1C-RARUS

Alfa-Auto, Edition 5
Automobile business solution

Product information

- "Alfa-Auto" – complex solution for automobile business companies. It provides maintenance of operational and management company accounting as well as management of main business processes.
- "Alfa-Auto" is suitable not only for small auto-services and accessory shops but also for car dealerships and authorized dealers of car brands
- The solution is developed on "1C:Enterprise 8" platform

History of Alfa-Auto

1997
- The history of the software product begins

May 2000
- release of "Alfa-Auto" edition 2 on "1C:Enterprise 7.7"
- over **250** copies were sold.

June 2002
- release of "Alfa-Auto" edition 3 on "1C:Enterprise 7.7"
- over 3500 copies were sold.

May 2005
- release of "Alfa-Auto" edition 4 on "1C:Enterprise 8"
- over **3500** copies were sold (more than **25000** licenses).

February 2012
- release of "Alfa-Auto" edition 5 on "1C:Enterprise 8.2"
- over **1000** copies were sold.

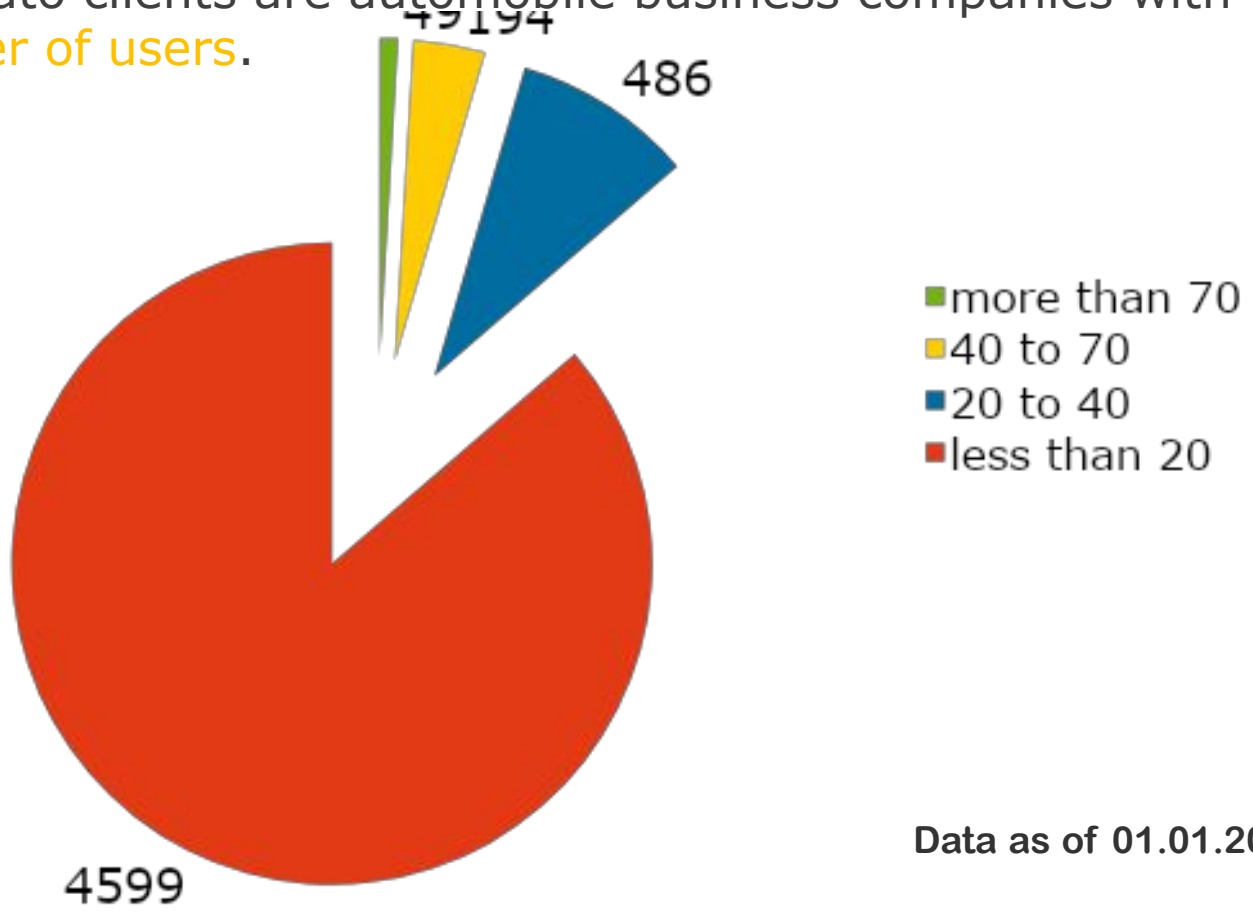
Dealers that use “Alfa-Auto”

AVTOVAZ	84	Scania	29
Hyundai	86	UAZ	33
Renault	82	TAGAZ	22
Chevrolet	64	GAZ	24
Toyota	59	Mazda	22
Kia	69	Ssang Yong	25
Ford	60	Chery	20
Opel	56	Peugeot	20
Nissan	44	MAN	18
Skoda	38	Mersedes	24
Volkswagen	47	Geely	18
Mitsubishi	42	Citroen	14
Honda	33	Hummer	11
Fiat	33	Suzuki	13
Volvo Truck	25	KAMAZ	15

Data as of 01.01.2014

Alfa-Auto user's "portrait"

- Alfa-Auto clients are automobile business companies with various number of users.



