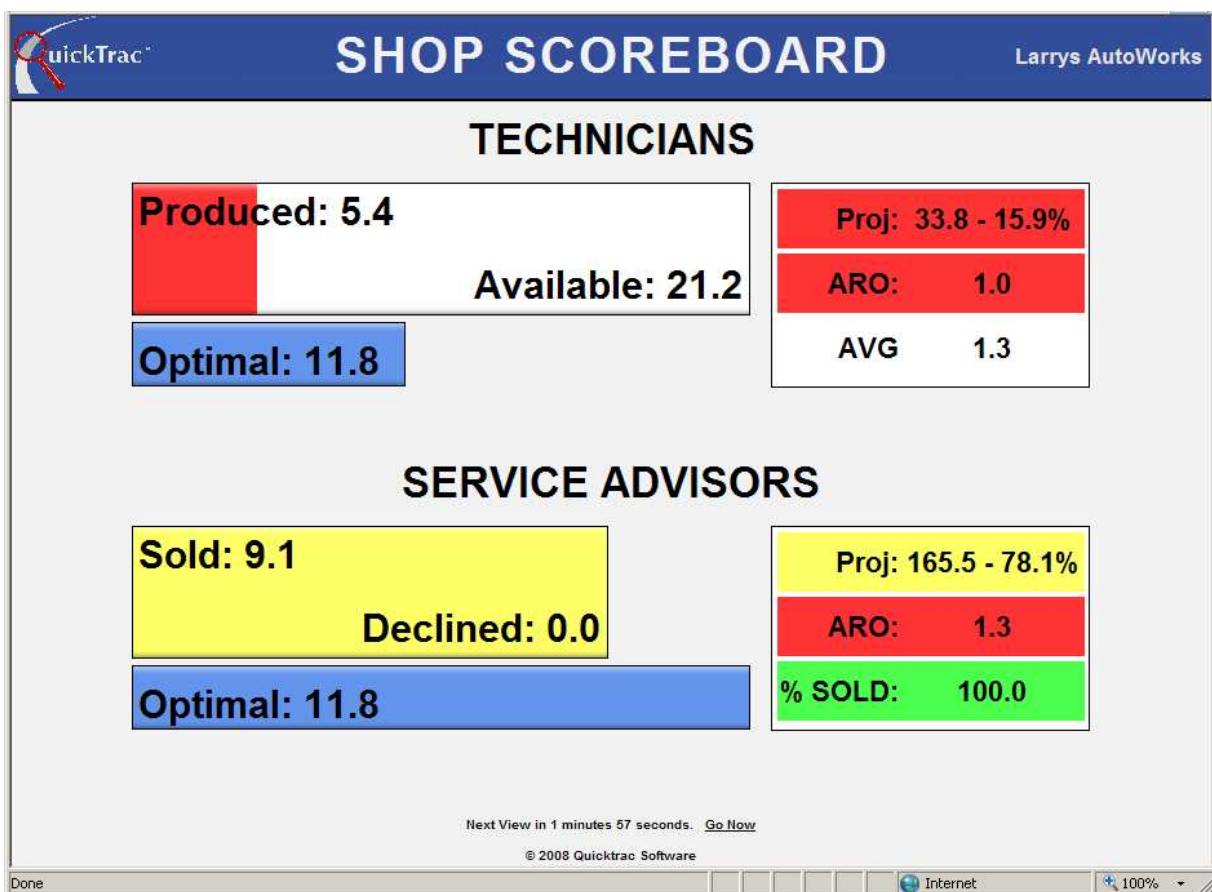




## Scoreboard

The SHOP SCOREBOARD view is derived in real-time from the information available in the main program. It was developed for shops to view a large screen display of their team that automatically changes based on the scores of the individuals.

