



Pentana Solutions  
leverages 40 years  
of heritage to deliver  
innovative solutions  
that are transforming  
industries.

With a global footprint spanning more than 100 countries, we provide enterprise resource planning for the automotive space. While engaging 50,000 users daily around the globe, we continue to drive world changing technology.

# Distribution

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## Distribution Software

Pentana Solutions' role in the distribution industry is simple: streamline every business to its own best fit. The tailored solutions we create are configured uniquely for the individual company - there is no one size fits all. Once customised to fit your needs, big or small, our highly integrated solutions allow you to track, analyse and manage the flow of information across your entire enterprise - internally and externally.

Deployed by many of the world's leading manufacturers, distributors and importers, our distribution systems are known to truly integrate and improve business processes across the globe. For these companies, our software plays a mission critical role in increasing the efficiency of supply chains.

We develop, market and implement distribution systems. Note we don't just install - we work with you to implement a complete business intelligence solution that enables your company strategy.



## Electronic Parts Catalogue

Through customer partnerships and years of research, we've created the ultimate parts inventory 'go-to'. The Pentana Solutions Electronic Parts Catalogue (EPC) uses cutting edge technology to provide a simple and easy management of your parts inventory. The EPC is hosted online, giving authorised dealers access to your parts information, stock availability and pricing 24 hours a day.

# Showroom

User friendly, intuitive  
solutions - so you can sell  
more.

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What do you look for when choosing a software solution for your dealership showroom? At Pentana Solutions, we think the answer should be simple. Your showroom solution must increase your bottom line - by reducing costs, improving gross and selling more cars, finance and accessories. How is this delivered? With more factory and statutory pricing integration than any other solution.

At Pentana Solutions, our highly integrated software helps bring unmatched results that are leading the market and driving our dealers to success.

By seamlessly integrating to every available factory option and accessory, your customers are able to choose, from an active menu, exactly which options and accessories they would like on their new car.

As a direct result, many of our dealers have seen increases of up to \$88 per vehicle increase on average accessory gross.

Accomplishing  
unmatchable results  
with the top automotive  
CRM solutions.

“14 additional vehicles  
sold in just 48 hours.  
That’s CRM.”

- Tony Carter, Shacks Holden Dealership





# Customer Relationship Management

Plenty of companies “do” Customer Relationship Management. However, without integration, many times CRM ends up existing as just a silo of the company. At Pentana Solutions we know differently. CRM is not just an added component in the DMS - it is integrated in everything we do; continuing to prove an increasingly powerful tool for improving your dealership. From direct marketing services to offering the number one automotive CRM solution, we live and breathe CRM.

Whether utilising the future forecasting service module, the fully automated CSI and retention programs or targeted marketing within the Vehicle Sales Modules, you will find the advantages of Pentana Solutions’ grasp on CRM to be dealership changing.



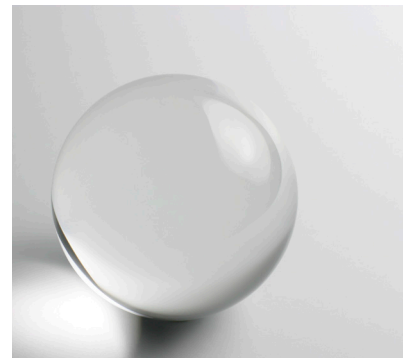
## Telemarketing

Ensure prompt customer service reminders and follow ups through the use of our own first-class call centre.



## SMS Marketing

Deliver messages straight to your customers’ phones to ensure you always stay top of mind.



## Fully Integrated Software

Accomplish full control and transparency through our fully integrated CRM software, the best in the automotive industry.



## Lead Automation

Set up automated business rules to manage and ensure capitalisation of any missed opportunities.



## Data Purification

Accomplish lower marketing costs with an up-to-date and fully verified customer database.



## Business Consulting

Optimise maximum profits and full potential of your dealership with our 40 years of expertise.

# Accounting & Business Intelligence

View your business in a snapshot - and then dig deeper.

We've put 40 years of research and time into the development of our reporting tools - as they are part of a continued dedication to give you clear insight to what exactly is going on at your dealership. Our user friendly software allows senior dealership management the ability to view business at a high level - and then drill down into departments to analyse opportunity.

