

American Dealer

The Next Generation in Auto Dealer Information

Skywerks DMS Software Integrates With RouteOne

Ever seeking to stay on the forefront of new and meaningful software technology, Skywerks has now closed a deal with RouteOne.com to integrate its financial-management services into the V3 DMS package.

RouteOne.com, a “complimentary, web-based credit application management system that provides dealers and finance sources the ability to manage their full book of business from a single portal” (RouteOne’s website), will give dealers signed up for the RouteOne service a number of useful benefits.

Those benefits, said Matt Orlando, Project Manager for RouteOne, include the ability “to eliminate duplicate entry into multiple systems” as well as allowing for exchanging “credit application and decision information between your Dealership Management System (DMS) and finance sources in near-real time, simplifying and improving the credit application process.” This integrated process will, on the one hand, permit dealers to

upload the credit application from the V3 software to RouteOne; query the finance source via the RouteOne service; and then return the finance source’s credit decision back into the V3 software. On the other hand, if the dealer so chooses, a credit application can be originated with the RouteOne service; processed through that service; and then pipelined back into the V3 software to populate the relevant customer screens.



“This is an exciting move,” said Martyn Olliver, Skywerks founder. “The agreement we’ve reached with RouteOne will allow seamless integration; a dealer can take a deal structure, send it electronically to RouteOne, and receive a consequent loan decision back without ever having to leave the V3 software, making things easier for everybody.”

The integration is currently under development by Skywerks in conjunction with RouteOne and is being beta-tested at Skywerks dealer Lyberger’s Car & Truck Sales in Anchorage, Alaska; the integration will be available for general usage as soon as that process completes.

“Coming Soon”: “Dealer Of The Month”

As part of an ongoing effort at recognizing that our dealers are the heart and core of Skywerks V3 DMS operations, Skywerks would like to announce a new feature in upcoming issues of the American Dealer: The “Dealer of the Month.”

This new feature will highlight a particular dealer, chosen on the basis of excellence of operations, and will discuss the nature of that

dealer’s operations and the manner in which they were able to achieve that status, whether through exemplary customer service, great deals, quality automobile support or a combination thereof.



Next issue’s “Dealer of the Month”: We’ll be introducing our oldest dealer, a client who’s been using the V3 DMS package in all of its various permutations for three decades. Longevity has its rewards, too, so stay tuned!

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Introducing Joanne Martin, General Ledger And Accounting Trainer

Skywerks is proud to announce the appointment of Joanne Martin to the position of General Ledger and Accounting Trainer and Supervisor.

Martin, of Amboy, Washington, brings a tremendously wealthy range of experience to the Skywerks team: In one capacity or another, she has been involved

in the financial aspects of company and car-dealer operations for 34 years.



Born and raised in Warren,

Ohio, Martin, 51, landed her first job in the financial field before she even got out of high school: After taking a business class she started working as a part-time cashier at Lou Wollam Chevrolet. From that point forward, it didn’t

See “Joanne Martin,” Page 2...

Skywerks Acquires Another State With Norris Auto Group Of Oklahoma

With the Norris Auto Group joining the ever-growing group of dealers using the V3 DMS software, Skywerks has now expanded into another state: Oklahoma.

The Norris Auto Group, owned by T.J. Norris, is composed of four dealer lots: Two in Edmond, one in Mustang, and one in Oklahoma City. With the addition of the new state, Skywerks now has dealers in ten states total: Alaska, California, Idaho, Nevada, North Carolina, Oklahoma, Oregon, Texas, Utah and Washington.

Norris, who has been an independent retail dealer in his fifth year of operation and involved in the business for over a dozen years, described the manner in which he chose to adopt the V3 software. "I did a lot of homework," he said. "I spent a lot of hours looking over programs, studying things on the Internet, listening to people's reviews and examining all aspects of what the various programs out there had to offer. We were looking for a back-end tool, something that could not only handle our standard lot operations but also the finances and general ledger. We wanted a complete, integrated package. We were looking to get away from Quickbooks and we wanted something that could handle it all; something accurate. We were tired of having to input the same

data into three or four different screens, exporting information, and so on. When you act on implementing your business model, you want to do so in a fashion that puts good, solid data and information right there at your fingertips, information you can trust, and you don't want to have to spend all day in getting it in there either."

"For the value and the money we're receiv-

ing," Norris said, "the Skywerks package simply cannot be beat. And it's not just the software itself that sold us on our choice: The customer service provided by Martyn Olliver and the Skywerks team is truly unbelievable. I never would have dreamed that we would get this kind of customer support. I've dealt with a lot of vendors over the years, and nearly all of them just want to hand you a disk and say, 'Great. If you need help, call us.'" Martyn took the time to fly down and hang out with us for a week. He set up our users and servers, established remote operations, and trained us on using the package. He came out and set all of that up for us, and never asked us for a dollar - just his usage fees. He jumped in and handled everything. Now you tell me who else out there will do all of that for you without handing you a bill for thousands of dollars."

"We've already radically streamlined our operations," Norris said, "and we've been using the software for less than a month. If Skywerks is looking to establish a major presence here in Oklahoma, they'll get nothing but a glowing recommendation from the Norris Auto Group. Skywerks has gone the extra mile in a way that just boggles my mind. At this point, now, I wouldn't even dream of using any other package. I'm a lifer."

The "Unabashedly Stolen From The Internet" Department



GOVERNMENT MOTORS AUTOMOBILES - They run on hot air, BS and broken promises. With only three wheels, vehicles are capable of speeding their way through sharp, radical Left turns, and are stocked with two teleprompters for talking one's way out of violations. Coming soon to a dealer near you; free government loans available now!

Joanne Martin, GL And Accounting Trainer - Continued From Page One

take Martin long to "jump from desk to desk" learning every aspect of the business and financial sides of car-lot management.

"It was new, it was exciting, and I just loved working in those areas," said Martin, "and I've been doing it ever since."

After moving to Oregon from Ohio when she



Joanne Martin with Fiancé Paul Pepper, posing for a shot on a campout.

was 20, Martin continued to work in the field, picking up the electronic side of things as they matured in the marketplace throughout the 1980s' and 1990s'. "I've done it in the automotive field from both angles," she said. "The computer side, with DMS software, as well as the Office Manager and Controller side." Martin also has her own business, In-Touch Consulting, where she handles automated payroll services and financial accounting as needed for her clients.

Martin's duties on the Skywerks team will involve all aspects of training for V3 DMS dealer personnel, both onsite and through remote computer operations as needed. "I'll handle whatever the clients need to get up

to speed in both accounting principles in general as well as the V3 software's financial operations," Martin said. "I've been doing this for most of my life and this new position is a perfect fit for my talents."

In addition to crunching numbers, Martin loves animals, and some of her other hobbies include biking, "a lot of hiking," and "I

love gardening and canning," she said. "I've been growing and canning for about 25 years now. I just love it."

Martin is also engaged to Paul Pepper, a Certi-

fied Public Accountant, a relationship she's been in for over four years, and the two are currently deciding on whether to get married in April of August.

The "Best Bumper Sticker Of The Month" Dept.

