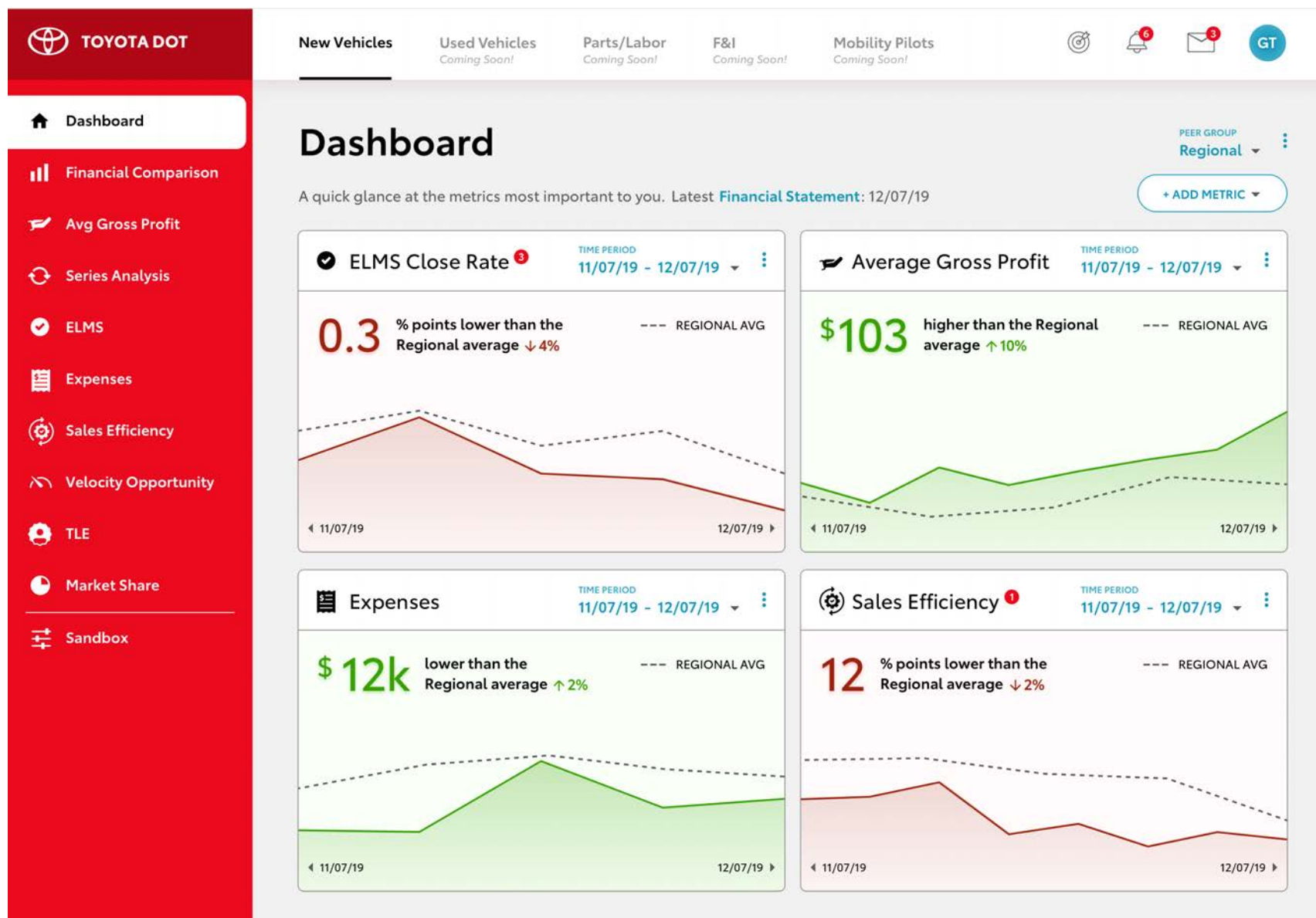
LAST VISIT:
113 Days

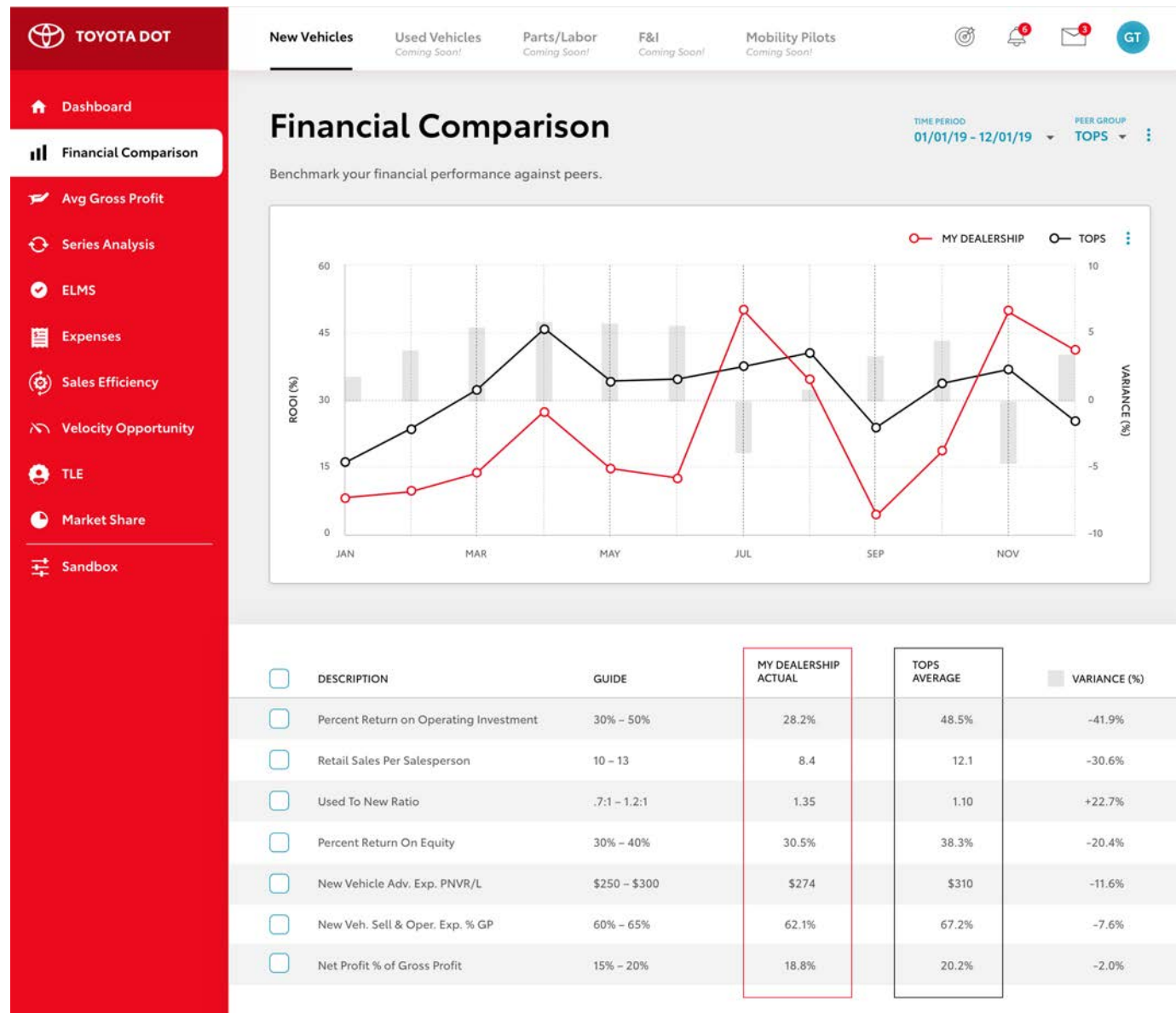


