

AutoDeal™ has been successfully designed, developed and implemented as a Dealer Management Solution for the India wide Dealer Network of Hyundai Motor India Limited and Toyota Kirloskar Motor Limited and Ford India Limited. In addition, its Web enabled product, WebAutoDeal has made inroads into the sophisticated US Market.



AutoDeal, which is a Client Server solution using Oracle Tools, is today operational at over 150 sites all over India. The Web enabled version, WebAutoDeal, can also be offered.

There is a need in the market for a DMS which can cater to all kinds of Auto Dealers whether Cars, Trucks or two wheelers. Authorised Service Centres (ASC), which handle Parts and Servicing of vehicles, also need an effective Solution for their activities. The DMS should be capable of handling all day to day activities of the Dealership and provide effective MIS and also cater to the Customer Care activities. This would enable the Dealer personnel to concentrate on increasing their Service Levels and their overall Customer Focus activities.

Content -

AutoDeal would offer a comprehensive solution to Dealers catering to the following broad functionality:

♣ Pre Sales

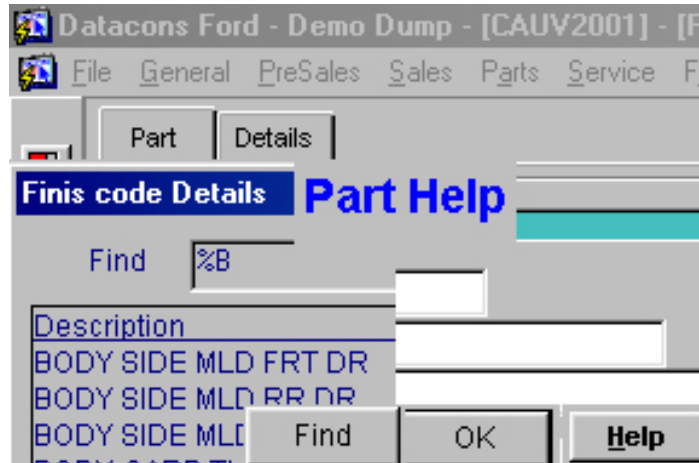
- ⇒ Contact Database
- ⇒ Prospect Management
- ⇒ Target Setting
- ⇒ Follow-up Activities
- ⇒ Sales Person Calendar
- ⇒ Proforma Invoice
- ⇒ MIS / Graphical reporting

♣ Sales – New & Used Vehicles

- ⇒ Model / Variant Details
- ⇒ Customer Order taking / booking
- ⇒ Vehicle Purchases
- ⇒ Vehicle Stocking / Allotment
- ⇒ Pre-Invoicing
- ⇒ Flexible Invoicing
- ⇒ Vehicle Delivery
- ⇒ Customer Card / follow-up
- ⇒ Vehicle History
- ⇒ MIS / Graphical Reporting

♣ Parts

- ⇒ Parts Order taking
- ⇒ Parts Purchases
- ⇒ Parts Returns / Claims
- ⇒ Stock Allocation
- ⇒ Picklist
- ⇒ Flexible Billing
- ⇒ Interface with Workshop
- ⇒ Non billing Issues
- ⇒ Stock Transfers
- ⇒ Inventory Analysis
- ⇒ Stock Valuation
- ⇒ MIS / Graphical Reporting



♣ Workshop

- ⇒ Service Bookings
- ⇒ Repair Estimation
- ⇒ Flexible Repair Orders
- ⇒ Interface to Parts with Security
- ⇒ RO Status / Work in Progress
- ⇒ Sublet Jobs
- ⇒ Pre-Invoicing
- ⇒ Multiple Party Billing
- ⇒ Vehicle Repair History
- ⇒ Warranty Claims
- ⇒ Campaign / Recall
- ⇒ Profitability Analysis
- ⇒ MIS / Graphical Reporting

♣ CRM

- ⇒ Customer Database Query
- ⇒ Custom Letters to Customers
- ⇒ Mailing Labels
- ⇒ Follow-up lists
- ⇒ Service Reminders
- ⇒ Customer Complaints
- ⇒ MIS / Graphical Reporting

♣ Financials

- ⇒ Flexible Vouchers
- ⇒ Bank Reconciliation
- ⇒ Integrated with other modules
- ⇒ Cost Centres / Divisions
- ⇒ Financial Books and Ledgers
- ⇒ Accounts Receivables / Payables
- ⇒ Aging Analysis
- ⇒ Trial Balance
- ⇒ P&L and Balance Sheet
- ⇒ MIS Reporting

In addition Dealer Communication Systems (DCS) which interfaces between the Manufacturer and the Dealer, can be offered as an add-on feature based on Manufacturer specific requirements.

Content Delivery -

AutoDeal would be available through a network of Branch offices and Associates situated in regions where AutoDeal is deployed.



Support -

AutoDeal would be supported by a Central Support Team at Bangalore and by a geographically spread out Network of branches and Associates. This Support team would assist the

users for implementation, handholding and training of Dealer personnel.

Once the Users are comfortable with the Application, any issues, either technical or functional would be addressed by the Support team. AutoDeal would also have an online HelpDesk to address any and all Support issues.

Technology -

Client Server Version:

The Client Server Application is based on Oracle Technology and Tools. The details are given below:

OS	- Windows NT / Novell for the Database
	- Windows 95 / 98 / NT Clients for the Frontend
Database	- Oracle 8.x
Frontend	- Oracle's Developer 2000 (Runtime)

Web enabled Version:

The application based on Object Oriented Technology with a three-tier architecture, is developed using the following Technology and Tools.

FrontEnd UI	- XML
Business Logic	- VB / ASP, VC++, COM/DCOM
Database	- Oracle 8i

Road Map -

The WebAutoDeal team would constantly strive to add value and increase functionality of the Application. The following enhancements are already planned and would be available to subscribers over a period of time.

1. Dealer Configurable Web-Sites
2. Short Messaging System to hand held devices
3. Dealer / Manufacturer Intranet for communication / bulletins etc.
4. WAP enabled WebAutoDeal
5. Interface with Financial Institutions for Hire-purchase, Leasing
6. Multi Language Interface
7. Double Byte Character Set (DBCS) Compatibility



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