



Media Kit

for

1on1 Reporting Tools

A division of One-on-One Consulting





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1on1 Reporting Tools



800-847-3111

www.1on1co.com

1on1 Reporting Tools is a division of One-on-One Consulting

Fast ... Flexible ... Easy

1on1 Reporting Tools provide quick access to dealership data for user-friendly, in-depth analytics and reporting. Look at the big picture or focus on the details to make informed decisions based on pertinent and timely information.

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About Us

Our business began with One-on-One Consulting.

The President of **One-on-One Consulting**, David Higgins, is an "automobile guy". He grew up in the business (his parents were Dodge and Saab dealers for 25 years), and has worked in almost every department of a dealership. He also worked for Reynolds & Reynolds where he realized he could provide a valuable service by combining his knowledge of the auto industry and his knowledge of the R&R system. He founded One-on-One Consulting in 1987. We continue to provide expert Dealer Management System consulting based on our customers' business requirements.

Our business expanded to develop 1on1 Reporting Tools to meet our customers' needs.

During time spent consulting, we heard a repeated request "we need a better reporting tool. It has to be fast, flexible and easy to use". We listened to what our customers needed, then developed a suite of **1on1 Reporting Tools**. These Tools are innovative, user-friendly, reliable, and secure...developed by car people...for car people.

Mission Statement

One-on-One's mission is to continually develop and deliver relevant products and services that boosts efficiencies of our customers while providing exceptional customer support.

Vision Statement

One-on-One's vision is to help automotive dealerships unlock the power of their Dealer Management System by providing powerful, user-friendly Reporting Tools and expert, hands-on consulting services.



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Reporting Tools

1on1 DOC

The 1on1 DOC is more timely than your DMS accounting DOC because of the source of the information. The New, Used and F&I figures come from the F&I side (no waiting for accounting to post the deals). The Service, Body and Parts figures come from the Accounting side. This information is then "stitched together" automatically on one document and then calculates what the dealership is on "Pace" to do at the end of the month.

1on1 Sales Manager Tool

The 1on1 Sales Manager Tool integrates with many DMS to automatically produce sales and F&I reports quickly and easily. The reports enable managers to make decisions based on pertinent and timely information, eliminate cumbersome queries, hand-written reports and dual-entry errors. It was designed from the ground-up to easily handle the unique needs of dealerships with multiple points and multiple franchises.

1on1 Expense Analysis Tool

The 1on1 Expense Analysis Tool integrates with the DMS to make it much easier to analyze expenses. Most dealers currently do a time-consuming account-by-account analysis of each Expense account. 1on1 can automate that process by summarizing each vendor on one line to give a picture of expenses in a manageable "bite-sized" format. Users can quickly spot irregularities and trends. The totals of each account number on this report balance to the financial statement.

1on1 Sales Tax Tool

1on1 Sales Tax Tool helps automate the California and Washington State Sales Tax procedures. This reporting tool integrates with the DMS to pull all supporting documentation from New and Used Vehicle Sales, Service, Parts and Body Shop. More than a report, it lets the user manipulate the information to correct errors (ex: Retail deals that should have been posted as Lease), and then print a clean report.

1on1 Heat Sheet

The 1on1 Heat Sheet integrates with the DMS to display the Contracts-in-Transit schedule and the Vehicle Receivables schedule. This reporting tool pulls deals that are not yet posted in Accounting. It also includes additional information that is not available from the accounting schedule, such as comments, bank name, amount financed, F&I Manager and other appropriate information.

Service Manager Reports include:

- Gross Profit by OpCode
- Warranty Labor Rate Increase
- Effective Labor Rate
- Tech Report with Tech Times vs. Billing Time
- Tech Report with Productive Hours and Efficiency

Parts Manager Reports include:

- Gross Profit under a specific percentage (your choice)
- Most-Active Parts
- Parts Wholesale Customers PYR vs. YTD



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In-Dealership Consulting Services

Optimization

- ◆ Integration of ALL departments
- ◆ Improve efficiency by eliminating manual data entry
- ◆ Privacy Act compliance (close back doors to your data)

Accounting and Payroll

- ◆ Integrate all departments into accounting
- ◆ Financial Statement Relate Tables
- ◆ Modifying your DOC
- ◆ Custom Reports
- ◆ Integrate ERA information into MS Excel
- ◆ Clean-up name file
- ◆ EOM and EOY

Sales Applications

- ◆ F&I
- ◆ VMS
- ◆ Showroom Control

Service Applications

- ◆ Service Merchandising
- ◆ Service Scheduling
- ◆ Service Invoicing (streamline workflow)
- ◆ Technician Dispatching

Parts Applications

- ◆ Parts Inventory (phase-ins, phase-outs, stock orders)
- ◆ Parts Invoicing (matrix pricing)

Query Builder and Report Generator

- ◆ Integrate Reynolds & Reynolds information into MS Excel
- ◆ Create your own custom designed reports

Executive Overview

- ◆ Know how to quickly access available upper-management tools



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Testimonials

Being a Former AutoNation General Manager and Market President, Data was my friend. Leaving AutoNation and coming back to private cap has been a great time but the lack of available, easy to read information was a challenge. 1on1 is able to read R&R and give me all the information I need to easily manage our stores performance and identify successes and opportunities. The staff is very attentive, friendly and able to help resolve any issues as they arose. The reports are fantastic and actually have some better information than I had seen in the past. DEFINITELY worth the investment!!!

Luk Blackwell, General Manager
Harris Ford Lincoln Isuzu, and the Pierre Auto Group (WA)

We use the 1on1 Sales Manager Tool to give us a 1 page snapshot of our 3 stores. Each store is subtotaled, then all 3 stores are totaled. We also use 1on1 to calculate our month-end F&I bonuses. This saves us time because 1on1 can be customized for our unique pay plan. We keep these reports in our payroll files, in case there are any questions by employees.

Suzanna Chase, Controller
Hopkins Auto Group (Honda) (CA)

The 1on1 Reporting Tool makes it easy to analyze our 2 stores separately and as a combined entity. I really like the 1on1 Vehicle Sales Overview and the 1on1 Sales Person Ranking reports. They are easy to read and they automatically calculate our pace for the dealership and for each individual sales person. I also use many of the trend reports. I don't know what I would do without it since it's been part of my morning routine for so long.

Tom Paulson, VP/GM
Michael's Chevrolet of Issaquah (WA)

1on1 is a great source of historical data all in one location. The only thing better than 1on1 is the service you get from Dave Higgins. Korum Automotive Group has been a loyal customer since 2006. The 1on1 Tool is a must for anyone using the Dealer Track DMS or Reynolds & Reynolds.

Jeff C Beaty, GM
Korum Auto Group (Ford, Hyundai & Mitsubishi) (WA)

We use 1on1 Reporting EVERY DAY because it makes it so easy to analyze our data. 1on1 is especially good at taking huge amounts of data and summarizing it into bite-sized chunks. It takes disparate data and puts it into a variety of visually organized formats that make sense to us

Mike Tumilty, Sales Manager
McGrath Lexus of Chicago (IL)