

# AIS Features

## POINT of SALE

Check the item(s) you're not 100% sure of what it does, what it's for, or how to use it.

- [ ] 1 Inventory File Can Hold Over 1 Million Parts Without Chocking.
- [ ] 2 Are you allowing your Customers to Place Orders with you Electronically? Let me show you how.
- [ ] 3 Do You Know AIS Displays Gross Profit Percentage on the Invoice screen?
- [ ] 4 You know you can Notify your Counter men A PO# Is Required?
- [ ] 5 Know you can Code a Part Number on the Invoice so it can't be returned? - I'll show you how
- [ ] 6 Do you need to setup Blanket PO's for some Customers? - Know how to set one up?
- [ ] 7 Automatically Notify Past Due Account Status
- [ ] 8 Do you Disallow Charge Invoices Printing on Past Due Accounts or over Their Credit Limit?
- [ ] 9 Did You Know you can display all Price Levels Available per Part Number in Invoicing?
- [ ] 10 View Part Number Info Direct From the Invoice Screen with Stock Check Button.
- [ ] 11 Kits, Alternates, Supersessions - Know the difference and how they work?
- [ ] 12 Set Up a Specific Price for a Specific Part Number For A Specific Customer
- [ ] 13 You Know You Can Override Price, Description & Quantity after Item Is Extended?
- [ ] 14 You Know You Can Change an Invoice After it has been Printed? ( same day )
- [ ] 15 You Know You Can Cancel an Invoice After it has been Printed? ( same day )
- [ ] 16 Want to Scroll Forward or Backwards Through Part #'s while in Point of Sale? Guess what . . . you CAN.
- [ ] 17 Need to Sell a Core back to the Customer? It can be done.
- [ ] 18 Can your Customers get Prices for an Estimate without calling you? You bet they can, let me show you how.
- [ ] 19 Have a Customer that refuses to pay for Cores? Then bill them and without the Core Charge but still Track it.
- [ ] 20 Sell & Return Parts on the Same Invoice
- [ ] 21 Are you using Reminder Notes that display Automatically when you start an Invoice?
- [ ] 22 Want to Keep Notes on Every Part Number?
- [ ] 23 You know the system Tracks All Parts Sold or Returned to All Customers . . . know how to get the info back?
- [ ] 24 Lost Sales / Buyouts / Pick-Ups... Do You Know The Difference?
- [ ] 25 Enter Nearly Unlimited Comments/Notes on an Invoice
- [ ] 26 Want to see the amount a Customer paid last time they got the current Part Number?
- [ ] 27 Want to see the Invoice # and date of the last sale for the current Part Number?
- [ ] 28 You know you can Reprint Invoices for Multiple Years?
- [ ] 29 Would you like to print a Signed Copy of an Invoice from 3 years ago? It's simple to do, I can show you how.
- [ ] 30 Reprint Invoice Data for Multiple Years.
- [ ] 31 Need to find a Part Number on a Hold Ticket but have no clue what Counter man or Customer? You can do it.

## Point of Sale - Cont

- [ ] 32 Doing a lot of Retail? Would you like to show Type of Payment, the amount, and the change on the Invoice?
- [ ] 33 Would you like to have a Recap of the Payments on the End Of Day Report?
- [ ] 34 Need to find a Part Number on an Open PO? Did you know you can do a Search of all Open PO's?
- [ ] 35 Lost Sales Tracked.
- [ ] 36 View All Parts on Hold Instantly.
- [ ] 37 Need to Display and/or Print Open Orders by Counterman?
- [ ] 38 Would it be handy to do a Stock-Check at your Vendor while in a Workspace? Oh yeah, it's possible
- [ ] 39 Would it help to have Multiple Printers for Invoices (i.e. Retail & Wholesale Counter)
- [ ] 40 Easy To Enter Part Numbers Without Line Codes or Dashes
- [ ] 41 Look Up Parts Using the Vehicle VIN Number
- [ ] 42 Give Customers Access To Your Inventory Levels and Prices 24 / 7
- [ ] 43 Change Customers in Invoicing With Correct Re-Pricing
- [ ] 44 Do You Know You Can Do A Battery Exchange And Pro Rate Automatically?
- [ ] 45 Cash Drawer Summary Report in Invoicing
- [ ] 46 See Daily, Yesterday, and Monthly Sales /GP with a Keystroke.
- [ ] 47 Display Gross Profit Percentage by Part Number and Invoice Total
- [ ] 48 Implement Up To 8 Security Password Levels
- [ ] 49 Maintain Multiple Ship-To Addresses for Each Customer and Select one from a List while in POS
- [ ] 50 Display the Current Customers Bill-To, Ship-To, All Phone Numbers, and the blanket PO
- [ ] 51 Display Notes for the Current Customer
- [ ] 52 Display All Hold Tickets by Counterman, Customer, Hold #, Order Date, Part Number, or PO#
- [ ] 53 Display Prices and Gross Profit When Overriding Prices
- [ ] 54 Display All Alternate Part Numbers with Quantity & Prices
- [ ] 55 Give a Percentage Discount or Line Item Discount On An Invoice
- [ ] 56 View Multiple Suppliers for a Part Number
- [ ] 57 View Statements and Invoices and Fax Them With A Keystroke
- [ ] 58 Calculate Weight
- [ ] 59 Search Hold Tickets for a Part Number
- [ ] 60 Quick Access to Inventory File
- [ ] 61 Oh yeah, Electronic Catalogue too

