



# MSX Insight BM

**Intelligence to help dealers thrive**





## Using data to drive performance

Business intelligence lies at the heart of dealer network success. Presented, analyzed, and managed in the right ways, data reveals insights into your organization's financial and operational health, identifies areas for improvement, and enables solutions that improve dealer performance and profitability.

MSX's Business Management solution, Insight BM, is an innovative reporting tool that offers in-depth analysis of business data, helping users to track and manage KPIs, and giving brands access to crucial operational, financial, and management information that quickly helps them see where opportunities lie.

For over 30 years, MSX International has supported OEMs and their dealer networks across the globe, helping them review operations and unlock potential for growth and efficiency. MSX specializes in enhancing dealer performance through specialist products and services, created for your business, and delivered and managed by our dedicated teams.

**32**

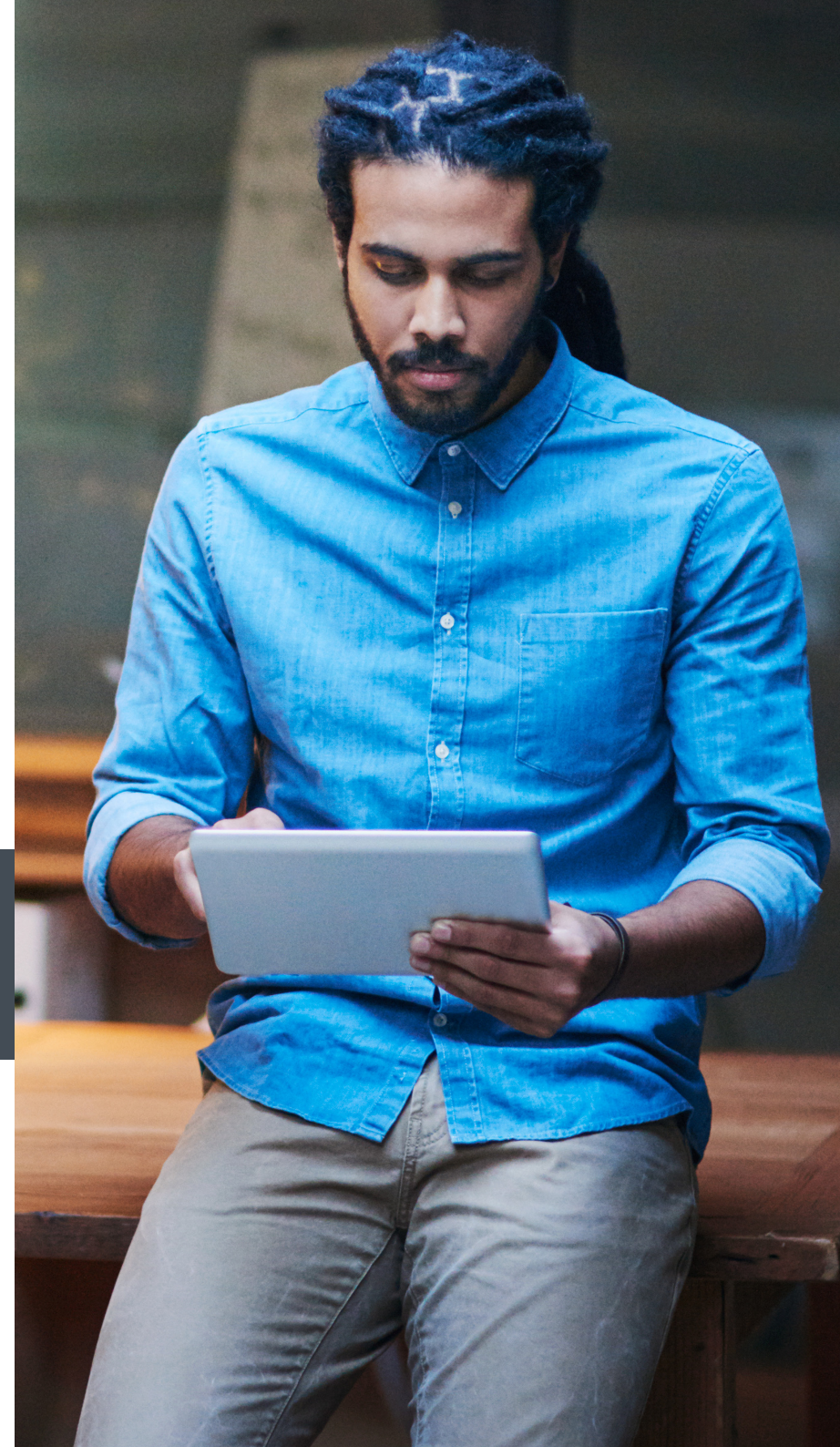
Markets

**36**

National sales companies

**20**

Brands





## Making intelligence work for you

Insight BM supports data-driven decisions that streamline dealer processes and improve knowledge, skills, strategies, and techniques. These insights, combined with industry-leading MSX technology and expertise, help dealers achieve KPIs more easily.

With improved access to more transparent information, dealers can prioritize their tasks to boost performance and better understand how their decisions and actions influence different areas of the business. MSX Business Management solutions empower dealers, helping them make more informed decisions, improve competences, and boost performance.

How does Insight BM strengthen your business?

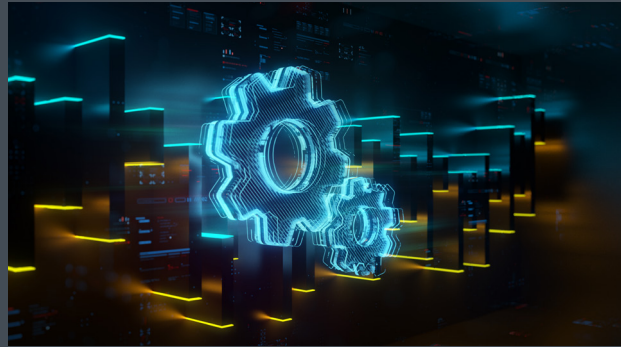
- The innovative, web-based system is flexible, and secure.
- Both dealers and OEMs can access quality reporting.
- Financial and statistical data is transformed into structured performance information.
- Decision making and financial benchmarking are better supported.
- Dealer principals, operational managers, and the OEM can track KPIs and closely monitor retail business channels.



## Working together to meet your needs

MSX's unparalleled dealership expertise, flexible solutions, and data-driven consulting services provide the foundation for stronger partnerships. We work closely with your business to optimize performance, drive profitability, and uncover new opportunities.