Data as of 01.01.2013

Alfa-Auto

Alfa-Auto solutions sales geography:

- Russian Federation
- Ukraine (localized version)
- Belarus
- Moldova
- Kazakhstan
- Turkmenistan
- Kyrgyzstan
- Azerbaijan
- Latvia
- Estonia

Main purposes of implementing “Alfa-Auto”

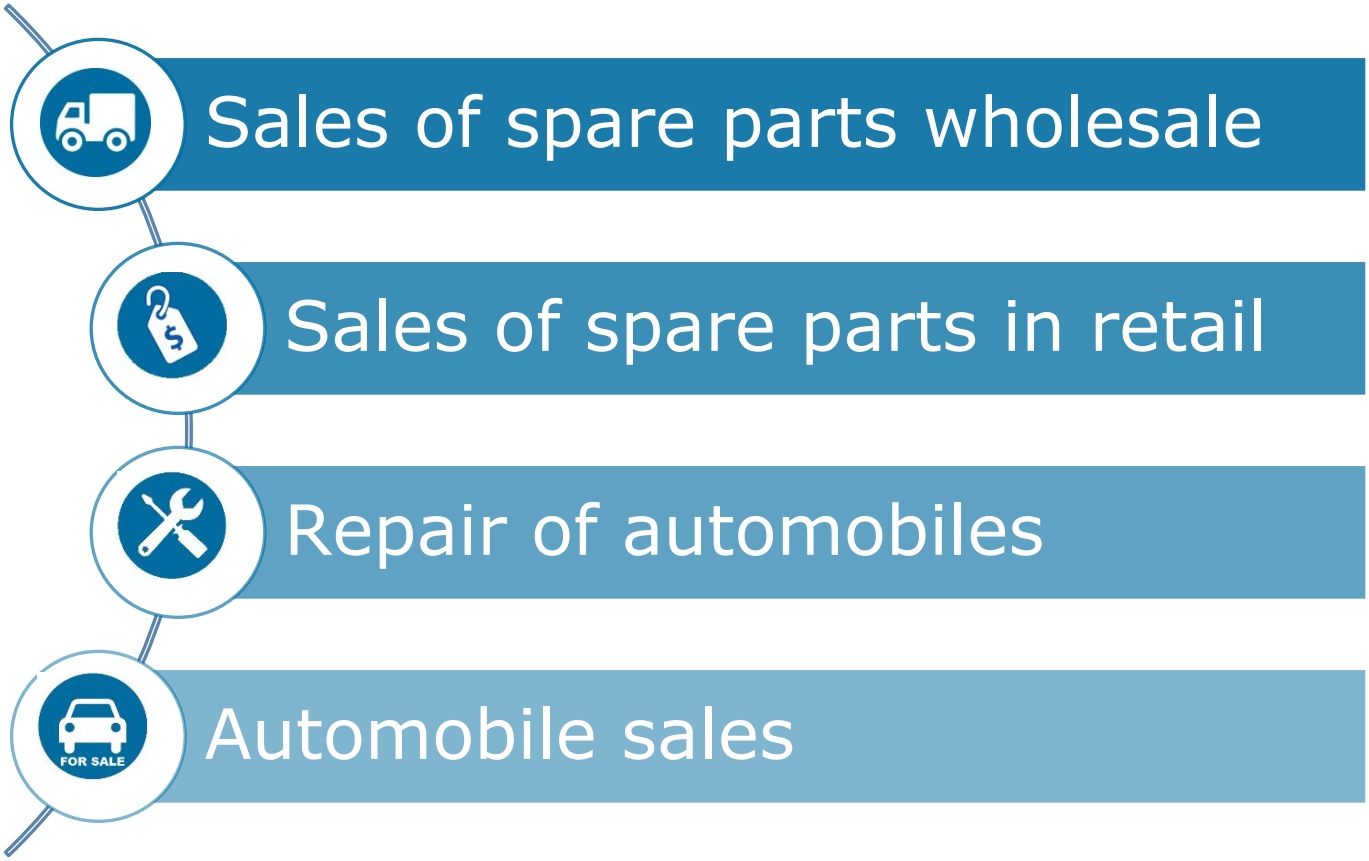
- Optimization of company’s main business processes
- Reduction of customer service time through the use of efficient program processes
- Providing quick access to any information
- Providing objective information of company’s operations
- Protection of commercial information, distinction of users depending on information access level
- Development of system together with business evolution

Competitive advantages

- Accounting of activities of all company's departments in a single information space (automobile sales, auto-service, spare parts, finance, marketing)
- Design and creation of system specifically for automobile business enterprises
- Efficient and reliable workflow of auto-service, spare parts and automobiles sales
- Well thought out mechanism of program's subsystems interaction
- Integration with external information systems: spare parts and color matching catalogues.
- System is based on the familiar to users platform "1C:Enterprise 8", that provides efficient operation and reliable data storage
- Steady operation of the system with any number of users
- Further developments can be carried out as by efforts of involved programmers, as by owner's own forces

