

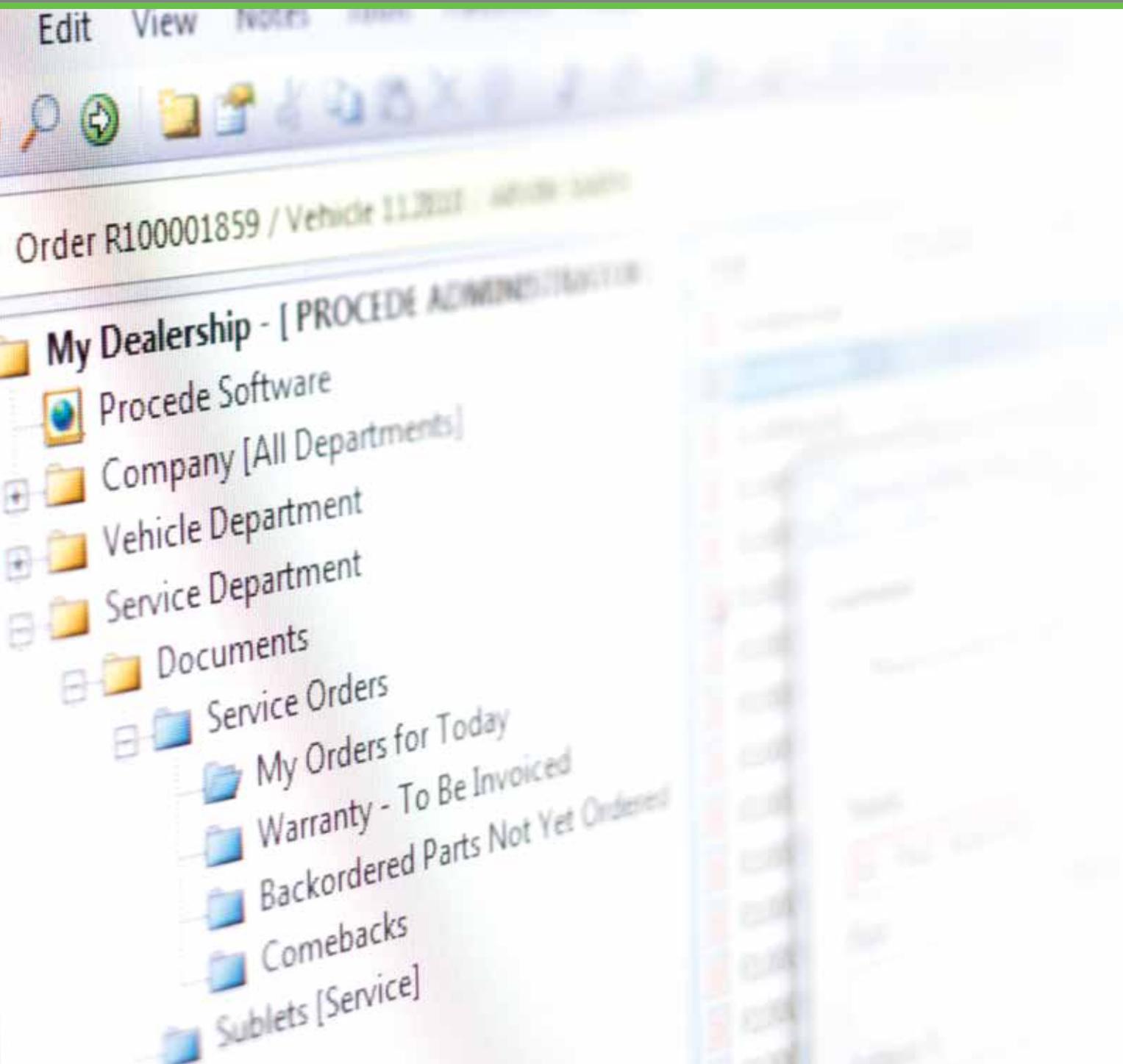
procede
software

Dealer Management System

procedesoftware.com



REAL-TIME DATA. REAL VALUE.



REAL-TIME DATA. REAL VALUE.

Procede® Software has been providing advanced dealer management solutions to dealerships across the United States and Canada since 2001. Our enterprise software solution, Excede® DMS, is built from the ground up on Microsoft® technology and is designed to simplify processes, increase productivity and provide users with direct, real-time access to their data.

