



ACCELERATE **YOUR DEALERSHIP.**

A DMS Designed
"By Car People For Car People™"



WHY AUTO/MATE?

Over 40 years ago Auto/Mate started as a DMS, and today we are proud to say we are still a DMS. Our industry leading software is designed to offer dealerships profit increasing functionality without the high cost. Along with offering premium software and financial savings, Auto/Mate promises to always give our customers award winning support.

“When we switched from a legacy DMS vendor to Auto/Mate last year, our **system expenses dropped** by \$7,000 a month.”

Matt Bell, Owner
Greg Bell Chevrolet Cadillac,
Michigan



“Designed By Car People For Car People™”



BEST CUSTOMER SUPPORT

Ranked #1* in overall customer satisfaction
Received the *DrivingSales Dealer Satisfaction Award* in 2012, 2013, and 2014
Received a Platinum Auto Dealer Monthly 2014 Dealers' Choice Award for DMS Provider

*2009 NADA Dealership Satisfaction Survey of Dealer System Providers, Products, and Services



THE AUTO/MATE DIFFERENCE

No contracts. We **earn** your business
FREE software upgrades
FREE training for LIFE
FREE 24/7/365 emergency support
Easy to use industry leading software
Choose from web-based (ASP) or in-house server
GoTeam creates educational videos and tutorials for customers
World-class data conversions
Data is stored forever
Trainers and support staff are “car people”
Started as a DMS and still ONLY a DMS



LOWER YOUR DMS EXPENSE

Better value than CDK® and R&R®
Industry standard hardware
Most times you can reuse the hardware you already have

“You are giving us functionality that we didn't think we would ever be able to even dream of a few years ago and it seems to be coming at an ever accelerating pace. **We are honored to be partnered with you.**”

Trevor Shoun, Director of Information Technology
Price Auto Group, Delaware



The installation and support teams at Auto/Mate have been in your seat and understand your job. Our DMS was designed with this in mind, so we make easy-to-use software that meets your needs.

UNLOCK YOUR DATA



Do you control your data...Or does your DMS? At Auto/Mate we believe that you own and control your data and you should have access to it whenever you need it. Our state-of-the-art reporting system seamlessly exports data to Microsoft Excel with one click. Reports are easy to set-up, edit, and run anytime.

While other DMS's might make your business partners jump through hoops to access your data, we make the process simple. Third-party vendors have bi-directional real time access to your data through Open/Mate, our open API. With Open/Mate, all data exchanged between Auto/Mate's DMS and third party vendors is delivered instantly and securely in both directions eliminating redundancy and allowing for more accurate decision-making.

Auto/Mate has developed extensive factory communications for OEMs and we continuously work to provide our dealers with the latest integration points. When OEMs release new communications we provide them to our customers at no charge.

What's Auto/Mate's number one priority? *Hint:* It's not our customers. It's our employees. Why is that? Because happy employees make even happier customers. We strive to inspire our team to have a passion for what they do and enjoy coming to work everyday. And that's exactly what you see when you walk through our headquarters. Employees enjoying being at work and supporting our customers. It's also why we've won the "Best Places to Work" Award from the *Albany Business Review* for the last 6 years running, and a "Top Workplaces" Award from the *Albany Times Union* for the past 4 years running.

How is Auto/Mate's entire support staff different than any other DMS's? Because they are made up of all former car dealership personnel. That means they have sat in your seat and understand not only the software we offer but the job you do! That makes for better support and happier customers.

“ In a world of shrinking personal attention to detail, it's refreshing to always have the phone answered by an Auto/Mate associate **willing to go above and beyond** to assist us. ”

Jeff Aiosa, President
Carriage House of New London, Connecticut

“ Transitioning all our data from our old DMS to a new DMS was a daunting task, but **Auto/Mate helped make the process manageable** and overall it went more smoothly than I expected it would be. ”

Greg Mauro, President
Gregory Infiniti, Illinois

“ It was important for me to not only find the best value in a DMS provider, but also a **company that values me as a customer** ”

C. Bradford Scott, President
Scott Volkswagen, Rhode Island

FRONT END MANAGEMENT



CRM & LEAD MANAGEMENT

Customer/Mate is our fully-integrated CRM. It allows you to track prospects, respond to internet and OEM leads*, and implement automatic marketing follow-up plans.

- Showroom control
- Individual sales person work plans
- Custom templates for pre and post sales follow up
- Detailed reporting
- Car Fax® & AutoCheck® integrations
- NADA® Book Out integration

*Manufacturer Specific

RATES & RESIDUALS

Auto/Mate's AIS integration helps you access all of the current Rate, Rebate, & Residual information while Desking deals.

ECONTRACTING VIA ROUTEONE®

eContracting via RouteOne increases productivity and streamlines your processes while allowing fast funding from your financial sources. Less paper pushing. More profits.

FRONT END MANAGEMENT



DESKING

The AMPS® Desk/Mate™ Solution is a comprehensive desking solution that helps increase efficiency as well as boost profit potential. The desk log helps managers keep track of in progress deals, their status, and how much profit they are generating. Icon identifiers act as a legend and help indicate key deal attributes creating a more intuitive user interface. Quick filtering capabilities and printed worksheets allow for real time presentation of payment options to the customer.

