



Computerized Tire Dealer Information Systems

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JMK Software System

Feature Highlights

Supported

24/7/365 By Tire People With Answers

Optional and Standard Features Highlights:

Back Office Features:

- Integrated full featured **accounting** system with data import/export options
 - Accounts Receivable
 - Accounts Payable
 - General Ledger
 - Purchase Order
 - Fixed Asset Depreciation
 - Check Reconciliation

Complete audit trail accounting for single or multi-location tire/service dealers - accommodating separate corporations operating as a unit with different year ends, tax id numbers, etc.

- **Management consultation** for the tire and related service markets
 1. System Implementation - conversion of existing computer or manual data.
 2. On location training setup / setup / integration
 3. Daily accounting operations
 4. Marketing / Management /Bookkeeping Design functions.
 5. Inventory management

- **Accrual or Cash Basis** for sales tax filing.
 1. Option to elect to report your state 'sales tax' filing on a CASH vs. an ACCRUAL basis, to significantly enhance your company CASH FLOW and free up valuable working capital.
 2. Where permitted by state law, option to defer reporting and deposit payment of 'SALES TAX charged', until actual payment is received.
 3. Significant CASH FLOW benefit where you free up 'sales tax' DEPOSITS locked into your AR Trial Balance list.
 4. Available in many states, including Illinois, Texas, Arkansas, North Carolina and more . . .

See JMK for details and a full list of eligible states.

- **Automated Electronic Data Exchange**
 1. **Direct mail** services like:
 - a. Customer Link
 - b. Mail Mark
 - c. Infolab
 - d. Sonsio mailing service.
and more.
 2. **Marketing** services like:
 - a. E-Solutions Professional (ESP)
 - b. OE Connection
 - c. Sonsio National Road Hazard registration
JMK currently provides the only national electronic interface to the Sonsio service, except for GBMS
and more.
 3. **Reporting** Services
 - a. Top Dog.
 - b. Media Solutions
and more.
 4. **Data Updates** to:
 - a. Labor, Parts, etc.
 - b. Manufacturer, price and item setup
 - c. ZIP code information
and more
 5. **Data Conversion** from your current system
 - a. From industry standard CSV data formatted files.
 - b. Direct data capture as send to a printer.
 - c. Manual data conversion option

Front Counter Features:

- Simple to use **Point-Of-Sale/Order Entry**, front counter order and invoice generation with:
 1. Access to multiple parts/labor databases
 2. Seamless order interaction
 3. MINIMAL keystroke “hot-key” function keyboards
 4. No mouse use required.

- Versatile and Flexible **Discount System** that allows for
 1. Modification of selling price for established AR accounts
 2. Automatic setting of selling price calculated from the purchase price for non-file items (outside purchase) based on a sliding discount or on an add-on factor.
 3. Automatic price level modification by any combination of AR account, manufacture, model, product type or specific item, of all price levels (Retail, Commercial, Wholesale, List and Adjustment), with selectable base value, scales and pricing grids, with optional rounding and min/max profit settings.

- **Remote User Access** to your data:
 1. **ESP web site ordering system** (E-Solutions Professionals)
 - a. Professional web site design and development
 - b. Shopping cart system with orders directly transferred to the JMK system.
 2. **DIRECT user access** to your data on the JMK system.
 - a. Allow privileged customer’s direct access to your POS system, restricted to their AR account and pricing level with the ability to:
 - 1) Check on open orders
 - 2) Check on stock availability and cost
 - 3) Place orders for delivery
 - b. Complete compliment to the ESP Web site and is the fastest order entry on the market!

- **Multiple location inventory** system that allows for:
 1. Common inventory items base shared by all locations or separation of inventory base for each individual location.
 2. Cross referencing of item number/names with up to 15 cross reference names for each inventory item.
 3. Optional extended descriptions that can be displayed and/or used for item searches (up to 240 characters per item number).
 4. Item description/definition fields that **float** depending on the **type** of item being define, such as tire, wheel, tubes, or miscellaneous.
 5. Global editing/modification of inventory items at any or all store locations by utilizing a table or spreadsheet style-editing matrix for:
 - Pricing or quantity fields
 - Sale or Cost GL numbers, tax status or bin location
 - Tie in item numbers
 - Primary installer and salesperson and commission settings
 - Etc.
 6. Ability to setup different product types to best standards required, to allow for:
 - Items that need to be sold in “whole units” (like TIRES, WHEELS, etc) to be so indicated
 - Items that need extra decimal places for QUANTITY, SELL PRICE, and COST PRICE, to be setup that way (up to 6 decimal places past the decimal point). This is useful for fluid sales (gas, oil, etc).
- **National Account, Purchase & Resale, and Government** support program automation for:
 1. Tire-HQ (GOODYEAR)
 2. BFUSA (Bridgestone/Firestone) delivery ticket generation only.
 3. MAST (Michelin) delivery ticket generation only.
- **Tag and Hold** inventory sales option
 1. Capability to sell inventory with audit trail tracking of delivery, for specific accounts for future **delivery on demand**.
 2. Inventory lookup and tracking of warehoused **tag and hold** items.
 3. Allows you to take advantage of market price fluctuations to maximize profit margins

- **Direct text messaging or email** from within a work order or estimate
 1. Automated ability to send either a text message or an email to a customer directly from the work order or estimate screen for optimal convenience and efficiency.
 2. Able to send to any device capable of receiving either email or text messages.
 3. Option to tag customer's phone if allowed and/or able to receive text
 4. Email address stored for each customer automatically used to send email.
 5. Message entry enhancements automate insertion of key words or phrases such as vehicle information etc.

