

UNISON

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Automotive Dealer System



High Performance, UNIX-based
Software Solutions

UNISON Automotive Dealer System

Introducing the UNISON Automotive Dealer Management System,
a revolutionary new range of UNIX-based software modules from DCS.

You can operate UNISON modules in stand-alone mode to address particular aspects of your business, or integrate them to form a powerful and comprehensive dealership management system.

Either way, you have the **flexibility** to select only the facilities you need today, secure in the knowledge that UNISON will accommodate tomorrow's requirements as your business evolves and expands.

UNISON provides the sophisticated tools to prospect for, create and retain sales and service customers, improving turnover and **profitability**.

And by automating the everyday, mundane clerical tasks, UNISON reduces your operating costs while capturing the key sales, parts and financial information which enables managers to keep their **fingers on the pulse** of their business.

Operators find UNISON easy to learn and use, thanks to on-screen help and excellent documentation. The **windows interface** allows operators to work from a single menu and run several programs in background—even transfer data between them—without needing to terminate the current one. With UNISON, your organisation's daily work becomes both easier and more productive.

UNISON is particularly **secure**. Not only can access to programs be restricted in the normal way, but individual fields—such as price, discount or credit limit—can be password-protected for added security.

Despite its wealth of features, UNISON remains **price-competitive**. We've kept our prices low so that you can manage your budget as easily as your computing requirements.

UNISON from DCS: The most comprehensive, easy to use Automotive Dealer Management System available, with the reliability and functionality to meet your **present and future** computing needs to perfection.

Sales Ledger

- Maintain customer records and transaction details
- Raise invoices, credit/debit notes and adjustments
- Print statements and address labels
- Monitor cash flow
- Generate comprehensive reports, including sales, aged debt and sales rep analysis

Purchase Ledger

- Maintain supplier records and transaction details
- Raise and authorize invoices, credit/debit notes and adjustments
- Make supplier payments by BACS or Giro, according to invoice or due date
- Post cash with settlement discounts
- Print remittances, cheques and address labels
- Generate comprehensive reports, including creditor, supplier turnover and VAT analysis

Nominal Ledger

- Record, analyse and report on financial transactions relating to every aspect of your business
- Prepare accounts speedily and with a minimum of effort—yet with the security of complete audit trails and fail-safe facilities
- Enter opening balances, cash postings, accruals, standard, recurring and other journals
- Generate budgets
- Perform bank postings and reconciliations
- Produce statutory Balance Sheet and Profit & Loss Account
- Print a variety of management reports, including source and application of funds, fixed assets and user-defined consolidated accounts.

Fixed Assets

- Maintain asset records and transaction details
- Apply depreciation on a straight line or reducing balance, over 12 or 13 periods or on a 4,4,5 weekly basis
- Depreciate assets individually or by asset category
- Dispose of assets with profit/loss calculated automatically
- Generate comprehensive range of asset reports

BACS

- Links to Purchase Ledger and Payroll for supplier and employee payments respectively
- Secure, passworded system with Debit and Credit on same day
- 90% cheaper than paying by cheque
- Improved cash flow and control over time
- Payment reports checked
- Full audit reports from BACS

Report Generator

- Access information more readily
- Summarize data and determine trends
- Compare achieved performance against budgets and goals

Business Graphics

- Full-screen graphical display of reports
- Bar, pie, line and scatter charts
- Exploit colour screens and printers

Moving up to UNISON presents a **strategic opportunity** for your business to switch to UNIX, the internationally recognised, industry standard, vendor-independent operating system.

Parts Management

- Maintain multi-location, multi-warehouse product records and supersessions, and record transaction details and stock histories
- Perform costings by FIFO, moving average or actual cost
- Categorise stock by usage
- Maintain customer discounts individually or by customer category
- Update pricing by product group, supplier or user-defined key
- Process exchange surcharges
- Re-formulate part numbers
- Perform stock checks
- Point of Sale invoicing and workshop issues
- Print stock valuation, profitability, movement, lost sales and other reports

Service Management*

- Maintain records on vehicles, drivers and owners, and link drivers and owners with several vehicles.
- Create Service Jobs for the current or any future date, and invoice them at any stage up to final completion. A single job can span more than one workshop.
- Convert Quotations into actual jobs without re-keying data. Print out Job Cards prior to the arrival of vehicles.
- Minimise data entry by setting up Menu Pricing and Standard Jobs—the system generates the necessary labour operations, stock parts/workshop consumable requests, sub-contractor operations and miscellaneous charges.
- Enter and submit warranty claims, on report, disk/tape or via the comms line.
- Full enquiry and reporting facilities.

