



TARGET GROSS PROFIT MARGIN%

1

STOP THE GUESSWORK



Without clear visibility into your overheads, it's easy to underprice services without realising, or out of fear of losing customers.

2

MANAGE BY THE NUMBERS



Define the exact amount of daily revenue needed to cover all fixed and variable operational costs. Stop guessing your prices.

3

MONITOR THE "BIG 3" KPIS DAILY



Maximise the ratio of Hours Invoiced versus Hours Worked. Make every hour count.



Ensure every car on the hoist is maximised for profit through upselling and deferred work.



Maintain consistent markups across all stock categories.