## INVENTORY

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- [ ] 62 Maintain Non-Merchandise Part Numbers (Labor, Freight, & Misc.)
- [ ] 63 Move a Part Number Where You Want With Sequence Codes
- [ ] 64 Know how to make Lost Sales record automatically in Point of Sale?
- [ ] 65 Insert New Part Number Easily. - Let Me Show You How.
- [ ] 66 Easily Change a Product Line or do a Changeover Without Losing Sales History, etc.
- [ ] 67 Inventory File can be Password Protected - Keeping You Secure.
- [ ] 68 Track All Changes To A Part Number.
- [ ] 69 Show Cores Returned - There is a Separate Report just for This
- [ ] 70 Show Warranties Returned - And this Tool!
- [ ] 71 View Last 13 Months of Sales History by Month and Last Years Total.
- [ ] 72 Maintain Pop Codes
- [ ] 73 Create Your Own Rank Codes
- [ ] 74 Report Codes       What are they for?
- [ ] 75 Thirteen Different Price Fields Available.   Know how to put a GP% on Prices 1-13 while on the Part Number?
- [ ] 76 Core Cost & Core Sell Fields
- [ ] 77 3 Decimal Places for Price Levels
- [ ] 78 1 Stock Level Field does both Minimum & Maximum. ( based on buy increments )
- [ ] 79 Parts on Order or Backorder from Vendors
- [ ] 80 Per Car Quantity    Speed things up at Point of Sale with this field
- [ ] 81 Quantity On Hand
- [ ] 82 Buy Increments        Know how to set this to save money?
- [ ] 83 Unit Weight
- [ ] 84 Zone/Bin    Helpful for "Newbies"
- [ ] 85 Load an Entire Product Line Instantly
- [ ] 86 Delete an Entire Product Line Instantly
- [ ] 87 Process Warehouse Net Pricing
- [ ] 88 Export Report Information Directly Into Your Windows PC
- [ ] 89 Import Special Sales Prices with Starting & Ending Dates
- [ ] 90 Print Customer Price Sheets by Account Number Including Exceptions

## GROSS PROFIT CAPABILITIES

Check the item(s) you're not 100% sure of what it does, what it's for, or how to use it.

[ ] 91 Are Markup and Gross Profit the same thing?

You really need to know, it'll make a huge difference in you bottom line.

[ ] 92 What do you think Adding .01¢ to Every Dollar of Sales will do to your Bottom Line?

Let me show you how to do it

[ ] 93 Making a Fixed Profit across an Entire Product Line is so Last Century.

Let me show you how to:

Change GP on Part Numbers in Specific Cost Ranges

Change GP on Part Numbers by Pop Codes

Change GP on Part Numbers within Product Lines

Change GP on Part Numbers with Specific Report Codes

Save all the Formulas you have created

[ ] 94 "Velocity Pricing" is a great Buzz-Word isn't it.

Would you like to use it to increase Your Profits?

[ ] 95 Use the Autologue Price Updating no matter where the Price File came from:

- Your Vendor(s) in almost ANY format
- WebGenie with Files supplied by a Warehouse Dist
- PartsGenie with files supplied by Manufactures
- Your Best Friend that gives you an .xls or .csv Price File

Not sure what all that means or how to do it? Let me show you

[ ] 96 Use Customer Exception Pricing to Fine Tune Your Profits

Let me show you how

[ ] 97 Think it would be good to know what Your Customers are NOT buying?

Let me show you how to get that.

[ ] 98 When was the last time You Really looked at the Monthly Inventory Sales Report?

Do you even bother running it at Month-End?

Let me show you why you should.

## CUSTOMER FILE

Check the item(s) you're not 100% sure of what it does, what it's for, or how to use it.

