

Mazda Sales Division

Financial health system for
dealers' network

How do you get people to voluntarily share their financial data? You make it worth their while.

Here's how we turned a potential nightmare into a calm Monday morning.

The Problem

Running a network of car dealers is a bit like hosting a dinner party.

You're juggling conversations, topping up drinks, keeping an eye on everyone - and meanwhile, something's quietly burning under the grill because you can't be everywhere at once.

Mazda's Czech sales division needed a way to spot which dealers might be heading toward financial trouble before the smoke alarm went off.

What We Cooked Up

We built a system where dealers could voluntarily plug in their financial data on a regular basis. "Voluntarily" being the key word - because nobody likes homework.

So we sweetened the deal: dealers got to use the system to check their own financial health too. Suddenly, filling in numbers didn't feel like a chore. It felt like a free check-up.

The system kept an eye on things like:

- Revenue
- Revenue from sale of goods
- Revenue from rendering of services
- Operating profit
- Provisions
- Prepayments
- Total assets
- Total liabilities

With all that in place, the system acted like a smoke detector for finances - waving a little red flag well before anything actually caught fire, giving headquarters time to step in and help sort things out.

The Big Win

One dealer hitting financial trouble? Annoying. Multiple dealers going down at the same time with no warning? That's a burnt roast, a ruined dessert, and a guest crying in the bathroom all at once.

This system turned potential surprise disasters into early heads-ups. Mazda could act instead of react - and their financial risk dropped significantly.

The Aftercare

Our team stayed on call for a few hours each month, ready to tweak, polish, or improve the system whenever Mazda needed it.

We also handled server maintenance and security updates - the unglamorous but very necessary stuff that keeps everything humming along.

The Takeaway

Sometimes the smartest system isn't the most complex one - it's the one people actually want to use.

By giving dealers something valuable in return for their data, we solved the hardest part of any monitoring system:

getting people to participate. The tech did the rest.

TIMEPRESS

We love making people's lives easier — and a whole lot more joyful. Getting rid of repetitive tasks and putting more time back into your day? That's what drives us.

Since 2009, we've specialized in Ruby on Rails, process automation, and custom-tailored software development.

And in 2023, when AI came speeding into the scene faster than a kid chasing a cute dog, we jumped right in — and we're loving the results.

We believe tech should work for you, not the other way around. Lucky for you (and honestly, for us too), we know exactly how to make that happen.

Contact

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