



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805-806, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0093, 2332 0095

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CIN U74140DL2004NPL130324

FADA DEALERSHIP EXCELLENCE AWARDS 2024!

Dealer Information and Performance Questionnaire

Information in this questionnaire will be used for sole purpose of evaluation for the FADA awards. The awards are being evaluated on self-declaration of data and unique processes and initiatives taken at the dealerships, for businesses, HR, as well as for Society (CSR) and Environment.

Award Category (Tick relevant one)	3W
	2 Wheeler (Mass Market)
	2 Wheeler (Luxury)
	4 Wheeler (Mass Market)
	4 Wheeler (Luxury)
	CV (M&HCV)
	CV (LCV)
	CSR initiative
	Green initiative
	Digital Initiative
	Best HR
	Best Debutant
	Best GenX Entrepreneur
	Best Women Entrepreneur
	Big Dealer
	Dealer of the Year
	Recognition for Unique Initiatives & Best Practices - 3 Wheeler
	Recognition for Unique Initiatives & Best Practices - 2 Wheeler (Mass Market)
	Recognition for Unique Initiatives & Best Practices - 2 Wheeler (Luxury)
	Recognition for Unique Initiatives & Best Practices - 4 Wheeler (Mass Market)
Recognition for Unique Initiatives & Best Practices - 4 Wheeler (Luxury)	
Recognition for Unique Initiatives & Best Practices – CV (M&HCV)	
Recognition for Unique Initiatives & Best Practices – CV (LCV)	
Group	
<i>Instruction for filling the details below</i> – Please fill the questionnaire for one Franchise at a time. Repeat for every franchise you want to nominate.	
Name of the Group / Company	
OEM Name (Programmer Instruction: OEM Name drop down - to be asked for categories which have vehicle segment involvement)	
Respondent Name	
Mobile Number	
State	
Email id	

Declaration: All data provided below is related to the above selected franchise dealership operations alone, and not combined with my group or other businesses. It is accurate and true to the best of my knowledge.

I Confirm



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Q1 Are you the Dealer Principal or the person responsible for running this dealership?	Dealer Principal	Person Responsible
Q2 Please specify your gender	1. Male	2. Female
Q3 Please specify your age	1. Less than 35 years	2. 35 years to 50 years
Q4 When did you start your current dealership?	1. Before 31 st March 2023	2. After 1 st April 2023
Q5 What was your total annual turnover	1. Less than Rs 500 Crore	2.Rs 500 to Rs 1000 Crore
		3.More than Rs 1000 Crore

Q6. What were your retail numbers:	2022-23	2023-24
Q7. What were your Job Card / Repair Order numbers in: (Enter "0" if there were Zero ROs in that year)	2022-23	2023-24
Q8. Do you also deal in used vehicles / or exchange customer old vehicles?	Yes / No	
Q8a If "Yes" to Q8, then ask: Number of Used vehicles sold in: (Enter "0" if there were Zero Used Vehicles in that year)	2022-23	2023-24
Q9. What is the total manpower employed in your dealership? Productive Manpower: Direct Sales Direct Workshop Non-Productive Manpower: Support staff (Includes F&A, Admin. Sales and Service, Parts etc.)	2022-23	2023-24
Q10. What was the revenue (in Rs. Lacs – rounded off to the nearest Lac including GST) for the last 2 years from: (Enter "0" if there were Zero revenue in that year) Sales of vehicles Workshop Revenue Labour Spare Parts Insurance New Insurance Renewal Accessories for the vehicles Used Cars	2022-23	2023-24

Q11. Tell us about the **innovations / unique practices** that you have initiated in your business processes or employee engagement, or environmental protection or CSR at the selected dealership:

Please select minimum 1 initiative which you would like to showcase.

Please describe the initiative in 4 sections: the objective of the initiative, the process adopted, ratio of spend to overall turnover and the measured impact or the outcome of the initiative. Please limit the descriptions to 40 words per initiative. In case the initiative has been recognised by any external agency, like your OEM, or local govt, or a certifying agency or any other, please upload a copy of the certification. External validation improves your chances of improving your scores during evaluation.

Q 11a. Initiative 1

Area of initiative:

- Business Process (digitization / customer satisfaction / efficiency enhancement / other (please specify))
- Employee engagement
- Corporate Social Responsibility
- Green Initiative
- Not Applicable



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Objective: (40 words or less)
Process: (40 words or less)
What was the ratio of spend of this initiative to your overall turnover?
Impact: (40 words or less)
Upload Certification / Award / recognition – Name and description
Q 11b. Initiative 2
Area of initiative: <ul style="list-style-type: none"> Business Process (digitization / customer satisfaction / efficiency enhancement / other (please specify)) Employee engagement Corporate Social Responsibility Green Initiative Not Applicable
Objective: (40 words or less)
Process: (40 words or less)
What was the ratio of spend of this initiative to your overall turnover?
Impact: (40 words or less)
Upload Certification / Award / recognition – Name and description
Q11c. Initiative 3
Unique Initiatives & Best Practices – Including any initiative taken in the field of HR (80 words)
What was the ratio of spend of this initiative to your overall turnover?
Impact: (40 words or less)
Upload Certification / Award / recognition – Name and description
Q11d. Programmer Note: To be asked ONLY if coded "2" in Q2 – Please encapsulate in about 80 to 100 words on why should you be nominated for Best Women Entrepreneur in Auto Retail

Q12. Do you have another franchise that you wish to fill this questionnaire and nominate?

Yes	No
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Q13. Name of the franchise and representing brand:

Segment	Brand