dealertrack technologies™

Dealer Management Solutions for Franchised Dealers

DMS for Franchised Dealers

What separates Dealertrack DMS from the competition?

Our unique combination of smarter technology, robust functionality and true partnership.

SMART.

Our technology is efficient by design, always on, backed-up and secure.

ROBUST.

All the functionality you need and best-in-class workflows.

TRUE.

Benefit by partnering with us and avoid long-term contracts, extra user charges and hidden fees.

At Dealertrack, we're building the future of DMS. The Dealertrack DMS is the high-quality, low-cost solution today's auto dealers are looking for. Designed on proven cloud-based technology, the Dealertrack DMS provides robust functionality and the real-time data you need, without costly upgrades, long-term contracts or hidden fees. Dealertrack DMS simply delivers what you need while helping you keep your profits.

Whether you are a single or multi-point dealer, the Dealertrack DMS offers full-featured integration for every department. In addition, you can have the freedom to choose the vendors that work best for your business through our Opentrack platform, the industry benchmark for third-party integration.

While our DMS is full featured, we also have additional offerings to support the unique needs of your business. Our software suite is designed to reduce management hours, not add to them. That means delivering a comprehensive system for franchised dealerships.

Exclusive DMS Features

Speed processes and increase efficiencies across the dealership.

InfoDIVE

Expand efficiency with deep access to the precise level of information needed at any given time, while remaining on your current screen.

SpeedLINK

Optimize the movement of data from one application to another, enhancing productivity by eliminating redundant data entry and increasing processing speed.

QuickNAV

Quickly access any function or department within your dealership with an easy-to-use role-based directory.

Accounting

Close the month in hours, not days, with real-time accounting.

Dealertrack DMS is a single application system with the general ledger operating in real-time, with detail available for any open or closed month. The general ledger application features A/R, A/P, purchase orders, invoice entry, journal entries, cash receipts, check writing, bank deposits, cashiering, bank reconciliation and scheduled entries. The general ledger has built-in reporting of transaction detail including balance and detail with multiple printing output options such as Excel, .txt, .csv, .pdf and third-party general ledger transaction import. All reporting is multiple-company compatible. Access to transaction detail, even from closed months, minimizes the need to print excessive end of month reports and journals.

Saving Time / Optimization

- Real-time online financial analysis includes:
  - Custom financial reports with up to 16 columns
  - Dynamic column heading and date ranges
  - Simple drill-down to source document detail InfoDIVE
  - Forecasting
  - MTD, QTD, YTD and daily DOC comparisons for current and prior years
  - Printed or on-screen displays
- On-screen general ledger trial balance detail
- Post entries and open repair orders as vehicles are stocked QuickNAV
- All asset and liability accounts controlled (scheduled) by control number, non-aged and aged detail and summary reports
- Parts invoices, purchase orders, checks, receipts or repair orders can be reprinted individually, by date range or by quantity for auditing
- Inter-company accounting

Simplifying the Process

- Lien payoff laser checks, flooring laser checks and flooring EFTs SpeedLINK
- Journal entry system includes real-time posting to any open month, document void, selective void within a document
- Bank deposits and bank-approved laser deposit slips for cash, checks and integrated credit card processing
- On-screen general ledger detail by document number with drill-down and reprint of source document InfoDIVE
- Managed accounts with embedded tools including custom aging, payable, vehicle receivable and check cutting QuickNAV
- On-screen bank statement reconciliation
- Multiple dealerships can utilize the same general ledger and/or vehicle inventory or have their own
- General ledger transaction history is never purged, regardless of the reconciled status
- Positive pay

Payroll and Personnel Management

The Dealertrack DMS is fitted with a complete in-house payroll check processing application with tax reporting and direct deposit capabilities. You'll increase payroll accuracy by directly importing technician time, sales commissions, electronic time clock and schedules. There is no additional charge for electronic time clock or direct deposit functions. SpeedLINK

Sales and F&I

Intuitive workflow that drives deal efficiency.

