



1on1 Reporting Tools

A division of One-on-One Consulting



Fast ... Flexible ... Easy ... Secure

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.

800-847-3111



www.1on1co.com

1on1 Sales Manager Tool



Fast ... Flexible ... Easy ... Secure

- ◆ Quickly and easily produces vital reports
- ◆ Takes huge amounts of data and summarizes it into “bite-sized” chunks
- ◆ Easily analyzes one or multiple stores to:
 - Manage performances
 - Identify successes
 - Identify opportunities
- ◆ Analyzes historical data
- ◆ Automatically calculates pace
- ◆ Eliminates cumbersome queries, hand-written reports & dual entry errors
- ◆ Sends reports via email or text message

1on1 Executive DOC

The Big Picture

- ◆ Your entire dealership summarized in a few pages
- ◆ More timely than your DMS Accounting DOC
- ◆ No manual entry of data
- ◆ Matches with your Financial Statement
- ◆ Data pulls from multiple sources
 - From F&I: New, Used and F&I figures (no waiting for Accounting to close deals)
 - From Accounting: Service, Parts & Body figures as well as F&I charge-backs and dealer cash
 - From Service & Parts: Open RO's
 - Option to pull Vehicle Sales figures from either F&I or Accounting
- ◆ Forecasting (along with variance in dollars and percentages)
- ◆ Calculates end of month Pace (handles Holidays, Saturdays & Sundays in Pace calculations)
- ◆ Easily compares last year's figures with this year's figures
- ◆ Calculates variances in forecast vs. actual
 - Set tolerances for expected figures
 - Automatically highlights key areas if outside of your tolerances

1on1 Expense Analysis Tool

Control Expenses

- ◆ Automates your Expense Analysis Procedure
 - Totals of each account number on this report balance to your financial statement
 - 1 line summary of each vendor for each expense account on your financial statement
 - 1 line summary of each vendor, regardless of account, to give a picture of expenses in a manageable “bite-sized” format
 - Quickly spot irregularities and trends
- ◆ Eliminates manual entries

1on1 Heat Sheet

- ◆ Turbo-charge your Contracts-in-Transit schedule and Vehicle Receivables schedule
- ◆ Includes information not available from the accounting schedule such as comments, bank name, amount financed and F&I Manager
- ◆ Shows ALL deals (even if not posted in Accounting)



In-Dealership Consulting Services

- ◆ **ERA Optimization**
 - Integrate ALL departments
 - Improve efficiency by eliminating manual data entry
 - Privacy Act compliance (close back doors to your data)
- ◆ **ERA Accounting and Payroll**
 - Integrate all departments into accounting
 - Financial Statement Relate Tables
 - Custom Reports
 - Clean-up name file
- ◆ **ERA Sales**
 - F&I & Inventory reports
- ◆ **ERA Service**
 - Service Merchandising
 - Technician Dispatching & Scheduling
 - Service Invoicing
- ◆ **ERA Parts**
 - Parts Inventory; Parts Invoicing (matrix pricing)
- ◆ **Query Builder and Report Generator**
 - Integrate R&R information into MS Excel
 - Create your own custom designed reports
- ◆ **Executive Overview**
 - Access available upper-management tools
- ◆ **Specializing in Reynolds & Reynolds**



1on1 Service Reports

- ◆ **Effective labor rate by Advisor**
- ◆ **Tech report with tech time vs. billing time**
- ◆ **Tech report with productive hours & efficiency**
- ◆ **Gross profit by OpCode**
- ◆ **Warranty labor rate increase report**
- ◆ **Custom reports as requested**

1on1 Parts Reports

- ◆ **Gross profit under a specific percentage**
- ◆ **Most-active parts**
- ◆ **Parts wholesale customers PYR vs. YTD**
- ◆ **Custom reports as requested**