



Retail Management Intelligence

Your Single Source For All Reporting Needs



Retail Management System



Reynolds & Reynolds®

ERA-IGNITE Retail Management Intelligence is your single source for all reporting needs.

The dashboard displays multiple data points and charts:

- Service Appointments:** A table showing arrivals, no-shows, and appointments for today, yesterday, tomorrow, and the next 7 days.
- Accounting Summary:** A bar chart showing parts sales, service sales, expenses, payables, and receivables.
- Service Cash:** A gauge chart showing a total of \$480,424.
- UVM Inventory Values:** A table showing units in inventory, units not booked, and total inventory values.
- Service RO Activity:** A table showing activity across four stores.

Annotations on the dashboard include:

- "Reporting for all areas." pointing to the Accounting Summary chart.
- "Use visuals to display your data." pointing to the Service Cash gauge.
- "See up to 200 modules total across 20 tabs." pointing to the bottom navigation bar.

1 Start every day by reviewing your Dashboard - a snapshot view of your Retail Management System applications all on one screen.

2 Drill down into the numbers from any application and make changes.

The interface shows a drill-down process:

- Summary View:** A table titled "Rey Motors #1 Appts" with columns for "Today", "Arrived", "No-Show", "Yesterday's No-Show", "Tomorrow", and "Next 7 Days". A callout box says "Click on hyperlinks to drill down." with an arrow pointing to the "No-Show" value of 2.
- Detailed View:** A form titled "Appointments" for appointment 3761. It includes fields for Service Information (Dept, Advisor, Odometer, Appr Date/Time, etc.) and Vehicle Information (VIN, Make, Year, Model, etc.).
- Comments Table:** A table with columns: Job, Operation, Description, CWT, Priority, Est. Time, Technician, sQuote, S. It contains two rows of service notes.

3 Compare stores side-by-side with the Multi-Store Setup option.

Service RO Activity

Module Title: Service RO Activity

Multi-Store **Multi-Store Setup**

Store:

Branch:

Department:

Advisor:

Display:

- All Open ROs
- ROs Opened Today
- Customer Pay Open
- Only Warr/Int Open
- ROs Invoiced/Not Closed
- Waiters
- Carryovers
- Over

OK (F12) Cancel

Service RO Activity

Store/Branch Selects

Store	Branch	Column Title	Department	Advisor
STORE 01 ...	01	Store 1	Service	
STORE 02 ...	01	Store 2	Service	
STORE 03 ...	01	Store 3	Service	
STORE 01 ...	02	Store 4	Service	

See multiple stores side-by-side.

Service RO Activity

Description	Total	Store 1	Store 2	Store 3	Store 4
All Open ROs	1,367	646	615	71	35
ROs Opened Today	2	2	0	0	0
Customer Pay Open	1,103	539	486	44	34
Only Warr/Int Open	167	53	95	19	0
ROs Invoiced/Not Closed	97	54	34	8	1
Waiters	621	561	6	19	35
Carryovers	1,103	539	486	44	34

As of: 10/21/13 12:57:58

4 Create one version of the truth between all dealership employees.

The screenshot displays a complex multi-user interface for a dealership management system. It features several overlapping windows and panels:

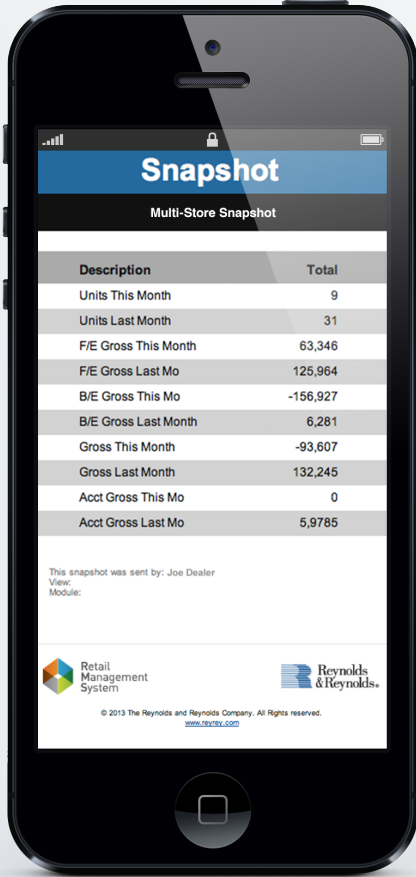
- Service Advisor:** Shows a dashboard with a 'No-Show' count of 16 and a 'Service Cash' amount of \$3,961,984.
- Service Manager:** Displays a 'Service Report Cards' section with metrics like '% ROs with Rpt Cards' and '% Rpt with Alerts'.
- General Manager:** Shows a 'Service Report Cards' section with a bar chart for 'Average Gross' and a 'Parts Sales' section.
- Service Advisor (Multiple):** Multiple instances of the Service Advisor window are visible, each showing different reports like 'Service RO Activity', 'Special Orders', and 'Service Financials'.
- Service Manager (Multiple):** Multiple instances of the Service Manager window are visible, showing various reports and dashboards.
- General Manager (Multiple):** Multiple instances of the General Manager window are visible, showing various reports and dashboards.

