

## CCC® Parts – Win Rate Dashboard

### Introduction

CCC® Promote – Win Rate Dashboard allows OEM dealers/suppliers (subscribed to CCC Parts) to view and compare parts sold within a geographic area. These are sales made to repair facilities (RFs or shops or repairers) that use CCC® Estimating Repair Workflow as their shop management system.

This dashboard also measures the effect of electronic purchase orders (ePOs) and provides an insight into the aggregate sales in the region.

You will be able to view captured sales in your targeted geographic area compared to other suppliers of the same part type. These views can be filtered by date, vehicle make, and region, providing a granular level of data.

The data is updated every week.

### Accessing Win Rate Dashboard – Supplier View

1. Access the supplier portal using your login credentials.  
[Please contact CCC Parts Support for login information \(contact information is provided at the end of this job aid\).](#)
2. Expand the **CCC Parts Insight** in your left pane and click **Win Rate Dashboard**.

You will see filters:

<b>Supplier</b>	Displays your dealer/supplier name next to it.
<b>Month Selection</b>	Use the sliders above the list of the months to specify the time period. You can select a minimum of one month. The charts will automatically adjust to display the information for the selected months.
<b>CBSA</b>	Displays aggregate data for all CBSAs. Select CBSA from the list to view data specific to the CBSA. <a href="#">CBSA (Core-Based Statistical Area) is a U.S. geographic area defined by the Office of Management and Budget. For the most current CBSA delineation information, please refer to the U.S. Census Bureau website: <a href="http://www.census.gov/population/metro/data/def.html">http://www.census.gov/population/metro/data/def.html</a></a>
<b>Vehicle Make</b>	Allows you to filter data by vehicle make. If no vehicle make is selected, the dashboard will display data for all vehicles that repairers have recorded invoices from you.

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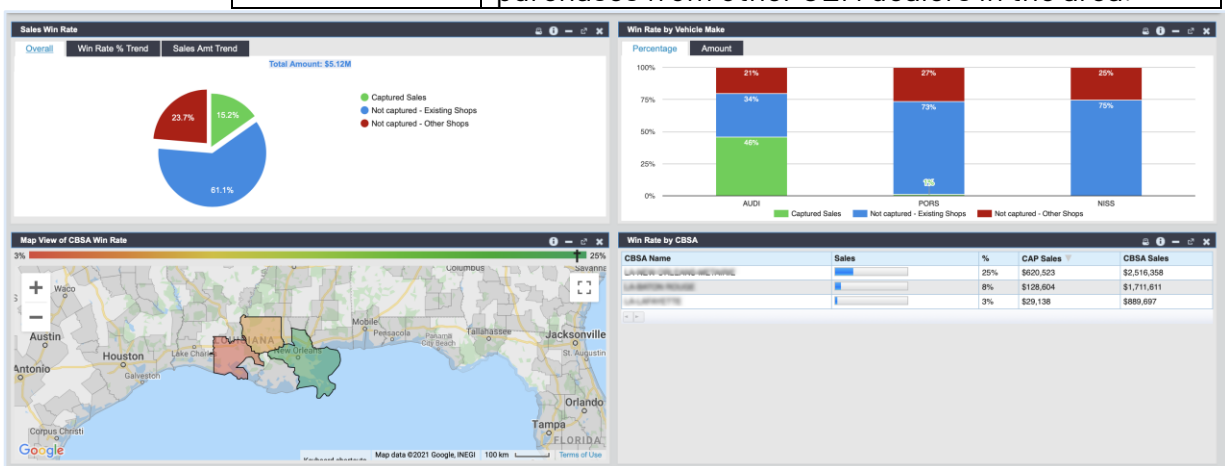


## CCC® Parts – Win Rate Dashboard, Continued

### Viewing Win Rate Dashboards

Win Rate displays charts that focus on:

<b>Captured Sales</b>	Shows your sales to repair facilities using CCC® Estimating in the geographic areas. Hover over the region to see the dollar value of parts captured.
<b>Not Captured – Existing Shops</b>	Missed sales to repair facilities that purchased parts from you in the past.
<b>Not Captured – Other Shops</b>	Missed sales to repair facilities that have never purchased parts from you but have recorded purchases from other OEM dealers in the area.



To look at these trends over time, look at the other two tabs in the panel. These can be viewed both by dollar amount and percentage of sales.

You can see this supplier's sales broken out by brands currently offered to the right of these charts. These can be viewed as percentages or by dollar amount.

<b>Sales Win Rate</b>	<p>Displays the breakdown of parts sales for the vehicle makes that you carry and sell in these geographic areas. This chart enables you to view missed sales opportunities to repairers (existing customers and those who do not buy from you) who use CCC® Estimating to manage parts.</p> <p><b>This dashboard does not show recycled parts.</b></p> <ul style="list-style-type: none"> <li>• Hover over the chart to see the details for each component.</li> <li>• Toggle to Win Rate % Trend or Sales Amount Trend tabs to view the month-over-month trends in percentage or dollar amount.</li> </ul>
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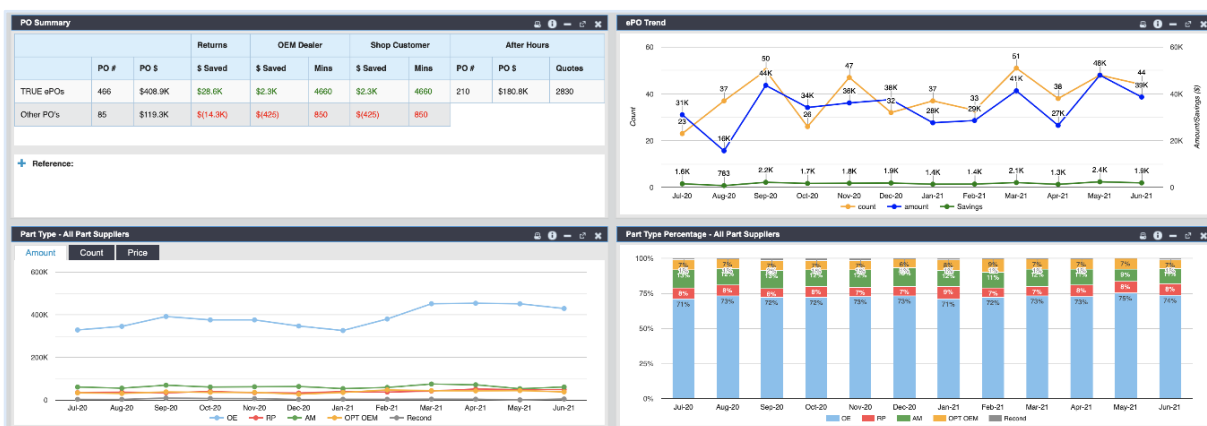
## CCC® Parts – Win Rate Dashboard, Continued