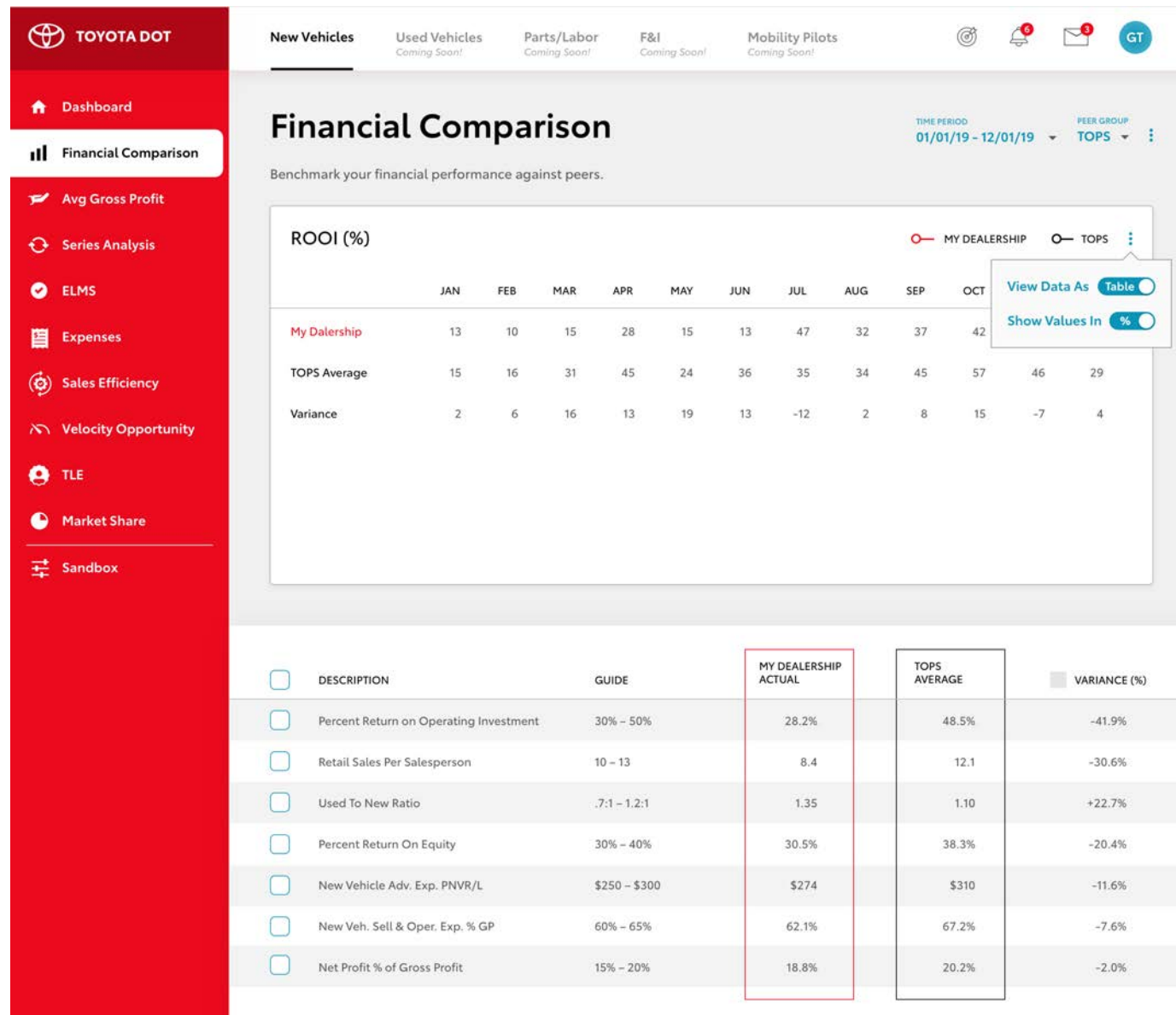


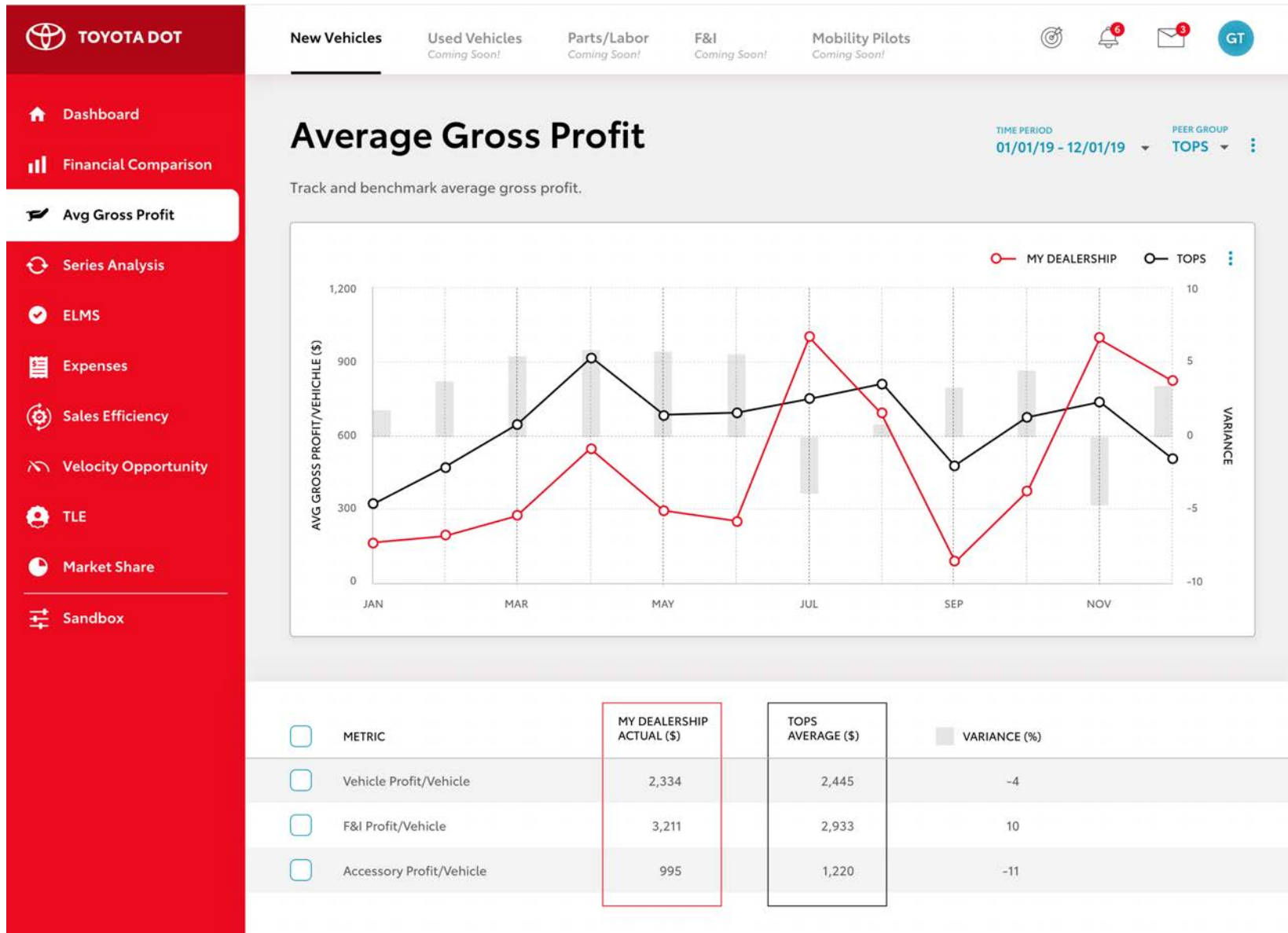


















 **TOYOTA DOT**


 Dashboard


 Financial Comparison


 Avg Gross Profit


 Series Analysis


 ELMS


 Expenses

 Sales Efficiency

 Velocity Opportunity

 TLE

 Market Share

 Sandbox


New Vehicles


Used Vehicles
Coming Soon!


