



# EBIS

REPORTING SUITE

REPORT

MONITOR

ILLUMINATE

ANALYZE

IMPROVE



## DISCOVER YOUR DATA

### Let EBIS Drive Your Success!

EBIS is powerful Fixed Operations software designed to assist dealerships by drilling into data to discover profit improvement opportunities

Call today to see why these dealerships are believers!

**Advantage/Momentum Group:** One of the few times I've seen the actual product perform better than the demo. *Gene Goldader, General Manager*

**Park Place Motors:** Dynatron is one of the best tools I've seen in over 30 years. *Charles Cox, Service Manager*

# DISCOVER YOUR DATA

# EBIS

REPORTING SUITE

**EBIS is web based Business Intelligence Software that will improve your profits!**

Our customers have easy answers to these questions and much more:

- How many one line repair orders were written by Advisor, Dealership, or Day?
- What is your menu maintenance sales penetration percent and how many sales were missed?
- How many customers are you about to lose and what is their contact information?
- How does my dealership compare to other dealerships in critical operation areas?

**EBIS Improves Profits by providing timely and useful information:**

- Reduce One Line Repair Orders and Increase Hours Per Repair Order
- Improve Advisor Up-Sells on Major Maintenance or other critical service areas
- Improve Customer Retention by monitoring customer visit frequency and spending habits
- Analyze, Trend, and Graph Advisor and Technician efficiencies and performance
- Improve Advertising effectiveness using zip code analysis and sales prospecting list
- Improve New Car Sales by identifying prime candidates through your service history
- Significantly reduce your time preparing reports leaving more time to coach and implement improvements

**Conner Auto Group Labor RO Analysis**  
From 4/1/2003 to 4/30/2003  
Conner Pontiac Buick GMC, PON/BU/GMC Service

Pay Type	Name	# RO's	Revenue	FRH's	E.L.R.	\$/RO	Hrs/RO	Lines/RO	Cost	GP %	Cost/FRH	GP \$/Hr
<b>Customer</b>												
	GARY WYDEM	180	14,642	265.7	55.11	81.35	1.48	3.44	4,742	67.6	17.85	37.26
	RICK ROSS	187	21,402	405.5	52.78	114.45	2.17	4.42	7,485	65.0	18.46	34.32
	JEFFERY WINTERS	158	16,247	288.3	56.35	102.83	1.82	3.61	5,350	67.1	18.56	37.80
	KELLEY BENTONS	204	25,067	466.6	53.12	102.83	1.82	3.61	5,350	67.1	18.56	37.80
	DAVE POTTS	8	10	0.3								
	TERRY WINTERS	204	27,608	516.2	53.12	102.83	1.82	3.61	5,350	67.1	18.56	37.80
	<b>Total: Customer</b>	<b>941</b>	<b>104,977</b>	<b>1,942.6</b>	<b>54.12</b>	<b>102.83</b>	<b>1.82</b>	<b>3.61</b>	<b>5,350</b>	<b>67.1</b>	<b>18.56</b>	<b>37.80</b>
<b>Internal</b>												
	MARK DOOGAN	36	3,830	112.3	34.81	106.11	3.22	6.44	2,118	68.2	22.47	45.61
	GARY WYDEM	14	226	7.9	28.57	16.14	0.57	1.14	63	68.2	22.47	45.61
	RICK ROSS	10	221	9.3	21.11	21.11	0.93	1.86	100	68.2	22.47	45.61
	JEFFERY WINTERS	11	344	12.4	21.27	19.45	0.95	1.90	100	68.2	22.47	45.61
	KELLEY BENTONS	16	756	23.9	31.00	19.38	1.19	2.37	100	68.2	22.47	45.61
	DAVE POTTS	168	0	0.0	0.00	0.00	0.00	0.00	0	68.2	22.47	45.61
	TERRY WINTERS	8	131	6.1	21.25	26.56	1.06	2.12	100	68.2	22.47	45.61
	<b>Total: Internal</b>	<b>263</b>	<b>5,507</b>	<b>171.9</b>	<b>31.00</b>	<b>19.38</b>	<b>1.19</b>	<b>2.37</b>	<b>1,000</b>	<b>68.2</b>	<b>22.47</b>	<b>45.61</b>
<b>Warranty</b>												
	MARK DOOGAN	36	3,830	112.3	34.81	106.11	3.22	6.44	2,118	68.2	22.47	45.61
	GARY WYDEM	14	226	7.9	28.57	16.14	0.57	1.14	63	68.2	22.47	45.61
	RICK ROSS	10	221	9.3	21.11	21.11	0.93	1.86	100	68.2	22.47	45.61
	JEFFERY WINTERS	11	344	12.4	21.27	19.45	0.95	1.90	100	68.2	22.47	45.61
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	DAVE POTTS	168	0	0.0	0.00	0.00	0.00	0.00	0	68.2	22.47	45.61
	TERRY WINTERS	8	131	6.1	21.25	26.56	1.06	2.12	100	68.2	22.47	45.61
	<b>Total: Warranty</b>	<b>342</b>	<b>8,114</b>	<b>145.2</b>	<b>31.00</b>	<b>19.38</b>	<b>1.19</b>	<b>2.37</b>	<b>1,000</b>	<b>68.2</b>	<b>22.47</b>	<b>45.61</b>
	<b>Total</b>	<b>1,746</b>	<b>170,657</b>	<b>2,959.7</b>	<b>54.12</b>	<b>102.83</b>	<b>1.82</b>	<b>3.61</b>	<b>5,350</b>	<b>67.1</b>	<b>18.56</b>	<b>37.80</b>

**Hours Per RO by Advisor**  
From 4/1/2003 to 4/30/2003  
Conner Pontiac Buick GMC, PON/BU/GMC Service

Advisor	Hours Per RO
MARK DOOGAN	2.98
TERRY WINTERS	2.31
RICK ROSS	1.99
KELLEY BENTONS	1.94
JEFFERY WINTERS	1.67
GARY WYDEM	1.49
DAVE POTTS	0.00

**Callouts:**

- Create "intelligent" reports selecting from over 400 data metrics. No data entry and no formula writing!
- Graph any report with a single click!
- Drill into your data using 35 different drill levels!

**EBIS... Reports, Monitors, Illuminates, Analyzes and Improves Your Business**

## Service Data Available

**Contact Information:**

Customer Name  
Address  
City & State  
Zip Code  
Email Address  
Make  
Model  
Vehicle Year  
Mileage

**Compare Data to:**

Budgets  
Forecasts  
Prior Year  
Year To Date  
Any Date Range  
Variances  
% Change

**Efficiency & Productivity:**

Tech Productivity & Eff. %  
Hours Per RO  
# of ROs & VIN's  
# of RO lines  
Lines Per RO  
# Days Worked  
# Days ROs Closed  
# of Techs/Advisors  
Closed ROs/Day

**Sales Data:**

Door Rate Hours  
Flagged Hours  
Actual Hours  
Labor Revenue  
Parts Revenue  
Other Revenue  
Total Revenue  
Effective Labor Rate  
Door Rate

**Cost Data:**

Labor Cost  
Parts Cost  
Other Cost  
Total Cost  
Labor Cost/Hour

**Profit Data:**

Labor Gross Profit  
Parts Gross Profit  
Other Gross Profit  
Total Gross Profit  
Gross Profit Percents  
Expenses  
Net Profit

**Other Analysis Data:**

RO Open Date  
RO Closed Date  
# of Days ROs Open  
\$ Per RO & VIN  
% of Total Revenue  
# Days Since Last Visit  
Parts and Labor Totals  
Avg. Visits Per VIN



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