Excede DMS is a complete solution that delivers advanced functionality to every department in your dealership—Accounting, Fuel, Lease-Rental, Parts, Service and Vehicles. With Excede, you own your data and can access it whenever you want, however you want. Together with our comprehensive reporting tools and integrated business analytics, Excede gives you the insights you need to make better business decisions today.

Procede Software also offers best-in-class integrations and interfaces built on strong relationships with manufacturers and third parties. Not only are our integrations compliant with all major commercial truck, bus, and trailer manufacturers and distributors, we also have a thriving ecosystem of third-party partners that play a key role in your daily operations.

From streamlining operations to improving productivity, Excede manages the business processes that keep your dealership running smoothly.

Excede DMS

- Accounting
- Fuel
- Lease-Rental
- Parts
- Service
- Time Clock
- Vehicles

Excede Add-Ons

- Barcode Scanning
- Credit Card Processing
- Data Insight
- Document Delivery
- Rapid RO
- Signature Capture

“We chose Procede Software because they continue to advance their technology and move their solutions forward. Their products are built on a reliable platform that will scale with our growing business”

*—Scott McCandless,
President
McCandless Truck Center*

HOW WE'RE DIFFERENT

Our software is built from the ground up on Microsoft technology.

- Familiar Windows® and browser-based interface
- Easy export to Microsoft Office applications
- Powerful, stable Microsoft SQL Server® database

Everything in Excede happens in real time.

- Your data is available as soon as it's entered in the system
- No more batch processes or nightly uploads
- Real-time inventory, sales, technician notes, customer history and instant gross profit analysis

You own your data and can access it whenever you want.

- Fully integrated business intelligence and analytics tools
- Real-time, ad-hoc reporting
- No data purges—historical information is maintained by the system

Excede lets you work more efficiently and effectively.

- Point-and-click and drag-and-drop navigation
- Consistent shortcut keys across departments
- Search, view and update records across departments and locations
- Invoice archiving, signature capture and electronic delivery of documents
- Create customer and vehicle records once—no entering data multiple times

Microsoft Partner
Gold Application Development

Flexible, customizable reporting solutions put business intelligence in your hands.

- Onscreen views of your data so you don't always have to print a report
- A comprehensive assortment of pre-built reports for every department
- Drill into information and link to subreports
- Easy export of data to common file types

Hosted and on-premise solutions give you freedom and flexibility.

- Secure, reliable and redundant remote Excede application
- Maximum control from an on-premise solution
- Leverage the strengths of your IT department and supplement with Procede's expertise

Best-in-class integrations bridge the distance between dealerships and manufacturers.

- Compliant with all major commercial truck, bus, and trailer manufacturers and distributors (Daimler Trucks North America, Mack Trucks/Volvo Trucks of North America, Navistar and PACCAR)
- An open and extensible software platform
- A growing, thriving ecosystem of third-party partner integrations



Excede DMS

HOW IT WORKS

“Our number one criterion for a new dealer management system was stability in the database. Excede DMS relies on a SQL Server database, and it is extremely well-structured and reliable. A benefit of the database is easier access to data and more flexibility in reporting.”

*– Ken Ables,
Director of Parts Operations
Performance Truck*

Excede DMS is built from the ground up on Microsoft technology and relies on a SQL Server database. That means Excede DMS departments, add-ons and even integrations share information with a single, powerful database. Master records are created in a general administrative area of Excede DMS called “Company” and shared across all departments, by all authorized employees, even across multiple locations. No more duplicate records and no wasted time entering the same data more than once.

System-Wide Features

- **Data History** - Historical data is never purged, so you can view it whenever you want
- **Document Archiving** - Attach electronic photos or files like estimates—no paper copies needed
- **Flexible Permissions** - Determine which users can view and update specific information
- **Shared Records** - Records can be viewed and updated across departments and locations

Transactions update in real time.

Excede DMS

ACCOUNTING

Excede DMS provides real-time accounting for all of your dealership's transactions. When a transaction is posted, a journal entry is automatically created based on the unique accounting rules that your dealership has defined. This ensures that data conforms to your standards and that you can report on the information you need right away.

Functionality Highlights

- Create electronic purchase orders and track them through receipt and invoice payment
- Reconcile bank statements and sales tax
- Quick toolbar view to customer account history across departments and locations
- Confirm that an account reconciliation is accurate before posting journal entries
- Post large journal entries quickly and easily with the Dextor tool



Excede DMS

PARTS

Even the largest parts inventory is easy to manage with Excede DMS. Since all transactions are updated in real time, you always have an accurate view of parts availability and can maintain optimal inventory levels. Excede DMS also maintains a complete parts sales history for the life of the database, where users can easily search or recall transaction details.

