



# Inventory Detail That Sells



Sales and F&I Solutions for ERA®

U.S.

## Vehicle Specifications and Standardization for ERA®

Free your staff from manually updating specifications and take control of your inventory data with Vehicle Specifications and Standardization, an automated inventory process that keeps your vehicle information current without tedious data entry.

### Improve Your Focus

Model year changes can be a data entry nightmare. Change your dealership's focus to turning inventory and reducing floor plans, rather than spending hundreds of hours manually entering manufacturer data for new models.

When you buy Vehicle Specifications and Standardization (VSS), Reynolds automatically updates new vehicle specifications, standardizes the data so it's compatible with the rest of your ERA system, and then automatically uploads the new specifications to your Vehicle Management application.

Get automatic updates for these specifications like these:

- Model codes and descriptions.
- Interior and exterior color codes.
- Carline and trimline codes.
- Equipment and options packages.

APR 17, 2008 NEW VEHICLE MAINTENANCE		Store 05 SALES01 PORT 5005 4000	
1 STOCK#	100	18 STATUS	1 IN-STOCK
2 ORDER			
3 MAKE	CT CHEVROLET TRUCK	19 LOCATION/?	L1
4 YEAR	08	20 SALES CODE	
5 MODEL#	CK10936	21 MPG(NN-NN)	16-20 FUEL?/#CYL G/8
MODEL DESC	5DR 4WD CREW CAB	22 MILES/?	
CARLINE	AVALANCHE	BODYSIZE	P PICKUP OPEN RO
6 SERIAL#	3GNFK12378G158965	23 LIC FEE/?	
7 REC-DATE	04/17/2008 0	24 WEIGHT	
INVENT AMT	\$ 0.00	25 ORDER DATE	04/01/2008
8 FLOORPLAN		26 ORDERTYPE	R RETAIL
9 LIST PRICE	\$ 40599.00	27 INT RATE	
10 CODED COST/?	54321	28 INT ST DATE	\$ 0.00
11 SALES COST	\$ 38250.00	29 PAYOFF DATE	
12 FACT-ACC(Y)	Y	DEAL#/DTE/IS	
13 DLR-ACC(Y)	Y	CUST#/SLSPERSON#	
14 KEY#1/KEY#2	1FB/2AC	NAME	
15 MEMO1/?	MEM1	TYPE/PRICE	
16 MEMO2/?			
17 EXT/INT	46U/ BLUE GRANIT MET/		

(LINE#)(M=MODIFY)(D=DELETE)(E=ENTER)(VU=VM UDF)(TAB)

Vehicle Standardization allows you to control how vehicle inventory data is entered into specific fields.

# Vehicle Specifications and Standardization for ERA®

## Simple and Efficient

With VSS, you can rest assured your vehicle codes are accurate and up-to-date, which helps your salespeople respond better to customers' needs.

- Automatically receive the latest specifications directly to your ERA Vehicle Management application every week, making the update process invisible and seamless.
- Create your own dealership business rules on a field-by-field basis, such as password protection, and control data entry procedures once your codes are current.
- Help Internet customers easily find what they want with accurate inventory data that automatically updates vehicle information on your Web site.

## Customized Your Way

Customize VSS to meet your dealership's needs. Set the software to check for new updates on a nightly basis. Set it up the application to e-mail the accounting office when a manufacturer releases a new vehicle model, and they'll know that new general ledger accounts have to be set up before you receive the vehicles in inventory.

Take control of your data entry process. Let Vehicle Specifications and Standardization help you free up your staff so they can turn vehicle inventory, reduce floorplan expense, and stock exactly what your customers want.

PACKAGE CODE	1L2	VEH SPEC	04/07/08 07:00
MAKE	CT	CHEVROLET TRUCK	
MODEL CODE	CK10936	SDR 4WD CREW CAB	
MODEL YEAR	08		
PACKAGE DESC	LTZ PREF EQUIP GRP		
PACKAGE PRICE	\$0.00	PACKAGE COST	\$0.00
ACCESSORY DESCRIPTIONS			
1	A/C,DUAL-ZONE AUTO CLIM CNTL		
2	AM/FM STER/MP3 COMP 6-CD CHGR		
3	AUD SYS CNTLS,RR		
4	AUD SYS, BOSE PREM 7-SPKR		
5	CONSOLE,FLR		
6	DIFF,HD LCKING RR		
7	DR HANDLES,CHRM		
8	FASCIA,RR CLR-KEY		
9	FOG LNPS,FRT,HALOGEN		
10	GRLL INSERT,BRT CHRM		

(LINE#)(PD=PKG DESC)(PP=PKG PRICE)(PC=PKG COST)(A=ADD)(D=DELETE)  
(P#=PAGE#)(CO=COPY MODEL)(CP=COPY PKG)(CY=COPY YEAR)(E=ENTER)

*This is a sample of one option package vehicle that is automatically updated by VSS.*

**For more information on  
Vehicle Specifications and  
Standardization, please  
contact your Reynolds  
Account Manager or call  
800.767.7879.**

 **Reynolds  
& Reynolds®**

MAKING **BUSINESS** BETTER.

*Vehicle Specifications and Standardization requires the ERA Vehicle Management application.*