

Please visit the below links for my work in Business Intelligence & Data Visualizations with interactivity.

1. [Workshop Sales](#) [Sales Analysis]
2. [Vehicle Management Analysis](#) (Note* This Link has a separate what-if dashboard along with other pages)
3. [Vehicle Stock Balance](#) [Inventory Analysis]
4. [Vehicle Parts Sales](#) [Sales Analysis]
5. [Workshop Work Load Analysis](#)[Employee or Labour Productivity, efficiency analysis]
6. [Run Rate Analysis \(Like Cricket Run Rate of a Business, almost like a what-If analysis\)](#)
7. [Profit and Loss Analysis](#)

Please Continue viewing the following slides to have a look at some of the screenshots of my work.



Workshop Load Analysis

Cockpit View

Year

2019

Skill Type

(All)

Team

(All)

Shift

(All)

Month

(Multiple values)

Company

(All)

Resource

(All)

Comparison Scope: 2019(CY) Vs 2018(PY)

Productivity CY

Utilization CY

Efficiency CY

Allowed Hrs

281,968.88

▲ 15.3% Vs 2018

Taken Hrs

382,311.98

▼ -1.3% Vs 2018

Overtime Hrs

25,851.47

▲ 10.8% Vs 2018

Attended Hrs

517,285.02

▲ 2.1% Vs 2018

Idle Hrs

134,973.03

▲ 13.2% Vs 2018



Productivity

54.51%

▲ 13.0% Vs 2018



Utilization

73.91%

▼ -3.3% Vs 2018



Efficiency

73.75%

▲ 16.9% Vs 2018

Top 5 Skill Type by Performance

Top N

5

Split by

Skill Type

Top N By

Efficiency

Mechanical

86.66% (▼ -0.8%)

72.61% (▲ 8.8%)

119.35% (▼ -8.8%)

Quick Service

82.31% (▼ -0.3%)

75.84% (▼ -0.9%)

108.52% (▲ 0.7%)

Service Advisor

50.32% (▲ 11.0%)

44.67% (▼ -2.8%)

112.64% (▲ 14.3%)

Tinting

43.26% (▼ -22.4%)

48.32% (▼ -32.6%)

89.53% (▲ 15.2%)

Electrical

13.84% (▼ -66.8%)

12.20% (▼ -80.3%)

113.45% (▲ 68.4%)

Productivity

Utilization

Efficiency

Idle Analysis

No Work Available

42,943.62

Others

26,373.80

Tea Break

19,628.53

Lunch Break

18,303.53

Other Authorized Work

16,141.08

Cleaning

7,169.78

Internal training

2,272.70

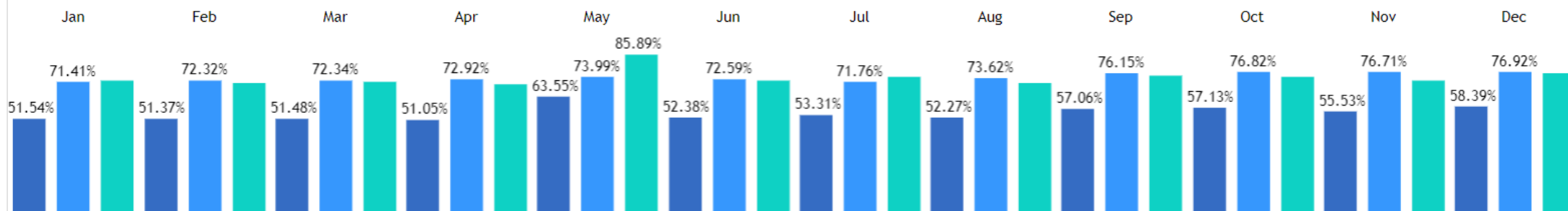
Authorized Short Term AB

2,139.48

External Training

0.50

Trend



VEHICLE STOCK POSITION



Vehicle Type

(All)

Brand

(All)

Model

(All)



Location

(All)

HOW MANY VEHICLES ARE THERE IN STOCK?



636

HOW MUCH IS THE INVENTORY VALUE?



183.11M

WHAT IS THE AVG. AGE OF VEHICLES IN STOCK? (DAYS)



150

WHAT IS THE AVG. NO. OF DAYS TO SELL THE VEHICLE ?