Business Office supports the sales department and features deal desking, deal contracting, management of front and back-end gross, vehicle inventory management and customer follow-up and prospect management. It also supports integrated purchase orders and several sales tracking reports for deals and salespeople. The Dealertrack DMS intuitive workflow drives efficiency and ease of use in these critical transaction processes.

Efficiency / Cost Savings

- Deal screen features real-time vehicle costs, including detail for repair orders, purchase orders and parts invoices InfoDIVE
- Warning for work-in-process
- Real-time analysis of front and back-end sales and gross for capped and/or uncapped deals
- Multi-company vehicle lookup and transfer
- Follow-up sales reports by date range and lease expiration
- Sell service contracts independent of a car deal
- Capping Efficiency Analysis report for enhancing finance contract collections
- Custom fields in inventory record

Intuitive / Ease of Use

- Customer transactions are tracked from each department SpeedLINK
- Prospect follow-up analysis integrates with deal program QuickNAV
- Vehicles sales and gross by general ledger sales account
- F&I department sales, gross and penetration rates
- Individual salesperson and sales team reporting

Service

Accelerate RO creation with on-screen management tools.

The service department application supports multiple service types, such as mechanical repair, quicklane, and body shop, and is fully integrated with the general ledger and A/R. The Dealertrack DMS service department solution allows service writers to perform their jobs more effectively – and helps customers spend less time waiting around.

Time Savings / Efficiency

- Integrated Service Price Guides which can be customized and automatically added to repair orders QuickNAV
- Service employees can quickly access customer information including the status of special order parts from the work-in-process screen SpeedLINK
- Electronic appointments that easily convert to repair orders and can be automatically generated when selling a vehicle
- Three-way messaging between service writers, technicians and parts department to increase fixed operation efficiency

Comprehensive Management Tools

- Service Price Guides and Labor Time Guides
- Work-in-process management including dynamic selection and display of open repair orders by service writer and/or status
- Expanded vehicle loan tracking functionality
- Electronic repair order for technician actual time log
- On-screen or print labor profit analysis by service writer
- Detail of labor performed by technician

Parts

Parts department or profit department?

Parts inventory and invoicing supports the parts department and features parts inquiry, billing, special order, integrated purchase orders, demand tracking, recommended stock orders, a physical inventory system, phase-in / phase-out and factory parts information. Parts inventory and invoicing is fully integrated with the general ledger and A/R, allowing for comprehensive sales and inventory reporting.

Time Savings / Efficiency

- Paperless special order system
- Automatically place parts on purchase orders QuickNAV
- Parts kits and a related parts system automatically bill complementary parts
- On-screen request for parts from technicians
- Technician alerts
- Multiple bin locations

Comprehensive Management / Intuitive Information

- Real-time A/R customer information on credit limits, balances and more SpeedLINK
- Pricing updates from all manufacturers
- Inter-company parts locator
- Comprehensive dynamic days supply stock order system with EOQ adjustment
- Easy cycle or full physical inventories
- Factory manual supersessions
- Real-time parts analysis reports on-screen or print by manufacturer or stocking group including:
  - Sales and sales source analysis with dynamic four-column date ranges and column headings including sales, cost, gross sales and percentage, percentage sales and quantity
  - Inventory analysis of active vs. non-stock by percentage, part number, piece and dollar value InfoDIVE
  - Inventory aging by date of last sale in part number, percentage, accumulated percentage, dollar value, value percentage and accumulated value percentage
  - Inventory adjustments; manual, physical inventory and LIFO increases / decreases
  - Part number added to inventory and phase-in / phase-out status analysis

Open Integration

Setting the new standard in DMS integration.

Opentrack Integration

We deliver a DMS that allows for easy integration with your preferred third-party solution providers. Dealertrack Opentrack enables free, secure, real-time bi-directional integration between our DMS and the solution providers that your dealership needs to perform at peak. With 70 solution providers and growing, Opentrack is the industry benchmark platform for third-party integration.

