

AUTOSOFT Dealership Management Software

Ask The Dealer Who Switched...

When You Know The Facts...
The Choice Is Easy



autosoft
international

affordable, simpler, innovative.

“Ten years ago when we were looking for a DMS system, I wanted a system that offered everything I needed to manage the dealership efficiently in one package. AutoSoft, with its simple monthly support fee, free software updates and no costly add-ons, was the right combination for us. AutoSoft has earned our business over the years.”

Matt Peters, General Manager
Mastel Ford-Lincoln-Mercury, New York.
Former UCS user

When You Know The Facts... The Choice Is Easy

Why Dealers Suggest AutoSoft for Your Next DMS

Every day across America, dealer management system contracts expire. Perhaps yours will soon.

If so, we encourage you to research your alternatives thoroughly, including the more affordable, simpler and innovative Windows-based DMS from AutoSoft.

The DMS from AutoSoft is the most recommended dealer management system in the industry, according to a recent NADA survey of DMS users.*

The AutoSoft dealer management system is a complete, full-function DMS, not a truncated system some would like for you to think it is.

When you know the facts about AutoSoft we believe you'll find the decision to switch to AutoSoft an easy one.

Aren't You Frustrated with the Status Quo?

It's not news that many dealers are frustrated with big DMS company solutions. For instance:

- More and more dealers want to be rid of high initial DMS costs and high monthly fees.
- Dealers dislike the long-term contracts that many DMS providers lock them into.
- Dealers using the DMS systems provided by the Big 2 rate those companies' service responsiveness much lower than the responsiveness of the smaller, more nimble AutoSoft.

We offer a better alternative to these frustrations. When evaluating your next DMS provider, remember:

It's them...or us!

www.autosoft-asi.com

* Source: NADA "2005 Bi-Annual Survey of Dealership Satisfaction with Dealer System Providers' Products and Services"

this is who we are

“AutoSoft's Dealer Principal feature gives me instant, real-time access to key business metrics, in PDF Print-to-Screen format.

“This DMS is so easy to use I can now hire people who have people skills rather than computer skills and then easily teach them this Windows-based system.

“AutoSoft is the best DMS I have ever seen, at a fifth of the price.”

John Burford, Dealer Principal
Jack Burford Chevrolet, Kentucky.
Former Reynolds & Reynolds user

FACT ● AutoSoft is the Most Recommended
● DMS in the Industry

Why would so many dealership owners and managers be recommending the AutoSoft DMS to their peers if AutoSoft wasn't making it easier, more affordable and more efficient for them to run their dealerships? In the 2005 Survey of dealership owners and personnel by NADA, AutoSoft is the most recommended DMS in the industry. Here are some reasons why:

AutoSoft is affordable: We regularly reduce Dealers monthly DMS fees by 50% or more. The AutoSoft DMS may run on equipment you already have in your store, and everything prints on laser printers *without* any click charges.

AutoSoft is simple: The AutoSoft DMS is a powerful PC-Windows-based accounting, payroll, parts, service, sales and marketing, inventory, and F&I system that delivers all the functionality you need to run your dealership.

AutoSoft is innovative: Print-to-Screen feature reduces paper report printing. Back up to CD is fast and convenient; reduces data storage needs. FREE web-delivered software upgrades take just seconds! Online technical help solves issues fast and conveniently.



FACT • AutoSoft is 3rd in Dealer Installations

With more than 1,700 installations nation wide, AutoSoft is the third-largest DMS company. Yet AutoSoft is a nimble company with a lot of spirit to be the best - just ask the dealer who has installed the AutoSoft system. Consider these unique AutoSoft features:

Dealer Principal: An easy-to-use feature that gives the dealer principal fast access to up-to-date business metrics - sales, financial statements, daily operating controls, fixed coverage and more - in real time, any time. Print just the information you want to screen in PDF format or print to printer. Helps you stay on top of the business and make more informed decisions.

Fast Month-End: AutoSoft's FASTRIAL feature helps move you through month-end quickly and accurately. View ledger for current and previous year, stack print month-end reports, close receivables, payables, and general ledger independently, then automatically close at year-end with profit posted to retained earnings. AutoSoft gives you 12 months' records without having to access storage media - and you can quickly burn month-end to CD for space-saving storage.

