

CarKey

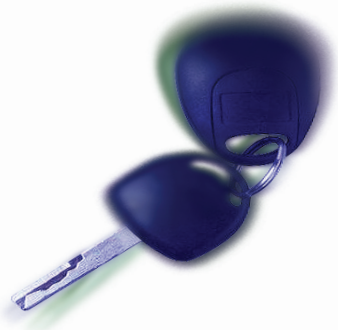
For sweeter deals

*The showroom tool
for professional sales*



*"CarKey has proved to be more accurate than the salesman
with a pen and calculator!" Saab dealer*

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You sell as CarKey calculates

Using only the clicks of a mouse, you:

- Do manual calculations take up your valuable selling time?
- Do you sometimes make calculation mistakes?
- Do you miss chances to make a better deal?
- Do you have to rewrite an order if the customer changes their mind?

1 Search for vehicle by range, model, type, etc

2 Double click selected vehicle to display details

3 Choose dealer fit options, eg mats, mobile hands free kit

4 Enter Px and other allowances

5 To achieve deal, amend any box or use target price/% discount

The screenshot shows the CarKey software interface. The 'Find Vehicle' window is open, displaying search criteria for a Saab 93 Aero Saloon 2.0HOT. The 'Vehicle List (all matches)' window shows a table with columns for Make, Range, Model, and Tr. The 'Vehicle' details window is open, showing finance options, including a settlement of 1,750.00, a part exchange of 4,500.00, and a total allowance of 8,100.00. The 'Finance' window shows a new finance amount of 9,000.00. The 'Invoice' window shows a net price of 15,995.00, VAT of 13.65, and a vehicle total of 16,211.65. The 'Balance Due' window shows a balance due of 861.65.

Customer Benefits

- Confidence in dealership from rapid responses to option and pricing questions
- Satisfaction at fast, efficient service
- Reduced waiting times

Sales Benefits

- Automated pricing allows concentration on 'selling'
- Immediate access to prices avoids price list look-up
- Finger-tip access to standard monthly financing
- Faster handling of customer enquiries
- Paper documents eliminated up to printing of customer order
- Better control over deal-making and margins
- Saving of enquiries for later recall

Management Benefits

- Margin control avoids underselling
- Money and embarrassment saved by avoiding manual mistakes
- Comprehensive metrics

Now print as an enquiry, quotation or order for your customer to sign

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CUSTOMERS

- Stores customer contact details
- Logs customer enquiries and vehicle purchasing history

VEHICLES

- Searches by make/model/year/price/registration no. etc.
- Displays vehicle matches instantly, including history
- Selectable dealer fit options and prices
- Calculates total price instantly, including settlements and dealer-fit options, RFL, VAT (where applicable) and adjusts for Px value and deposits
- Recalculates deals on basis of 'target price' or % discount
- Prints customer order or quotation
- Prevents underselling unless authorized by management
- Stores details of finance company name/address and settlement amount
- Displays vehicle matches in order of date added to stock (oldest first)
- Displays vehicle photo, if desired

ENQUIRIES

- Matches enquiries to existing and provisional vehicle stock list

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