

# 24<sup>th</sup> ANNUAL COLLISION

# SHOP MANAGEMENT SOFTWARE GUIDE

|  | AudaExplore<br>AutoFocus | Axalta Coating<br>Systems<br>ProfitNet<br>Mgmt.<br>System | Crash-writeR<br>Crash-writeR | CCC<br>Information<br>Services<br>CCC ONE<br>Repair Work | Mitchell<br>International<br>RepairCenter |
|--|--------------------------|---|------------------------------|--|---|
| Runs multi-user  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Uses wireless technology   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Inventory</b>   |                          |   |                              |  |   |
| Tracks cores/core returns  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Tracks new merchandise returns   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Tracks defective merchandise returns                                     | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Tracks outside purchases   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Enter outside purchases/stock items – goes to inventory, A/P             | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Electronic parts ordering  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Necessary Reports</b>   |                          |   |                              |  |   |
| Sales management reports   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Financial management reports   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Cash management reports  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Production management reports  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Parts management reports   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Insurance company reports  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Labor/Maintenance Functions</b>                                       |                          |   |                              |  |   |
| Includes list of labor type  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Track Technician Productivity</b>                                     |                          |   |                              |  |   |
| Both parts and labor   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Measures technician productivity   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Customers</b>   |                          |   |                              |  |   |
| Fields for home/work/cell and fax numbers                                | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Identifies preferred method of contact                                   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Automated email and text capabilities                                    | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Email price quote  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Integrates with third-party CRM firms for follow up                      | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Vehicles</b>  |                          |   |                              |  |   |
| Quickly enter vehicle info (include year/make links to model and engine) | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| VIN decoding   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Complete vehicle history and flexibility                                 | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| VOC tracking   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Interface to color formula database                                      | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Tracks materials costs per job   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Scheduling</b>  |                          |   |                              |  |   |
| Tracks vehicle through all stages of repair                              | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Tracks estimated job times for daily hour total                          | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Technician scheduling based on capacity                                  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Technician scheduling based on skill level                               | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Invoicing - what does it look like, how flexible is it?</b>           |                          |   |                              |  |   |
| Invoice  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Ability to bill diagnostic charges                                       | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Email estimates  | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Parts/labor available at invoice line                                    | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| System integrates with parts stores to automate purchases                | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Management Features</b>   |                          |   |                              |  |   |
| Flexibility – ability to create unique reports                           | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Exports to accounting software   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Has accounting software integrated                                       | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| <b>Customer Follow-Up</b>  |                          |   |                              |  |   |
| Reminder preference – phone/text/email/mail                              | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Do promotional email/mail/text   | ✓                        | ✓   | ✓                            | ✓  | ✓   |
| Track sales from current direct mail, coupons, website                   | ✓                        | ✓   | ✓                            | ✓  | ✓   |