79

#UNITS IN STOCK

Model

Model 60 93(14.62%)

Model 20

Model 35

Model 29

Model 42 49(7.70%)

Model 11 46(7.23%)

Model: **Model 60**
Avg. Avg Days To Sell: **17.3**
Avg. Days In Inventory: **21.8**
Units In Stock: **93**
Stock Value: **14,139,274**
Registered Vehicles: **3**
Avg. Days(Vehicle Preparation):
Avg. Days(Vehicle Registration): **23.0**

#UNITS IN STOCK BY STATUS

337
52.99%

Reserved

292
45.91%

Arrived at dealer

6
0.94%

In initial prep

1
0.16%

Sold - Un-invoiced

VEHICLE STOCK AGEING

189
29.72%

0-30 Days

116
18.24%

31-60 Days

79
12.42%

61-90 Days

129
20.28%

91-180 Days

36
5.66%

181-365 Days

87
13.68%

> 365 Days

STOCK MOVEMENT (LAST 12 MONTHS)

1,031

1,095

1,157

814

885

635

612

685

701

Sep-20

Oct-20

Nov-20

Dec-20

Jan-21

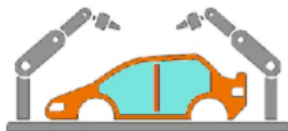
Feb-21

Mar-21

Apr-21

May-21

ORDERED VEHICLES POSITION



IN PRODUCTION

20



AWAITING SHIPPMENT

621



IN TRANSIT

387



Workshop Sales Analysis

Gross Profit Flow Analysis

Company

(All)

Franchise

(Multiple values)

Labour Type

(All)

Department

(All)

Sale Order Type

(All)

Select the Dimension1 and Dimension 2 and Metric of your choice and Select the vertical Side bar to highlight the Gross Profit flow.

Select Dimension 1

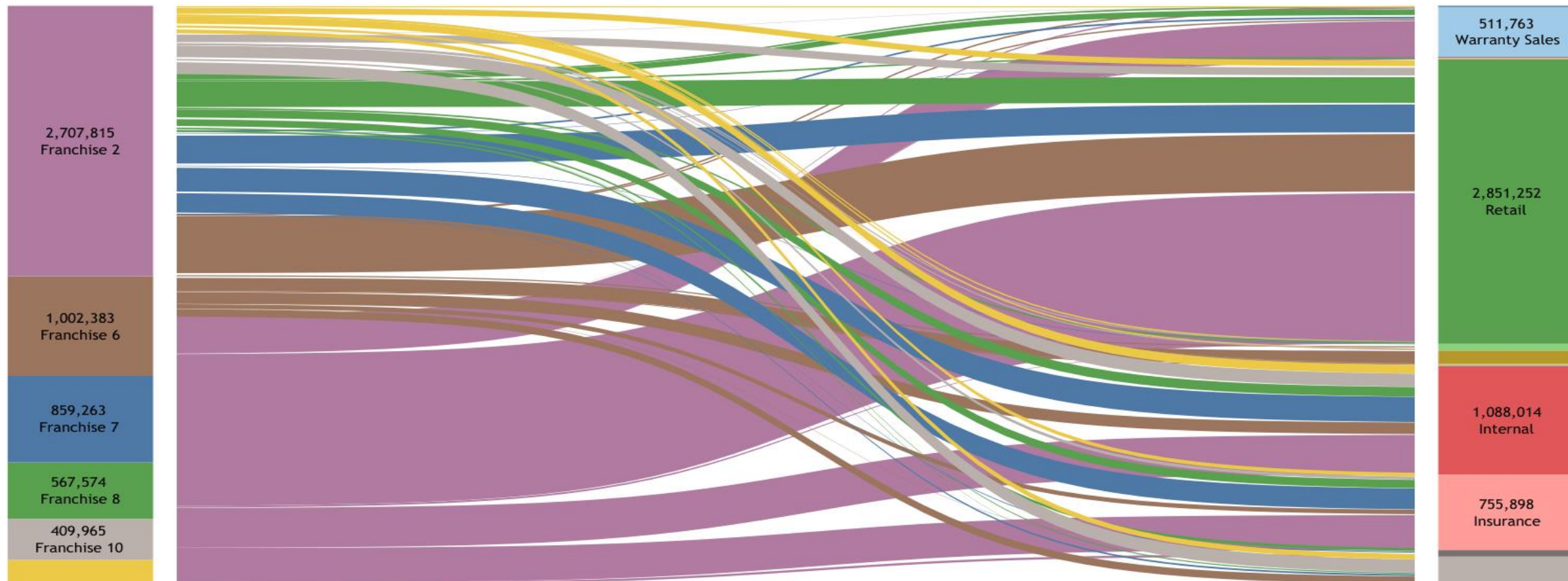
Franchise

Select Metric

Gross Profit

Select Dimension 2

Sales Order Type



PERFORMANCE LEAGUE BOARD



Year
2021



Month
(All)