Your dealership can change the way it operates overnight. Through simple graphical representation, you are able to manage, forecast, budget and action specific areas including the following:

- Accounting/Financial
- New & Used Sales
- After Sales
- Administration
- Customer Relationship Management

Instead of getting lost in the depths of your enterprise resource planning with traditional reporting, view your accounts in a way that is tailored to only what you want to see. With 150+ reports available day one, you can view your business in real-time, in a way that's familiar to you.

## Accounting/Finance

Powered by world leading Business Intelligence software, our senior management solutions are used by Pentana Solutions' most successful dealerships in over 500 locations around the world. We continue to incorporate cutting edge technology to bring ease to your day to day accounting processes.

Even easier, all of our solutions are available to be hosted on Pentana Solutions Cloud, increasing efficiency throughout the entire business.





# Electronic Document Management



How much more productive could your business run without the chaos of desk-piled papers and overflowing cupboards - less the misplaced invoices and forms? Pentana Solutions offers electronic document management to control the flow of information into and out of organisations - without piles of paper.

We replace the manual supply chain, finance, marketing and sales processes with an automated electronic system. What makes our range of products smarter isn't found in merely storing the data; it's what we do with it.

Our electronic document management systems do not just store documents digitally; they work with them, print them, identify them, file them, send them where they have to go and, above all, make sure they're acted on. Instead of taking days, it's all done in seconds.

Nothing ever gets ignored, lost or misplaced. In essence, our Electronic Document suite enables you to transform your business.

## Output

Pentana solutions automatically captures information from your Dealer Management System and converts it into well designed documents. The documents can then be distributed via fax or email and of course printed when as required.

## Archive

Once documents are created, they can be filed any way you like. By invoice number, order number, customer, date, even barcode. Automatically store, index and file documents in electronic format, saving you time and costs.

## Scan

Scanning technology isn't new. The difference now is it doesn't have to be a paper document. Or stay buried in your inbox. Set up pre-defined requirements to pass your documents onto appropriate workflows and other applications.

## Payables

Our electronic workflow solutions allow you to streamline the accounts payable process - meaning improved cash flow and faster invoice processing. Paper invoices are scanned, recognised and saved electronically. From there the process proceeds automatically, validating invoices the same way regardless of how they're received.

# Parts

Pentana Solutions' mantra in the dealership after sales world is simple. Less keying, less errors, less time and greater profits.

Through streamlined software, we allow you to reduce the time that your Repair Orders stay open due to parts on back order. Manage your stock levels and anticipate when to refill, before you run out. And consistently maintain the right parts at the right time, inevitably increasing your sales and profitability.

## Logistic Solutions

Our automated stock management system receipts, scans and restocks your parts storage for you - improving stock holdings, reducing time delays and improving customer satisfaction. Logistic Solutions reduces order unpacking time by up to 30%, improves warehouse productivity by 10% and accomplishes stocktake accurately and on time.

## Online Parts Locator

Pentana Solutions offers an online parts platform targeting parts obsolescence - linking and compiling stock information of all participating dealers. The virtual parts locator is linked with your Dealer Management System for regular upload of your stock data in real-time.

You can now easily make your shelved stock available to other dealers, as well as find bargains or urgently needed parts with other dealers. In six simple steps, search and order worldwide for the exact part you need.

# Service

Pentana Solutions is aware of just how crucial service retention is in the automotive industry today, knowing there is little room for missed opportunity. That's why we deliver streamlined, mobile solutions that give you an unmatched advantage over your competitors, ensuring your service department runs at its full potential.

## Integrated Solutions

Pentana Solutions' vast array of service modules and integrated software allow you full transparency and control of your business. From customer service on the front line to the workshop, we have your service department seamlessly covered.

## Optimising Profitability

With the help of our expert service consultants, we deliver tools to help you service more cars - by increasing visibility across your service department, identifying profit leaks, improving efficiencies, and mobilising your service department.

Integrated online service bookings on your site, loan car management tools, customer retention reporting, workshop control and service scheduler are just a few of the modules available that are raising the bar - giving your customers and your bottom line the ultimate lasting impression.





