

VEHICLE

MANAGEMENT SYSTEM



VMS

If you are an automotive distributor, then your largest investment is in the vehicle units; which is the biggest assets. VMS allows you to track each vehicle for the entire process right from planning unit sales and even after sales.

Through its tight integration with purchasing, warehousing, sales & delivery, each unit can be tracked from the time it is ordered till the time it is delivered to the customer. VMS is designed for automotive dealers who maintain large inventories of vehicles. It supports all aspects of vehicle sales such as trade-in evaluations, pre-owned and new car sales, customer relationship management and tight integration to the financial and service management modules.

VMS supports various POS devices such as bar-code readers and scanners to easily track and control the movement of vehicles. The receiving process supports bar-code reading of incoming shipments to ensure that the received chassis match the invoiced chassis. The same bar code devices are used to control the movement of vehicles from one stockyard to another and additionally to do perpetual stock-taking of the vehicles in stock. As a case study, one of our biggest customers did a full-automated stock count of 6000+ vehicles within a period of 4 hours. With such technologies, it becomes easier to ensure that there is proper control of the stock.

Key Features

Intuitive Sales Process

The Sales Process features an intuitive drill down screen that gives the salesperson a comprehensive view of the available stock and the status of each unit (If unit is available for sale, reserved, under PDI, in-transit, on-order, undelivered, etc.).

From a single screen, the salesman can quickly query the system and generate reservations, sales orders etc.

Vehicle Model	Available for sale	Reserved	Reserved On-Order	Reserved In Transit	SO Await ing Conf.	In Transfer	Sold Not Delivered	On PDI
INTIGA	3				3		3	
MARUTI 800	3				2		7	
Assembly	3							
Assemblybase	1							
SAFARI	1						2	1
JIMMY	3				1		1	
JEEP CHEROKEE	2							
IND	3					1	1	
total	15				1			
24 Models [Filter on effect] Total	407	3	1	1	44	5	168	4

Advanced Warehouse Management

VMS includes a complete warehouse management system to keep track of each vehicle in the stock. Vehicles can be moved from one stockyard to another, movement transactions are captured automatically for further utilization in traffic violation module.

The system also supports PDI inspection before delivery, automated stocktaking using bar-code readers and quick location of vehicles by assigning bin locations to every vehicle within the stockyard.

Warranty/Promotion Definition

Show Room Type: **New Cars** Posted

Warranty/Promotion #: 2

Type: Promotion

Financial Impact: Free to Customer

Description (English): 50,000 or 1 Year Free Service

Start Date: 24/10/2005

Vehicle Sales Order

Vehicle: 122153 Not Delivered

Model: WIRA

Model Variation: 2794 - 05WST01_WIRA

Color: A66-Star Silver

Trim: 010-Gray

Chassis #: PL1C975KLF6007470

Engine #: 4615P-L53122

Registration #: CAP1245678

Owner Details: 57210

Alexandra Camino

Pricing Details: Selling Price: **4,000,000**

Accessories: 28,000

Trade-In Value: -

Over Allowance: -

Discount Given: -

FI Discount: -

Total Discount: -

Traffic Charges: -

Comp. Insurance: -0

Third-Party Insurance: -0

Total Insurance: -

Extra Equipment & Administration Fees: -

Down Payment: -

Promotion Available!

Customs Refund Amount:

Vehicle Master

Warranty Type	Validity Mileage	Start Date	End Date	Description	Is Active?
Promotion	50000	07/10/2008	06/10/2009	50,000 or 1 Year Free Service	Yes
Validity Description 50,000 or 1 Year Free Service whichever comes first					

Campaigns & Promotions

Using VMS, you can setup promotions and campaigns for desired periods and desired models or variations. For example, if you want to provide 30,000 KM free service for a particular festival occasion, you can do this easily using VMS. System keeps track of the campaign details showing chassis numbers that are eligible for the campaign. At the time of sale or delivery of the vehicle to the customer, salesman is alerted of the campaign program. The data is automatically interfaced into the Service Management System so that when the customer comes to service his vehicle, the service advisor has all necessary information at his fingertip showing the campaigns that this particular vehicle is eligible for.

Key Features

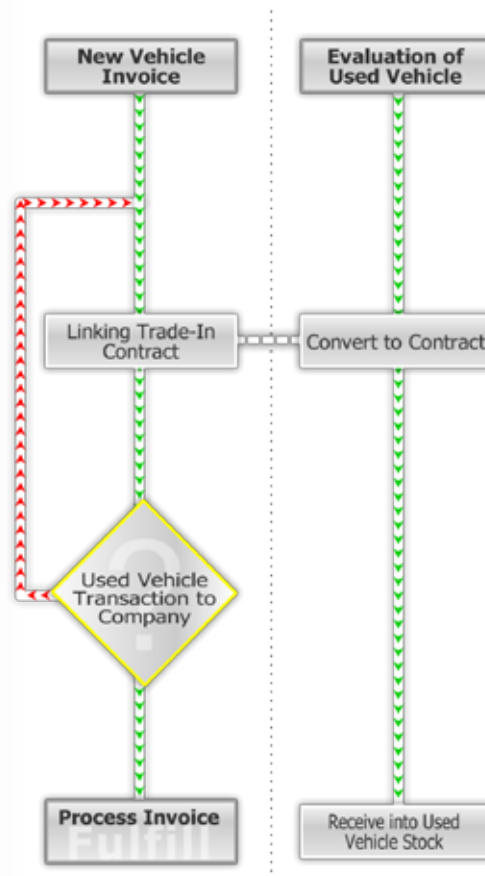
Customer Relationship Management (CRM)

VMS provides CRM module to manage all the interactions with your customers.

Salesmen can keep track of their interactions, and the system automatically generates alerts showing each person and his tasks for the day, including all customer details required to complete the interaction. Management gets a perspective of the type of customers that the company is dealing with, along with analysis of lost sales etc.

Trade-In Used Cars & New Cars

VMS has integrated new and used vehicle modules with trade-ins. Evaluators can assess the trade-in vehicles and create a trade-in contract. The contract can be linked to the sale of the new vehicle. The system has all the controls in place to ensure that the trade-in vehicle is received into stock before allowing the salesperson to proceed with the new vehicle invoicing.



MORE Features

- **Electronic Interfaces with Supplier's - EDI**

The electronic interfaces reduce the time required for processing your orders and greatly increase the accuracy of the entire purchasing process.

- **Heavy Equipment**

Using VMS, you can track all your heavy equipment units individually. When the customer order comes, the appropriate unit can be assembled through the system. VMS will automatically compute the cost of the assembled unit and allow you to define the markup required for the sales. Disassemble is also available.

- **Chassis-level pricing**

This is important when dealing with used cars & heavy equipment because each chassis has its own unique properties and prices cannot be generalized at the model or variation level.

- **Automatic Lost-Sales & Unusual Usage Tracking**

The system tracks each item whenever it goes out of stock, and monitors the number of days in the month that the item was not available. The stock-out days are factored while computing the demand for future months. Automatic lost sales are captured in the system.

- **Sales Analyzer**

VMS has powerful sales analysis tools for management to keep track of their targets. Targets can be viewed for the whole branch, or for specific salesmen, specific model, specific color etc.