

Finance and Inventory

At the core of Autostar Fusion, is the Finance and Inventory module. This module automates the process of managing sales and inventory for your business.

This is where you set up and manage your companies, track your inventory and expenses, structure your deals, process customers, and print sales documents.

This module is enhanced with customer processing for the loan underwriting process, including desking and application status tracking.



This module enhances your operations by providing these capabilities:

Flexibility:

- Supports Cash, Wholesale, and Special Finance sales.
- Supports BHPH sales (when also using Notes Receivable module).

Sales Support:

- Provides desking for better risk-based decisions. Uses a scoring system to generate target CID (ACV) factor and then pulls all inventory that matches CID (ACV).
- Allows you to create and track multiple applications for each customer.
- Tracks application by status (open, reviewed, approved, closed, lost applications).
- Allows you to structure multiple quotes to find the most profitable deal.
- Customizes sales tax calculations and fees. Quickly determines all city, county, and state sales taxes owed and print reports.

Power:

- Allows you to collect and process customer information from initial application through risk assessment.
- Manages inventory and costs by location. Monitors all aspects of your inventory including vehicle cost, expenses, location, and description.
- Decodes VINs and verifies them for accuracy.
- Performs multi-state-specific calculations and defaults.
- Allows you to track contracts-in-transit (CIT) submitted to banks and financial institutions and print outstanding and paid CIT reports.
- Tracks floor plans and drafts.
- Helps you analyze profits by providing a profit summary on a washout screen.
- Produces detailed sales and inventory reports that help you manage and analyze your business. A versatile report generator allows you to scope, tag, sort and group 13 reports containing valuable sales data.
- Allows you to flag customer accounts to alert users about issues such as bad checks, missing titles, etc.

Security:

- Maximizes the internal security of your Autostar Fusion system by restricting access to more than 300 areas within the software. Allows you to approve access to particular functions and screens only to those employees who need it. Access can be granted for particular users or to entire groups of users, such as salespeople and collectors.
- Automatically logs user activity, allowing you to trace all activity on an account. Provides a complete list of notes added by users as well as system tracking of all changes made to the



account, including the date, time, and the user who made the change. This secured set of log notes is valuable for management and legal purposes.

Efficiency:

- Automates credit bureaus and credit applications.
- Automates payment calculations (including insurance products).
- Performs automatic duplicate customer checking.
- Provides zip code lookup. Improve accuracy and save time by entering your customer's zip code and allowing the system to populate city, state and county data into the applicable fields on the screen.

Accuracy:

- Automatically populates VIN information, such as vehicle, year, make, and model, in the appropriate fields in Autostar Fusion, which reduces data entry errors.
- Automatically populates sales fields with information previously entered into quote fields, which saves time and improves accuracy.

Convenience:

- Prints sales-related documents including power of attorney forms, retail installment contracts, title documents, and more. This feature gives you the flexibility to print on pre-printed or plain paper (where allowed by law).
- Prints letters with mail merge, allowing you to easily import letters from your word processor and merge with Autostar customer addresses. This tool is ideal for distributing promotional pieces.
- Stores photos of vehicles and customers.
- Allows you to print a detailed inventory stock card for each vehicle.

Integration:

Integrates with **First Advantage CREDCO**