Running 12 Months' Records: Access, view, and print to screen or print to printer a running 12 months' history of accounting, repair order, customer information and other data without having to first load storage medium. The AutoSoft DMS retains 12 months' of monthly data within the system, with prior years' records easily loaded from that year's storage CD. View records on screen in PDF format or print to printer. Now reviewing prior month or prior year records is fast, quick and easy - and our PDF print-to-screen feature saves records storage space and paper costs.

FACT • AutoSoft is First in Customer Satisfaction Among the Big 3

According to NADA's "2005 Bi-Annual Survey of Dealership Satisfaction with Dealer System Providers' Products and Services," AutoSoft, compared to the Big 2, is:

- First in customer service
- First in technical training effectiveness
- First in system cost effectiveness
- First in flexibility to adapt to changing business needs
- First in getting system upgrades to users

When you know the facts, the choice is easy.

"I can look another dealer right in the eye and tell him in a heartbeat, you have to look at AutoSoft. Whether you have one or more stores and one or more franchises, AutoSoft can handle your DMS needs."

Buddy Jones, Dealer Principal
Buddy Jones Ford-Lincoln-Mercury
Buddy Jones Chrysler-Dodge-Jeep
Mississippi, Arkansas.

Former UCS user

this is what we do

The AutoSoft DMS is a full-function, complete DMS. Here are some highlights:

Dealer Principal

INVENTORY

- View the information and internals for a specific vehicle
- Compare the inventory and floorplan for new and used vehicles
- View a summary analysis of your new and used inventory

SALES

- View vehicle sales for a specific month
- Print the current month's sales summary report
- View sales statistics for the current month and year-to-date
- View sales information by salesperson for any month
- View sales information for a vehicle, make and model by month

EXPENSES

- View the expenses by department and by month
- View a comparison of your expenses for this year and last year
- Print an expense trend analysis for the past year
- Graphically view expenses and gross trends for this year versus last year
- View the check register

PARTS & SERVICE

- View an aged analysis of your physical inventory
- View a summary of the open repair orders

CUSTOMER HISTORY

- View customer history and customer's service history
- Add information or edit information on this screen and the customer's file in the DMS system is updated with the information

Sales Management

- Efficiently track your showroom traffic from prospect to customer
- Ability to capture and track as much of the sales process as you choose
- Never re-enter information again, eliminating errors and saving time
- Generate customer letters, reports, track follow-up dates and review deal at any time

Finance Assistant

- With AutoSoft Finance Assistant, making sales is fast, efficient, and easy
- Handle any type of deal - cash, retail, lease, balloon, or wholesale
- Fully integrated with accounting, eliminating the need to re-enter data, and eliminating errors while saving time
- Select the required forms from the screen and click and the required forms print - and no click charges
- The final step is to "wash" the deal. This finalizes the deal and updates it to Accounting
- Automatically calculates commission based on the criteria you specify
- The AutoSoft Finance Assistant comes with a comprehensive list of reports; don't see the one you need... let us know and we will write it and upload it at No Additional Cost!
- Need a form changed; no problem... send it to us and we will program it, and upload it at No Additional Cost!

Dealer Principal Module



Accounting Module



Accounting

- View transactions, access information to allow business managers to make informed decisions on inventory, personnel and special issues, with confidence
- View historical information stored in the system and print only the pages or information that you need, not an entire report
- Create DOCs for the departments you want, to display the information you want
- View dealership trends for any account type (expenses, sales, etc.)
- Multiple levels of password security that are user-definable

Parts Inventory

- Easily monitor parts inventories, sales, and trends
- Special ordered parts flagged and reminders pop up upon receipt of parts for customer notification that their parts have arrived
- Easy monitoring for obsolescent parts to return to manufacturer
- Factory parts tapes delivered electronically
- Integration with electronic parts catalogues and service labor time guides.

Service Writing

- Pre-Write customer repair orders, speeding up customer vehicle drop off while increasing the time available for the service writer to up sell the customer on service
- Easily monitor and track service writer and technician efficiency throughout the department
- Quickly retrieve, view or print work in process or completed repair orders
- Utilize Quick Menu trouble codes for consistent and efficient writing of repair orders

Service Module



“In the final analysis, AutoSoft was a better choice for us. Our DMS costs plummeted and the entire staff finds its Windows-based operation more convenient and easier to use.”

Maralene Givens, Controller
First State Chevrolet, Delaware.
Former ADP Dealer Services user



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