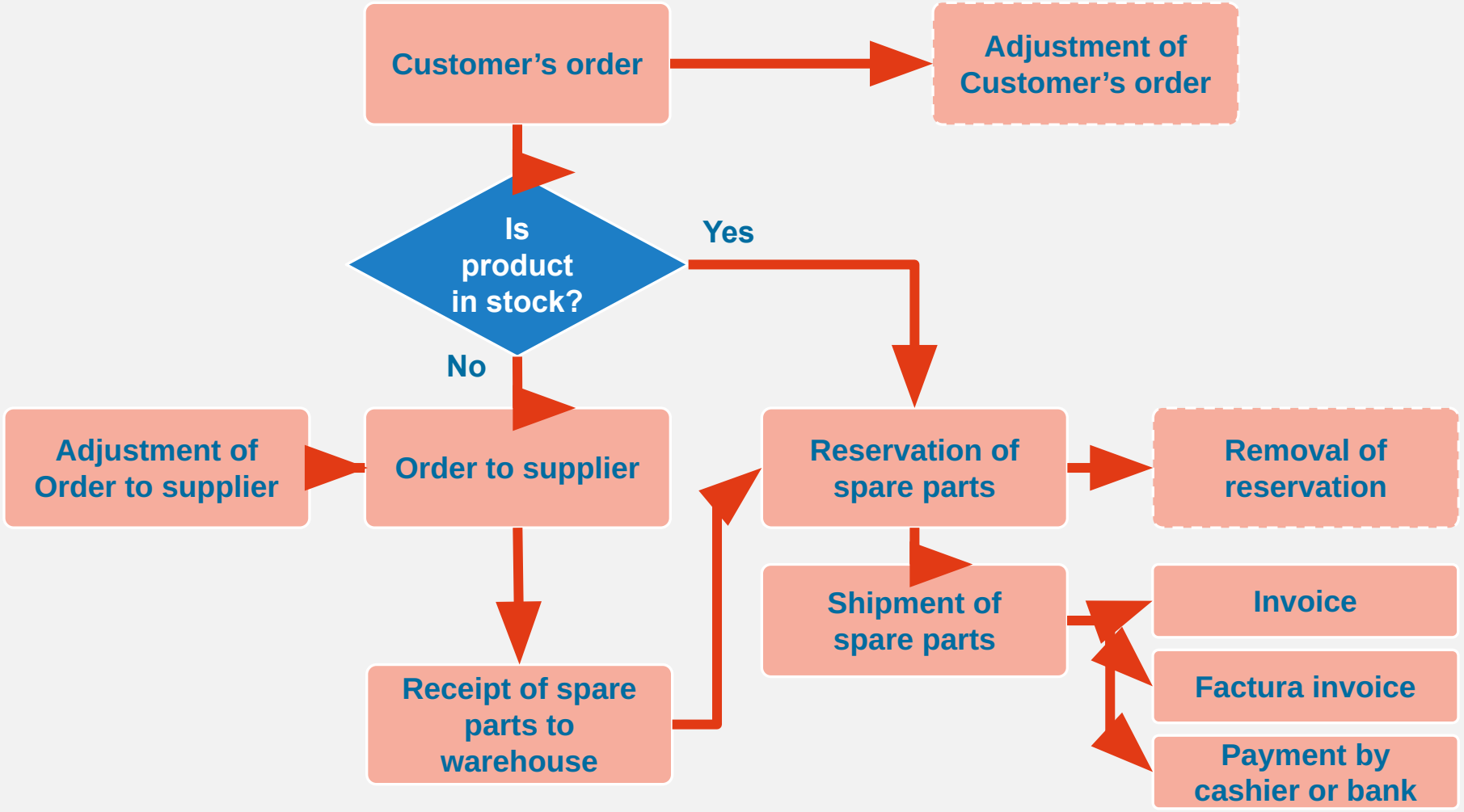
Implemented business processes

- Following business processes are implemented in “Alfa-Auto”



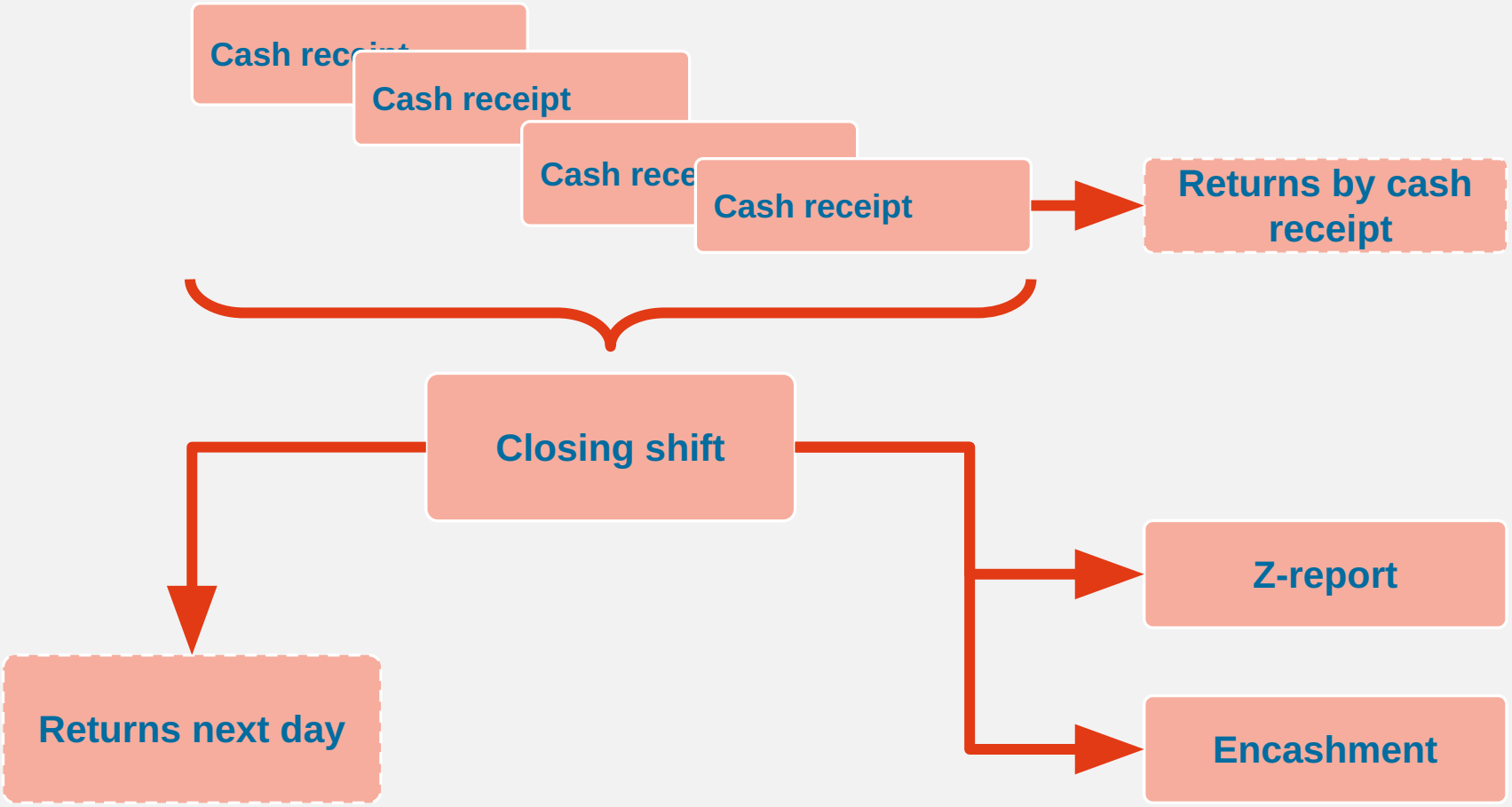
Business processes
Sales of spare parts wholesale

