



Collision Repair Center Best Practices

Manage by the Numbers with InfoManager

INFOMANAGER is one of FinishMaster's value added tool offerings. This online sales database allows you to conveniently pull your purchase history and generate reports for your shop. You may view purchases in point of sale dollars and units by your different accounts or locations, specific items, manufacturers or product categories. You can retrieve the data on your statement either by invoice or delivery date and even drill into invoice detail. You can easily pull information needed for vendor rebates.

InfoManager contains eight different reports designed to allow you to better manage your business by the numbers. As we all know, **YOU CAN'T MANAGE WHAT YOU CAN'T MEASURE.**

A portion of a **3 Month Usage report** is shown below. This report allows you to monitor the trend in purchase dollars and units over a three month period by item. The report subtotals the items either by manufacturer, product category (i.e. paint, abrasives, etc.) or by location. Reports are available in 6 and 12

month trends, as well as current and prior year month-to-date formats.

Data will be current through yesterday's date. The system is updated with daily information every evening, it is unavailable on Sundays. Five years worth of purchase history is available. Reports may be downloaded to Microsoft Excel or printed directly from the site.

Let's Get Started!

If you would like to have access to your purchase information on InfoManager, please contact your FinishMaster Account Manager. Setup takes just a few days. Your Account Manager will provide you with a user id and password along with a complete user manual. Additional training is available by request.

Our business is making your business better.

<https://infomanager.finishmaster.com>



Tracking product usage through InfoManager provides data that can help increase shop profitability

**3 Month Usage by Manufacturer & Item
05/2009**

CONFIDENTIAL -- Internal Use Only	03/2009 Units	03/2009 Purchases	04/2009 Units	04/2009 Purchases	05/2009 Units	05/2009 Purchases	Mo. Avg. Units	Wk. Avg. Units	Mo. Avg. Purchase \$	Wk. Avg. Purchase \$	Total Purchase \$
MASTER MMM 3M Products											
05974* COMPOUND, RUB PERFECT G	1	42.72	0	0.00	1	42.72	0.67	0.16	28.48	6.70	85.44
32023* SANDPAPER,WET/DRY15009X	7	38.57	4	22.04	3	16.53	4.67	1.10	25.71	6.05	77.14
06545* TAPE,MASK CRYSTALBAY3/4	24	36.96	12	18.48	12	18.48	16.00	3.76	24.64	5.80	73.92
02221* SANDPAPER,GRN DRY40E 2X	1	64.31	0	0.00	0	0.00	0.33	0.08	21.44	5.04	64.31
02220* SANDPAPER,GRN DRY80D 2X	0	0.00	1	48.74	0	0.00	0.33	0.08	16.25	3.82	48.74
BON662* DYNA-WLD EPOXY 2 CRTG	0	0.00	0	0.00	1	40.41	0.33	0.08	13.47	3.17	40.41
08235* REPAIR, SEMI-RIGID PART	0	0.00	1	33.22	0	0.00	0.33	0.08	11.07	2.61	33.22
02035* SANDPAPER,WETDRYP8009X1	1	32.42	0	0.00	0	0.00	0.33	0.08	10.81	2.54	32.42
01249* CRYSTAL BAY,80D STIKIT	0	0.00	1	28.78	0	0.00	0.33	0.08	9.59	2.26	28.78