

From: Shane Richardson

Sent: Tuesday, 5 August 2014 2:57 PM

To: Doug Omand

Subject: FA

Preston Motors Group starting using Finance Accelerator to its full extent exactly 2 years ago now, when I say full extent we are fully integrated with Pentana so our car deals are pushed through as the contracts are printed.

We have 8 sites over 2 states with 16 Business Managers, most of our sites obviously have multiple franchises and multiple Business Managers, we also have group locums that can log in at all sites.

It is great that anyone in our group with controller access can get a snapshot of all sites online from anywhere in the world.

Finance Accelerator has changed our business, with the version we have customised over time with your assistance we have a complete F & I system, on one platform we are able to monitor what is being sold on the floor through "Active Deals", be prepared for those customers as they come in with our Finance Accelerator menu and complete the transaction with our Finance Accelerator log.

It is great not having to reconcile (and rebuild) 8 spreadsheets every month, you can imagine the mess and formulas being erased with 16 sets of hands touching them.



We can now look at and pay our BM's based on exactly what they do and quickly identify those that are not pulling their weight.

We now have a reliable solid database to draw from as well, we know that all of our information is accurate as it has been input by F & I staff and we are able to find our customers with ease.

All of my meetings and presentations are accurate and professional as we use the performance analytics area to prepare slides from our own data, it is very pleasant not to be reliant on the financiers and insurers for our numbers.

I would like to thank everyone who has assisted at Op2ma Pty Ltd in making a streamlined custom F & I DMS and sales system for us.

Thanks & Regards,
Shane Richardson



Group Finance & Insurance Manager
Preston Motors Group



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