Workflow diagram
Sales of spare parts wholesale



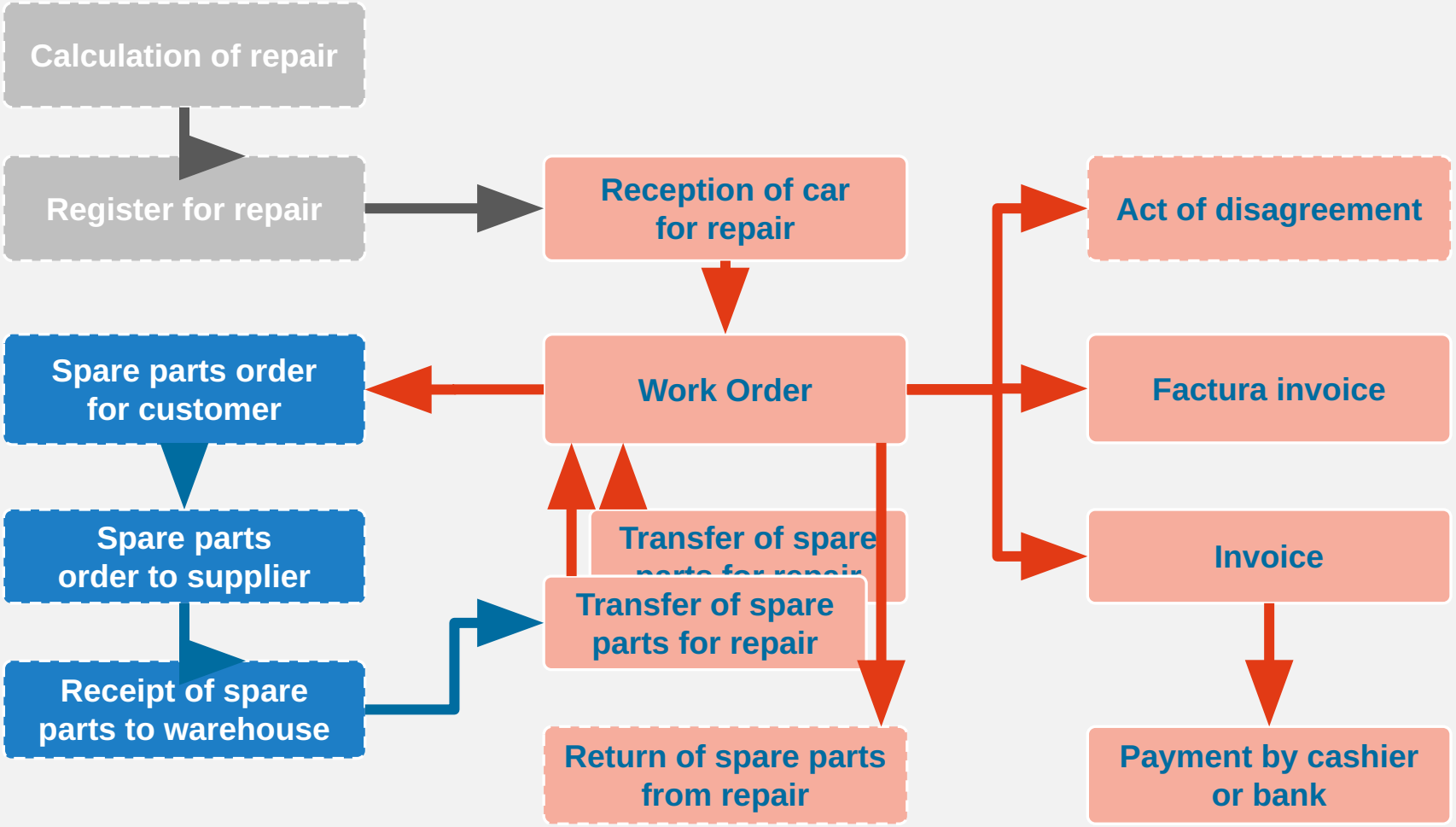
Business processes
Sales of spare parts in retail

