



Financial Intelligence for Dealer Networks

**Real-time visibility. Shared accountability.
Better performance across the network.**

Ri-focus Financial Management connects OEMs and their dealer networks in a single platform—delivering trusted financial data, actionable insights, and measurable results.



SEE

Real-time visibility
across your
dealer network



ENGAGE

Drive dealer
engagement and
shared accountability



ACT

Identify issues early
and take action
faster



PERFORM

Improve performance
and strengthen
the network



PROVE

Demonstrate ROI
and support strategic
decisions



From financial data to performance control—
empowering OEMs and dealers to achieve more, together.



Trusted Data



Shared Platform



Real-Time Insight



Measurable Impact



Most OEMs Have Data. Few Have Financial Visibility.

Dealer financial performance is often fragmented, delayed, inconsistent, or invisible across the network.

WHY THIS MATTERS NOW



No standardised dealer financial visibility

Different systems, reporting methods, and dealer processes create fragmented and inconsistent financial insight.



Difficulty identifying underperforming or at-risk dealers

Without connected visibility, performance, profitability, and operational risk can remain hidden until issues escalate.



Increasing pressure to understand dealer profitability and ROI

OEMs are under growing pressure to understand whether dealers have a reasonable opportunity to achieve sustainable returns.



Limited ability to align field teams and dealer actions

Without trusted network-wide financial insight, intervention and support efforts become reactive and inconsistent.



Difficulty measuring network performance consistently

Inconsistent KPI definitions and fragmented reporting make benchmarking and strategic planning difficult.



THE RESULT

- ✓ Inconsistent network visibility
- ✓ Reactive decision-making
- ✓ Limited dealer accountability
- ✓ Difficulty proving dealer ROI
- ✓ Reduced intervention capability
- ✓ Missed performance opportunities
- ✓ Increased network risk exposure



One connected financial performance environment.
One network pulling in the same direction.



Shared Environment. Shared Accountability.
One source of truth across your network.



A connected platform that brings together trusted data, shared accountability and actionable intelligence.

