JMK **Computerized**
Tire Dealer Information Systems

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National Account Purchase / Resale

Add-On Solution

Automation with:

- Goodyear Delivery Receipts
- Credit Tracking
- Appendixes

Table Of Contents
Title   **Page**

I.   National Account

A.   Start a new delivery receipt work order.

Select account from list by searching on NonSig number, name, or address. Allows for **Google Style** search where the system will:

1.   Do spell check to universe of possible words in name/address database

2.   Find the search word even if not in the starting position of each field.

B.   Account selection defines

1.   Restrictions on Goodyear products that qualify for delivery

2.   NonSig **requirements** list

a.   Ability to test user entry for **mask** and field **values** format before acceptance

b.   Ability to automatically enter fields that can be copied from previous service on same vehicle for selected **Point Of Delivery** (POD)

3.   Past **POD** list for the NonSig number can select from previously entered **POD** used for this account or create a new one

☞   Reverse phone number lookup for **POD**

4.   Past **vehicles** serviced on that **POD** can select from list of previously serviced vehicles for the specific **POD** selected, or add a new vehicle

5.   Previously assigned internal (to your company) **comment list** assigned to this NonSig or assigned to the **POD** selected for this NonSig - can review and/or add new **comment** entries.

C. Special features allow:

    1. Real time web access to:

        a. Google map for:
            1) Detail on the **POD** address
            2) **Directions** from your store location to/from **POD** location

        b. Goodyear supplied:
            1) Product information data sheet
            2) Tire-HQ **notes and requirements** data sheet for NonSig selected
            3) Goodyear servicing warehouse's item AVAILABILITY and SELL price – with option to place an order for delivery (Goodyear advised last year that JMK was at that time the only national software that allowed for this option, except for Sam's Club)

    2. Past **vehicle service history** based on VIN entered

        a. Ability to list and analyze all past services performed on the vehicle, regardless of account number used, source, or owner, including:
            1). Services performed outside of the Goodyear NA system.
            2). Services performed by providers other than your own store locations.
            ☞ Fature to be added by SEMA Show (11/2009)

        b. Perform analysis by:
            1) **Type** of service (product type)
            2) **Manufacturer** of items purchased
            3) Specific **item numbers** purchased
            4) **Date** range
            5) Store **location**(s)
            6) Specific vehicles or collective for multiple vehicle

        c. Present data in columnar or bar/pie chart

3.   Built -in access to AUTODATA supplied vehicle :

    a.   Technical data
    b.   **Service Maintenance Schedule** (**SMS**) data
           Ability to recommend current service to be performed based on previous service performed and **SMS** required by the vehicle manufacturer.

    ☞   Optional ability to interface to online databases for **Activant** and **Mitchell OnDemand5** can be added

4.   Adding Line Items

    a.   Ability to search/enter by:
        1)   Exact Goodyear item number
        2)   Your own company's internal item number
        3)   Item description search (with spell check option built in)
        4)   Item SIZE (**tires, wheels , tubes** only)
        5)   Cross referenced item number
            a)   Contains complete list of GM supplied item numbers for **purchase/resale** Delivery and allows user to enter that item number to be replaced by the actual Goodyear item number
           b)   Allows your own multiple **cross referenced** entries for **groups** of items for easy user search, display, or selection
    b.   Ability to review past sales/purchase history for all activity for a specific item number by a wide range of options – location, date, etc.
    c.   Ability to add **parent** and **child** records to correctly track Goodyear dictated item numbers and ALSO:
        1)   Properly deplete your own inventory's item number.
        2)   Restrict the number of items than can be entered as **child** items

    d.   Ability to use Goodyear supplied **Parts Use Indicator** (**PUI**) to force (or inhibit) user entry for sell price of **part** or **labor** component on a specific item

5. Internal data base of Goodyear supplied account notes to be used in conjunction with web based current notes manually typed in and scanned from Goodyear supplied documents

6. User contact

    a.   Ability to directly contact user by **e-mail** or **text message** from WITHIN the delivery ticket work order

    b.   Ability to contact the **POD** user after the Delivery ticket is finalized, to solicit additional and future business.
              Tire service dealers realize that customers have a choice for NA service and with direct contact you can cultivate the continued customer relationship.

7. Speed and Efficiency

    a.   Text based menu driven software for:
           1)   Minimal bandwidth use for network efficiency
           2)   Faster repetitive data entry by end user

8. Track delivery for sales analysis, separately by **parts** and **labor** per sales person

    Allows for employee productivity recognition

9. Automated transmission with Goodyear:

    a.   Send delivery receipt data
    b.   Receive credits and updates to data library required for National Account processing.