Workflow diagram
Sales of spare parts in retail



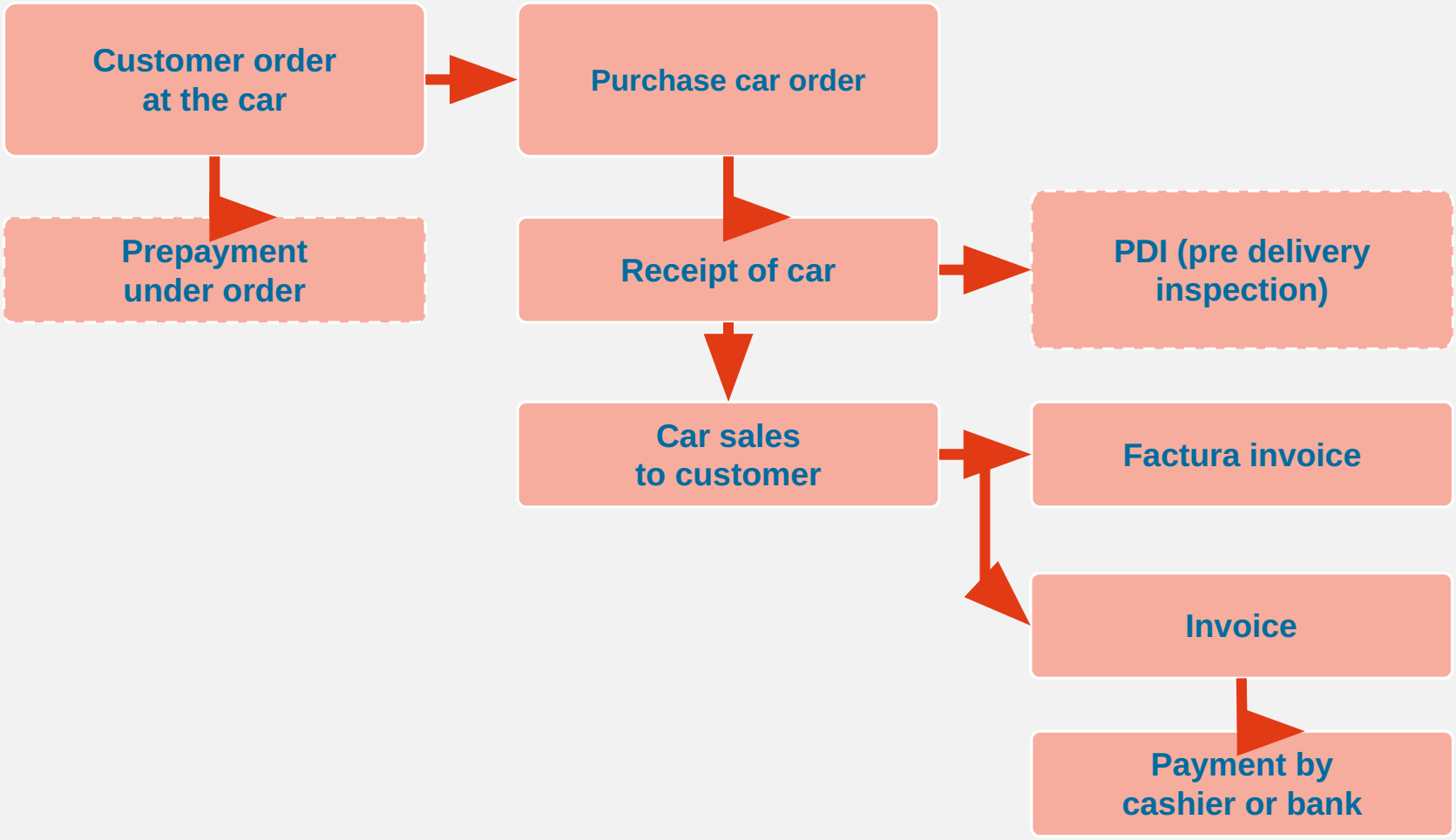
Business processes
Car repairs/Workshop

Workflow diagram
Repair of automobiles



Business processes
Automobile sales

Workflow diagram
Car sales



Alfa-Auto subsystems

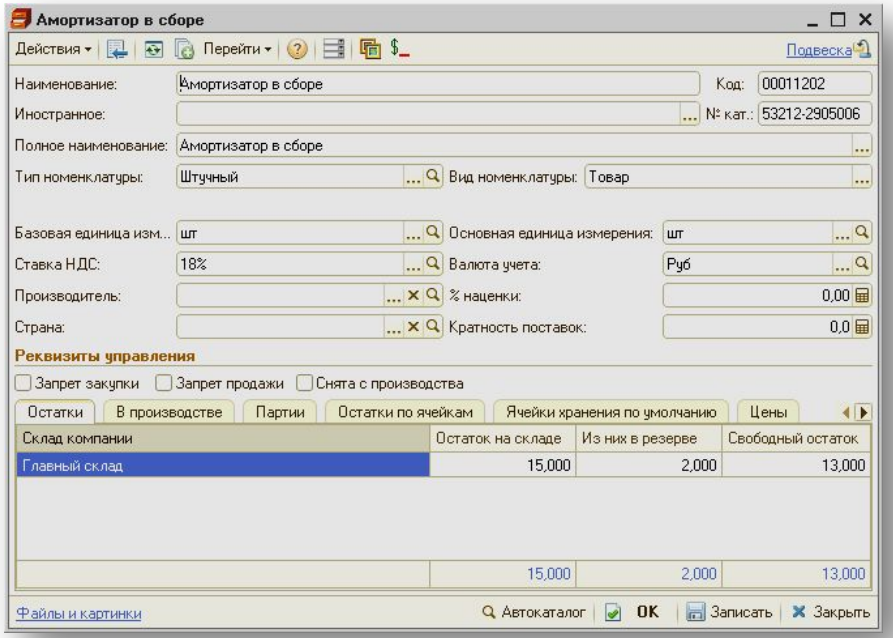
- Functional modules of "Alfa-Auto":
  - Spare parts
  - Workshop
  - Car sales
  - Mutual settlements
  - Movement of funds
  - Income & expenses
  - Budgeting
  - Customer relationship
  - Other assets
  - Managing and service

