



# Dealership

By

Dhow Information Systems

**Al-Sayer IT Solutions**

# Company Profile

Dhow Information Systems Co. was established in 2004 as a subsidiary of Al-Sayer Group of Companies providing innovative Software & Hardware Solutions to Kuwait & Middle East market.

## **Products & Solutions:**

- i-Dealership Automotive Solutions (Known also as Auto-Management)
- SAP Gold Partner
- Smartphones Solutions
- Web Solutions

# Mission

“Our Mission is to Sell a Revolutionary Software Solutions,  
and to Be Acknowledged Among the Best in Our Field,  
While Honoring Highest Professional Integrity”

And to Make Our Mission Real, Our  
Company Is  
ISO 9001:2000 Quality Certified  
Ensures Our Commitment to Provide the  
Market with Qualified Continuous  
Improved Solutions



**For The Scope of  
“Sales and Support of ERP Automotive Solutions”**

# Our Prestigious Clients



Iraq



KSA



KSA



Kuwait



Kuwait



Kuwait & Riyadh KSA



Kuwait



Iraq



Kuwait



KSA



Kuwait



Kuwait & Riyadh KSA



Kuwait



Kuwait



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Kuwait



Qatar



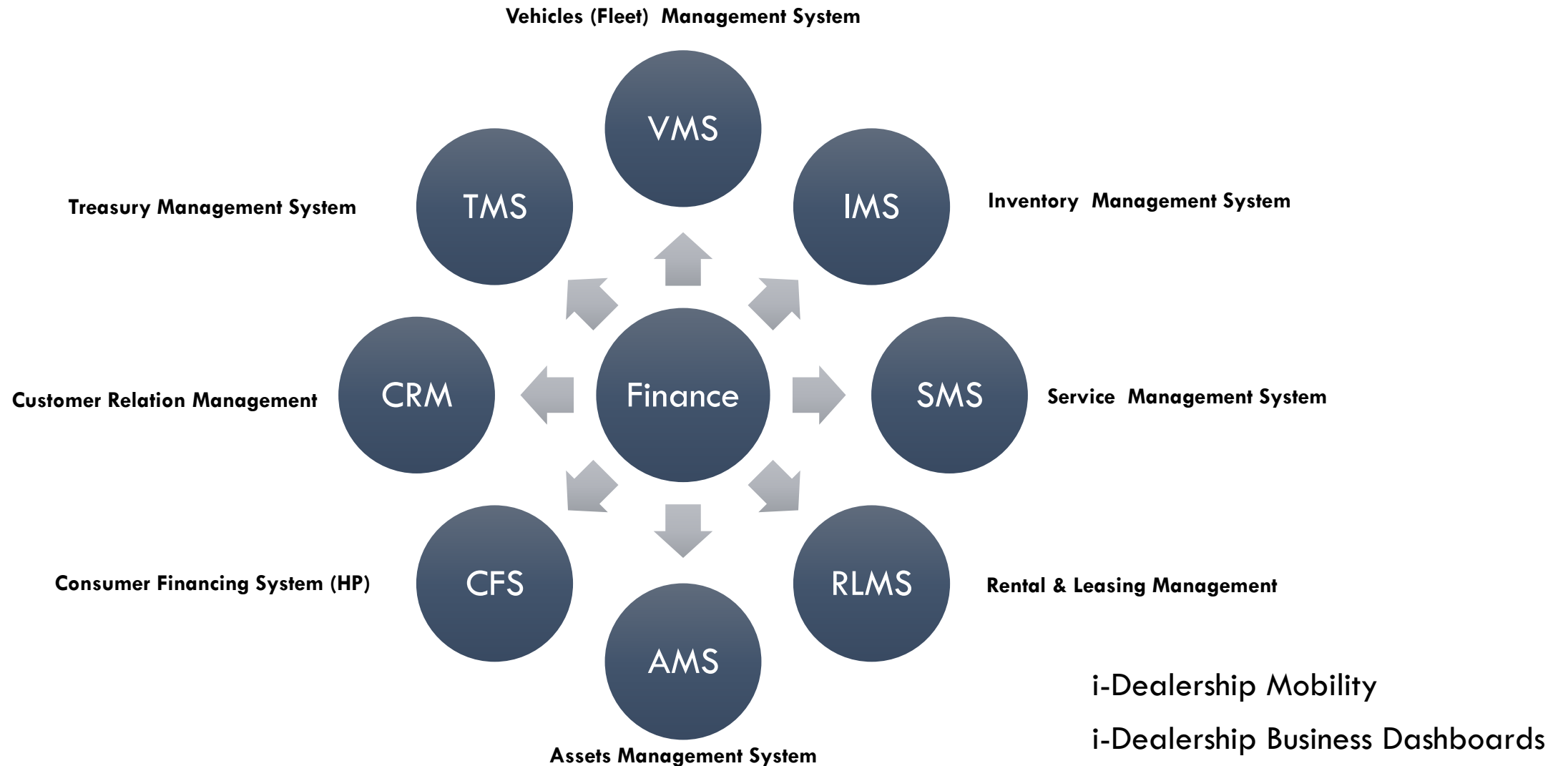
Kuwait

# i-Dealership<sup>®</sup>

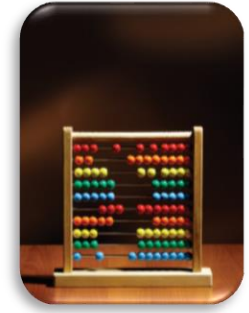
- Today's biggest challenge is to maintain various types of business in a single database and system. i-Dealership<sup>®</sup> allows you to fulfill this. i-Dealership<sup>®</sup> is an integrated solution for the Automotive dealerships.
- i-Dealership<sup>®</sup> provides you with rich functionality, without compromising on security. All available options are tightly controlled & integrated in the security module. The Suite is designed using an open architecture that supports today's leading technologies, to deliver the best security, data integrity and openness with external systems.
- i-Dealership<sup>®</sup> is designed using highly scalable platform which can be deployed On-Premise environment or On-Cloud.