Division
(All)

Branch
(All)

Department
(All)



Brand
(All)



Labour/Parts
(All)



Salesman
(All)

Reset Filters



CY(Current Year) Vs PY(Previous Year): 2021 Vs 2020

Change Indicator: +Ve -Ve

Low High

View By Sale Type	Sold Hours	Gross Revenue	Discount(%)	Net Revenue	COS	Gross Profit (%)	Avg. Recovery Rate
	3,810,836K ▲ 30.7% Vs 2020	122.572M ▲ 18.5% Vs 2020	0.728M(0.59%) ▲ 61.7% Vs 2020	111.377M ▲ 19.0% Vs 2020	282.163M ▲ 531.3% Vs 2020	-170.785M(-153.34%) ▼ - 449.3% Vs 2020	29.23 ▼ -9.0% Vs 2020
Retail	3,287.10K	89.77M	0.71M(0.79%)	81.44M	264.47M	-183.03M(-224.74%)	24.78
Internal	436.74K	6.58M	0.00M(0.06%)	5.72M	2.74M	2.98M(52.16%)	13.10
Warranty	41.03K	15.07M	0.00M(0.00%)	14.62M	10.49M	4.14M(28.28%)	356.33
Contracts (Service)	39.31K	8.86M	0.00M(0.00%)	7.58M	3.32M	4.26M(56.21%)	192.70
Wholesale (Parts)	3.38K	0.95M	0.01M(1.55%)	0.81M	0.34M	0.47M(57.66%)	240.47
Extended Warranty	3.27K	1.33M	0.00M(0.00%)	1.21M	0.81M	0.40M(33.21%)	368.75
	Sold Hours	Gross Revenue	Discount (%)	Net Revenue	COS	Gross Profit (%)	Avg. Recovery Rate %

ACTUAL VS LAST YEAR



Year

2021

Month

(All)

Division

(All)

Branch

(All)

Department

(All)

Brand

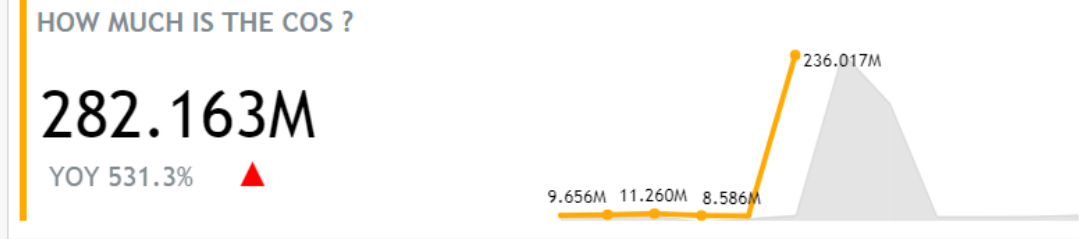
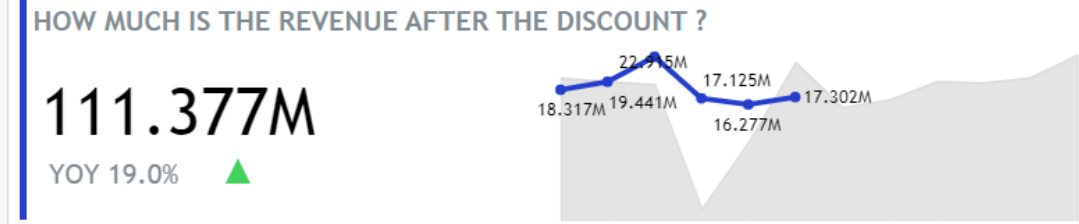
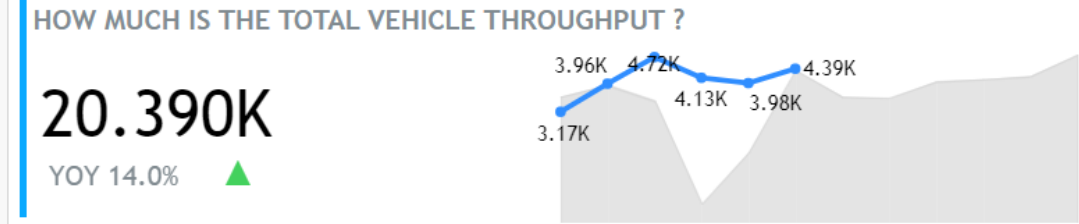
(All)