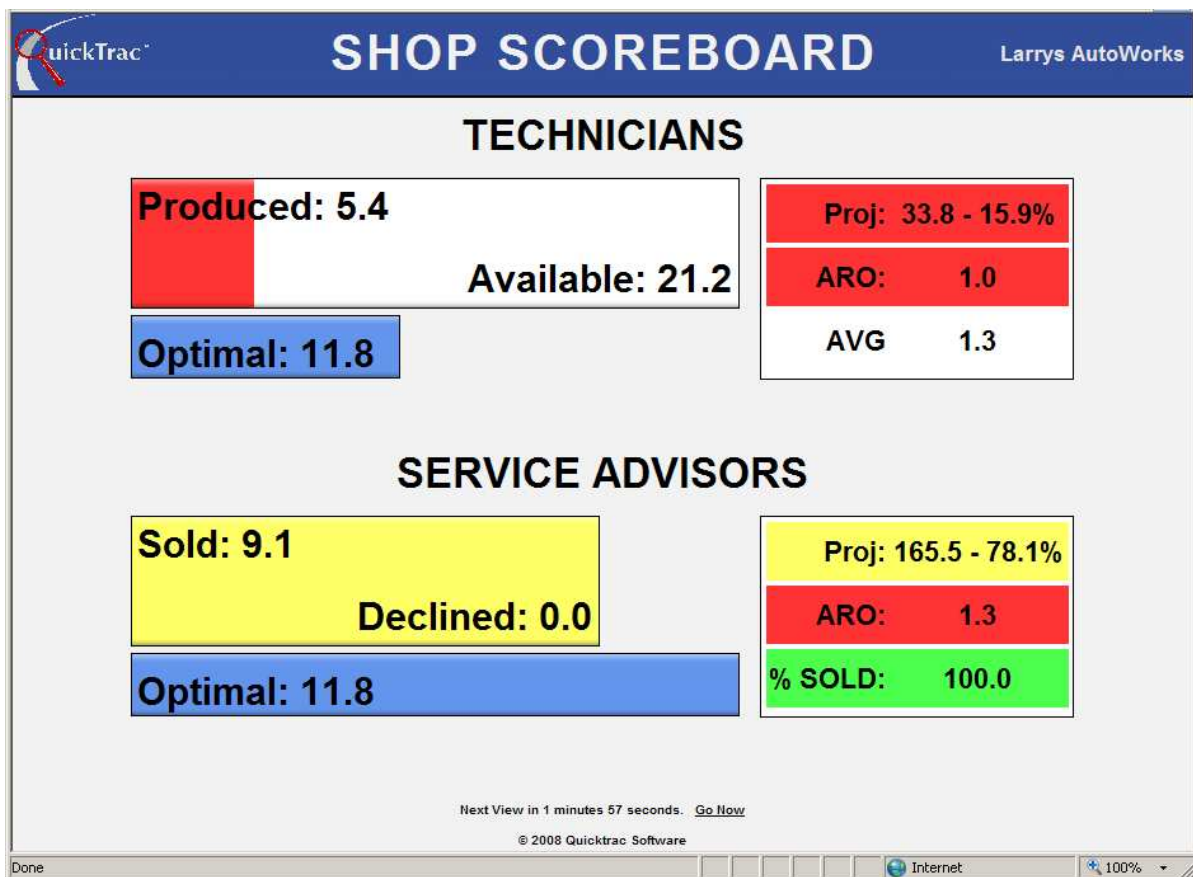


When you view the shop scoreboard you will be able to see real-time information on how the technician team is producing towards their weekly goal and how the Service Advisor Team is performing on their sales towards their weekly goal.

## Scoreboard

The TECHNICIAN team's graph will show real-time information of:

- Produced: total hours produced and marked completed by technician team
- Available: total hours of available work to produce
- Optimal: ideal hours to be completed at current time to reach technician team goal by end of work week
- Projected (Proj): projected production if current rate of production is maintained (projected hours and percentage of technician team goal)
- hours and percentage of goal that technician team will produce if current rate of production is maintained
- Average Work Order (AWO): average production hours per work order for technician team
- Average: Average hours of work found by technician team

