

Custom ERP / CRM · Showroom implementation example

INDOWYSS Showroom

Your capital is in your vehicles. Control should be in your hands.

Request custom ERP, CRM or operational software built around your business. Modules, workflows, reports and access roles are defined together. This showroom is one example of the approach.

Owner Command Center

Contoh arah pengembangan: negosiasi, modal tertahan, dan tindak lanjut sales.

Refresh data

Total unit

6

Published

3

Draft

1

Reserved

1

Action open

3

Ditunda

1

Total lead

8

Lead baru

2

PRIORITAS KEPUTUSAN

Fokus owner

2 perlu perhatian

2 pekerjaan berprioritas tinggi perlu ditinjau berdasarkan evidence terbaru showroom.

ACTION URGENT

2

LEAD BARU

2

APPOINTMENT 7 HARI

2

OUTCOME TERBARU

1

Source: Simulasi arah pengembangan

At: Tindak digunakan

Mode: read-only

Data: perbandingan laporan target PE

Diperbarui: 15 Okt 2023, 10:00

DATA TEKNIS

Showroom Business Advisor

Perlu perhatian +

Tugas Hari Ini

2

Tawaran Rp44 juta: Rp500.000 di bawah target

high

CONTOH-ADV-01: Honda ADV 160 2023 open

0 blocker 1 warning

SARAFIK

Biaya unit Rp41.500.000. Tawaran menjualkan Rp42.500.000, target Anda Rp43.000.000. Ini sudah target, bukan otomatis rugi.

KEPUTUSAN

Ajukan Rp44.500.000, atau setiap target lebih rendah setelah menunggu giliran. Harga tidak diubah sendiri oleh sistem.

Bandingkan penawaran --

Dua calon pembeli datang besok. Sales dan unit harus siap.

high

CONTOH-ADV-02: Honda Vario 160 2023 open

0 blocker 1 warning

SARAFIK

Jam 10:00 dan 14:00. Satu penanggung jawab belum dikonfirmasi, satu unit belum selesai diperiksa.

KEPUTUSAN

Konfirmasi satu dan siapkan pemeriksaan hari ini. Setelah kunjungan, cetak hasil serta tindak lanjutnya.

Tinjau jadwal dan kegiatan --

Rencana Usaha

1

Modal Rp72 juta tertahan 68 hari. Tahan harga atau negosiasi?

medium

CONTOH-FCR-03: Honda Forza 2022 open

0 blocker 1 warning

SARAFIK

Asumsi menunggu 14 hari lagi menambah biaya Rp700.000. Jika pilihan potongan harga Rp500.000.

KEPUTUSAN

Bandingkan biaya menunggu dengan potongan yang diterima. Periksa biaya biaya unit sebelum setuju. Lama tunggu adalah asumsi, bukan prediksi tanggal lalu.

Bandingkan biaya menunggu --

Tugas Ditunda

1

Pembelian unit berikutnya menunggu pelunasan Rp18 juta

medium

CONTOH-PCR-04: Honda PCX 2022 inroad

0 blocker 1 warning sampai 16 Okt 2023, 10:00

SARAFIK

Harga disetujui Rp28.000.000, uang muka Rp10.000.000. Sisa Rp18.000.000 belum diterima, jadi belum boleh dianggap kas tersedia.

KEPUTUSAN

Tunda penagihan pembelian baru. Periksa pembayaran pada 16 Oktober sebelum mengalokasikan dana.

Tinjau penelitan dana --

Outcome Terbaru

1

Harga Rp28 juta disetujui. Sisa setelah biaya unit Rp3 juta.

low

CONTOH-PCR-04: Honda PCX 2022 completed

0 blocker 0 warning

SARAFIK

Rp28.000.000 - biaya unit Rp18.000.000 = Rp10.000.000, sebelum overhead. Ini hasil simulasi, bukan laba bersih atau pelunasan.

KEPUTUSAN

Pantau sisa pembayaran Rp18.000.000. Tutup transaksi hanya setelah pembayaran dan pengembalian tercatat.

Tinjau hasil negosiasi --

Product interface · development scenarios, not active engine output

More than a website displaying vehicles.

Discuss a partnership

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01 / Owner Command Center

Open one place. See what needs attention.

Offers, tied-up capital and outstanding payments appear together. The Owner interface is built; the decisions shown here are development scenarios.

01 Today: offers & visits

An IDR 44m offer misses the target. Two prospects visit tomorrow. The owner sees what needs a decision and preparation.

02 Business Plans: tied-up capital

IDR 72m has been tied up for 68 days. Compare holding costs against a price reduction before deciding.

03 Postponed: payment pending

IDR 18m is still outstanding. Approval for the next vehicle purchase waits until receipt of the money is checked.

04 Outcomes: recorded decisions

An IDR 28m agreement leaves IDR 3m after unit costs. It is not treated as net profit or full payment.