# i-Dealership<sup>®</sup> Suite



# i-Dealership<sup>®</sup> Finance & Accounting



Financial Management System is the heart of any business. FMS is the core of i-Dealership<sup>®</sup> System, and is composed of

- General Ledger (GL)
- Accounts Receivable (AR - Customers Accounts)
- Accounts Payable (AP - Vendors Accounts)
- Asset Management
- Treasury Management



Also, FMS of i-Dealership<sup>®</sup> is a GCC **VAT** ready system.

All other Logistic systems such as VMS, IMS, SMS, RLMS and CFS are tightly integrated to the FMS. Transactions generated by the sub systems are automatically posted to the finance.

# i-Dealership<sup>®</sup> Finance & Accounting Main Features

- **IFRS 16 Reporting Compatible**
- **Faster Closing Process**
- **Online Dashboards**
- **Budgeting:** Manage budget creation, allocation, and distribution. Provide budget tracking, reporting, and alerts that notify the responsible users whenever a transaction exceeds a monthly or annual budget limit.
- **Banking:** Track all banking processes such as cash receipts, cheque writing, deposits, advance payments, credit card payments, and account reconciliation.
- **Financial Reporting:** i-Dealership<sup>®</sup> Financials provides easy-to-use financial reports, including balance sheets, profit and loss statements, cash flow analysis, transaction reports, multi-period comparisons, and budget reports.
- **Customer Online Payments:** System can be integrated with your Customer Payment Portal or any other third-party payment gateways.



**Moreover**

- **Multi Segments: Companies, Branches, Departments, ...**
- **Flexible Fiscal Year/Period Structure.**
- **Multiple Provisional Year-End Closings.**
- **Standard, Quick, Recurring, and Reversing JV.**
- **Auto & Manual Bank/Account Reconciliation.**

# AR & AP Highlights

- **Multi-Currency for Customers & Suppliers.**
- **Petty Cash Management.**
- **Collection Management**
- **Credit Control System.**
- **Automated Cheque Printing facility.**
- **Letter of Credit (LC) system.**
- **Automatic allocation of Payments/Receipts.**

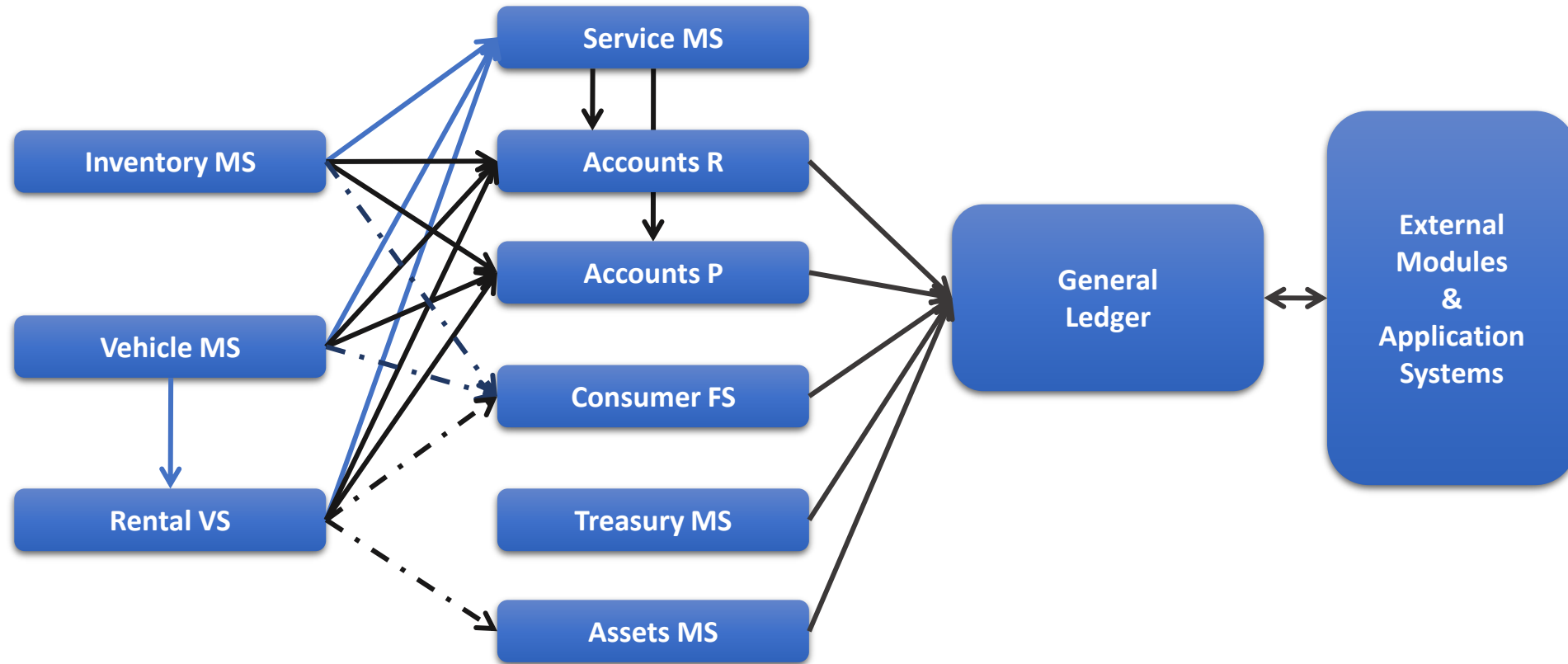
# Assets Management Highlights

- **Comprehensive Procurement Process.**
- **Employee Assets.**
- **Depreciation.**
- **Integration with other Modules.**
- **Label Printing & Barcode.**
- **Sales Disposal of Assets.**
- **Import / Export Data.**
- **Querying & Reports.**

