

American Dealer

The Next Generation in Auto Dealer Information

New V3 Digital Forms To Save Dealers Major \$\$\$\$

As independent car-lot dealers are painfully aware, stocking the dozens of forms needed to process deal transactions can easily cost several hundred dollars per month.

Car dealers, however, have been unable to shift away from the need for these forms because of the limitations imposed by having to acquire multiple copies of customer signatures - and, for decades, the only way to handle such needs has been pre-printed forms printed on dot-matrix (impact) printers, whereby one customer signature per form can be captured on all the necessary copies through duplication by the carbon pages in between.

But new technologies have a history of blasting away former limitations, and this area is no exception: With the introduction of the new Topaz signature pad (<http://www.barcodesinc.com/topaz/signature-lite-1x5.htm>), which can be had for under \$100, such barriers are now a thing of the past.

By acquiring a customer signature via the signature pad, it is now possible to not only reduce signature acquirement down to *one sign total* - but that signature can be repeatedly printed on as many prints as necessary, which means: Forms, once programmed, can now be printed on plain white laser printer paper.



By eliminating the need for the pre-printed forms, this new evolution stands to save the independent car dealer thousands of dollars per year in forms costs.

With thanks to such savings, "The new digital laser forms are becoming a huge success," said Martyn Olliver, Skywerks

founder. The software to support the new signature technology, version 11.72, is already installed on 95 percent of the V3 dealer systems, and Olliver said the rest of the dealers will be visited individually by January and February to make that 100 percent. "The cure for digital forms is finally here," Olliver said, "and Skywerks is the first to introduce it, along with document storage as well." [See story below.]

New V3 Features: Scanning And Document Storage

Ever on the forefront of blazing new ideas and technology, the Skywerks V3 DMS program, with version 11.73, now introduces yet another first in the field of independent-dealer DMS software: Document scanning and storage.

The scanning module will interface with most "Twain" scanners, such as the Brother MFC ("Multi-Function-Copier") line, and will require no new programs other than the V3 module itself and the driver software for the scanner. "It's completely off-the shelf," said Martyn Olliver, V3 programmer, "and will interface directly with the device in the V3 software."



The new interface, a product of the version 11.73 upgrade, will revolutionize document storage capabilities for ongoing deals, Olliver said. "The dealer will now be able to scan up to 40 images per deal," Olliver said, "and those documents are then attached to that deal. They can be re-printed, or emailed, or whatever else the dealer feels the need to do with them."

Nor are the new capabilities limited to being deployed at the time of the deal, Olliver said. "This module can be used

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Introducing Jenifer Peterson, Digital Forms Programmer



Speaking of V3 DMS digital forms: Skywerks would like to introduce Jenifer Peterson, the team's

new digital forms programmer. Jenifer, 25, was born in Montana, and then moved to Washington

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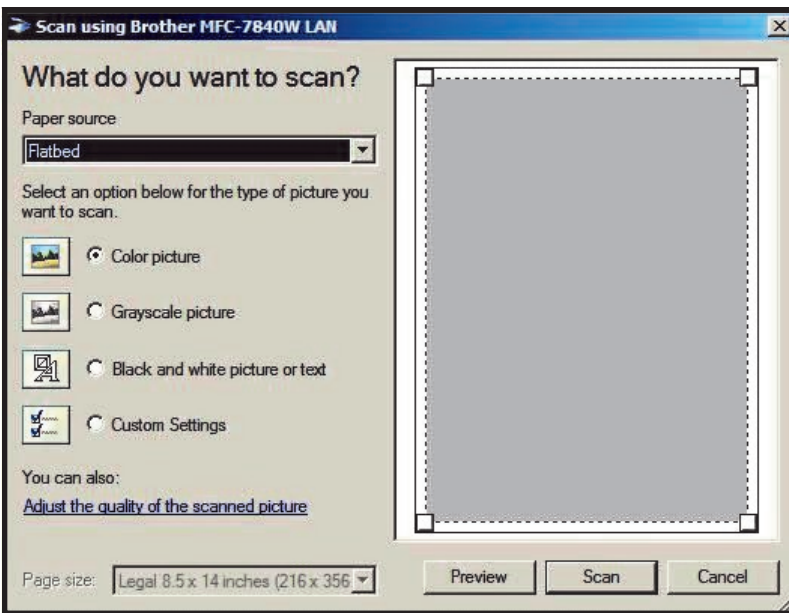
The "Coming Soon" Section:

New KBB and NADA Software Interfaces

While V3 DMS currently offers text-based interfaces for both KBB and NADA lookups, those interfaces will soon be replaced with full "GUI"-based modules instead - which will permit users to "step back" as needed to make modifications to the original specifications, instead of having to start all over to correct mistakes. You saw it here first!