At the bottom of the interface, there are labels for the roles: **Service Advisor**, **Service Manager**, **General Manager**, and **Dealer**.

No-Shows can be viewed across all dealership roles.

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Review information on-the-go with Snapshots.



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Monitor month-over-month performance with the Monthly Metrics report.

Monthly Metrics Month: 09/2013 Current View: Monthly Metrics

Metric	STORE 01...	STORE 02...	STORE 03...
Dealership			
Total Dealership Sales	\$37,267	\$0	\$0
Total Dealership Gross	\$13,311	\$0	\$0
Email Address %	23%	1%	38%
F&I - New Vehicle			
F&I - Used Vehicle			
Parts			
Sales			
Total Vehicles in Stock - New	305	218	250
% in Stock 60-120 Days - New	4%	0%	0%
% in Stock > 120 Days - New	88%	100%	100%
Days of Supply Units - New	9,150	0	0
Avg. Vehicles Sold per Salesperson - New	1	0	0
Total Vehicles Sold per Month - New	3	0	33
Avg. Front End Gross per Vehicle - New	\$0	\$0	\$0
Avg. Back End Gross per Vehicle - New	\$0	\$0	\$0
Total Vehicles in Stock - Used	766	12	97
% in Stock 60-120 Days - Used	4%	0%	0%
% in Stock > 120 Days - Used	93%	100%	100%
Days of Supply Units - Used	11,490	0	0
Days of Supply Dollars - Used			

Store Comparison Chart
Total Vehicles in Stock - New

Store/Branch	Amount
1. STORE 01 Branch 01	305
2. STORE 02 Branch 01	218
3. STORE 03 Branch 01	250

Monthly Metrics is intended to be used for general comparison. When compared to the financial statements, there may not be accounting adjustments that have been applied to the application.

Visuals help simplify the data.

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Use one of over 100 application reports for an in-depth look at a specific department.

Vendor Report

Vendor#	Name	Zip Code	H/E	Account#	Invoice#	Due Date	Invoice Date	Journal Date	H SRC	Invoice Amount	Payment Amount
80756	ADVANCE AUTO PARTS,INC	60197...		52000	0293	07/10/06	06/24/06	06/26/06	9	24.12	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	0341	07/10/06	07/05/06	07/05/06	9	32.83	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1546	07/10/06	06/01/06	06/05/06	9	16.61	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	01591	07/10/06	06/02/06	06/05/06	9	28.49	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1603	07/10/06	06/02/06	06/05/06	9	34.44	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	001604	07/10/06	06/02/06	06/05/06	9	33.08	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1618	07/10/06	06/05/06	06/07/06	9	97.32	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1650	07/10/06	06/05/06	06/07/06	9	69.60	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1666	07/10/06	05/06/06	06/07/06	9	9.39	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1696	07/10/06	06/06/06	06/07/06	9	78.15	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1699	07/10/06	06/06/06	06/07/06	9	30.04	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1757	07/10/06	06/06/06	06/07/06	9	42.04	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1802	07/10/06	06/07/06	06/14/06	9	9.98	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1830	07/10/06	06/08/06	06/09/06	9	30.77	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	1833	07/10/06	06/08/06	06/09/06	9	50.31	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	02007	07/10/06	06/13/06	06/14/06	9	5.48	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	02008	07/10/06	06/13/06	06/14/06	9	24.44	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	02011	07/10/06	06/13/06	06/14/06	9	67.40	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	2106	07/10/06	06/15/06	06/20/06	9	18.46	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	2203	07/10/06	07/03/06	07/03/06	9	28.88	0.00
80756	ADVANCE AUTO PARTS,INC	60197...		52000	2270	07/10/06	06/14/06	06/21/06	9	4.1R	0.00