# Treasury Management Highlights

- **Comprehensive Management of Treasury Function.**
- **Seamless Integration With Finance.**
- **Estimated Future Cash and Lows for any Period.**
- **Short/Long Term Loan Management.**
- **Promissory Note Management.**
- **Letter of Guarantee.**
- **Composite LC & LG Management.**
- **Accurate Interest Allocation.**
- **Integrated with other Modules.**

# Other Financial Modules



# Value Added Tax

- The Gulf Cooperation Council (GCC) member states signed a framework agreement to introduce Value-Added Tax (VAT) on the supply of goods and services at a standard rate of 5%, in 2018. Since Jan 1st, 2018 i-Dealership<sup>®</sup> becomes a VAT Ready System for Finance Transactions and Outputs as below:
  - Invoices
  - Debit or Credit Notes
  - Import and Export records
  - Records of any goods given for free or allocated for private use
  - Records of all zero-rated or VAT exempt supplies and purchases
  - A VAT General Ledger Account

# Vehicles (Fleet) Management System



- If you are an automotive distributor, then your largest investment is in the vehicle units; which is the biggest assets. VMS allows you to track each vehicle for the entire process right from planning, unit sales and even after sales.
- Through its tight integration with purchasing, warehousing, sales & delivery, each unit can be tracked from the time it is ordered till the time it is delivered to the customer. VMS is designed for automotive dealers who maintain large inventories of vehicles. It supports all aspects of vehicle sales such as trade-in evaluations, pre-owned and new car sales, customer relationship management and tight integration to the financial and service management modules.

# Easy Auto Sales

Comprehensive  
Sales Process with  
CRM Functionalities  
(Lead-To-Delivery)





# VMS – Key Features

- **Comprehensive Sales Process with CRM Functionalities (Lead-To-Delivery)**
- **Advanced Warehouse Management:** Keep track of each vehicle in the stock (Port-Yard-POS). Using our Track-IT Android App, you can easily control the movement of each unit.
- **Campaigns & Promotions:** you can setup promotions and campaigns for specific periods and for specific models or variations.
- **Trade-In Used Cars & New Cars:** Evaluators can assess the trade-in car and create a trade-in contract. The contract can be linked to the sale of the new car.
- **Electronic Interface with Suppliers – EDI**
- **Heavy Equipment:** Units can be assembled or disassembled using simple wizards and maintain the inventory and pricing of each component separately.
- **Unit-Level Pricing:** Define chassis level pricing for Used Cars & Heavy Equipment.
- **Sales Analyzer:** Keep track of your targets.
- **Automatic Lost-Sales & Unusual Usage Tracking.**

# Inventory Management System (IMS)



- The primary motto of IMS is to assist organizations in increasing stock turnover and reduce inventory holding. While at the same time provide increased product availability at the counter, increasing revenue, customer satisfaction and reducing lost sales.
- IMS has been developed in collaboration with “Effective Inventory Management Inc.”. IMS use patented demand forecasting formulas, to assign different formulas to different line items; based on demand patterns. This ensures that all inventories are not treated equally like a broad brush, but rather, fine-tuned with a scalpel, maximizing the return on your investment.
- IMS analyzes each item separately to compute its “carrying” cost as well as the cost of ordering. Using EOQ formula, the system will identify the optimum inventory to be maintained or alternatively using JIT mechanisms the system can stock items when they are needed.

# IMS - Suggested Order Quantities (SOQ)

This feature is a very handy tool and guideline to the back-office management who are responsible for the ordering and replenishment. The system computes the Suggested Order Quantities considering many factors. You may select different formulas that are internationally used to setup your SOQ parameters'.



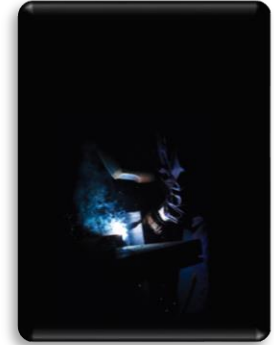
# IMS – Key Features

- **Formula-Based Demand Forecasting:** Using sophisticated algorithms and the power of modern computers, IMS can crunch millions of numbers to arrive at an amazingly accurate forecast. If your business deals in large number of line items, and you frequently face over or under-stocking conditions.
- **Pricing Mechanism:** IMS supports multitude of sophisticated pricing mechanism. Prices can be set based on type of product, customer, sale etc. Each item or product in your inventory can have different prices based on various demographic factors.
- **Back-Order Module:** This module ensures your customer satisfaction by keeping a tight control between customer orders and purchases. All back-orders are tracked from the time of placing the order, till the goods are received. Once the goods are received, it can be fulfilled either on a FIFO or on a priority basis.
- **Supersessions & Alternates:** IMS support multiple supersession chains & unlimited number of alternate item codes. This provides you with the flexibility of giving the customer, just the right part, at the right price.

