

## Why Choose 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, the CUSTOMER and the salesperson lose interest and experience ever-increasing frustration, resulting in the customer being less likely to buy.

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

With just a **single** click (or at most a few key strokes)—**within the order entry screens**—J-Link returns data from 18 inter-operating system modules, with answers to customers' questions like:

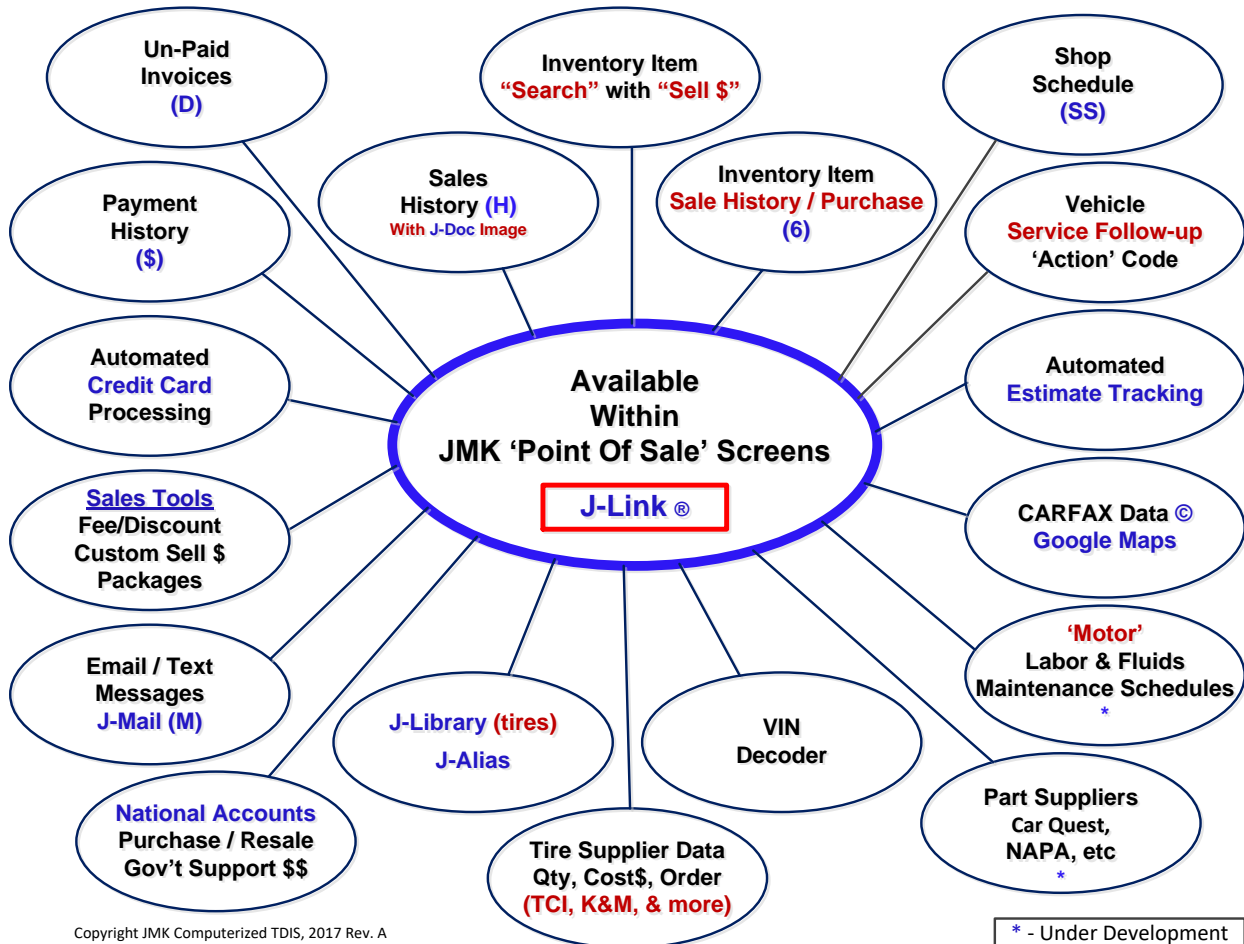
- a. Do you have items available for my needs? At what price?
- b. What did I buy in the past? How much did I pay?
- c. Did you get my last check? How did you apply it?
- d. How much do I owe now? What invoices are open?
- e. Do you have an appointment slot available for next week?
- f. Can you send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

#### **J-Link**

- a. Automates the process, thereby empowering the salesperson, with minimal effort, to add on appropriate items and increase your sales.
- b. Minimizes wasting the customer's and salesperson's time.

# J-Link Choices

1 Click/Few Characters Direct Access to Information



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2. Ease of system setup

JMK staff provides comprehensive assistance with system setup and data conversion, and the JMK system is designed to automate many otherwise time-consuming, arduous tasks. For instance:

- a. Utilize **J-Library** to automate the setup of your items and their associated properties, like description, borrowing from a storehouse of item data on nearly 100,000 industry items.

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

- b. Employ **J-Alias** and your staff can type in your item numbers and the system will automatically cross-reference manufacturer's item ID for most major suppliers, including:

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

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

- d. Benefit from our combined 50 years of **expertise in data conversion/data migration** to painlessly convert your existing system.

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

- e. Extensive, free, online documentation provided, including manuals on how to track back office accounting for tire and vehicle service operations.
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### 3. System features

#### a. 'Back Office'

1. Service History
2. Inventory
3. Accounting

The JMK System has been designed with the unique requirements of multi-corporation, multi-location businesses in mind so you can present a unified **A/R** and **O/E** to the outside world yet integrate your companies' **A/P** and **G/L**. Be sure to ask our competition how they handle such complexity.

#### b. **Industry-1st** features

1. **J-Doc**—image invoices and automate receipt of stock, including QOH
2. **J-Match**—future release  
...and much more . . .

#### c. Tire-operation features that excel

1. **J-Scan**—hand-held scanner
  2. Integrated J-Library and J-Alias
  3. J-Tab
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4. **Custom features** developed by JMK

**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. Custom **reports** and **spreadsheets**
  - d. Custom **processing** and **automation** for web-generated orders
  - e. Custom **back office bookkeeping** to accommodate diverse corporate and tax authority reporting
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5. **Cloud-based system**

- a. high reliability - 24/7/365 hardware support
  - b. high performance - ask our customers
  - c. each store location's JMK system runs on **independent** data lines; a downed system due to acts of nature does not affect any other store
  - 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 that force you to buy and spec your own equipment
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6. Unparalleled 24/7/365 system support by people with answers!

- f. [System support details](#)

[Single phone contact #](#) for full system support—a **JMK exclusive**  
(or send us an email)

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7. **On-site** training

On-site training of your staff is available—by JMK staff with tire store **operational** experience.

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8. Continuous developments—with many project features slated for near-term release

Example of what's coming . . .

2018 release—

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

Includes:

Estimated Work Times

Fluids

Maintenance Schedules

Specifications

Token Authentication

Click to see more about [MOTOR](#).

Source for nearly all the **Quick Lube** data services in the U.S.

This real time, 'on request' presentation assures current data and is 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.

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