•Common database

- **Mutual settlements & movement of funds**
- **Income & expenses**
- **Customer relationship**
- **Budgeting**
- **Other assets**
- **Managing and service**
- **Car sales**
- **Workshop**
- **Spare parts**

Spare part's card

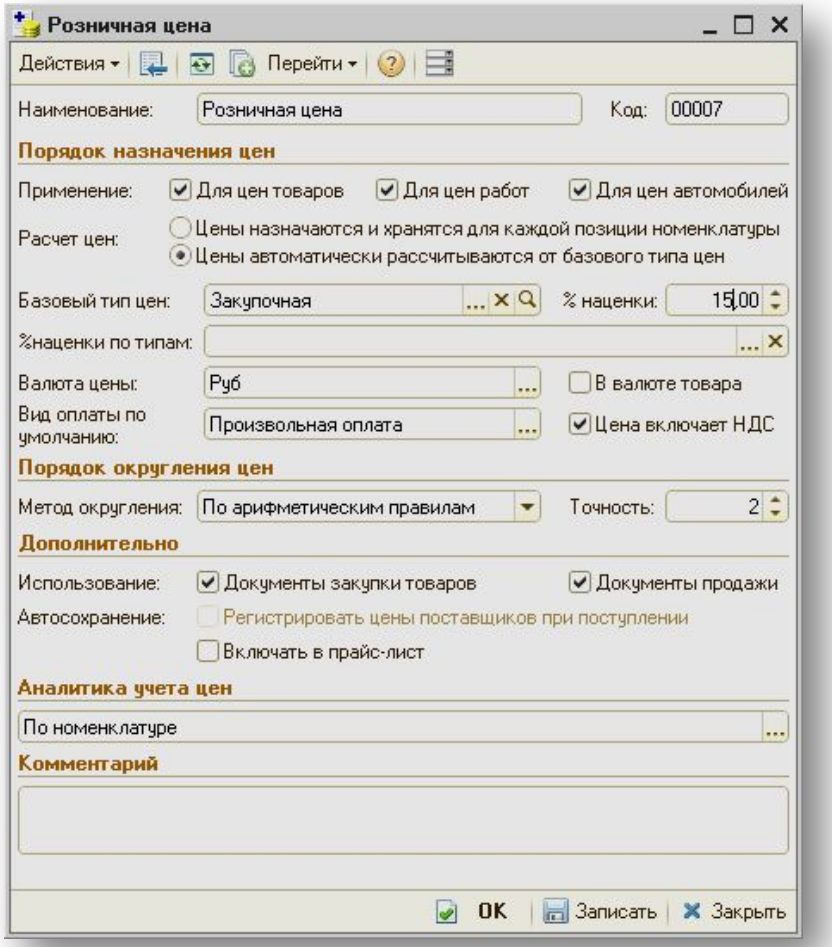
- Form of card and nomenclature list contains information and accounting data of spare parts:
  - Quantity on stock
  - Work in progress
  - Prices
  - Prices of partners and competitors
  - Replacements and equivalents
  - Applicability by car model
  - Frequency of supplies
  - Ban to buy or sell
  - Minimal remainder
  - Unfilled customers orders and orders to suppliers



Pricing by spare parts

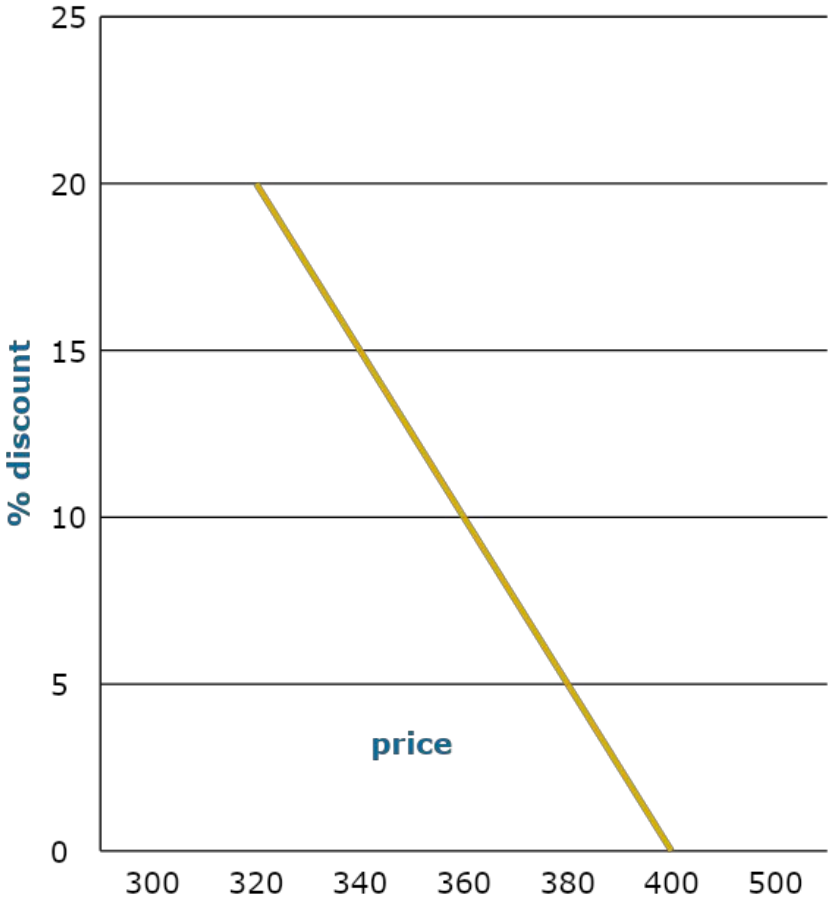
- Different ways to form spare parts prices:
  - Price setting for each parts item by documents
  - Automatic mark-up pricing according to basic price type