# IMS – Key Features

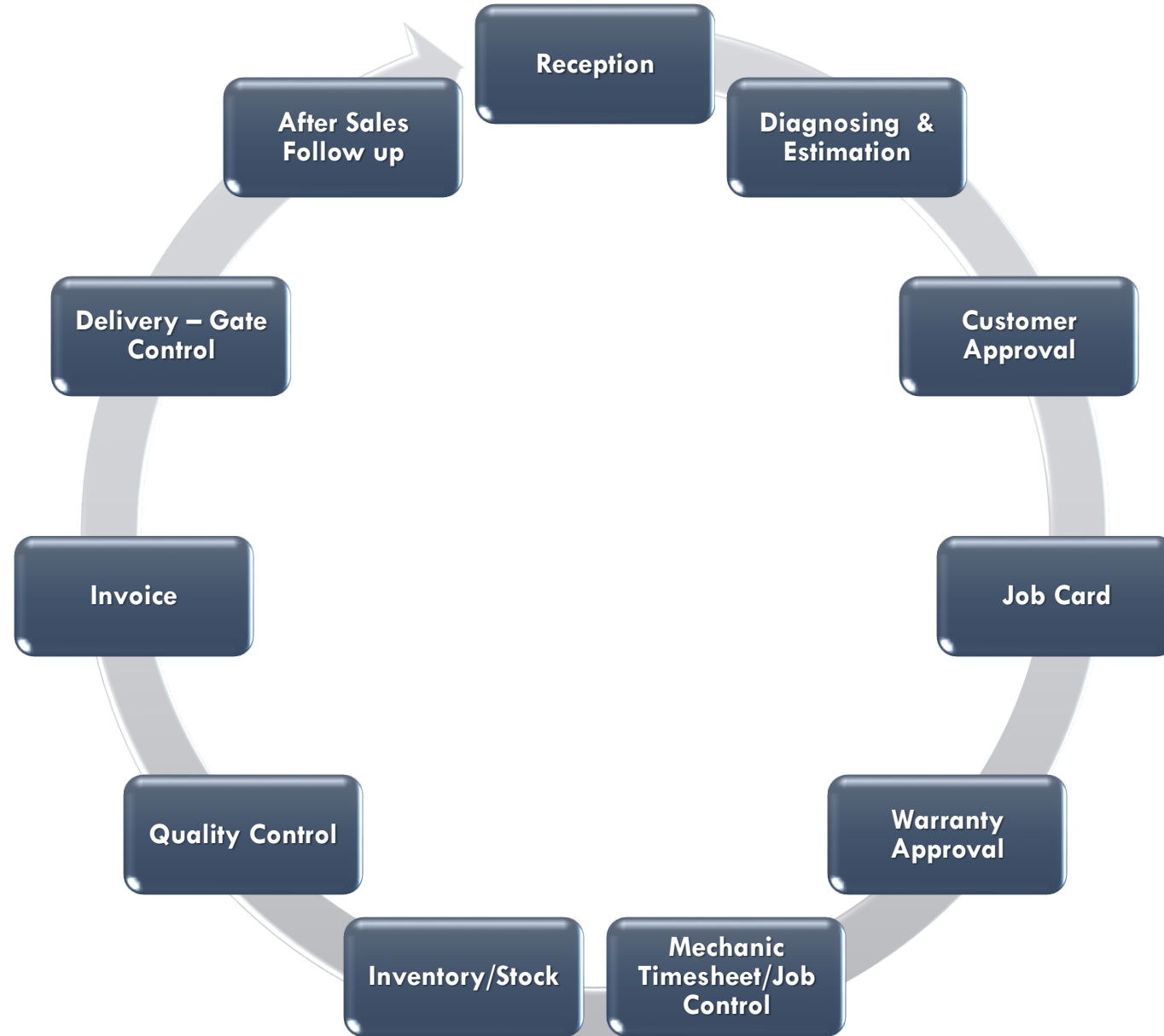
- **Workshop Integration:** **IMS** is fully integrated out of the box with SMS (Service Management System). Service Advisors can send requests for parts that are required for a job order. Based on the job type (Normal, Warranty, Insurance etc.), prices are selected, and items issued for the job order.
- **Electronic Parts Catalogue:** **IMS** is fully integrated with manufacturer's EPC, Once the items are selected in the EPC, the system automatically retrieves the item codes and places them in the IMS shopping cart, which can then be used to prepare a sales quotation, sales order or purchase order. This greatly increases the productivity of the employees.
- **Expiry & Batch Control:** If you are dealing with expiry goods, **IMS** has full support for expiry and batch control. Sales can be forced to be on FIFO basis, or controlled by the user. Reports and alerts warn the user when goods are nearing the expiry date.
- **Cycle-Counting:** **IMS** provides full and intelligent support for cycle-counting. Cycle counting can be parameterized on daily, weekly or monthly schedules. The system will randomly pick up the items that need to be cycle-counted, based on the available resources and the number of available items on the shelves. All this is done using a simple wizard-based interface.

# Service Management System (SMS)



- Time and labor management have always been a challenge for many workshop managers. **SMS** with its multitude of features bundled in one package; provides you all the tools to make effective use of your two key resources:
  - Workshop
  - Labor
- If you are running a resource intensive workshop and face the dilemma of providing high end customer service and at the same time efficiently manage your technician, a simple job card/invoicing system would be out of the question. **SMS** with its proactive time management mechanism allows you to achieve this with simple to use yet intricate process driven functions. Its built-in CRM module enables you to continuously follow up on your customers and targets your customer satisfaction ratio.
- Furthermore, it supports online approvals for Warranty Jobs, Quality Control and online requests for parts and material from your material procurement department thus saving a great amount of valuable time; which is one of the most critical elements in the time and labor management process. Combined with various analytical reports and graphs, SMS is an indispensable tool for today's workshop managers to plan future growth and increasing demand for services in the best economical way.