Parts/Labor
Coming Soon!


F&I
Coming Soon!

Mobility Pilots
Coming Soon!



 6

 3



Series Analysis

Drill down into financial performance and velocity by vehicle to identify opportunities to increase profitability.

SORT

Gross Variance

TIME PERIOD


01/01/19 - 04/01/19

PEER GROUP

Regional

SERIES	AVG. FRONT-END GROSS PER UNIT			AVG. VELOCITY			MARKET SHARE OPPORTUNITY
	DEALER ACTUAL (\$)	TOP5 (\$)	VARIANCE (\$)	DEALER ACTUAL (DAYS)	TOP5 (DAYS)	VARIANCE (DAYS)	
TOTAL	78	102	(24)	61	70	9	-7.8
4Runner	161	245	(84)	21.6	40.2	18.6	-35.7
RAV4	(250)	(186)	(64)	53.2	63.5	10.3	4.2
Tacoma	110	(47)	157	75.5	67.9	-7.6	20.1
Camry	(205)	(284)	79	45.8	41.1	-4.7	62.6
Corolla	(415)	(420)	5	75.1	65.9	-9.2	-22.5

Show All

 **TOYOTA DOT**

[Dashboard](#)

[Financial Comparison](#)

[Avg Gross Profit](#)

[Series Analysis](#)

[ELMS](#)

[Expenses](#)

[Sales Efficiency](#)

[Velocity Opportunity](#)

[TLE](#)

[Market Share](#)

[Sandbox](#)


[New Vehicles](#)


[Used Vehicles](#)
Coming Soon!


[Parts/Labor](#)
Coming Soon!


[F&I](#)
Coming Soon!

[Mobility Pilots](#)
Coming Soon!