Report Legend: Vendor or Invoice Hold = H Vendor Set Up for EFT = E Discount Manually Taken =

Displaying 1506 of 1506 records found Report Processed: 10/23/13 09:40:37

View reports across all departments.

Move columns and easily see what is important to you.

Save your own version of the canned reports.

Report Generator Builder

Criteria

File	Criteria	Format	Total	Average	Percent	L/R
NA	NAME					R
NA	LAST					R
NA	MAKE					L
VEH	CARLINE#~		15			L
VEH	CARLINE/MODEL					L
VEH	YEAR		4			R

Lookups help you find the criteria you need.

Field Lookup

Search Criteria
File Name: CUSTOMER Field Name: _____

Results Found - 454 of 454 Total Fields

Field	Title	Width	Data Type	L/R
<input type="checkbox"/> VEH CARLINE#~	CARLINE/MODEL	15		L
<input type="checkbox"/> VEH DELIVERY DATE4~	DEL DATE	10	Date	R
<input type="checkbox"/> VEH DELIVERY DATE~	DEL DATE	8	Date	R
<input type="checkbox"/> VEH DESC~	VEHICLE DESCRIPTION	20		L
<input type="checkbox"/> VEH LICENSE#~	LICENSE#	10		L
<input type="checkbox"/> VEH MAKE~	MK	2		L
<input type="checkbox"/> VEH MODEL#~	MODEL#	7		L
<input type="checkbox"/> VEH MODEL#~(14)	MODEL#	14		L
<input type="checkbox"/> VEH SERIAL#	SERIAL NUMBER	17		L
<input type="checkbox"/> VEH STOCK#~	STOCK#	8		R
<input type="checkbox"/> VEH YEAR~	YEAR	4		R
<input type="checkbox"/> WEBSITE COMMENT 1	WEBSITE COMMENT 1	50		L
<input type="checkbox"/> WEBSITE COMMENT 2	WEBSITE COMMENT 2	50		L
<input type="checkbox"/> WEBSITE COMMENT 3	WEBSITE COMMENT 3	50		L
<input type="checkbox"/> WEBSITE COMMENT 4	WEBSITE COMMENT 4	50		L

Apply (F12) Close

8 Build your own custom reports using Report Generator and Dynamic Reporting.

Report Display

Customer List

NAME ID	FIRST NAME	LAST NAME	MK	CARLINE/MODEL	YEAR
127	JOYCE	CARILL			
128	CHRIS	LAKES			
0129	HEIZ	PATTEN			
129	PAMELA	SLEETH			
0130	DONALD	AMYX			
130	STEVE	PIRNJA			
0131	CHERYL	FERGUSON			
131	CLIFFORD	BURKS			
132	JOSSIE	BROCAR	PT	RANGER	8
		JOSEPH	TT	HIGHLANDER	0
0133	SCOTT	REED			
133	CHARLES	REED			
0134	MARY	RITTER	CV	CAVALIER	8
134	JACK	SHIVELY			
135	TIM	STANICK			
0136	WAYNE	TURNER			
136	PAUL	UY			
137	DANNIE	KUNKEL			
0138	JENNIFER	SIEBER	CT	SILVERADO 1500	03
138	MARLENE	SHLEER			
139	KITTY	FRISKE			
0140	HARRY	PRESSEL			
140	JENNIFER	SIEBER	TO	COROLLA	94
			TO	CANRY	91
			HO	CR-V	97
			NS	PATHFINDER	91
			TO	COROLLA	92
0141	ROY	BROCK			
142	ACE	SLINKER	MA	TRIBUTE SUV	02
143	TOMMY	RISKO	PN	GRAND PRDX	97
			TO	CANRY	92

Export reports with a right-click of the mouse.