Functionality Highlights

- Create pick tickets
- Apply discounts/coupons
- View order details
- Manage core inventory
- Complex pricing matrix
- Check back order status and ship automatically
- Check parts inventory information at other locations and transfer between locations
- View and manage special orders by customer or part
- Manage multiple bin locations
- Analyze gross profits in real time

Excede DMS

SERVICE

Excede DMS simplifies the creation and management of repair orders, so service writers and technicians can focus on providing great service. Tools like menu pricing options and jobs built with predefined parts, labor, comments and miscellaneous charges ensure Service department staff can easily create new repair orders.

Functionality Highlights

- Define labor rates by customer, job or both
- Manage discounts, coupons, deductibles, deposits and warranty codes
- Schedule repair work based on VIN, days, mileage or both
- Track technician attendance and time spent on specific jobs with integrated Time Clock functionality

“In the years since we began with Procede, we have grown our parts and service business beyond our goals, and the Excede software has been a core part of how we made it happen. Not only has our business grown, our processes, like parts inventory control, have become more efficient and accurate. Excede makes it much easier to control the complex parts pricing structures required to compete in today’s market.”

*—Brad Wilson,
President
Peterbilt of Sioux City*



Excede DMS

VEHICLES

Excede DMS gives you a view of all your vehicles, from initial orders to the final sale. You can create, update and manage your inventory quickly and confidently, using records that are complete with specs. There is also the option to attach photos to inventory records.

Functionality Highlights

- View open transactions, like repair orders, that will affect the final price of the vehicle
- Attach documents like pictures and a copy of the invoice
- Automatically decode the vehicle's specs by entering a valid VIN
- Minimize duplicate data entry on multiple vehicle/fleet sales with copy-and-paste functionality

LEASE-RENTAL

Excede DMS provides all the functionality you need to efficiently manage the administrative tasks associated with vehicle leasing and rentals. All the information you need on a Lease-Rental customer is easily shared across branches using a single master record.

Functionality Highlights

- View and update billing, sales and repair histories across branches
- Add comments to customer records and designate them as important or private
- Add automatic, recurring billing charges for each billing cycle
- Add miscellaneous charges and fees on a case-by-case basis
- Automatically adjust billing cycles and rates based on the length of time a vehicle is in use

Excede DMS

FUEL

The Excede DMS Fuel department is tightly integrated with the Lease-Rental and Vehicle departments, allowing you to manage your on-site fuel inventory and efficiently supply fuel to your vehicles in inventory as well as your lease and rental customers.

Functionality Highlights

- Bill for inventory and non-inventory (outside) fuel sales
- Tank Inventory tracks on-hand quantity automatically
- Fuel billing is automated when lease and rental bills are invoiced

TIME CLOCK

The Excede DMS Service department works seamlessly with the Time Clock application. You can track overall attendance for all employees, and service technicians can track time spent on specific jobs. It enables your team to become much more productive at flagging time, adding repair order comments, closing operations and creating additional service requests.

Functionality Highlights

- Automate time tracking—no more manually collecting time cards or calculating hours
- Punch in and out directly from the work stations
- Track both overall attendance and time spent on specific jobs
- Eliminate the cost and effort of purchasing time cards and maintaining a time clock

“While switching business systems is not an easy decision, we knew we made the right choice after selecting Procede as our new DMS provider. They worked tirelessly to make sure the data transfer went smoothly and equipped us with all the necessary tools and resources needed for a successful conversion.”

*—Scott Schaible,
Controller
Floyd's Truck Center
& Eddie's Truck Center*

Excede Add-Ons

BARCODE SCANNING

From purchasing to inventory control, the Excede Barcode Scanning add-on encompasses all aspects of inventory management and is comprised of two barcode scanning applications, available for both parts inventory and vehicle management. With this inventory management solution, you'll realize tangible efficiency gains during both annual and cycle count processes.

CREDIT CARD PROCESSING

The Credit Card Processing application provides users with a fully integrated safe and secure payment processing experience designed to help prevent errors associated with manually entering credit card information into a standalone processing machine. This integrated payment solution not only streamlines how payments are processed, but also helps with account reconciliation.