Scanning And Document Storage - Continued From Page One

afterwards to include documents in an ongoing deal that might not have been available at the time the deal began, such as a car title.”



NEW SCANNING MODULE - A screenshot of the new V3 DMS 11.73 scanning module, giving dealers the capability of storing documents along with deal information.

The documents, once scanned, are then stored on the Skywerks database server, which is backed up on a regular basis to guarantee data integrity by preventing data loss. Those documents, in turn, can then be retrieved by the dealer whenever so desired, at any time, simply by accessing them through the Sales History module.

The document retrieval and viewing “Will

work in much the same way as online banking services, which provide the user with the capability of viewing scanned images for checks, for instance,” Olliver said. “The documents associated with the deal can be pulled up within 10 seconds, at which point the dealer can manipulate those images in any fashion necessary - by adding to the library, for example, or deleting old images no longer needed by the deal.”

The new V3 DMS capabilities, when coupled with the digital forms module and the use of the signature pad, promise to completely alter the way deals are processed, saving dealers large

amounts of both time and money. “This is the wave of the future in DMS software,” Olliver said, “and the implications for processing deals are staggering. No longer will dealers be tied to keeping large paper files on hand, for example, and the new module will work hand-in-hand

with the new digital forms libraries as well. This is a game-changer, no doubt about it.”

The Skywerks technical team will be working closely with the V3 dealers over the next few months to get the new modules up and running, and will provide the necessary training and support as needed. “We want this integration to be as painless as possible,” Olliver said. “The goal here is to make things easier and more profitable for our dealers.” Any questions? Give the Skywerks team a call at 866.534.3194.

The “Unabashedly Stolen From The Internet” Department

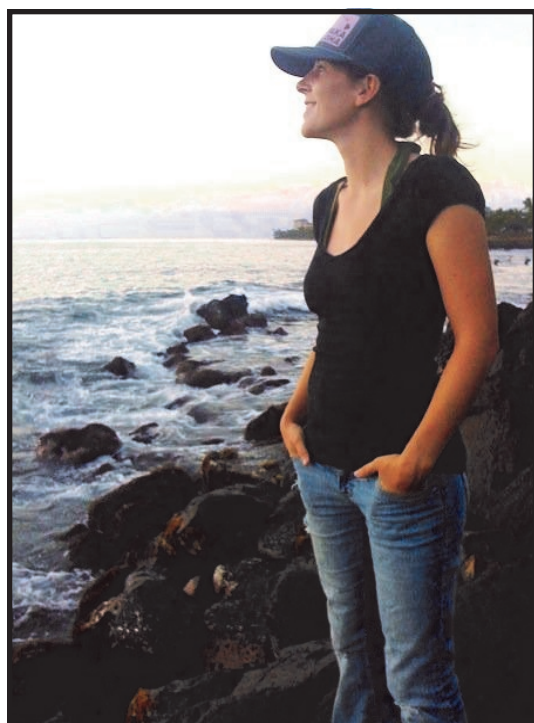


NEW MUFFLER INSTALL, ON THE WAY! - Now we know why most women live longer than most men. How did this intellectual giant get those 2x4s’ up underneath there, anyway?

Jenifer Peterson - Continued From Page One

State, where she began attending classes at Everett Community College in web design. “I started taking the classes in web design because I enjoyed doing it,” Peterson said, “but I stopped after a year because I didn’t want it to be something I had to do.”

But programming has a way of getting into people’s blood, as so many programmers say, and it’s interesting how the digital programming job came about for Peterson: “I didn’t know I was going to be programming when I got the job originally,” Peterson said. “But when Martyn Olliver (creator of the V3 DMS software) wanted



Peterson hanging out on the beach on the island of Maui, Hawaii.

me to give that a try afterwards, I was open to that and decided to give it a shot.”

“This is going to be a long-term project, no doubt about it,” said Peterson. “There are, literally, hundreds upon hundreds of forms out there from various vendors and government bodies, and it’s not going to be a short-term project to get them all programmed.”

Peterson programs the forms in the “DBMan” programming language, a tool used by Olliver for programming the V3 DMS

software for decades. “It’s very powerful yet relatively easy to learn,” Peterson said.

“We are slowly converting over,” Peterson said, “but I would estimate total forms conversion time to be around five years.” Peterson is directly in contact with all the dealers,

The “Best Bumper Sticker Of The Month” Dept.



who can contact her anytime as needed.

Peterson, who lives in Hawaii, said she likes to hike, surf and hang out on the beach. “I moved here because I didn’t like the cold in Washington State,” she said.