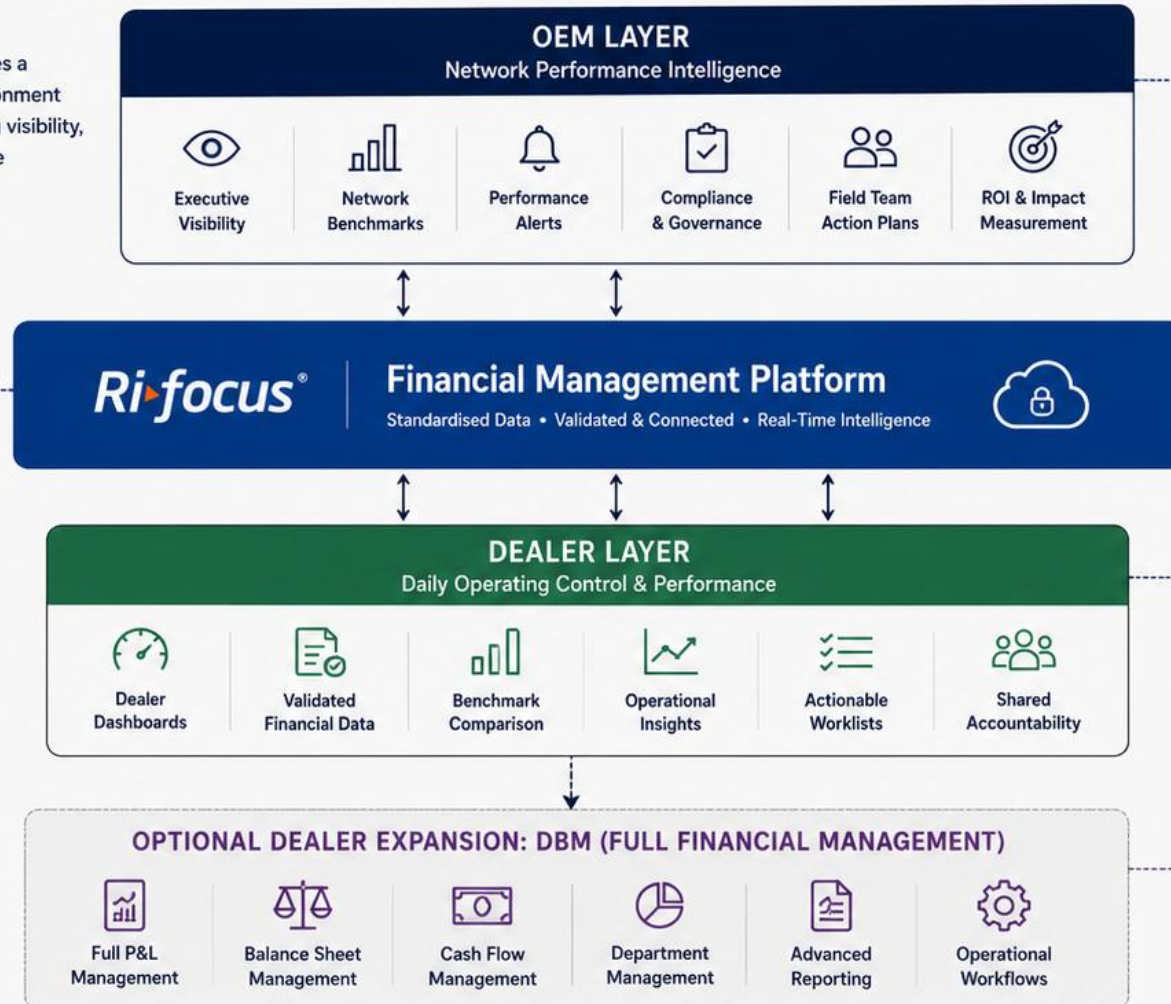
Built for the Way OEMs and Dealers Work

Ri-focus Financial Management creates a connected financial intelligence environment that aligns OEMs and dealers—driving visibility, accountability and better performance across the network.



ONE CONNECTED PLATFORM

Standardised, validated financial data flows seamlessly between OEMs and dealers.



OEM CONTROL AND INSIGHT

See performance clearly, intervene early, and drive better results across your network.



DEALER ENGAGEMENT AND ACCOUNTABILITY

Dealers use, validate and act on the data—improving accuracy, engagement and results.



DEEPER OPERATIONAL CONTROL (DBM)

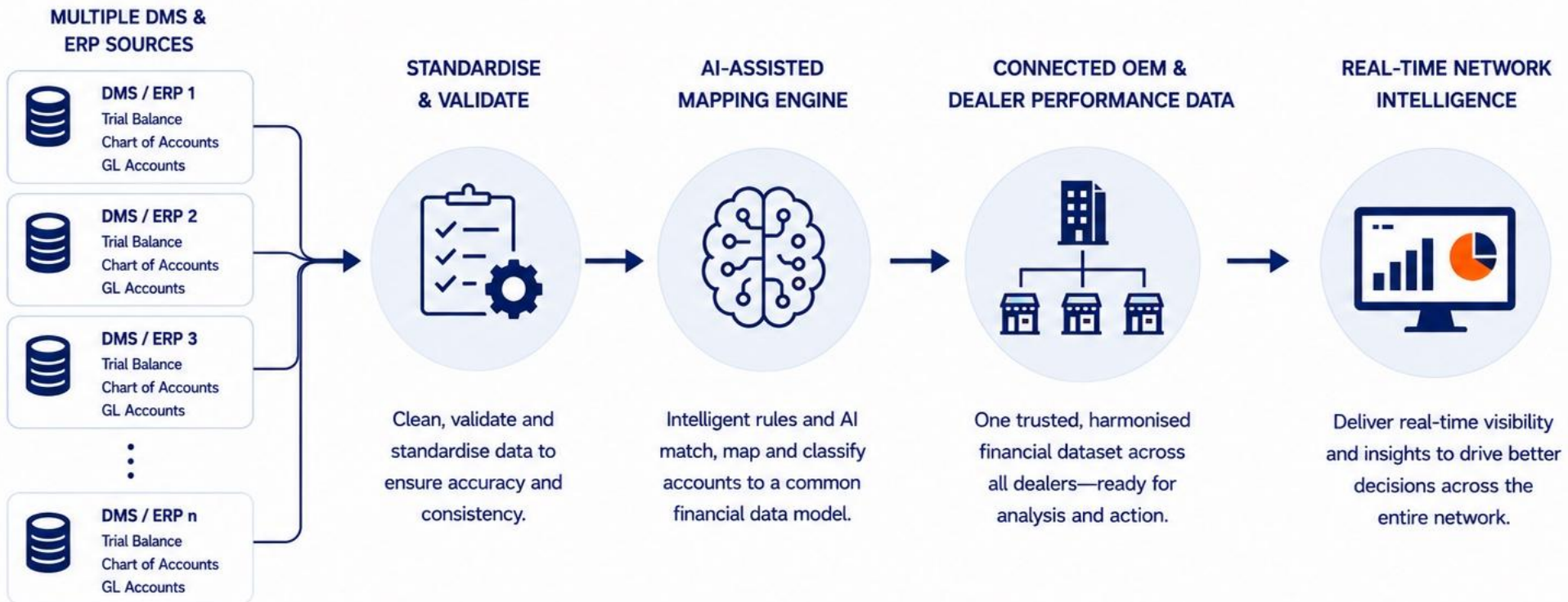
Dealers can expand into the full DBM platform for complete operational financial management.



