



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 ... Secure

Cloud-based Management Reporting Tools designed to easily analyze one or multiple stores for current and historical data, calculate pace and manage performance by identifying successes and opportunities.

1on1 Reporting Tools provide instant access to your data, **Anytime, Anywhere, Any Device** for user-friendly, in-depth analytics and reporting. It empowers you with information to easily manage your stores' performance and identify successes and opportunities. Look at the big picture or focus on the details to make informed decisions based on pertinent and timely information.

Media Contacts: Dave or Bobbie Higgins
Phone: 800-847-3111
E-mail: bobbie@1on1co.com

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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, secure 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 Sales Manager Tool

The 1on1 Sales Manager Tool integrates with many DMS to automatically produce sales and F&I reports securely, 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.

- ♦ Just open your email and your specified 1on1 Reports are there ... Automatically ... Every Morning OR access all reports on demand.
- ♦ Assign specific reports to automatically be emailed to specific employees nightly, weekly or monthly (Management can decide which reports employees can access).

1on1 Executive DOC

The 1on1 DOC is more timely than your DMS accounting DOC because of the source of the information. It pulls data from ALL departments and summarizes it into one document. It provides forecasting and pacing and automatically highlights figures that fall outside of your expectations. Uniquely, it can instantly switch between pulling data from F&I to pulling data from Accounting.

1on1 Heat Sheet

The 1on1 Heat Sheet pulls data from BOTH Accounting and F&I, then automatically stitches everything together to display the Contracts-in-Transit schedule and Vehicle Receivables schedule. This reporting tool pulls deals that are not yet posted in Accounting. We take your Accounting schedule and then attach Bank Name, F&I Manager, Amount Financed, Date in Office, Comments and other appropriate information.

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.

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