<b>Win Rate by Vehicle Make</b>	Displays captured and not captured parts sales for the vehicle makes that you carry and sell in these geographic areas. These can be viewed as percentages or by dollar amount. Remove the vehicle make filter to view sales for all vehicle makes that repair facilities have recorded invoices from you.						
<b>Map View of CBSA Win Rate</b>	Graphic representation of CBSA for repairers in your area that use CCC® Estimating Repair Workflow as their shop management system. Click on the CBSA area to view CBSA details. The tracker above the map illustrates the win rate percentage of a selected CBSA and compares it to the highest win rate achieved across all the dealer's areas of operation. Change the scale by clicking the plus and minus buttons.						
<b>Win Rate by CBSA</b>	Displays your captured sales and win rate percentage by CBSA area, compared to the total amount of OEM parts sold in the same area. <table border="1"> <tr> <td><b>Sales %</b></td><td>Displays the win rate percentage in each CBSA.</td></tr> <tr> <td><b>Captured Sales</b></td><td>Dollar Amount of your captured sales recorded by repairers that use CCC® Estimating Repair Workflow in each CBSA.</td></tr> <tr> <td><b>CBSA Sales</b></td><td>Total amount of OEM part sales to all repairers that use CCC® Estimating to manage parts in each CBSA.</td></tr> </table>	<b>Sales %</b>	Displays the win rate percentage in each CBSA.	<b>Captured Sales</b>	Dollar Amount of your captured sales recorded by repairers that use CCC® Estimating Repair Workflow in each CBSA.	<b>CBSA Sales</b>	Total amount of OEM part sales to all repairers that use CCC® Estimating to manage parts in each CBSA.
<b>Sales %</b>	Displays the win rate percentage in each CBSA.						
<b>Captured Sales</b>	Dollar Amount of your captured sales recorded by repairers that use CCC® Estimating Repair Workflow in each CBSA.						
<b>CBSA Sales</b>	Total amount of OEM part sales to all repairers that use CCC® Estimating to manage parts in each CBSA.						

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## CCC® Parts – Win Rate Dashboard, Continued



This section of the dashboard provides a deeper insight into the actual and potential time and monetary savings from automating ordering and invoicing.

As this business grows you will be able to see the running trend.

<b>PO Summary</b>	<p>Displays the summary data for submitted electronic purchase orders (ePOs) and total Purchase Orders (POs).</p> <table border="1"> <tr> <td><b>TRUE ePOs</b></td><td>Displays ePOs submitted after hours. The savings attained by your repair facility customers and by your organization are shown separately.</td></tr> <tr> <td><b>Other POs</b></td><td>Displays data for all other non-electronic purchase orders that you receive and process.</td></tr> </table> <p><b>NOTE</b> The default value for dollars saved is at \$5 per ePO, and time saved is at 10 minutes per ePO. The default value for return rate on regular POs is 12%, and the return rate on electronic orders is set at 5%.</p> <p>Please refer to the controls section to view or change the default numbers used to calculate the amount of time and money saved with ePO.</p>	<b>TRUE ePOs</b>	Displays ePOs submitted after hours. The savings attained by your repair facility customers and by your organization are shown separately.	<b>Other POs</b>	Displays data for all other non-electronic purchase orders that you receive and process.
<b>TRUE ePOs</b>	Displays ePOs submitted after hours. The savings attained by your repair facility customers and by your organization are shown separately.				
<b>Other POs</b>	Displays data for all other non-electronic purchase orders that you receive and process.				
<b>ePO Trend</b>	<p>Displays data for ePOs that you received:</p> <ul style="list-style-type: none"> <li>– total count of ePOs received</li> <li>– dollar amount on ePOs</li> <li>– amount saved by using ePOs</li> </ul> <p>The default value for dollars saved is at \$5 per ePO, and time saved is at 10 minutes per ePO.</p>				

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## CCC® Parts – Win Rate Dashboard, Continued

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<b>Part Type</b>	Displays overall metrics in the CBSAs where dealer has sold to repair facilities using CCC® Estimating for all vehicle makes (brands), by part type that you carry. It is the total number for this market, based on CCC claims data, narrowed down to selected months, vehicle makes, and CBSA. The tabs show a graph for the amount sold, part count, and average price respectively.
<b>Part Type Percentage</b>	Displays percentage of each part type in the CBSAs where you have sold to repair facilities using CCC® Estimating for all vehicle makes that you carry. It is the total number for the local market, based on CCC claims data, narrowed down to selected months, vehicle makes, and CBSA.

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If you have any questions about the data included in this dashboard, please contact CCC Parts Support at [parts\\_support@cccis.com](mailto:parts_support@cccis.com) or call 855.874.4404.

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