10. Customized delivery receipt form

    Meets all the requirement of Goodyear and allows for professional image for you company

11.   Unified Data

Common database, centrally managed for all store locations

12.   Outside parts ordering

Interface to **WORLDPAC** and/or **NAPA** online parts ordering systems

13.   Option to function as a stand-alone system that would be interfaced to your existing in house system.

See attached diagram.

II.   Purchase Resale

Similar to National Accounts but without labor codes.

Appendixes

A. **Sample Delivery Receipt**

Factory Numbers for Manufacturers
Assigned National Account Delivery Numbers

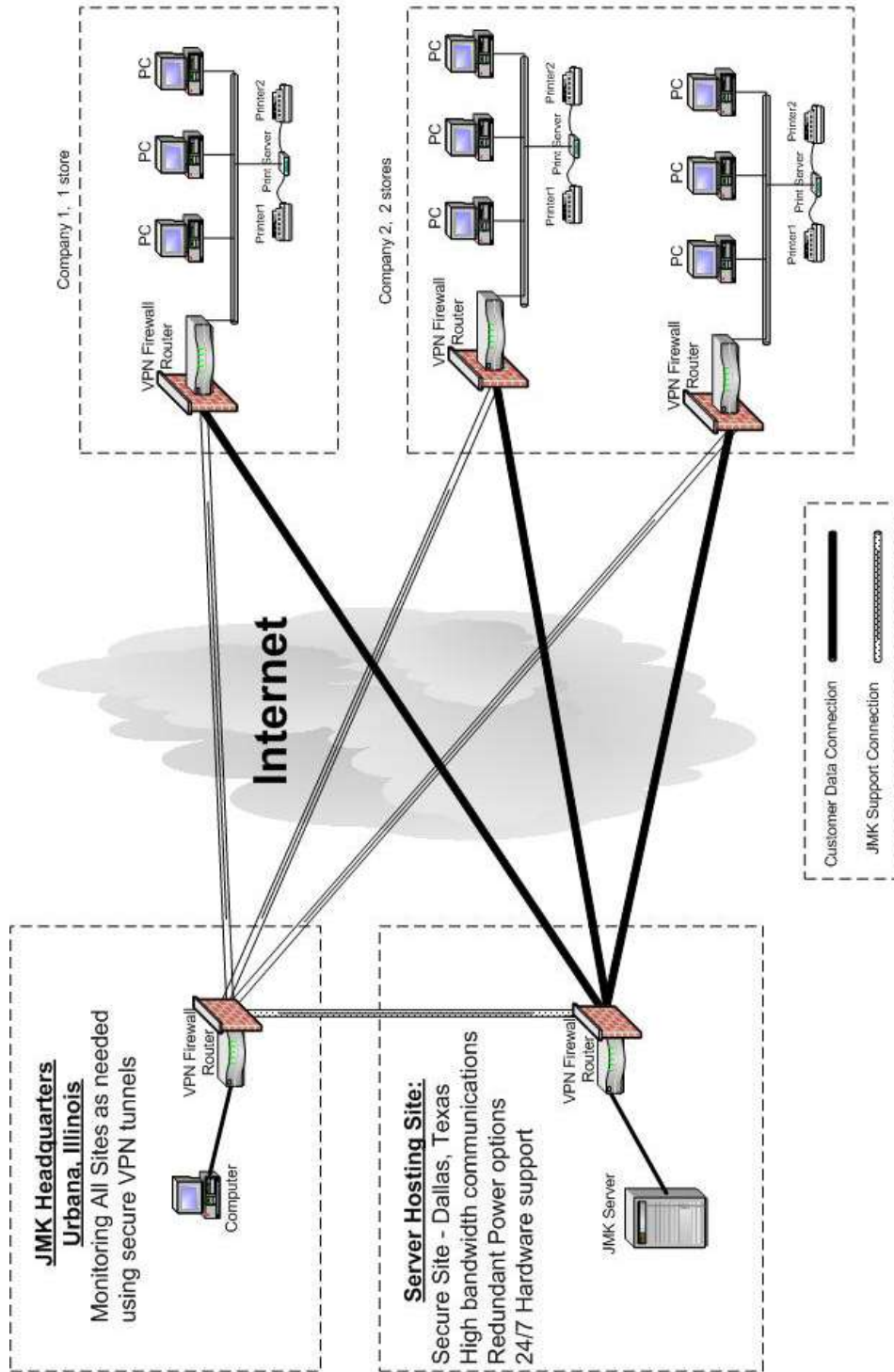Meets requirements for National Account Delivery Receipt