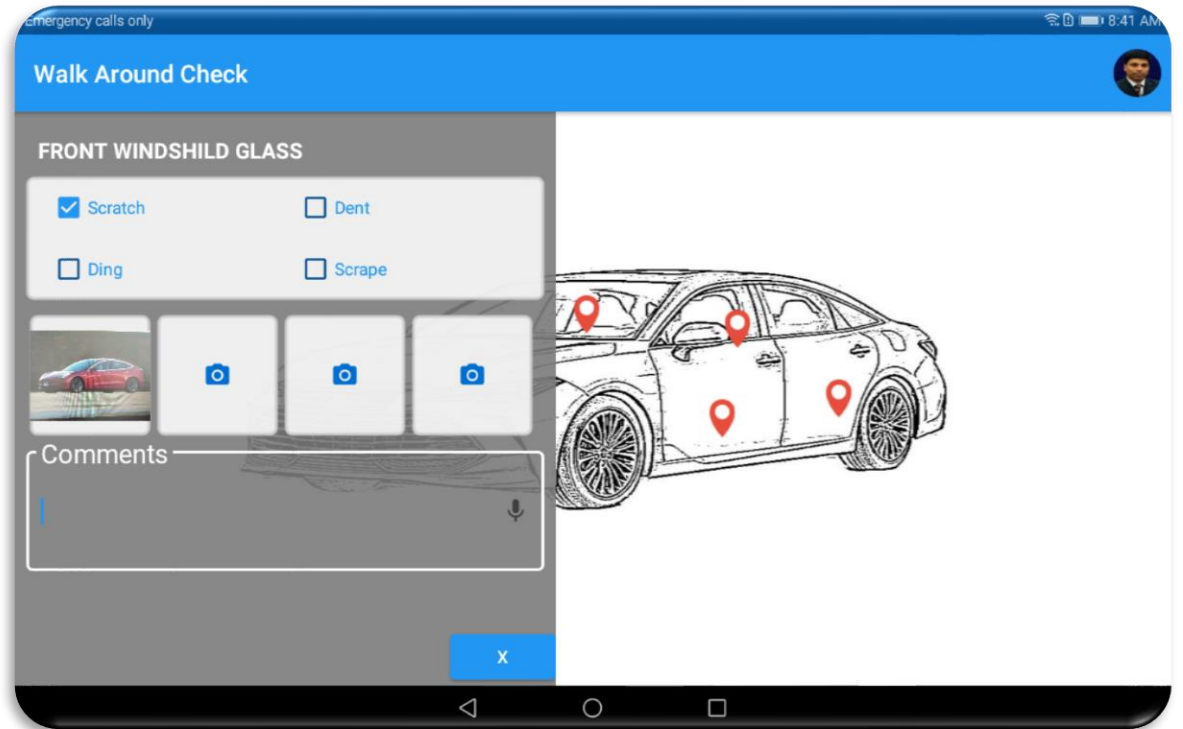
# Full Automotive Workshop Cycle



# SMS - Key Features

- **Body Repair Estimation:** This is drastically cut down on the time service advisors spend to evaluate body repair works. By using manufacturer or dealer defined timings, an estimate can be completed simply by clicking on the damaged area and specifying the type of damage (light, medium, heavy). Similarly, paint & polishing work can also be specified, and the system automatically computes the time required to complete the service. Similarly, the tight integration with manufacturers EPC ensures that the correct parts can be linked to the estimate.

This feature available on both desktop and mobile device versions.