One platform. Shared intelligence.
Stronger networks. Better results.

The Trial Balance Mapping Engine

Ri-focus Financial Management standardises and validates financial data across multiple dealer systems—creating **one trusted financial performance environment**.



Why *Ri>focus* is Different

From passive reporting to performance control.

Ri-focus Financial Management is purpose-built for today's OEMs—delivering shared visibility, trusted data, and action-ready insights that drive real results.

 Traditional OEM Financial Programs	VS.	<i>Ri>focus</i> Financial Management
 Static & retrospective Periodic reports that show what already happened.	 Timeliness	 Real-time & near real-time Daily visibility into performance as it happens.
 OEM-centric & one-sided Limited dealer engagement and interaction.	 Shared Accountability	 Shared & collaborative OEMs and dealers work from the same trusted financial picture.
 Fragmented data & systems Multiple sources, manual processes, and spreadsheet dependency.	 Data Foundation	 Connected & validated data Integrates DMS and systems into a single, validated data foundation.
 Reporting focused Designed to produce reports, not drive action.	 Purpose	 Action & intervention focused Built to identify issues early and enable timely action.
 Delayed & manual Monthly/quarterly cycles, heavy manual validation.	 Speed & Efficiency	 Automated & efficient Automated data processes and built-in validations save time.
 Limited visibility Hard to see risk and opportunities across the full network.	 Visibility	 Complete network visibility Consistent KPIs, benchmarks, and drill-down insight across dealers and groups.
 Passive & backward-looking Issues are discovered too late to make a difference.	 Outcome	 Proactive & forward-looking Spot trends, act earlier, and improve performance across the network.



The *Ri>focus* Difference

More than better reporting. Ri-focus delivers **shared visibility, trusted data, and actionable insights** so OEMs and dealers can improve performance — **together.**

- ✓ Stronger decisions
- ✓ Faster action
- ✓ Better accountability
- ✓ Happier dealers
- ✓ Higher performance
- ✓ Measurable ROI



From financial data to performance control—
empowering OEMs and dealers to achieve more, together.



Trusted Data



Shared Platform



Real-Time Insight



Measurable Impact

What OEMs Gain

Network visibility. Dealer accountability. Measurable results.

Ri-focus Financial Management gives OEMs the clarity and control to understand performance across the network—and act with confidence.



Daily Network Visibility

See financial performance across all dealers, every day.
No more waiting for monthly reports.



Faster Intervention

Identify underperformance and emerging issues early—so your teams can act before they impact results.



Stronger Accountability

Standardised KPIs and validated data create clear ownership and drive follow-through across the network.



Risk & Compliance Confidence

Consistent data and audit trails support franchise compliance and reduce regulatory risk.



Consistent KPI Measurement

One set of definitions.
One source of truth.
Meaningful benchmarking across the network.



More Effective Field Teams

Give your teams the right information to coach, support and drive dealer performance.



Proven ROI

Measure the impact of initiatives and programs with confidence and demonstrate value.



Better Decision Making

Trusted, real-time insights help you make smarter decisions and allocate resources where it matters.



“ Ri-focus gives us the visibility and confidence to manage our dealer network like a business—not a report.”



70%

Faster access to performance insights



Earlier

Identification of at-risk dealers



Stronger

Performance across the network

Op2ma

You can't improve what you can't see.

Ri-focus gives OEMs the control to **drive performance** and **grow a stronger, more profitable network**.



Visibility



Accountability



Confidence



Action



Results

From Financial Reporting to Network Performance Control

Ri-focus Financial Management helps OEMs move beyond delayed reporting and fragmented spreadsheets — toward **connected, real-time dealer performance intelligence.**

Ri·focus

Shared Financial Performance Environment

ONE SOURCE OF TRUTH. ONE CONNECTED NETWORK.