Labour/Parts

(All)

Metric

GROSS REVENUE



GROSS PROFIT

-170.785M

YOY - 449.3% ▼

GROSS PROFIT %

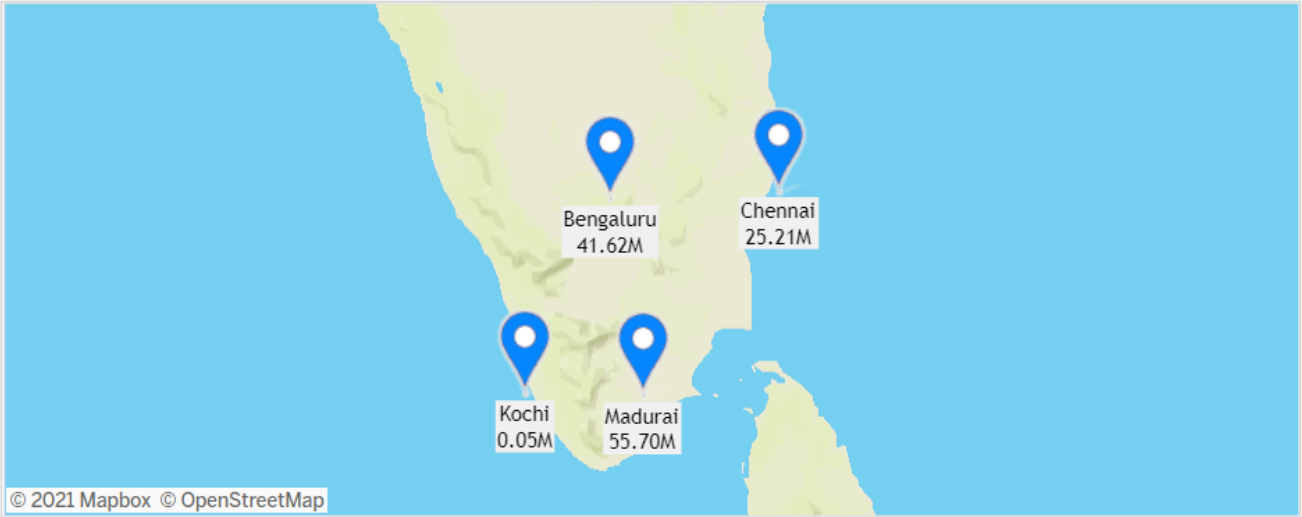
-153.34%

YOY - 393.5% ▼

TOTAL SOLD HOURS

3,810.836K

YOY 30.7% ▲



HOW MUCH IS THE CONTRIBUTION OF GROSS REVENUE ?

Branch	Department	Labour Type
Company 1 : 22.04M (17.98%)	Workshop : 98.41M (80.29%)	Parts W/O Lube : 61.30M (50.01%)
Company 13 : 12.82M (10.46%)	Bodyshop : 24.02M (19.60%)	Labor Sales : 40.82M (33.30%)
Company 18 : 12.80M (10.44%)	Service : 0.12M (0.10%)	Extented Warranty : 7.83M (6.39%)
Company 10 : 12.34M (10.07%)	Parts : 0.01M (0.01%)	Lubricants : 4.51M (3.68%)
Company 17 : 11.50M (9.46%)		Unecolle : 1.71M (1.40%)

WHAT IF ANALYSIS





Invoice Date
12/31/2015

6/27/2021





Division
(All)

Branch
(All)

Department
(All)



Brand
(All)

Labour Type
(All)



Salesman
(All)