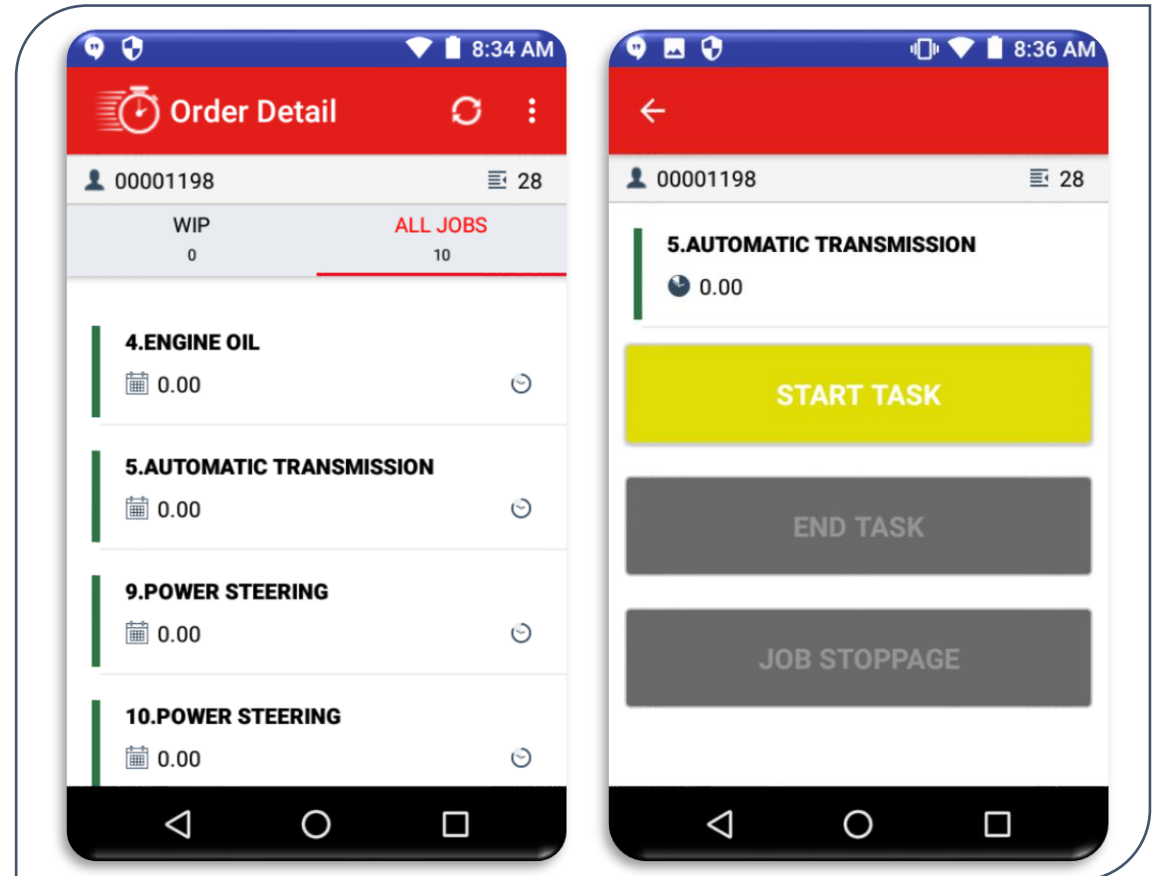


# SMS - Key Features

- **Clocking On / Off Technician:**

This feature ensure accuracy of capture the actual time spent on a specific job which lead us to measure the productivity of each technician. This also helps the management on job scheduling as it reflects the actual technician availability.

This feature available on both desktop and mobile device versions.



# SMS - Key Features

- **SMS Integration with other systems:** **SMS** integrates seamlessly with various modules of the to i-Dealership<sup>®</sup> Suite. This means that once data has been captured in any of the systems, you won't have to re-enter it in **SMS**.
- **Intricate capture of time, labor and materials:** **SMS** provides all the tools to capture all the data related to the job order. A simple menu allows the service advisor to select the right package of parts and operations that are required to service the vehicle.
- **Automatic Scheduling:** **SMS** combines information regarding the operations and the skills required to perform the operation; and match that information with the technician availability. This ensures high accuracy of job done using the philosophy "Get it right the first time".

# SMS - Key Features

- **Warranty Management:** **SMS** supports a very powerful warranty management module. It includes workflow for online approvals of any warranty jobs. A warranty job cannot be started unless a warranty staff reviews the case and Approve it.
- **Workshop Monitoring:** **SMS** has a nifty tool that provides graphical feedback to workshop managers. Using this tool, Managers can monitor the progress of work within the workshop. Delayed jobs are highlighted in red in order to allow management to take proactive decisions. Drill-down facility allows managers to zoom into the problem in order to take corrective actions.
- **Self-Learning Module for Parts:** Parts tend to frequently get superseded or alternate parts are available. This information is usually available with the Parts specialist. **SMS** solves this problem by recording the actual parts issued and learning from it. So the next time a customer comes with a specific model of car, **SMS** will check what parts were issued for similar car in the earlier jobs. This helps service advisor to make an accurate and quick decision with the customer.

# SMS - Key Features

- **Vehicle Locator System:** This feature is especially useful if you are running a large workshop and frequently waste your time searching for vehicles. Using a graphical layout of workshop, service people can quickly locate the vehicle within the workshop. The system monitors the movement of the vehicle from one bay to another as the technicians complete their respective jobs.
- **Productivity Reports:** **SMS** has a number of tools that help you in analyzing the productivity of your technicians, shops or branches. Using graphical tools, managers can easily see their most and least productive employees. This type of analysis assists management in setting appropriate incentive schemes to the technicians.

# Rental & Leasing Management (RLMS)



- **RLMS** is one of i-Dealership<sup>®</sup> suite modules; designed to enable people invested in vehicle rental business. It allows them to perform all operations related to long term, short term and spot rental activities. RMS helps you track a vehicle movement and uses easy data capture, to be used to identify traffic violation performed during vehicle lifetime of the fleet.
- **RLMS** is fully integrated with other modules for various uses; with VMS to allow receipt of vehicles once purchased internally, however; the built-in purchase order system allows internal and external purchases. It also integrates with AMS to keep track of the vehicle as an asset and trace its depreciation. Finally RLMS is integrated with FMS to trace all financial transactions during the utilization of the vehicle.

# RLMS - Key Features

- **Comprehensive Procurement:** This covers the full ordering cycle of your vehicles' fleet. All the way from initiating the purchase order, then confirming the order, then receiving the supplier's invoice. This option allows both local and external purchases.
- **Automatic Depreciation:** The system has a built-in depreciation module, which allows you to automatically compute the NBV of your vehicle. Depreciation can be computed monthly, quarterly etc. depending on your financial requirements providing different methods of depreciation such as Straight-line method, written down method etc.

# RLMS - Key Features

- **Comprehensive Contract Management:** System supports different types of Rental Agreements (Short & Long Terms, Lease-To-Own etc.). You can even define specific terms that apply for specific contracts. Contracts can be created for a single vehicle or multiple, with listing all vehicles & users details for those vehicles. With Contract Amends feature, no need to close and create a new contract in-case of any modifications happens for a running contract simply amend the running one and the modifications will get effective from this date. For 360 contract view, keep track of all financial related documents' (LGs, Customers' Documents etc.)

# RLMS - Key Features

- **Vehicle and Service History Details:** The system gives you a detailed service history of the vehicle/equipment from day it was purchased till it is sold. This is very useful when you want to assess the true value of the vehicle/equipment during the time of sale. The system allows you to record all the details of the service including the invoice value.
- **Vehicle Insurance:** This enables you to record the insurance details of the vehicle. This allows full control on your fleet as well as investment protection assurance. This also allows you to calculate the cost involved and distribute among your various branches. Once insurance details are entered, the system can automatically allocate the amount over the full period of the insurance. This facilitates the creation of pre-paid insurance entries.



# RLMS - Key Features

- **Traffic Violation Tracking:** This option allows you to track all violations made by the users or drivers of your fleet vehicles. This option saves a huge amount of money by providing you with detailed reports of the drivers at the time of the violation or accidents.
- **Fleet Movement Management:** Through out the system you will be able to track the fleet in all locations, on road, at stock yards. The movement transaction will allow you to record all vehicle movements between various locations. This information will allow you to easily produce reports about the movement history of the vehicle by time and dates KM reading.

