

## Why JMK?

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

‘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:

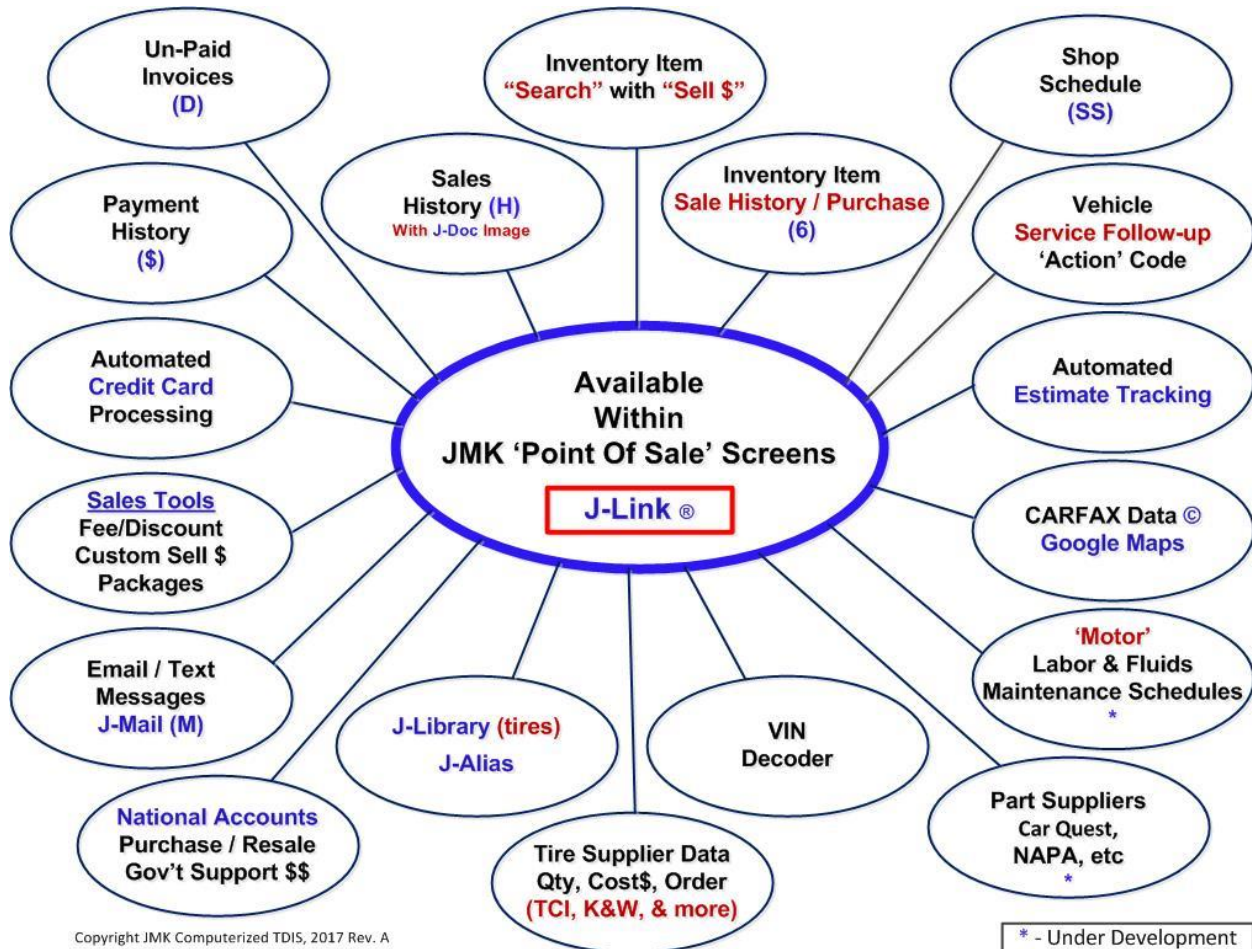
- a. Do you have item available for my needs? At what cost?
- b. What did I buy in the past. How much did you charge?
- c. Did you get my last check? How did you apply it?
- d. How much do I owe now? What invoices are open?
- e. Do you have an appointment slot available for next week?
- f. Can you send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



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2. System feature and 'data' setup

- a. JMK staff gets extensively involved in assisting with system **setup/conversion** manual on 'How To' track back office accounting for time and vehicle service operations
- b. 'Point-Of-Sale'
  1. **J-Library** – near 100,000 tire 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, Finklestein, etc.
  3. data conversion / migration from your existing system  
<http://jmktdis.com/data/DataMigrationConversion.pdf>
- c. '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**
- d. Industry **1st** features
  1. **J-Doc** – image invoices and automate receive stock
  2. **J-Match** – future release

... and more . . .

3. **Custom Feature** development.

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

- a. Understand **unique software requirements** specific to your market
- b. Create **custom applications** to aid in your staff's efficiency.
- c. Back Office accounting

**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

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4. **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
- f. [System support](#)

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

[One source contact](#) - for full system support a **JMK exclusive**

5. **'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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6. Tire Operation features that excel

[J-Scan](#) hand held scanner

Integrated J-Library and J-Alias

J-Tab

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7. 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.