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.

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

Reporting for all areas.

Use visuals to display your data.

See up to 200 modules total across 20 tabs.

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

Click on hyperlinks to drill down.

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

See multiple stores side-by-side.

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.

No-Shows can be viewed across all dealership roles.

Service Advisor

Service Manager

General Manager

Dealer

5 Review information on-the-go with Snapshots.

Snapshot

Multi-Store Snapshot

Description	Total
Units This Month	9
Units Last Month	31
F/E Gross This Month	63,346
F/E Gross Last Mo	125,964
B/E Gross This Mo	-156,927
B/E Gross Last Month	6,281
Gross This Month	-93,607
Gross Last Month	132,245
Acct Gross This Mo	0
Acct Gross Last Mo	5,9785

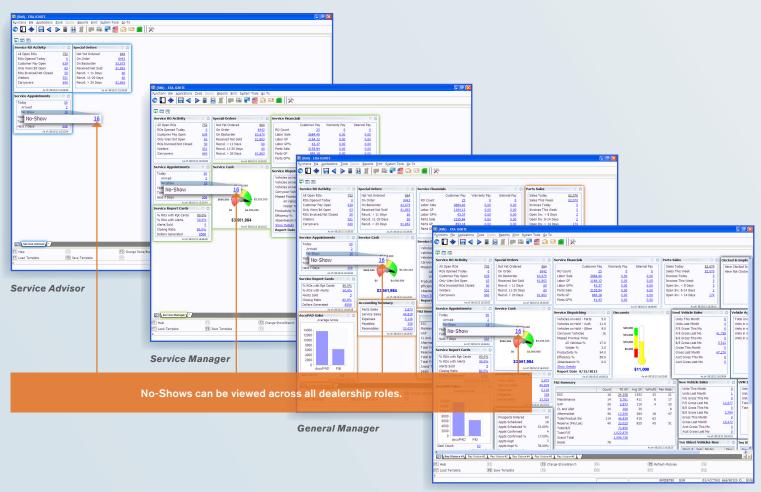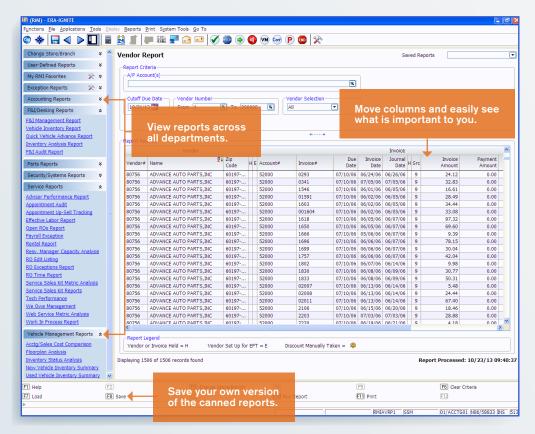This snapshot was sent by: Joe Dealer
View:
Module:

Retail Management System

Reynolds & Reynolds

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

Select previous months to identify trends.

(RMI) - ERA-IGNITE

Functions File Applications Tools Display Reports

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		0	0
Avg. Vehicles Sold per Salesperson - Us...			

Monthly Metrics is intended to be used for general compari...
When compared to the financial statements, there may no...
accounting adjustments that have been applied to the appli...

F1 Help   F2   F3 Change Sto
F7 Load View   F8   F9

Store Comparison Chart

Total Vehicles in Stock - New

1: STORE 01 Branch 01
2: STORE 02 Branch 01
3: STORE 03 Branch 01

Store/Branch

Visuals help simplify the data.

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

(RMI) - ERA-IGNITE

Functions File Applications Tools Display Reports Print System Tools Go To

Vendor Report   Saved Reports

Change Store/Branch
User-Defined Reports
My RMI Favorites
Exception Reports
Accounting Reports
F&I/Desking Reports
- F&I Management Report
- Vehicle Inventory Report
- Quick Vehicle Advance Report
- Inventory Analysis Report
- F&I Audit Report
Parts Reports
Security/Systems Reports
Service Reports
- Advisor Performance Report
- Appointment Audit
- Appointment Up-Sell Tracking
- Effective Labor Report
- Open ROs Report
- Payroll Exception
- Rental Report
- Resv. Manager Capacity Analysis
- RO Edit Listing
- RO Exceptions Report
- RO Time Report
- Service Sales Kit Metric Analysis
- Service Sales Kit Reports
- Tech Performance
- We Owe Management
- Web Service Metric Analysis
- Work In Process Report
Vehicle Management Reports
- Acctg/Sales Cost Comparison
- Floorplan Analysis
- Inventory Status Analysis
- New Vehicle Inventory Summary
- Used Vehicle Inventory Summary

Report Criteria
A/P Account(s)

Cutoff Due Date   Vendor Number   Vendor Selection
                   From: To: All

View reports across all departments.

Move columns and easily see what is important to you.

Invoice

Vendor#	Name	Zip Code	H E	Account#	Invoice#	Journal	Due Date	Invoice 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	07/03/06	07/03/06		9	28.88	0.00
80756	ADVANCE AUTO PARTS,INC	60197-...		52000	2220	07/10/06	06/19/06	06/21/06		4.18	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

F1 Help   F2   F5   F6 Clear Criteria
F7 Load   F8 Save   F11 Print   F12

RMIAVRP1 SSM 01/ACCTG01 N86/58833 INS 513

Save your own version of the canned reports.

Lookups help you find the criteria you need.

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

Export reports with a right-click of the mouse.

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

My RMI Favorites

Add to and edit your list of favorites.

- Customer List
- Bank Deposit Report
- Cashier Edit List
- Open ROs Report
- F&I Audit Report
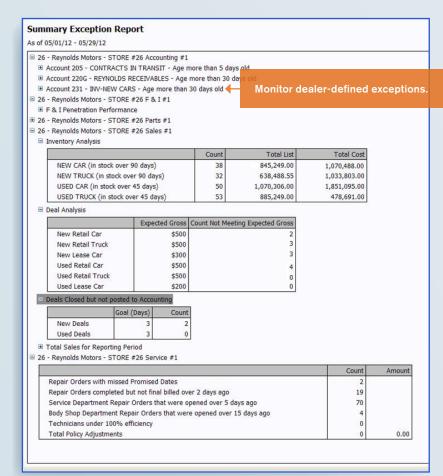- ✚ Add current report to Favorites

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

Drill down and make adjustments on the spot.

(ACC - Inquire) - ERA-IGNITE

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
Beginning Line   Ending Line
☐ 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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11 Catch potential profit leaks and missed goals with General Manager Exception Reporting[1].

[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.

Retail Management System

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