# i-Dealership<sup>®</sup> Mobility

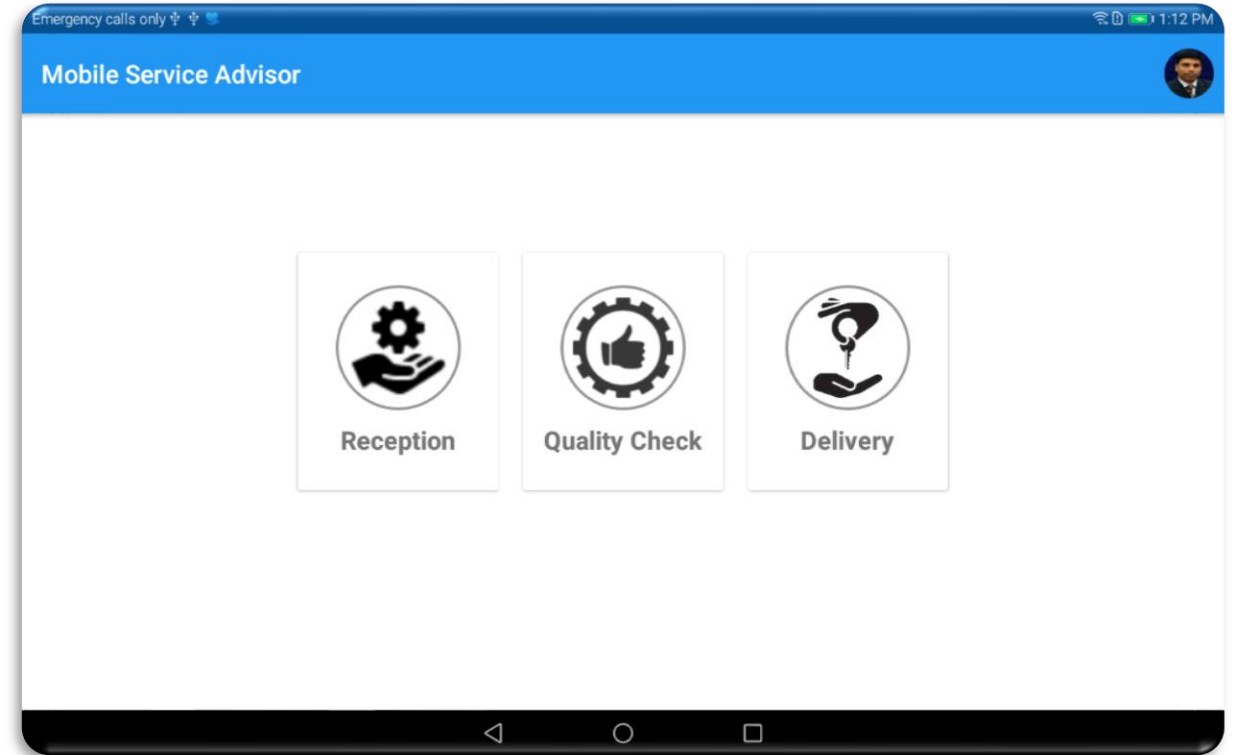
## Mobile Service Advisor

Mobile Service Advisor is the tool to help the service advisors to perform his day to day activities quickly and effortlessly. Resulting in more customer satisfaction.

Mobile Service Advisor is tablet based tool to help the service advisors to perform his day to day activities quickly and effortlessly. This tool support quick vehicle search by reading the VIN number/plate number through camera. It also allows to read the vin number by through the barcode.

It helps in adding the package in simple three steps. Anytime the operations details can be viewed.

Also, it helps in Estimation process by allowing to specify the exact damage type and uploading the related pictures. Other text-based details can be entered easily by voice-to-text.



# i-Dealership<sup>®</sup> Mobility

## Track-It

Track-It is an Android App to track vehicle movements. It tracks the data from receiving at the port until it is handover to the customer.