Sales Management*

- Maintain a stock and model plan for up to 12 months ahead. Vehicles are automatically removed from the plan as they are received into stock.
- In consultation with the customer, the salesman can raise Sales Orders and Invoices on screen, adjust prices of individual items, perform finance calculations, process part exchange deals and select the preferred Registration Number from the Log.
- Automatic generation of Purchase Orders for the manufacturer, based on the specifications entered to Sales Orders.
- Comprehensive vehicle stocking facilities—Purchase Order confirmation, progress reports, receipt, service activity, dealer swaps, admin requirements, delivery and after-sale follow-up.
- Full enquiry and reporting facilities.

Promotion and Prospecting*

- Retain existing customers and create new ones by entering customer/prospect data directly, or capture it automatically from Sales, Service and Parts Management.
- Hold multiple contact details, together with special requirements, current vehicle, mileage, service dates, registration date, family information, buying motives, etc.
- Analyse prospects by a variety of parameters, and create form letters for MOT and service reminders, sales promotions, model launches, etc. Link letters in correspondence trees so that one letter action will trigger another in a pre-defined sequence.
- Enter details of calls made, with follow-up actions and dates. Report on leads, orders and individual performance of salesmen.

* Available mid-1991

Where traditional computer systems locked business users into closed, proprietary worlds, the UNIX or 'open systems' approach offers choices instead of limits: a **future-proof** computing strategy which guarantees against obsolescence your investment in programs, data and human skills.

UNISON is already working on 37 different makes of UNIX machines, with more being added every month—an **unparalleled range** of hardware platforms.

DCS specialise in supplying UNISON to operate on IBM PS/2's, supporting one to a dozen or so users, and on RS/6000 minicomputers, supporting more than 200 and operating at a phenomenal 56 million instructions *per second*.

While 386- and 486-based PS/2's offer an effective, affordable solution for smaller sites, medium and larger-sized businesses will find the new RS/6000 minicomputers equal to even their most processor-intensive requirements.

Recognised as **outperforming** rival UNIX systems in speed, power and value, the new RS/6000 range underlines IBM's commitment 'to achieving leadership in the UNIX world'.

And as UNIX can be 'front-ended' with Open Look, OSF Motif, X-Windows and other graphic user interfaces, superior functionality is matched by **uncomplicated operation**.

Moreover, you can tailor UNISON to the precise needs of your business, and **integrate** it with your fax and telex systems. And with other software packages too—from Informix and similar C-ISAM compatible databases to PS/2-based spreadsheets such as Lotus 1-2-3 and Excel, and wordprocessors such as Uniplex and WordPerfect.

High-performance, UNIX computer systems are the wave of the future. With the UNISON Distribution Management System from DCS, your business can ride that wave today.

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DCS The Company behind the System

How you meet your computing requirements is based not just on the software you purchase but also on the company behind it.

In the DCS Group you have a strategic business partner with over 14 years experience in designing and implementing software systems of unrivalled functionality, quality and reliability.

Founded to meet the specific software requirements of the automotive industry—where we continue to rank as market leaders—the DCS Group now also services the more general distribution marketplace.

Today you'll find DCS products at work in more than 50 countries around the world, helping over 1200 businesses operate more effectively and profitably.

Purchase UNISON software and you have a comprehensive range of DCS customer services at your disposal:

Dedicated Staff — Specialists in the markets in which we operate ■

Research and Development — About 12% of our turnover is invested in this function each year ■

Unrivalled Product Range — Researched and continually enhanced to meet the specific needs of our customers ■

Client Training — Packaged and customised courses for management and operator staff, whether on-site or at our fully equipped training centres ■

After Sales Service — We have a field support staff of 90 and a Telephone Help Desk with on-line diagnostics ■

Project Management — Each contract is project-managed with a clear, detailed implementation schedule to ensure that each client migrates simply and smoothly to the new DCS system ■

Quality Control — Our products have passed the rigorous and on-going scrutiny of automotive manufacturers, dealer user groups and the MIS departments of our major accounts ■

DCS is committed to excellence. Our products prove it.

For more information on UNISON or a demonstration, contact the address or telephone number below:

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