Network Visibility

See what's happening across your entire network in real time.



Performance Alignment

Align on goals, identify opportunities, and focus resources where it matters most.



Strategic Control

Drive alignment to your strategy and take control of performance.



Shared Visibility
Shared Accountability
Stronger Network



Performance Insight

Understand your financial performance in real time. Take the right actions.



Actionable Intelligence

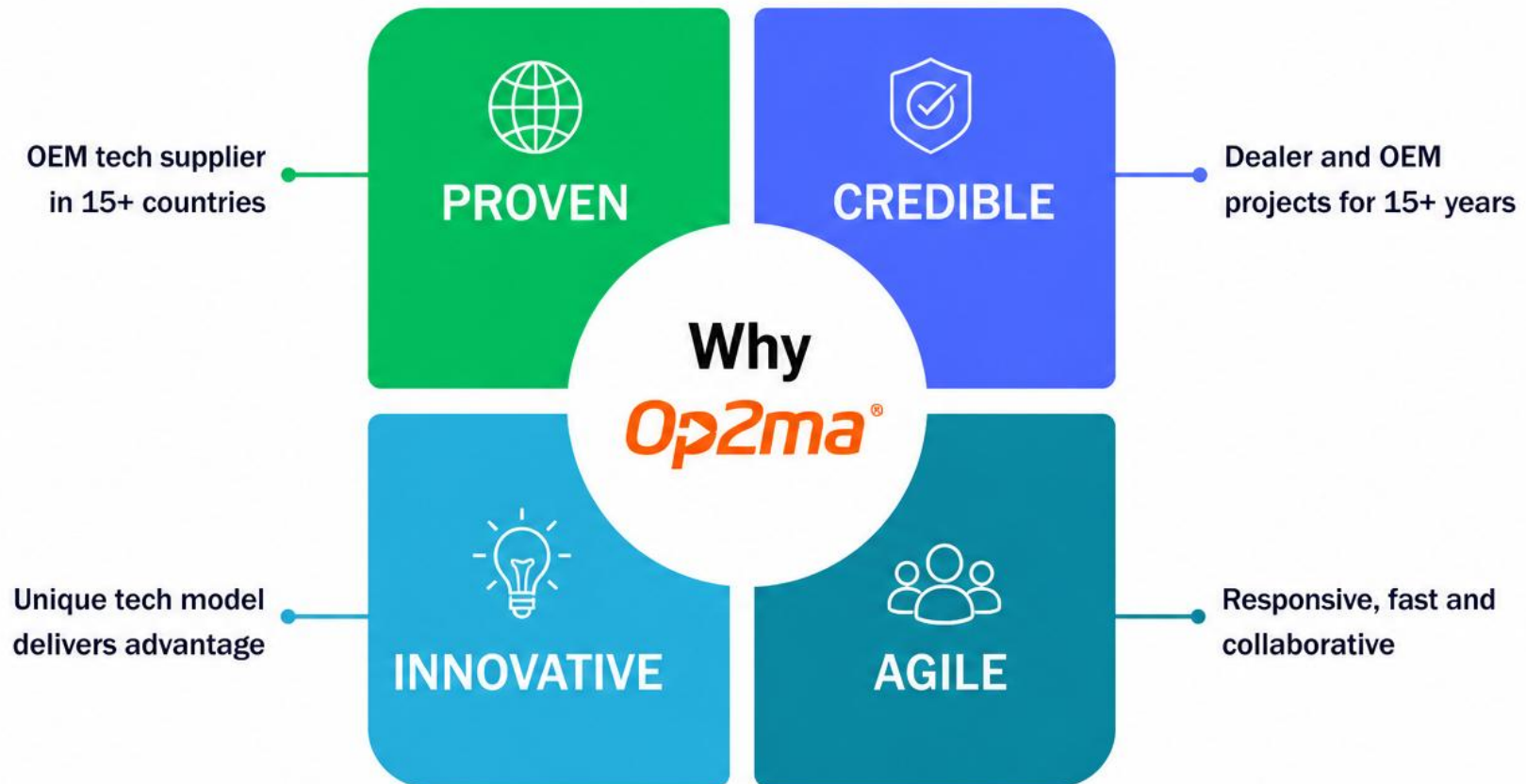
Turn insights into clear priorities and effective next steps.



Accountability in Action

Improve performance. Increase accountability. Create value.

Why Op2ma?



One connected financial performance environment.
One network pulling in the same direction.



Shared Environment. Shared Accountability.
One source of truth across your network.