Print
Export
Group Column
Remove All Groups
Move Column
Merge Column
Separate Merged Column(s)
Filter
Freeze Column(s)
Alternate Line Shading
Grid Lines
Default Settings
Column(s)

All Rows to File
Selected Row to File
All Rows to Email
Selected Row to Email

9 Save your most commonly used reports under My RMI Favorites.

My RMI Favorites

- [Customer List](#)
- [Bank Deposit Report](#)
- [Cashier Edit List](#)
- [Open ROs Report](#)
- [F&I Audit Report](#)
- [Add current report to Favorites](#)

Add to and edit your list of favorites.

10

See how all information is affecting your bottom line with your Daily Operating Control.

Drill down and make adjustments on the spot.

ACC Functions File Subscreens Tools Display Print System Tools Go To

Daily Operating Control

Select Criteria

DOC Criteria
 DOC Name: STANDARD
 Working Days for the Current Month: 30
 Days for this DOC: 20 As of Date: 06/20/12

Line Criteria
 Departments: [Search]
 Beginning Line: [Search] Ending Line: [Search]
 Use Forced Amounts

Results

Line Number	Line Description	Actual MTD	Actual Daily	Actual YTD	Forecast Daily	Forecast MTD	Forecast YTD	Over/Under Daily
10010	SALES							
10020	UNITS - NEW	6		9	35	35	35	-35
10040	UNITS - FLEET							
10050	UNITS - USED				52	52	52	-52
10060	TOTAL UNITS	6		9				
10080	NEW VEHICLES	146672		243440	300000	300000	300000	-300000
10090	NEW F & I				3000	3000	3000	-3000
10100	FLEET VEHICLES				20000	20000	20000	-20000
10110	USED - RETAIL				100000	100000	100000	-100000
10120	USED-WHOLESALE	35495		35495	2500	2500	2500	-2500
10125	USED F & I			125924	50000	50000	50000	-50000

Details
 Department Name: NEW VEHICLE DEPARTMENT

Summary Exception Report

As of 05/01/12 - 05/29/12

- [-] 26 - Reynolds Motors - STORE #26 Accounting #1
 - [+] Account 205 - CONTRACTS IN TRANSIT - Age more than 5 days old
 - [+] Account 220G - REYNOLDS RECEIVABLES - Age more than 30 days old
 - [+] Account 231 - INV-NEW CARS - Age more than 30 days old
- [-] 26 - Reynolds Motors - STORE #26 F & I #1
 - [+] F & I Penetration Performance
- [-] 26 - Reynolds Motors - STORE #26 Parts #1
- [-] 26 - Reynolds Motors - STORE #26 Sales #1
- [-] Inventory Analysis

Monitor dealer-defined exceptions.

	Count	Total List	Total Cost
NEW CAR (in stock over 90 days)	38	845,249.00	1,070,488.00
NEW TRUCK (in stock over 90 days)	32	638,488.55	1,033,803.00
USED CAR (in stock over 45 days)	50	1,070,306.00	1,851,095.00
USED TRUCK (in stock over 45 days)	53	885,249.00	478,691.00

[-] Deal Analysis

	Expected Gross	Count Not Meeting Expected Gross
New Retail Car	\$500	2
New Retail Truck	\$500	3
New Lease Car	\$300	3
Used Retail Car	\$500	4
Used Retail Truck	\$500	0
Used Lease Car	\$200	0

[-] Deals Closed but not posted to Accounting

	Goal (Days)	Count
New Deals	3	2
Used Deals	3	0

[+] Total Sales for Reporting Period

- [-] 26 - Reynolds Motors - STORE #26 Service #1

	Count	Amount
Repair Orders with missed Promised Dates	2	
Repair Orders completed but not final billed over 2 days ago	19	
Service Department Repair Orders that were opened over 5 days ago	70	
Body Shop Department Repair Orders that were opened over 15 days ago	4	
Technicians under 100% efficiency	0	
Total Policy Adjustments	0	0.00

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Catch potential profit leaks and missed goals with General Manager Exception Reporting¹.

¹ If the solution is not already licensed, a solution license is needed.

For more information, please contact your Reynolds account manager, call 800.767.7879, or visit www.reyrey.com.