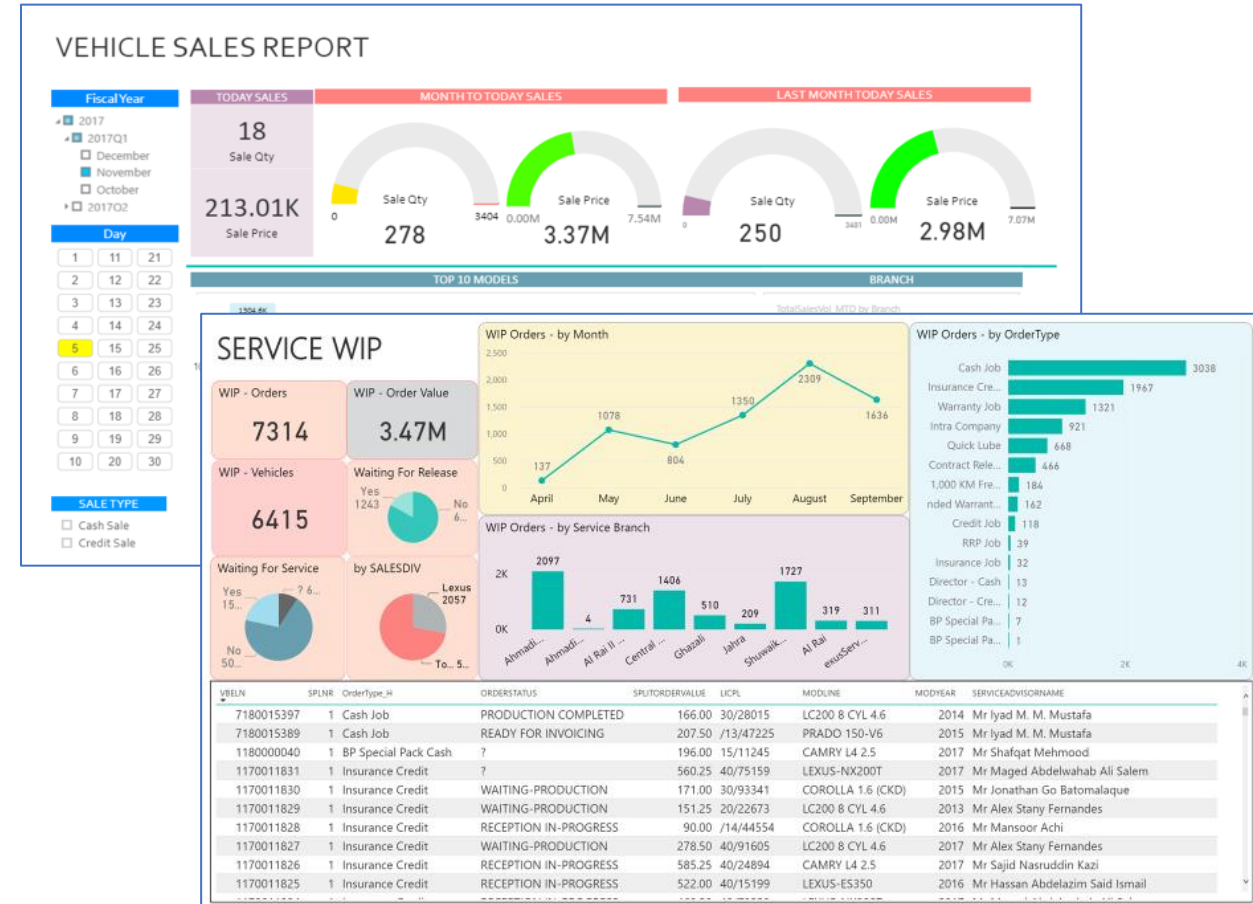
## Key Features:

- Receiving at Port Operations
- Vehicle Movements (Updating Bin Location)
- Vehicle Delivery Check
- Yearly Stock Check



# i-Dealership<sup>®</sup> Business Dashboards

- i-Dealership<sup>®</sup> visualization tools puts the power of your business transactions in the palm of your hand. You can monitor the health of the financials, operations and daily sales from your desktop, laptop or a mobile device from anywhere in the world.





# Contact Us



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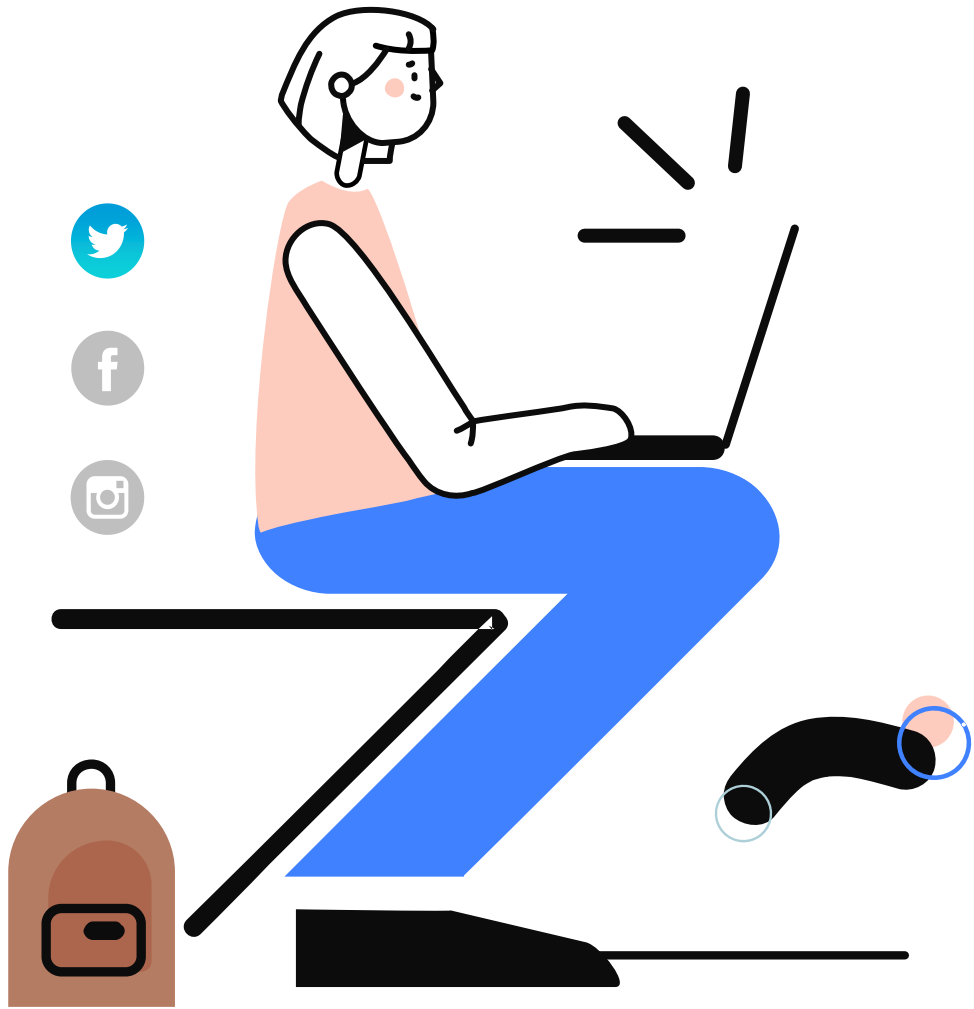


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**Thank You**