DATA INSIGHT

Data Insight takes real-time business intelligence to the next level. This powerful reporting and analytics tool leverages the data already in Excede DMS to help you produce an extensive set of graphical reports and dashboards. With this advanced business solution, you can make fact-based and insightful decisions that can be used to improve dealership performance.

Functionality Highlights

- Create simple reports in minutes
- Preview reports as you build them
- Create custom dashboards and monitor activity in real time
- Schedule reports and email results
- Schedule and send alerts
- Set custom permissions and manage them in Excede DMS

Excede Add-Ons

DOCUMENT DELIVERY

With Excede Document Delivery, a dealership's customers can automatically receive real-time email copies of invoices, and/or an email copy of their statement on a monthly basis. This integrated solution allows dealerships the option of going paperless, which ultimately reduces postage and mailing costs.

RAPID RO

Rapid RO is a browser-based application that makes it possible to check in vehicles as soon as they arrive at a dealership's service drive. Designed to run on any laptop, iOS, Android or Windows mobile device, Rapid RO allows users to create repair orders, add common jobs and (optionally) assign those jobs to a service technician.

SIGNATURE CAPTURE

This Excede DMS add-on provides dealerships with a defensible electronic signature capture solution for in-person transactions, including confirmation of charges and approval for large backorders. Combined with Excede DMS's built-in document archiving ability, Signature Capture can be used with wireless networks, allowing signatures to be obtained anywhere a dealership's wireless network can reach.

"It's hard to get ahead when your dealership is running on an outdated system. But, after making the switch to Excede DMS, we were given the real-time capabilities and next-generation applications needed to boost productivity and improve our business practices."

*—Mark Brinkman,
VP - Information Technology
Clarke Power Services, Inc.*

“I have absolute confidence in Procede’s Support team. Compared to the service I’ve experienced with other software companies, it’s like night and day. At Procede, they respond promptly, resolve issues quickly and follow up regularly. They have never let me down.”

*—Jason Henry,
Database Administrator
O’Halloran International*

Procede Services

IMPLEMENTATION SERVICES

Our highly skilled Implementation team is dedicated solely to your business’ success, working in unison with your dealership to ensure a smooth and seamless transition. We follow a structured, in-depth approach providing the tools and resources needed for a successful conversion.

TRAINING SERVICES

To make sure you’re getting the most out of Excede DMS, we offer both online and on-site training programs to suit your business needs. Additionally, Procede eLearning, our online learning portal, provides a variety of courses and training videos that help you get up to speed quickly.

SUPPORT SERVICES

Support Services is staffed by our in-house team of experienced application system consultants, whose primary role is to provide front-line support for all Procede customers. From Best Practice webinars to training videos, you can access a variety of resources on the User Forum and submit online support requests via the Support Services site at any time.

PROFESSIONAL SERVICES

Procede’s Professional Services consultants are available to develop custom applications, convert and import data, configure your SQL Server, help analyze and improve your workflow, manage upgrades and create custom reports—whatever it takes to help you take your business to the next level.

HOSTED SERVICES

With Procede Hosted Services, you get all the benefits of Excede’s relational database, unparalleled data access and real-time reporting capabilities without having to deploy the Excede application or maintain a SQL Server yourself.

Getting Started

IT’S EASIER THAN YOU THINK

Upgrading your business to Excede is a decision you’ll be glad you made for years to come. Whether you choose an on-premise or hosted solution, we’re committed to ensuring the transition follows a clear, predictable course. Our dedicated implementation team will be there every step of the way, working hand-in-hand with your internal project manager or project team to make sure that you derive maximum performance and value from your investment.

Our well-defined process includes:

- Analysis and planning
- Data extraction and system configuration
- Remote and on-site training
- Test conversion/Conversion
- Transition/Go-live
- 90 days of focused post-live support

**Learn more at procedesoftware.com
info@procedesoftware.com
858.450.4800**



*Driving Performance.
Delivering Results.*

Procede Software
6815 Flanders Drive
Suite 200
San Diego, CA 92121
858.450.4800

procedesoftware.com

Copyright 2017 Procede Software. All rights reserved. Procede Software and Excede DMS are trademarks of Procede Software. Microsoft, Windows, SQL Server and Office are either trademarks or registered trademarks of Microsoft Corporation in the United States and/or other countries. All other trademarks are property of their respective owners.