

development details



August 2002

Highlights of Management Central Phase IV

The following is a list of enhancements that will be available in Phase IV of Management Central. Phase IV will be released this August as a Service Pack for Management Central users on R5V08 of the PFW Dealership Management System. We will contact you when this Service Pack is available.

CRM

- **Parts On Order** can be displayed by selected customer
- **Mapping Link** to locate customers using Yahoo and Map Quest
- **Contact Memos** is now accessible from Customer Contact screen
- **Drill Down By Total Call Analysis** is available by selected salesman
- **Call Analysis Selection Parameters** are now carried forward to the next screen when drilling down

Financial

- **Invoice Signature** can now be displayed
- **Display Original Purchase Order** when viewing distribution details
- **Budget Financial Ratios** can now be entered, calculated and displayed
- **Financial Ratios By Branch Location** is now available for most ratios
- **Sales Analysis** allows the user to select a specific customer, show previous period comparisons and include discounts
- **Last Year-To-Date** has been added to the General Ledger Monthly Details screen for non-balance sheet accounts

Parts

- **Parts On Order** window has been added to the Parts Profile Options.

Service

- **Service Agreement Map Book & Memos** is now accessible
- **Work In Process Drill Down** has been added
- **Open Work Order Dollar Amount** is now displayed on the Open Work Order screen
- **Downtime Delay Code Displayed** is now displayed on the Work Order Details screen

Equipment

- **Equipment Options** include multimedia links and extended information on traffic, recommended service agreement, margins and washouts
- **Lost Sales With Previous Period Comparisons** are now displayed
- **Unit/Dollar Sales Drill Down** to the units sold
- **Traded Units in Equipment Profile** can now be selected
- **Child To Parent Relationship** displays stock number
- **Update Hours On Profile Screen** by simply clicking the existing hour meter reading
- **Update Machine Memos on** the Equipment Profile screen
- **Original Cost, Current Cost & NBV** can be displayed on the Equipment Profile screen
- **Unit/Sales Analysis Shift** has been modified so that the first month column displayed will be equal to the first month selected from the Select Date Range

General

- **Alternate Graphs** now offer a bar graph and pie charts
- **Blank Field Selection** now allowed in the customer, parts and equipment report selection screens
- **eSales Configuration** for eServices is now accessible through WebAdmin in Management Central



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