- Push to RouteOne®, DealerTrack®, and 700Credit®
- A/B comparison and multi-quote
- Desk log with custom filtering abilities
- Open repair order notification with drill down into service history
- Roll payments
- Print worksheets, four squares

F&I

The AMPS® F&I Solution tracks commissions and acts as an automated forms processing system. In the forms list, users can create custom packages that save time and eliminate mistakes, tracking necessary forms and printing them all in one.

- Calculate commissions & bonuses
- Print forms (individually or from custom forms packages)
- Close deal and update other modules (inventory, service, accounting)



OPTION/MATE®

Option/Mate is an interactive & customizable F&I menu that allows you to display and offer your customers a variety of products for their vehicle. Option/Mate also has the ability to pull product ratings for your service contracts and can be eContracted as well. It's a menu selling system with proven results.

OPTION/MATE® MOBILE

Option/Mate mobile gives your customers the ability to answer questionnaires, watch product videos, and give feedback all from a tablet that then sends the information back to the F&I manager. Ready to take your menu selling to the next level?

FIXED OPS



SERVICE

The AMPS® Service Solution is a profit enhancing module that has a wide variety of tools to help increase service volume and seamlessly take the repair order from start to finish. Some of the powerful capabilities include real time status updates on the appointment calendar, access to OEM integrations, service history, and online appointment integrations.

- Integrated Service Pricing Guide (SPG) with Parts integrations (for all years, makes, and models, back to 1985)
- SOR notification attached to customer and vehicle
- Service Estimating Tool

REV/MATE®

Auto/Mate's premiere online service scheduling application allows your customers to schedule service appointments online with email or SMS confirmation. You'll have the ability to define shop hours and appointments based upon customizable labor groups. Rev/Mate also shows factory recommended maintenance plans that allow you to give your customers a side-by-side comparison of what they need to maintain their vehicles.



MOBILE SERVICE CONSULTANT

Meet your service customers in the drive with Mobile Service Consultant. Using a tablet, Advisors can greet customers and access appointment, customer, and calendar information as well as OEM detail and electronic MPI form.

DISPATCH

The AMPS® Dispatch & ERO Solution gives dealers the ability to operate a manual or fully automated dispatch system with our comprehensive program. Tailored alerts keep service staff apprised of any potential loss in efficiency with enhanced notifications. Technicians have an assortment of tools available in the Tech Console such as parts requests, OEM interfaces, and SPG's.



PARTS INVENTORY

AMPS® Parts solution is a complete online point-of-sale system designed specifically for car dealerships to easily track special order parts, sales history, and order management.

- Emulation to parts catalogs
- SOR capabilities
- Order and return integration with OEM & parts price updates
- Price rounding capabilities

OFFICE MANAGEMENT



ACCOUNTING

The AMPS® Accounting module features powerful drill-downs, real-time integrations to our other modules, and advanced reporting. It's an essential tool to track and manage your dealership's financials.

- Simple and easy to read menus; no executables or acronyms
- Complete audit trail of all activity
- Detailed G/L, schedule and transaction inquiries
- Customized chart of accounts
- Print preview reporting with the ability to export to Excel®
- Drill down capability for financial statement, D.O.C., and dashboard

INTER-COMPANY POSTING

Gives you the ability to post General Journal, Accounts Payable, Cash Receipts, Accounts Receivable, and Standard entries across multiple companies, automatically setting up the due to/due from.

PAYROLL

Our power Payroll application allows for easy and fast processing, cutting your payroll time drastically. Real time print preview updates of your employees pay stub while you are processing allows you to see changes instantly. Validation tools allow you to identify any possible mistakes before finishing payroll. Security settings allow you to define who can process and approve payroll.

- Federal & State taxes maintained by us
- Electronic Time Clock
- Service to payroll integration for flat rate tech time
- Direct Deposit (plus the ability to have live and direct deposit for any employees)
- ACA, W-2, W-3, 941, State, and Workers Comp canned reports



Started as a DMS. *Still a DMS.*

Auto/Mate Dealership Systems is a leading provider of dealership management system (DMS) software to retail automotive dealerships, typically saving dealers thousands of dollars per month from their current provider. Our Automotive Management Productivity Suite (AMPS®) is a user-friendly, feature-rich DMS in use by more than 1,100 auto dealers nationwide. Auto/Mate has received a Driving Sales Dealer Satisfaction Award from 2012, 2013, 2014, and 2015.

This is a testament to the more than 940 years of Auto/Mate's employees combined experience working in franchised auto dealership — the foundation of its "Designed By Car People For Car People™" slogan. Auto/Mate is committed to winning their customer's business each and every month, which is why they require no long-term contracts, free software upgrades for life and free training for life.

For more information visit us online at www.automate.com, follow us on Twitter [@AutoMateDMS](https://twitter.com/AutoMateDMS) and subscribe to our blog at <http://www.automate.com/blog>.