- [ ] 99 Are you maintaining a Ship-To Address for Your Customers?
- [ ] 100 Do you need more than ONE Ship-To Address?
- [ ] 101 Have you set your Customers that require PO to be entered on Invoice before it prints
- [ ] 102 Where do you put a "Blanket PO"? I'll be happy to show you.
- [ ] 103 9 Different Tax Code Rates.
- [ ] 104 Need to assign an Outside Salesman to a Customer
- [ ] 105 Know how to set a Customer to be a COD account?
- [ ] 106 Set Specific Customers to have their Statements sent electronically
- [ ] 107 Set Specific Customers to get a Discount if they pay by on time
- [ ] 108 Are you using Credit Limits to you advantage?
- [ ] 109 Are you using the 5 available Report Codes?
- [ ] 110 Are you using Velocity Pricing?
- [ ] 111 Know how to exclude Customers from Velocity Pricing?
- [ ] 112 Are you taking advantage of the Benefits of Balance Forward or Open Item Accounting?
- [ ] 113 Do you know the difference between Bal. Fwd and Open Item accounting? I'd be happy to explain it.
- [ ] 114 Know a Customer can be switched from one to the other? It Can Be Done at ANYTIME !
- [ ] 115 You ARE using the Exception Pricing for Customers, right? NO?? Let me show you how easy it is to setup
- [ ] 116 Have Customers told you "I WON'T pay for Cores". Ask me about "NO CORE" Customer, you'll BOTH be happy.
- [ ] 117 Know how to make something besides Sell ID Level 5 display on an Invoice as List Price?
- [ ] 118 Customize List Prices by Percentage by Customer Number
- [ ] 119 Customize Core Prices by Customer Number
- [ ] 120 Set a Mechanic ID Required to Print on Invoices by Customer
- [ ] 121 Want to enter or change a PO Number after the invoice has printed? Ask me how to do it.
- [ ] 122 Need to Delete Invoice(s) from a Customers A/R Detail? - I Can Do This For You
- [ ] 123 Your Customers are not in alphabetical order but you want a print out that is. I can show you how.
- [ ] 124 Automatic Dunning Messages Available for Slow Paying Accounts.
- [ ] 125 Shipping Instructions by Customer Number
- [ ] 126 Delivery Zone Code By Customer

## **PURCHASING**

**Check the item(s) you're not 100% sure of what it does, what it's for, or how to use it.**

- [ ] 127 Create a Core Return PO Automatically
- [ ] 128 Create a PO Based On ANY Part Number Code
- [ ] 129 Create a PO Based On Popularity Codes
- [ ] 130 Create Purchase Orders 5 Different Ways
- [ ] 131 Create Stock Return PO of Items Not Sold
- [ ] 132 Create Warranty Return PO Automatically
- [ ] 133 Create New Parts Return PO Automatically
- [ ] 134 Create Multiple PO's for Different Suppliers from A Single Worksheet
- [ ] 135 Create PO's From Sourced Parts Suppliers Based on Lowest Cost
- [ ] 136 Show Suppliers Part Number And your Part Number On The Printed PO
- [ ] 137 Electronically Transmit Directly to Any Vendor
- [ ] 138 Have Direct Access to the Inventory File from Within PO Edit
- [ ] 139 Manage Average Cost Based On Latest Purchase Price
- [ ] 140 Automatically Create a Negative Quantity PO to Relieve Inventory
- [ ] 141 Print Price Labels for a Received or Pending PO
- [ ] 142 Show Lost Sales, Sales History, All Codes, & All Optional Suppliers on the Worksheet
- [ ] 143 Show Alternate Numbers on the Worksheet
- [ ] 144 Track Purchasing Activity by Vendor, or Date Range

## **Miscellaneous**

**Check the item(s) you're not 100% sure of what it does, what it's for, or how to use it.**

- [ ] 145 Daily / Monthly Backups - Don't tell me you're not doing them
- [ ] 146 Know how to show each Counterman's Net Sales?
- [ ] 147 Know how to show the Profit Percentage each Counterman made?
- [ ] 148 How many Invoices and/or Line Items did each Counterman print today?
- [ ] 149 Do you know how much of a Counterman's sales were Merchandise and how much was Labor?
- [ ] 150 Can you quickly put your fingers on what your Total Cost of Sales were today?
- [ ] 151 How long does it take to come up with a Total for your Bank Deposit?
- [ ] 152 How do you find what you made on EACH part number sold today?
- [ ] 153 You see an \* on a few Invoices everyday. Know what that means?
- [ ] 154 One of your Countermen does a lot of Price Changes . . . Is he Giving away the house?
- [ ] 155 Would you like to know how much you should have made if the Sell Price wasn't changed?
- [ ] 156 Wouldn't it be cool to have the Day-End and Back Up run automatically?
- [ ] 157 Know how to STOP your Countermen from changing prices below a specific Price Level?
- [ ] 158 How many days of Invoices are you holding to Reprint? AIS Holds 1200 Days By Default