

## Why JMK?

### 1. **J-Link** meets the ‘**28 Second Sales Challenge**’

From Empirical data:

‘tire/vehicle service’ customers have **28 seconds of patience** when waiting for **all the information** about **their** needs

After that, both they and the salesperson lose interest with increased frustration and they are less likely to buy.

**J-Link** empowers sales persons to meet that challenge:

With a **single** click, or a few key strokes, **or less** – from within the ‘sales process’ **J-Link** returns data from a team of **18 system modules**, with answers to questions like:

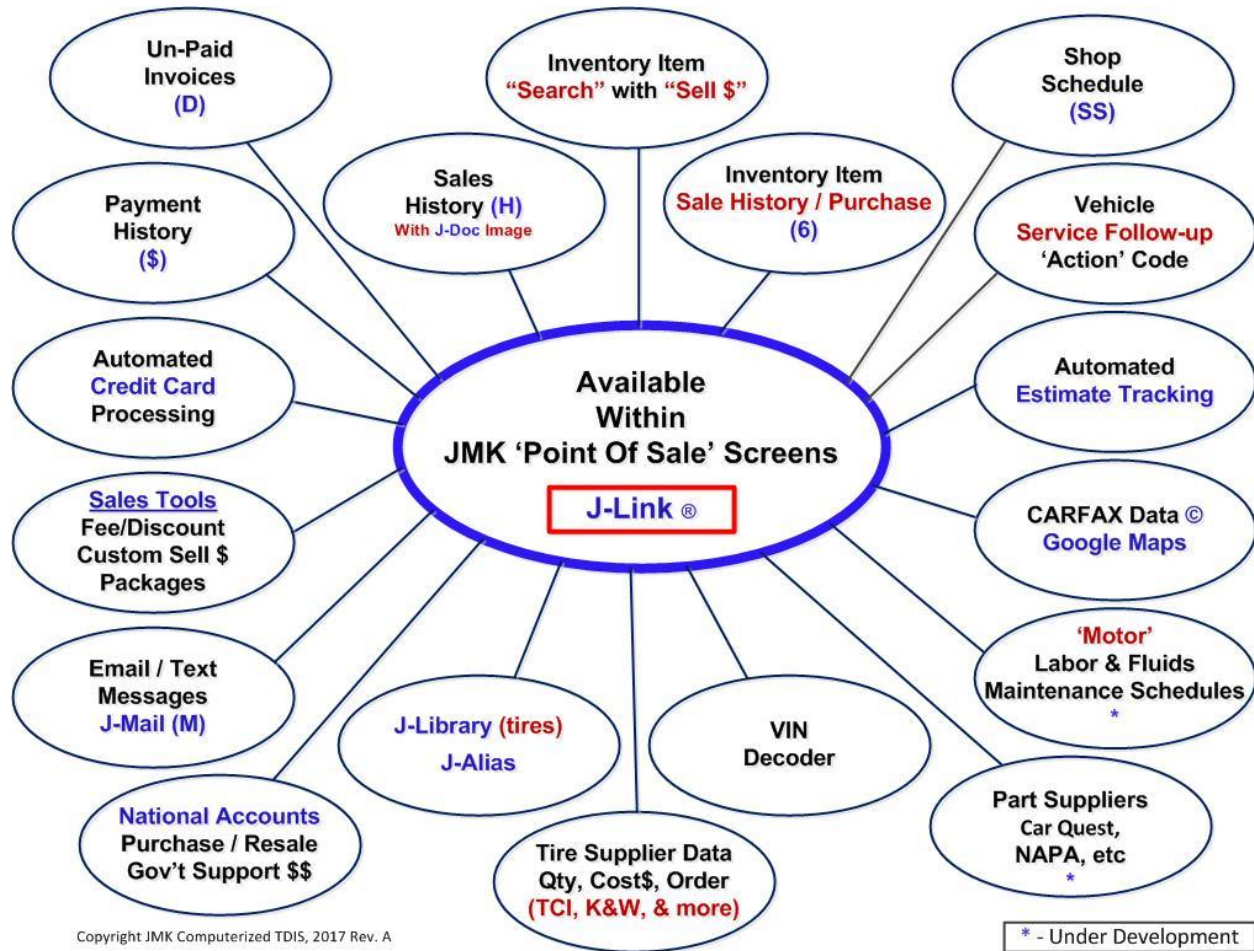
- a. Do you have item available for my needs? At what cost?
- b. What did I buy in the past. How much did you charge?
- c. Did you get my last check? How did you apply it?
- d. How much do I owe now? What invoices are open?
- e. Do you have an appointment slot available for next week?
- f. Can you send me a reminder about ‘that’ in 2 months?  
... etc.