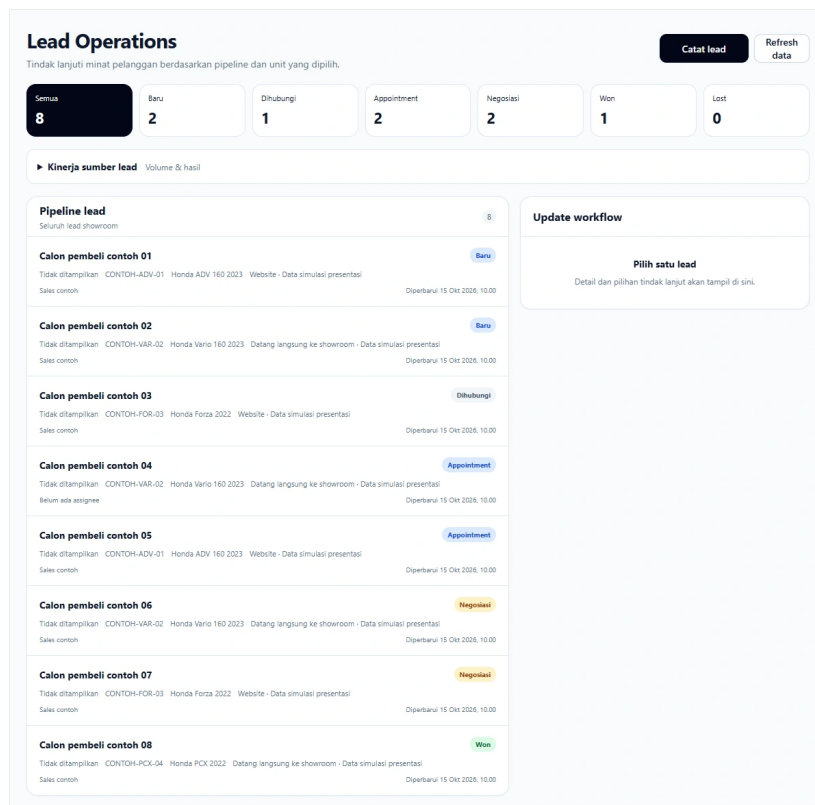
The showroom advisor reads vehicle, inspection, prospect and sales-order records. Core calculations use code-based rules. AI assistance can be added in a controlled way once data sources, permission and decision boundaries are clear.

The Owner view illustrates development scenarios, not active engine output. Lead Operations uses fictional presentation records.

02 / SALES FOLLOW-UP

Customer interest leads to follow-up, not a dead-end chat.

Lead Operations records prospects, vehicles of interest, status, assigned staff, schedules, sales activity and recorded outcomes.



Product interface · simulated presentation data

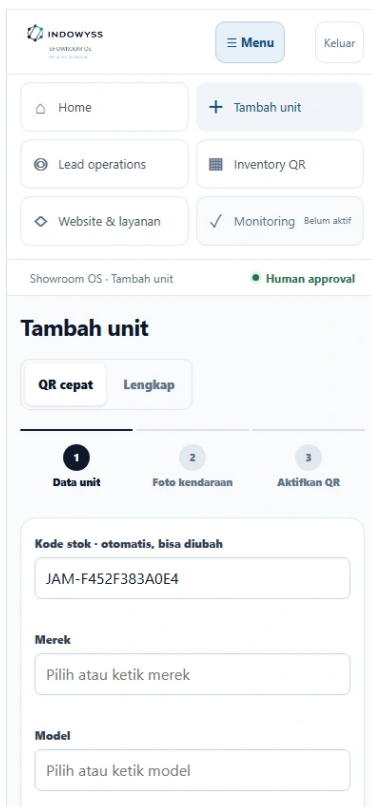
New enquiries, contact, appointments, negotiation and outcomes are distinguished.

Sales and payments still require appropriate records and confirmation.

02 / CONNECTED WORK / VEHICLES & CUSTOMERS

From vehicle intake to prospect follow-up.

Vehicle information belongs in a connected workflow. Staff prepare vehicles, customers explore their options and sales staff have the records to follow up.



Staff intake

Customer catalogue

The catalogue, photos, pricing, status and detail access help customers understand their options before speaking with sales.

Vehicle detail

A unit-specific QR leads to vehicle information. Customers can review details and continue communicating with the showroom.

Staff intake

Staff add vehicle information and photos. Quick QR and full verification are separate; an initial listing is not treated as a completed inspection.

The current product interface is in Indonesian. This English version translates the explanation; screenshots retain the original product language.

03 / Intended decision support

This offer is IDR 500,000 below your target.

Development concept. Examples use simulated figures to illustrate a development direction, not customer results or capabilities that are all active today.

-IDR 500,000

Difference from the target, not a loss on the vehicle

Scenario inputs

Acquisition: IDR 40m. Direct costs: IDR 1.5m. Target contribution: IDR 3m. Offer: IDR 44m.

Calculation

$\text{IDR } 40\text{m} + \text{IDR } 1.5\text{m} + \text{IDR } 3\text{m} = \text{IDR } 44.5\text{m}$. The IDR 44m offer leaves IDR 2.5m after unit costs: IDR 500,000 below target, not automatically a loss.

Suggested next step

The owner chooses: hold the target, counteroffer or approve a lower target. The system does not accept offers itself.