OEM Integration

We provide simple integration with your OEMs to help streamline interactions on warranty claims, parts ordering and financial activity. And we stay on top of each OEM's forms and communicate new or updated requirements for your brand. With Dealertrack DMS OEM Integration, you'll enjoy a higher level of operational efficiency.

Dealertrack OEM Integration

ACURA
DAIMLER
Husqvarna
LAMBORGHINI
MOTO GUZZI
SUBARU
Audi
FIAT
HYUNDAI
LEXUS
NISSAN
SUZUKI
INFINITI
Ford
MASERATI
BENTLEY
PORSCHE
TOYOTA
ISUZU
GM
BMW
JAGUAR
mazda
ROLLS ROYCE
CATERPILLAR
HARLEY-DAVIDSON
LAND ROVER
Mercedes-Benz
SAAB
CHRYSLER
HONDA
KIA
MITSUBISHI MOTORS
smart
VOLVO

Dealertrack DMS

Eliminate onsite server costs.

Focus on your business by outsourcing the management, maintenance and growth of your DMS hardware and operating system to Dealertrack DMS.

Understanding Software-as-a-Service, cloud-based DMS.

The Dealertrack Software-as-a-Service (SaaS) platform eliminates the need for a dealership to purchase, manage and maintain DMS hardware and operating systems. We deliver our services to you over the Internet. This on-demand software is available anytime, anywhere, saving you money and time.

With Dealertrack DMS, your software is always current. Data back-ups, software upgrades and IT maintenance are performed by us on a continual basis. As our web-based model offers cost reductions, we're able to pass cost savings on to you. Dealers using our system often save up to 50% of their current IT costs.

Dealertrack makes certain that every detail of our DMS system is the best-of-breed. As experts in picking the best of the best technology available, we continue to offer our dealers state-of-the-art solutions with technology partners that include IBM, Cisco and SAS70-compliant data centers.

DMS Direct Costs	Dealertrack SaaS Technology	Onsite / Web-based Legacy Providers
Server Maintenance / Repair Costs	No Charge	Additional Cost
Compliance / Data Security Costs	No Charge	Additional Cost
Dealership Data Storage Upgrades	No Charge	Additional Cost
Multiple User Licensing	No Charge	Additional Cost
Print Click Charges	No Charge	Additional Cost
Remote Access	No Charge	Additional Cost
Proprietary Hardware Requirements	None	Additional Cost

Additional Offerings

Add functionality to your DMS based on your business operations.

Complementing the Dealertrack DMS is an integrated suite of optional software for your dealership – from electronic key management and vehicle bar code scanning, to a “paperless” office. Integrate your third-party providers with your DMS, or add these optional solutions to support your business:

DMS Reporting Custom reports for informed decisions.

Bar Code Scanning Vehicle and parts barcode scanning.

Buy-Here Pay-Here Extending credit can be an advantage.

CRM / ILM Generate interest and cultivate loyalty.

Daily Rental System Manage your vehicle rental agreements.

Document Scanning Scan and file documents for easy access.

Equity Mining Pinpoint sales prospects in your DMS.

Hardware Certified hardware the easy way.

Key Tracking Systems Key management for control and security.

Labor Time Guides Submit accurate claims with OEM guides.

Service Dispatching Increase productivity in service areas.

Service Price Guides Never misquote a repair order again.

DMS for Franchised Dealers

866.475.5812

dealertrack.com/dms

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Dealertrack Technologies is the leading provider of the web-enabled technology solutions that drive progress in North America's retail auto industry. We are in business to provide our customers with the technology tools and services they need to manage inventory, transact vehicle sales, and operate their businesses with maximum effectiveness and efficiency. Dealertrack is continuously improving the unification of three key workflows – vehicle marketing, car-buying transactions and dealership operations. Our aim is to add clarity, confidence and pleasure to the car-buying experience. We are proud to support the economic well-being of our nations' dealerships and the communities they serve.

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