**J-Link** team of options

- a. Empower the salesperson, with minimal effort on their part, to automate ‘add on’ appropriate sales.
- b. Minimize wasted customer and salesperson time.

# J-Link Choices

1 Click, few strokes Direct Access



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## 2. Continuous developments

Many project features for near term release - example of what's coming..

3rd qtr. beta release anticipated for:

'point of sale' screen direct real time access to **Motor** data - with special low intro price

Topics:

Estimated Work Times

Fluids

Maintenance Schedules

Specifications

Token Authentication

Click to see more about [MOTOR](#)

Source for nearly all of the **Quick Lube** data services in US

This real time 'on request' presentation - assures latest release and designed to help sell the service, not to do the actual repair.

For actual 'repair' instructions, you would need services like ALLDATA, MITCHELL, NAPA TRAC, etc.

3. System feature and 'data' setup

JMK staff gets extensively involved in assisting with system **setup/conversion** for:

a. 'Point-Of-Sale'

1. **J-Library** - extreme 'item id' automation

<http://jmktdis.com/data/J-LibraryIntro.pdf>

2. **J-Alias** - cross reference manufacturer item id across major suppliers

ATD, TCI, Carroll, K&W, BEN Tire, etc.

3. data conversion / migration from your existing system

<http://jmktdis.com/data/DataMigrationConversion.pdf>

b. 'Back Office'

1. Service History
2. Inventory
3. Accounting

Proven multi **corporation**, multi-**state** with fully integrated 'point of sale, **A/R, A/P, G/L**

JMK initial setup of G/L accounts for your use - all you need to do is post **starting entries**

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4. **System support**

**24/7/365** by people with answers!

**One source contact** - for full system support **a JMK exclusive**

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5. Industry **1st** features

- a. **J-Doc** – image invoices and automate receive stock

- b. **J-Match** – future release

... and more . . .

6. **Custom Feature** development.

**JMK** Programmer / Developer staff has the talent, drive, and ability to add custom features to your application requirements:

1. Understand **unique software requirements** specific to your market
2. Create **custom applications** to aid in your staff's efficiency.

**Examples:**

Custom **Reports** and **Spread Sheets**

Custom **Processing** and **Automation** for web generated orders

Custom **Back Office Bookkeeping** to accommodate diverse corporate, and tax authority reporting

7. **Cloud** based system

- a. high reliability - 24/7/365 hardware support
- b. high performance - ask our customers.
- c. data line access **independent** multi store locations - that is, each store's system access stands alone.
- d. automated and timely:
  1. software program **updates**
  2. data **backups**
- e. no extra charge for your in house server hardware

Compare to other systems, where you are on your own

8. **'On site'** training - by JMK staff with tire store **operational** experience

Available **'on site'** training option for your staff, by JMK people with tire store **operational** experience.

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9. Tire Operation features that excel

For example:

Compare **J-Scan** to other system's hand held scanner

More JMK features already - plus we will be adding many more by year end.

Currently

<http://jmktdis.com/data/J-Scan-3.pdf>

Integrated J-Library and J-Alias

Compare ease of Order Entry process