Data & example boundaries

Complete costs, a target and an offer. The cost foundation is built; this offer comparison and report format are development concepts.

03 / Intended decision support

Another 14 days has a cost. Compare it before holding the price.

Development concept. Examples use simulated figures to illustrate a development direction, not customer results or capabilities that are all active today.

IDR 700,000

Additional cost if the holding assumption occurs

Scenario inputs

Owner assumptions: hold the vehicle for 14 more days, with IDR 50,000 additional cost per day. Alternative: an IDR 500,000 reduction for an available offer.

Calculation

$14 \times \text{IDR } 50,000 = \text{IDR } 700,000$. The IDR 500,000 reduction is IDR 200,000 less than the assumed waiting cost. Unchanged fixed costs are not counted again.

Suggested next step

Compare the offer with the unit cost floor and sales opportunity. Do not discount automatically. This waiting period is an assumption, not a predicted sale date.

Data & example boundaries

Stock age, additional costs, an available offer and owner approval. This comparison is not an active Monitoring module.

03 / Intended decision support

Visits are scheduled for tomorrow. Make sure the salesperson and vehicle are ready.

Development concept. Examples use simulated figures to illustrate a development direction, not customer results or capabilities that are all active today.

2 scheduled visits

Example priority from recorded schedules

Scenario inputs

Two visits tomorrow. One lacks salesperson confirmation; one vehicle has not completed inspection.

Calculation

Match schedules, assignments, last activity and vehicle readiness. No invented closing probability or revenue is needed.

Suggested next step

Confirm the salesperson and complete checks before the visit. Afterwards, record the outcome and next step.

Data & example boundaries

Schedules, assignments, activity and vehicle checks. Underlying records exist; cross-record alerts like this remain a development direction.

04 / ENGINE & DEVELOPMENT

From showroom data to a basis for decisions.

The INDOWYSS Engine is more than a chat box receiving data. Sources are checked, figures calculated, data sufficiency assessed and priorities presented before the owner acts.

Record vehicles & activity / Check completeness / Calculate costs & status / Prioritise work / Owner takes action

Monitoring: closing the loop after a decision.

The next development connects owner actions to a monitoring period and recorded outcomes. For example, review a price change or sales follow-up method, then examine what changed. The showroom Monitoring module is not active yet; this is a development direction, not a completed-feature claim.

Built / Catalogue, QR & vehicle management

Customer information, staff intake, vehicle status, checks and publication.

Built / Owner Command Center & Lead Operations

Priorities, postponed work, recorded outcomes, pipelines and sales activity.

Built / Unit costs & negotiation safeguards

Calculations use recorded costs and confirmed completeness.

Next development / Action & outcome monitoring

Monitoring periods, reminders and reviews appropriate to showroom sales cycles.

Partnership-dependent scope / Cars, multiple branches & integrations

Domain adaptation and payment, lender, workshop or messaging connections based on access and needs.

One INDOWYSS direction / industry-specific applications

Different industries. The same value foundation.

F&B businesses and showrooms both need easy work, trustworthy records and evidence-based decisions. Their data, workflows and business calculations differ.

INDOWYSS F&B

Recorded work

Transactions, menus, ingredients, menu costs, purchases and cash closing.

What needs attention

Low stock, changing menu costs, equipment or staffing needs.

A basis for action

Review stock and pricing, calculate options, run a trial and review results.

INDOWYSS Showroom

Recorded work

Vehicles, acquisition costs, inspections, prospects, sales activity and sales orders.

What needs attention

Vehicle readiness, incomplete costs, prospects awaiting follow-up or ageing stock.

A basis for action

Prioritise work, complete records and review costs and negotiation headroom.

INDOWYSS Engine

Check data → calculate → prioritise → explain → record action.

What carries across industries is the approach and system foundation. Current applications keep their data and operations separate. Cross-business supplier, promotion and referral networks are developed only where relevant and with appropriate permission.

05 / PARTNERSHIP & IMPLEMENTATION

Start with the problem that matters most.

There is no need to commission the whole system at once. Choose the first workflow together, trial it in daily work and expand based on results.

Catalogue & sales follow-up

Suitable when vehicle information and prospects are scattered.

Measures: Information completeness, listing preparation time and prospects followed up.

Inventory & vehicle costs

Suitable when capital tied up and negotiation headroom are hard to assess.

Measures: Cost completeness, vehicles needing review and consistency of negotiation decisions.

Tell us what you need from ERP, CRM or operational software: inventory, customers, team workflows, reports or an Owner Command Center. Modules, integrations, costs and support are agreed within scope before development begins.

Understand the work / Agree scope and measures / Implement one workflow / Review and expand

Discuss a partnership

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Current implementation examples focus on motorcycle showrooms. Owner and Lead Operations views use the product interface with safe simulated data; they are not customer outcomes. Motorcycles, cars, payments and lender integrations have different requirements. Automated outcome monitoring and further connections are labelled as future development. F&B and showroom applications share the INDOWYSS direction and foundation patterns, not an already merged customer database.