- Parameters of price types:
  - Application area (spare parts, auto-works, automobiles)
  - Currency of price
  - Usage (purchase documents, sales documents)
  - Analytics of price's accounting and formation (by spare parts, characteristics, unit of measurement)



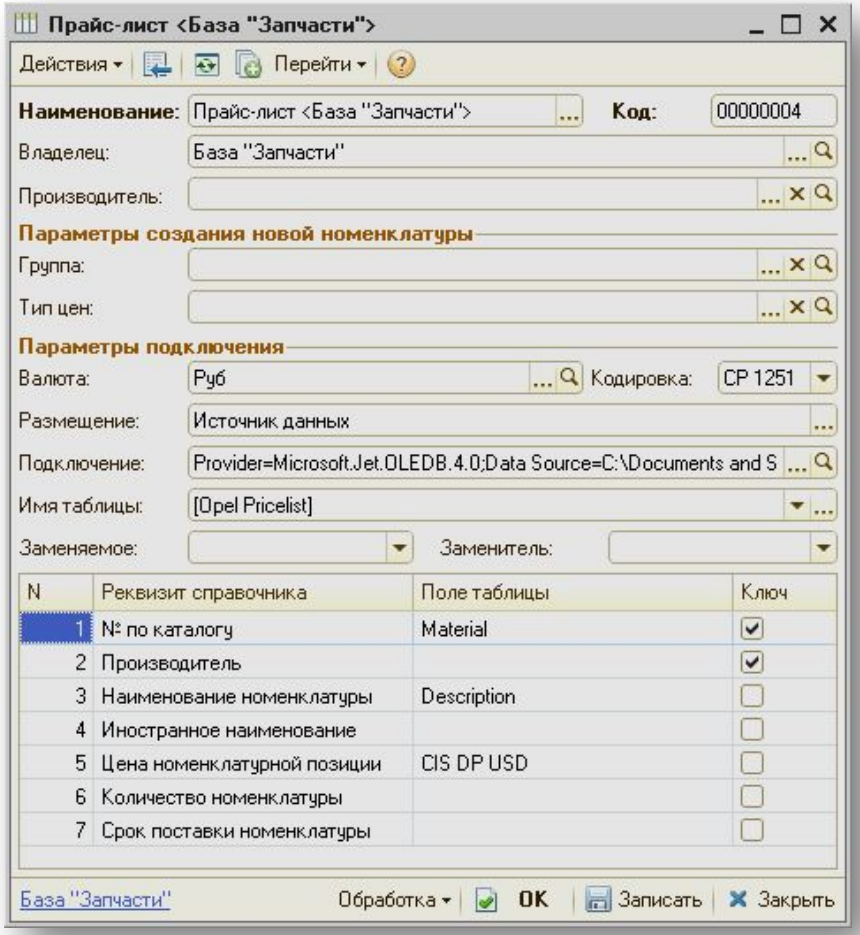
Discounts at spare parts

- The program uses a flexible system of discounts:
  - Discount on entire customer's order
  - Discount on certain items in sales document
- Terms of discounts can be assigned:
  - List of spare parts and auto-works that are covered by discounts
  - Customer's current sell price
  - Discount card and amount of savings on it
  - Days of the weeks and time of discounts
  - Discount to contractor
- The ability to grant discounts to customers is regulated at the level of user rights



Price lists of the suppliers

- External price lists can be connected for storing in database of suppliers' price lists
- Supported formats of price lists: xls, ods, txt, mdb
- Following price list options are included:
  - Spare parts search in price lists by catalogue number
  - Creation of spare parts card and prices out of price list
  - Load he replacement spare parts
  - Updating of price lists and its prices