- **Reverse phone number lookup**

Ability to lookup and fill in order information from REVERSE PHONE NUMBER access - saves user entry and assures accuracy

- **Customer History Profiles**

Easy to use, full featured, customer history analysis to allow sales staff to quickly:

 1. Review past history in DETAIL or SUMMARY by: account, vehicle, and type of service, manufacturer, and item#
 2. List past services performed based on:
Elapsed MILEAGE and Months with prediction for needed now.
 3. List past unfulfilled vehicle estimates and declined services with potential to have that work done now.
 4. VIN number service tracking for complete history traced across all vehicle owners past and present.

- **Security limits** on specific software features

Password protection of specific features of the software, such as credit holds, pricing adjustment, past due or over credit limit overrides etc. with audit trail logging of overrides for management review.

- Point-Of-Sale integrated access to **Autodata** vehicle information on:
 1. Fluid capacity
 2. Service indicator reset procedures
 3. Service illustrations on:
 - a) Drain & refill points
 - b) Jacking & lifting points
 - c) Cabin filter replacementEtc.
 4. Service schedules
 5. Tire size fitment data
 6. Labor data
 7. Automated analysis of past vehicle services performed, relative to those required for preventive maintenance.
 - a) Recommend what services need to be done now to be in compliance with vehicle service schedules.

- **Alias** part item number index
 1. Maintain multiple **vendor supplied** item numbers all mapped to one item number on your system.

With this setup, users can:

 - a. Enter a vendor supplied item number on a work order to **cross reference** to the item number as stored in your system.

For example, if you are working with a General Motors dealer and have the proper data loaded into the system from their **On the Roll** program, you could:

 - 1) Allow them to order products from you using that GM internal item number (as used to order directly from GM) in place of the Goodyear item number
 - 2) Display their buying price **from GM** for the same item your selling, to allow for comparison and/or discussion about the possibility of switching to another product.
 - b. If you receive stock from your supply vendor, you could use their packing list with their item number(s), to add the inventory to your system.

 This load is automatic for GM dealer tire item numbers.

- Tire search options
Easy ability to list equivalent size references for like application tires.
- Quoting & tracking **used tire sales** with:
 1. Br code labels for inventory tracking
 2. Sales tacked by various levels of detail - Product Type, Manufacturer, Model, Size, etc. - as needed
- **TPMS** reset procedures on-line (requires TIA approval)
Optional assess to TPMS calibration and setup data from within the point of sale work order process.

System Features:

- Flexible **hardware** configurations
 1. Variety of different hardware configurations and platforms to accommodate multiple computer systems at the same time
 2. Sophisticated “turn key” package we are responsible for both the hardware and the software - you basically “turn it on”
 3. Software and support agreement minimal hardware supplied by us
 4. Reuse of as much of your existing computer equipment as possible.
- Flexible **security options**,
 1. Absolute control over which specific parts of the software system are accessible controlled by user name and password logon.
- Custom **software** options
Custom software change option to accommodate your specific data processing requirements.
- Flexible **report formats**
 1. Ability to use Dot Matrix and Laser Printers concurrently.
 2. Extensive report options for:
 - a. Management
 - b. Sales
 - c. Accounting
 3. Plain paper or formed invoice formats
 4. Direct reports to any printer on the system with output format and orientation control.
 5. Invoice header customization to eliminate the need for preprinted forms
- Internet based inter-location **connectivity options**
 1. Extensive experience in web based inter-location connectivity with firewall protection for optimal **wide area networking** of multi-locations to your host system - with cost containment, virus protection, web site filters, and operational efficiency.
 2. Optional **Software-As-A-Service**, where JMK hosts the system server to allow simple, per location, access over the web.
 3. **Secure remote access** to the application server from any Internet access point

- **Import/Export of data** to many PC, Linux or Unix program such as:
 1. Spreadsheets such as Microsoft Excel
 2. SQL databases
 3. Word processing programs.
 4. Outside services for marketing and/or sales options
- **Web integration:**
 1. Suppliers / Vendors:
Direct price, availability, data sheets, and order placement

Parts

WorldPAC
NAPA
CarQUEST *

Tires

Goodyear
BFUSA *
MAST *
* under development

2. Google Maps
 - a. MAP directions between your location and customer's address
 - b. Automatically
 - 1). Calculate MILAGE and TIME for delivery
 - 2) Optionally add delivery charge by mileage directly to work order.
3. OEConnection. a delivery channel by mileage directly to the dealers (Ford, Chrysler, and General Motors)
 - a. Before the sale, JMK can export YOUR inventory data directly to OEConnection, allowing them to present it for delivery to their dealer group in your geographic area.
 - b. OEConnection sends their subscriber's DIRECT ORDERS of your tire units, back to you for immediate delivery and billing!
4. Mitchell1 OnDemand 5
Access to Automotive topics.