B. Application Flow Chart

Proposed Processing Flow Chart
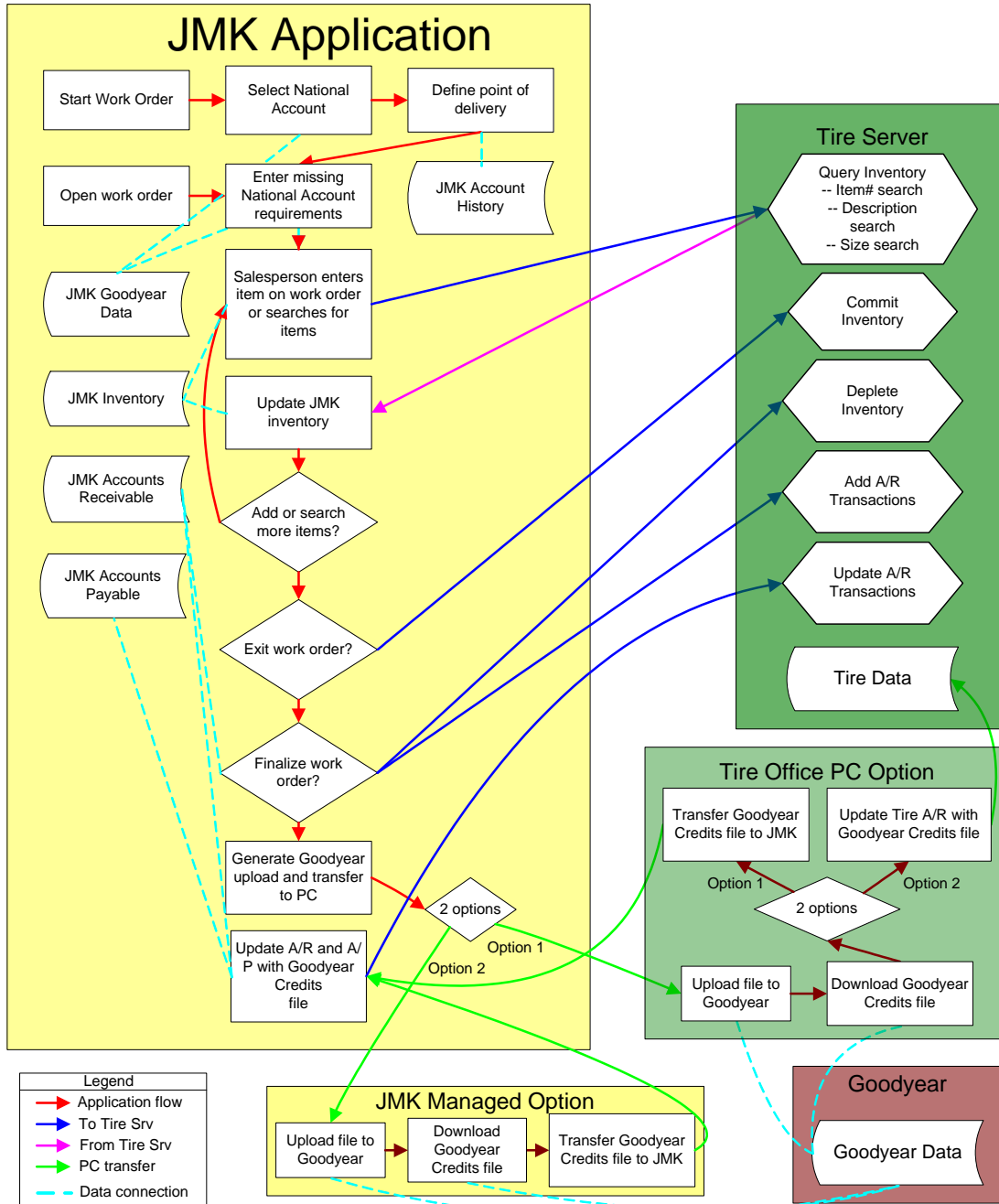
//JMK/JMK/InHouse/JMK/Proposals/FountainTire/NA-ProcessingFlowChart.vsd

C. Network VPN Diagram

Company 1, 1 store

Company 2, 2 stores

Internet

Customer Data Connection

JMK Support Connection

JMK Headquarters
Urbana, Illinois
Monitoring All Sites as needed
using secure VPN tunnels

Server Hosting Site:
Secure Site - Dallas, Texas
High bandwidth communications
Redundant Power options
24/7 Hardware support

Using secure VPN tunnel technology, JMK is able to maintain connections:
1. Between JMK support staff and individual workstations at each remote store
2. To the server at the hosting site to address any service needs that may arise.

\\JMK\InHouse\Networking\Remote Hosting.vsd

D. Hosting Facility