

# How can ACCESS make your Sales and F&I Departments more efficient?

**ACSFIRSTSALES DESK™:** One of the most complete desking tools available. Some features include quickly adding prospects, searching inventory, calculating and comparing payments, viewing real time costs, booking out vehicles and running CarFax reports on trades.

**Enhanced Search Feature!** Search inventory based on a percentage of MSRP as well as NADA, Kelly Blue Book or Blackbook values to assist customers who owe more on their trade than what it's worth. Calculate the gross on "Upside Down" vehicles.

**ACSFIRST CONTACT MANAGEMENT:** All leads are easily entered into the system, either automatically as web leads or manually using reverse phone number look up. All prospects appear in both the contact manager screen and the electronic up log. ACCESS automatically prints follow-up letters in MS Word and sends emails based on the prospect and sold customer type.

**ACSFIRST APPOINTMENTS:** Users will find an excellent appointment schedule that not only integrates with their prospect and sold customer appointments, but also with their service department's appointments.

**Electronic 'We Owe':** Automatically alerts service the instant the repair order is opened on that vehicle. This is guaranteed to improve customer satisfaction and reduce stress between the Service and Sales department.

**Extended Service Contract Marketing:** Each night, ACCESS will data mine your service data base for prospects, automatically printing color mailers for your F&I manager to sign and mail. To assist the sales process, F&I can print a contract directly from an Extended Service Contract sales screen.

**F&I Archiving and Document Scanning:** All details are retained forever in the ACCESS system. Forms may be scanned and saved in the Document Archiving application.

**Sales Summary Report:** Detailed analysis of your sales results. Measure profitability, individual employee results, as well as inventory turn, with just a few clicks of the mouse.

**Excel Reporting:** By providing the dealership with predefined reports that export to Excel and a powerful (yet easy to use) Report Generator, ACCESS creates an endless opportunity for those interested in extracting, and analyzing data.