WIP COUNT



SOLD HOURS PER WIP



RATE PER HOUR



DISCOUNT PER WIP



COS PER HOUR

ACTUAL

53,799

610

11

107

27



Enter the Count

0

Enter the Sold Hours

0

Enter the Rate

0

Enter the Discount

0

Enter the COS

0

SCENARIO

0

0

0

0

0

GROSS REVENUE Vs ACTUAL

0.00M

373.83M

CHANGE : -373.83M

CHANGE % : -100.00%

DISCOUNT Vs ACTUAL

0.00M

5.78M

CHANGE : -5.78M

CHANGE % : -100.00%

NET REVENUE Vs ACTUAL

0.00M

368.39M

CHANGE : -368.39M

CHANGE % : -100.00%

COS Vs ACTUAL

0.00M

877.28M

CHANGE : -877.28M

CHANGE % : -100.00%

GROSS PROFIT Vs ACTUAL

0.00M

-508.89M

CHANGE : 508.89M

CHANGE % : -100.00%

PRICE POINT ANALYSIS



Invoice Date

8/13/2017

6/28/2021



Vehicle Type

(All)

Brand

(All)

Model

(All)



Sale Type

(All)



Sales Executive

(Multiple values)

UNITS

161

NET REVENUE

43.68M

COS

39.80M

DISCOUNT(%)

6.87%

G. PROFIT(%)

8.90%

SUPPORT(%)

4.24%

PRICE POINTS

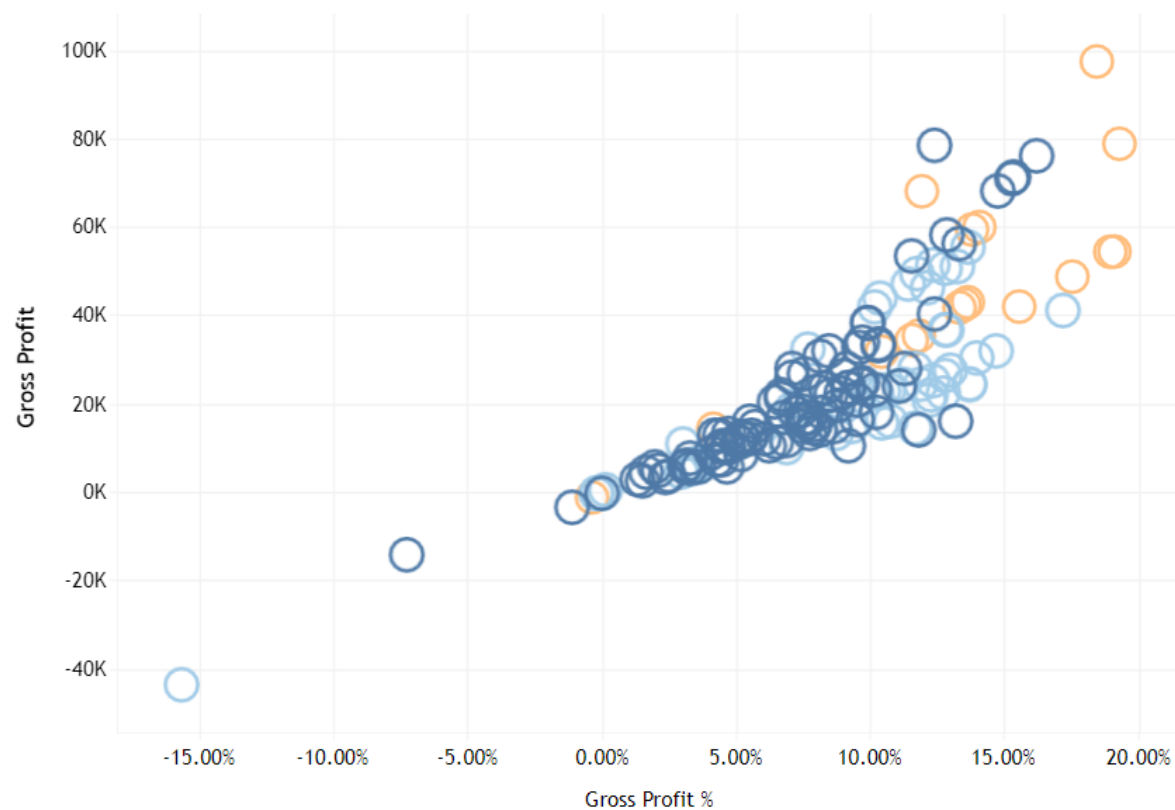
*Each bubble represents a vehicle

Bubble Color

Salesman

Y Axis

Gross Profit



UNITS SOLD BY MODEL

