



Case Study

Alex's Autohaus, Inc.
Midvale, UT

QuickTrac™ Provides Owner the Tools and Time to Work ON His Business and Take a Vacation Without Losing Profitability!

"As I get closer to retirement it has become more important for me to feel my business can run without me. QuickTrac is a critical component in allowing me to do what Michael Gerber teaches in his important book 'The E-Myth': QuickTrac gives me the tools to work ON my business instead of IN it."

Alex Siegel
Owner

"QuickTrac™ finds the 'sweet spot' in our business - where I have production numbers that pay technicians well, delivering on our promises to customers, and making the shop profitable as well. This keeps spirits up, paychecks (including mine) high, and customers happy. With QuickTrac I really can have it all."

Damian Shaw
Service Advisor & GM

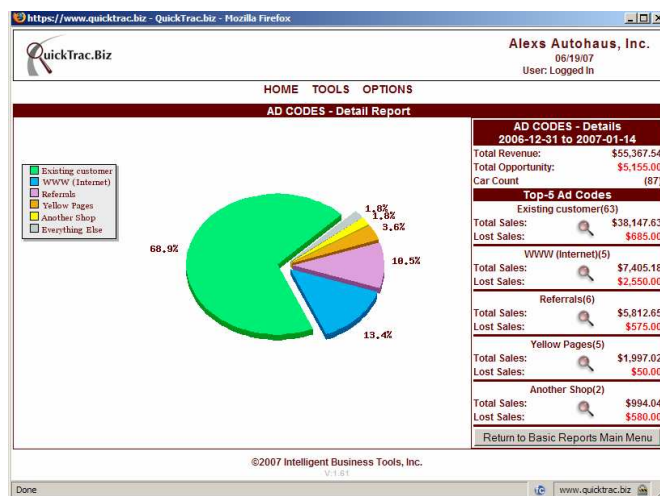
"QuickTrac lets me know what I need to do without having to ask. It lets me know how and what to do to get the paycheck I need."

Curtis Sorensen
ASE Certified Technician

The QuickTrac™ management tool uniquely delivers critical business intelligence in real-time for the automotive service industry by translating knowledge from business processes into key performance indicators. Advisors, key decision makers and other employees need accurate and timely management data for increased productivity and profitability, to achieve and exceed performance goals, and to see and act upon timely client business information essential to providing winning leadership. Designed by shop owners, the low cost of ownership and ease of installation quickly provides valuable insight leading to more effective business management.

About Alex's Autohaus, Inc.

Alex obtained his automotive Meister's degree in Munich, Germany before immigrating to the United States in April of 1990. Alex was the shop manager for the previous owner of the business from 1992 to 1996. In 1996 he bought the business and changed the name to Alex's Autohaus. Due to business growth and the necessity for more space Alex purchased property and moved the business to its current location in 2005. The business has a loyal clientele and a reputation for being able to fix the "tough problems" which regularly brings in new customers referred from other shops.



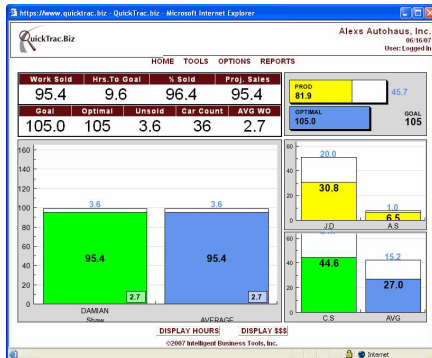
Manage your business
by the numbers
and watch it thrive



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"In my 10 years of business ownership I had only taken one vacation and it resulted in a large loss of profit in my business. Since implementing QuickTrac I nervously took another vacation, this time with a way to view the shop's production while I was away. QuickTrac made it easy to keep an eye on things and actually have a relaxing vacation. It worked so well I have since taken another one!"
Alex Siegel
Owner



The Challenge

As a smaller import-specialty shop Alex's has some unique challenges: Service visits typically extend beyond one day and work orders are larger than an average repair shop. Tracking and improving productivity while delivering an exceptional quality product on time, within estimate, are essential. The current methods of walking the lot, creating Excel spreadsheets or running reports from the Point-of-Sale were inefficient, ineffective and after the fact. Alex had abandoned the idea of running reports to measure shop production and work load availability because these methods could only show him a picture of what had already happened days and often weeks earlier, and they took hours to produce.

The Solution

QuickTrac™ proved to be an excellent out-of-box solution. Setup was very simple, no installation was needed thanks to the web-based approach, and the shop was rolling with very little training. Due to the fee-based approach the cost of QT was inexpensive and affordable even for this small shop. Real-time accounting of work sold and work completed is now delivered with minimal effort and in a useful form for all staff to view, and includes additional valuable features.

The Benefits

QuickTrac™ quickly became the business monitoring system. It allowed management to easily determine available labor resources in time to take action, keeping the shop productive and increasing customer satisfaction. Additional benefits included the ability of employees to view current data necessary to their success and become more accountable for their results. Productivity and efficiency increased while payroll was simplified. QT permitted the business to pay for work as it was completed; producing their payroll data automatically and saving the business hours of accounting time! Alex now spends most of his time working on the business and less time working in the business. He now has the ability to take a vacation without fear of his business falling apart.

For More Information and to Schedule Your QuickTrac Demonstration:

Call 408-404-3314, Visit <http://www.QuickTracSoftware.com>, or e-Mail Info@QuickTracSoftware.com

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