 6

 3



← 4Runner Analysis

[SORT](#)
Velocity Rank ▾

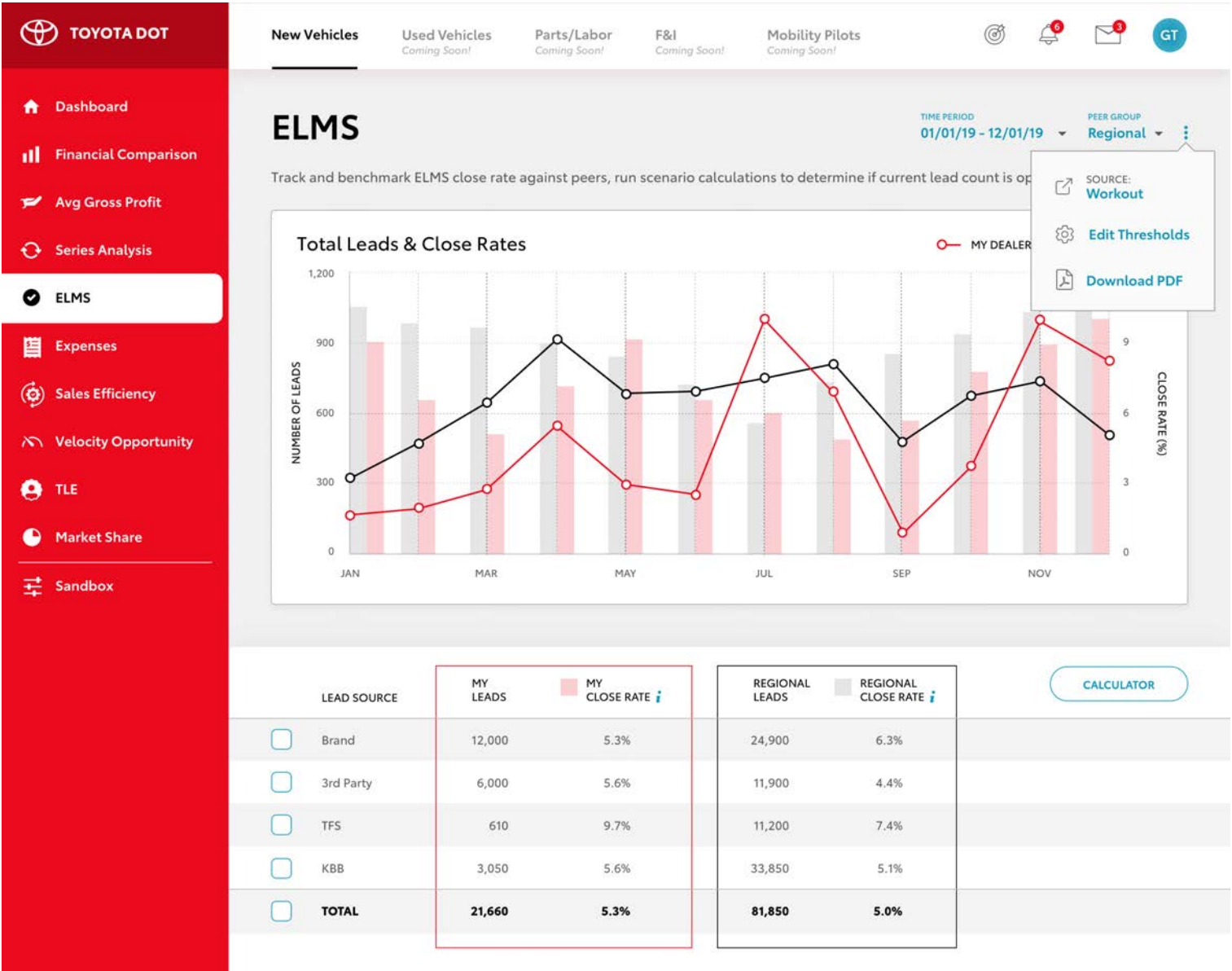
[TIME PERIOD](#)
01/01/19 - 04/01/19 ▾


[PEER GROUP](#)
Regional ▾

⋮

Drill down into financial performance and velocity by vehicle to identify opportunities to increase profitability.

MODEL	VELOCITY RANK ▾	RETAIL MIX (%)	CURRENT PIPELINE MIX (%)	MY VELOCITY	REGIONAL VELOCITY	SALES TO AVAIL. (\$)	DEALER STOCK DAYS SUPPLY	STOCK AGING	RETAIL VOLUME
SR5 4WD 8664 ▾	1	12	15	65	79	35	80	10	25
TRD OFF 4WD 8670 ▲	4	25	30	102	81	55	40	160	8
Colors									
0040/ FC22	2	20	15	105	100	15	70	10	5
01G3 / FC22	1	30	15	18	17	25	85	5	10
08S6 / FC22	3	25	30	150	100	18	105	25	3
Options									
EE, OR, QB	1	35	10	40	35	30	105	100	8
EE, KD, OR, QB	2	20	20	120	91	48	85	50	100
EE, KD, KH, OR, QB	3	15	30	60	64	55	120	85	15
SR5 PREM 4WD 8666 ▾	3	37	13	75	71	45	35	50	101
TRD OFF PREM 4WD 8672 ▾	2	26	42	70	74	40	70	200	33





Calculator

Run breakeven analysis on new leads.

TIME PERIOD
01/01/19 - 12/31/19 ▾

Total Cost

Leads

Currently 1,660

Cost/Lead

**Gross Profit/
Vehicle**

Currently \$100

Close Rate ⓘ

Currently 5.3%

Close rate based on time period selected

Employees

Utilization

Currently 166%

New Gross Profit

\$189,840

Currently \$190,000
 ↓ \$160

