

With smart technology, the limits of business productivity and profitability are virtually boundless.

For franchised and independent automobile dealerships, **ADAM Systems™** provides just that boundless potential.

Our Dealer Management Systems (DMS) offer intelligent, comprehensive functionality, and its many benefits transform inefficiencies into profit.

At ADAM Systems we advocate progress, engage our customers, and embrace a friendly, winning spirit.

For over 30 years, we've nourished and retained a loyal customer base by developing unrivaled, adaptive technology and delivering the highest standards of personal, accessible customer care.

Empower your business with ADAM Systems' best-in-class DMS technology, and discover your own boundless potential.

WHY ADAM SYSTEMS?

- No long-term contracts: gain peace of mind and secure budget flexibility.
- No need for proprietary hardware or complex networks: avoid additional, hidden costs.
- Direct contact with our U.S.-based client support team: quickly resolve technical issues.
- Extensive industry partnerships: tailor our technology to seamlessly integrate with your business practices and manufacturers' standards.
- Microsoft® Silver Server Platform Partner and Small Business Specialist: benefit from the pedigree and familiarity of our Microsoft-certified platform.
- Comprehensive system functionality: effectively manage cross-departmental operations and share data accordingly.
- Backup and security: automate data backup processes and safeguard your business with layered, redundant security protections.

"In 2001 we began looking for a system that would reduce our costs yet still provide a full DMS in all areas of the dealership. We found ADAM Systems and they were able to provide a system to fit all of our needs for less than a fourth of what we had been spending."

I think the strength of ADAM Systems through the years has been the support staff. You deal with people that you come to know and they really get to know your business and how your computer system functions in your particular environment."

- Robert John White, CPA, Dealer/CFO, White Ford Lincoln LLC, Winnsboro LA

To learn how to empower your business with ADAM Systems, please visit our website at www.adamdms.com. Browse product demos, hardware specs, integrations, partners, and much more.

For in-depth system demos, proposals, or general questions, please call **(800) 676-2262** and speak with one of our friendly, knowledgeable sales associates.

ADAM Systems

30500 State Highway 181, STE 462
Spanish Fort, AL 36527

Telephone

Sales (800) 676-2262
Support (800) 331-2326

Email

sales@adamdms.com
support@adamdms.com

Adam SYSTEMS

Adam
SYSTEMS
www.adamdms.com

COMPONENTS & FEATURES

Business Office

ADAM maintains a fully integrated, **intuitive accounting** module including general ledger, balance sheet, schedules, accounts payable, accounts receivable, and OEM financial statements. Critical financial information is available immediately with proper security access.

Intelligent **on-screen reconciliation** enables simple management of multiple bank accounts, while **customizable system reports** provide easy access to user-specific data.

Comprehensive payroll features offer flexibility for both in-house and outsourced payroll, while maintaining seamless integration with our accounting module.

Seamless integration with other ADAM modules ensures posting accuracy and dramatically reduces the likelihood of posting errors. Further, this integration minimizes manual posting, saving time and eliminating inefficiencies.

For dealerships that offer **in-house financing**, the ADAM Buy Here/Pay Here (BHPH) system allows you to easily track and manage contracted vehicles. Monitor payment activity, calculate interest earned, collect late fees, and more.

Additionally, **rental management functionality** ensures accurate tracking of rental car income through integrations with both Blue Bird and TSD.

Sales, Finance and Insurance

ADAM's Sales and F&I component provides smart, organized control of the sales process along with comprehensive management of your finance and insurance operations.

Flexible **CRM** (customer relationship management) functionality includes a built-in, ADAM-developed solution, in addition to integrations with many of the leading independent CRM providers. Our advanced CRM controls enable you to drive profit and minimize inefficiencies by tracking leads, managing sales pipelines, identifying upsell opportunities, and calculating deal-by-deal profitability.

Robust credit features, including an integration with CREDCO and 700 Credit, offer **fast and accurate access to credit bureaus** to check credit scores, pinpoint red flag warnings, and ensure OFAC compliance. Easily manage the **credit application process** through integrations with industry leaders DealerTrack and RouteOne.

Customizable F&I templates allow you the quick build of all **retail and lease sales**, expediting the closing process with maximized profits in mind. Electronic processing of **title applications** is available through multiple integrated solutions including CVR, TriVin, and TitleTech.

Service

Our Service component is designed for the optimal management and profitability of your service department. ADAM's **service repair management features** provide total control of your service upselling process, letting you easily record and report each operation.

Benefit from our **labor matrix pricing grids** and generate organized reports of labor pricing options, ensuring competitive pricing standards and identifying areas for increased profits.

Appointment scheduling lets you effectively manage daily workflow, while **email and SMS** capabilities improve communications with your customers.

Additionally ADAM's **Service Dispatching** component examines and analyzes results, tracking technician performance in real-time and delivering timely event reminders.

Electronic archiving capability allows you to quickly store, retrieve, and reproduce invoices on-demand. Our **service merchandising and marketing module** engages and retains customers through follow-ups related to recent visits, scheduled maintenance, special offers, and more.

Parts

ADAM's all-encompassing Parts component helps master the complexity of managing inventory.

Matrix pricing offers granular control and flexibility to maximize profit margins on all parts sales.

Our **suggested ordering functionality** offers a built-in, ADAM-developed solution, while also allowing you to utilize services from an OEM (e.g., GM RIM, Hyundai Smart Stock) or other approved third party (e.g., DMI, Integralink).

EPC (electronic parts catalog) integration enables efficient access to multiple providers, including industry leaders Snap-on and Microcat, as well as those offered by the OEM. Comprehensive **invoice archiving of electronic parts** guarantees smart storage, proper organization, and easy retrieval.

Laser parts invoices eliminate the need for expensive, pre-printed forms, while a **manufacturers' parts master file** keeps your inventory current with important updates and pricing details.

Additionally, **barcode scanning** streamlines the inventory management process, and a **parts locator** identifies your obsolete parts and locates online buyers for them.

Business Partners

Seamless integration between ADAM Systems and your **OEM DCS** (Dealership Communications System) is a significant benefit to your business, saving time and simplifying daily tasks. Typical integrations include financial statements, parts orders, parts returns, warranty claims, and much more depending on the franchise(s) you represent.

We currently conduct business with all the **domestics** and virtually all the major **import brands**. These include but are not limited to Acura, BMW, Chrysler, Ford, General Motors, Honda, Hyundai, Kia, Mazda, Mercedes, Mitsubishi, Nissan, Subaru, Toyota, Volkswagen, and Volvo, with more in the process of completion.

We also partner with most of the leading **automotive vendors** in the industry. These vendor partners range from CRM to credit application, credit scoring, vehicle history checks, electronic parts catalogs, data integrators, and much more. Finally, we will work with anyone that offers a quality product at a fair price to our common customers.

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