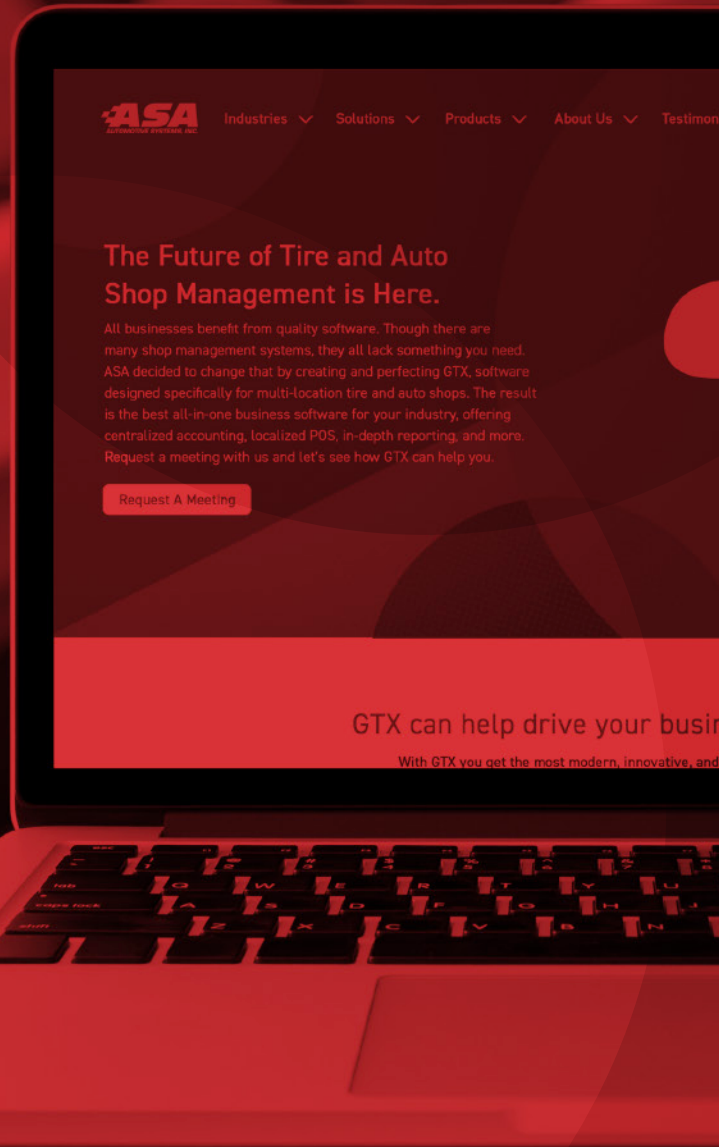


**LOOK UNDER THE HOOD:**

# **4 CRITICAL CHECKPOINTS BEFORE YOU BUY TIRE SHOP SOFTWARE**

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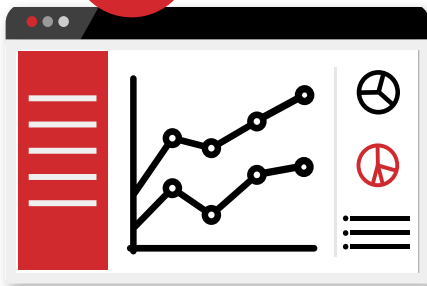
## LOOK UNDER THE HOOD:

# 4 CRITICAL CHECKPOINTS BEFORE YOU BUY TIRE SHOP SOFTWARE

Don't let a shiny, new Point-of-Sale (POS) software interface distract you from looking at what's "under the hood." Most software solutions have 'flash' or the equivalent of a nice paint job, but if you take a look under the hood of their software they cannot show the depth, power, features and functionality that you will need to run a successful and growing business.

Here's a quick rundown of ways to better evaluate your tire shop software:

## 1. Ensure You Have Built-in Accounting



Working with two different companies for your accounting and POS software needs can be challenging. If you are quoting a price and customer asks their account balance, you'll have to close the work order screen and go to the accounting program. That can take up a lot of time. Choose tire shop software that comes with a built-in accounting system for a seamless solution. It will also enable you to integrate your national accounts, Epicor parts purchases and payroll seamlessly with your accounting.

## 2. National Account Processing

Not just for Goodyear or Bridgestone national account and government support claims; your tire shop software should allow you to handle national account processing of all the other major manufacturers including Firestone and Michelin.

**GOODYEAR** **Firestone**

**MICHELIN** **BRIDGESTONE**

Also, national accounting processing is not a one-step process of sending out credits. The right tire shop software should allow you to perform national account and government-support sales and submit claims for those sales electronically. Once the claims are approved or rejected, it should allow you to reconcile the credits you've received and process to accounts payable automatically.

Continued on next page 

### 3. Tracking Cores

Tracking cores manually can take up a lot of time. The right tire shop software should have automated core tracker system to track core credits. Also, it should allow you to process the core credits immediately to accounts payable.

### 4. Selling Negative Stock Item



When your sales reps sell a truck tire which is not in stock and receiving is done another day, the right tire shop software should automatically make the profit adjustment to the cost of the non-stock truck tire and should recognize the Federal Excise Tax (FET). It shouldn't throw your P&L off.



## REQUEST A TEST DRIVE DEMONSTRATION TODAY.

It's a grueling 5-7 years to "make do" with software that doesn't do what you really want it to do; that limits your flexibility; that doesn't read your back-end data or that doesn't offer indepth features and functionality to keep you on the road to success.

**Make sure you look 'Under the Hood' and choose your tire shop software wisely!**

## WHAT OTHER SOFTWARE FEATURES ARE **MUST-HAVES** FOR YOUR BUSINESS?

Use this checklist to make sure your new tire shop software also enables you to:

- ✓ Make corrections to a completed invoice
- ✓ Track transactions with secure audit trails
- ✓ Pull up detailed reports that show profit analysis for specific area such as revenue per sales rep, inventory item, shifts in consumer buying patterns, etc.
- ✓ Schedule appointments and manage bays with a customer appointment scheduler



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