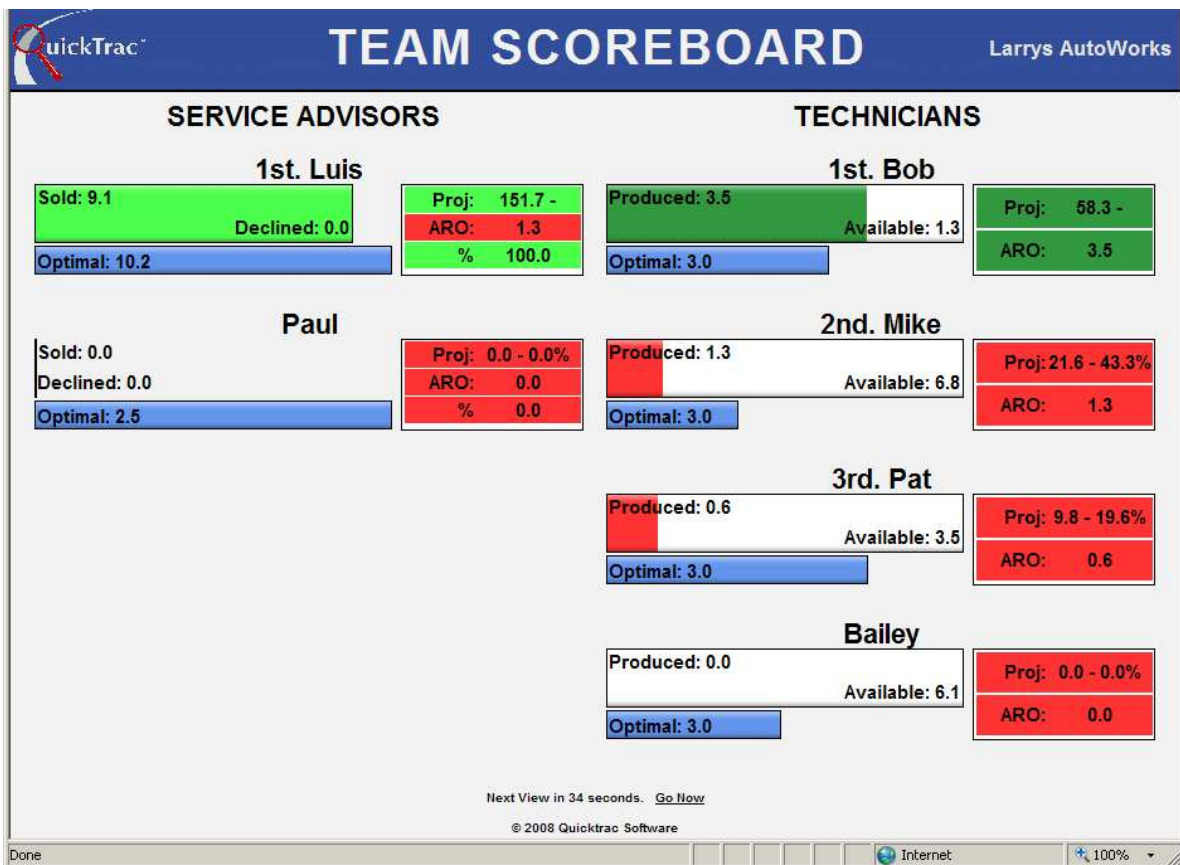


The SERVICE ADVISOR team's graph will show real-time information of:

- Sold: total hours sold by service advisor team
- Declined: total unsold hours by service advisor team at this time
- Optimal: ideal hours to be sold at current time to reach service advisor team goal by end of work week
- Projected (Proj): projected sales if service advisors continue to sell at current sell rate (projected hours and percentage of service advisor team goal)
- Average Work Order (AWO): average hours sold per work order
- % Sold: percentage of work sold, of total sales opportunity (sold and declined work)

## Scoreboard

The scoreboard updates the display, putting the highest ranked individuals on top, based on the latest information entered.



For each Service Advisor, you will see the following:

- Sold: total hours sold by Service Advisor
- Declined: total hours unsold by Service Advisor
- Optimal: ideal hours to be sold at current time for service advisor to hit goal by end of work week
- Projected (Proj): total sales projected if service advisor continues to sell at current sell rate
- Average Work Order (AWO): Average hours sold per work order by service advisor
- % Sold: Percentage of work sold, of total sales opportunity (sold & declined work)

And for each Technician, you will see the following:

- Produced: total hours produced and marked completed by technician
- Available: available hours left for technician to work on
- Optimal: ideal hours to be produced at current time to reach technician goal by end of week
- Projected (Proj): hours that technician will produce if current rate of production is maintained
- Average Work Oder (AWO): Average hours produced per work order by technician

**The display window will count down every 2 minutes to show the “NEXT VIEW” or click on “GO NOW” to view the next screen on demand.**