### We do this through:



### Insight

Unlock value with our data-led solutions that empower you to make informed decisions for long-term profitability.

### Technology

Revolutionize your dealer networks with innovative and customizable technology solutions.

### Expertise

Achieve performance excellence with our consulting and peer-to-peer sessions, plus support from subject matter and in-the-field experts.



## Delivering specialist support

Insight BM enhances your business performance with services and features that are tailored to you. Our solutions include:



### Comprehensive business intelligence tools

Insight BM offers a robust suite of standard dashboards, reports, and tools, developed through collaborative work with OEMs and dealers.

### MSX MRA Business Model integration

Insight BM integrates an analytical processing technique, the MSX MRA Business Model, and MSX Suite of Reports, to simplify data analysis and offer quick issue identification and opportunity discovery.

### Automated analysis and simulation

Users benefit from automated dealer and network performance analysis, opportunity reports based on benchmarks, and standard simulation tools for confident decision making.





### **Flexible benchmarking**

You can benchmark all KPIs to meet OEM needs. Benchmarks can be activated or deactivated as required, providing flexibility in accessing reports.



### **Customizable dashboards**

Insight BM can be tailored to your specific requirements with customizable dashboards, empowering users with personalized insights.



### **Consolidation and reporting**

Insight BM enables seamless consolidation for national, tier, and regional reporting, ensuring comprehensive insights for OEMs.



### **Regular performance updates**

Users stay informed with monthly communications, access to reports and updates on performance.

## Enhance dealer performance with MSX

At a time of industry transformation, which is influencing dealer responsibilities and creating a need for new processes and strategies, Insight BM gives businesses the confidence to make effective decisions.

Insight BM helps dealers find and create improvement opportunities, enhance learning and engagement, strengthen competencies and boost KPIs for a stronger, more efficient, and profitable business.



# MSX Insight BM

**Get in touch with us**

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[www.msxi.com/insight-bm](http://www.msxi.com/insight-bm)