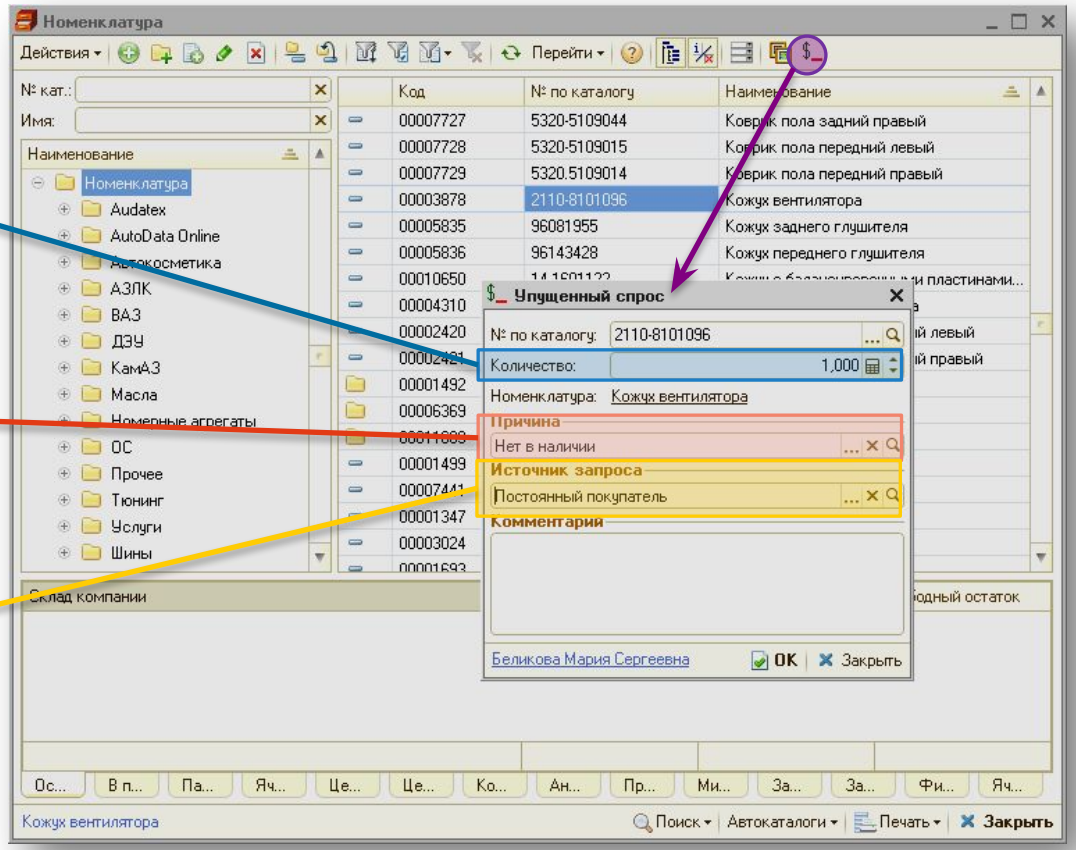
Lost demand

- Registration of spare parts lost demand from nomenclature catalogue and sales documents

Requested quantity

Reason of loss

Source of request



Customer's order

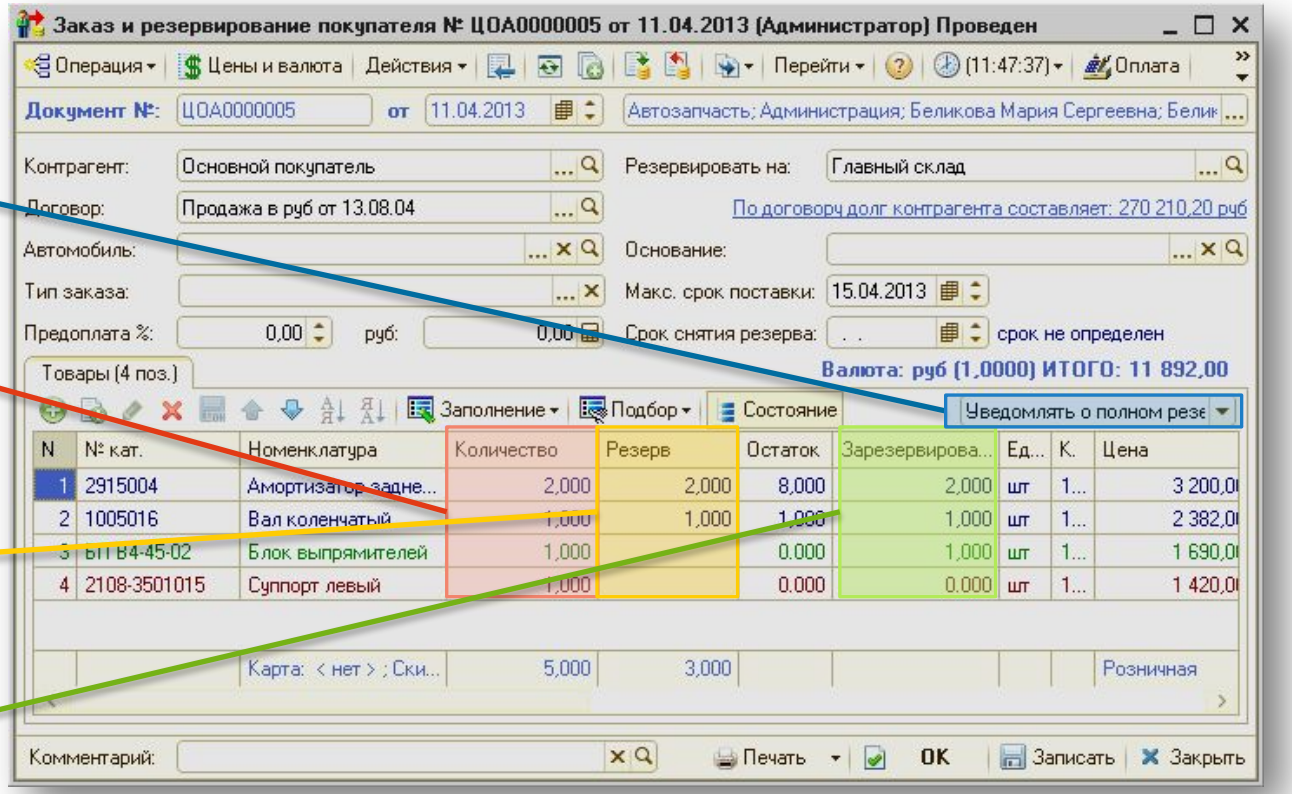
- Customer's order allows to issue commercial offer, to reserve available spare parts and order missing spare parts.

Notifications to managers

Requested quantity

Reserve from stock

Status of reservations

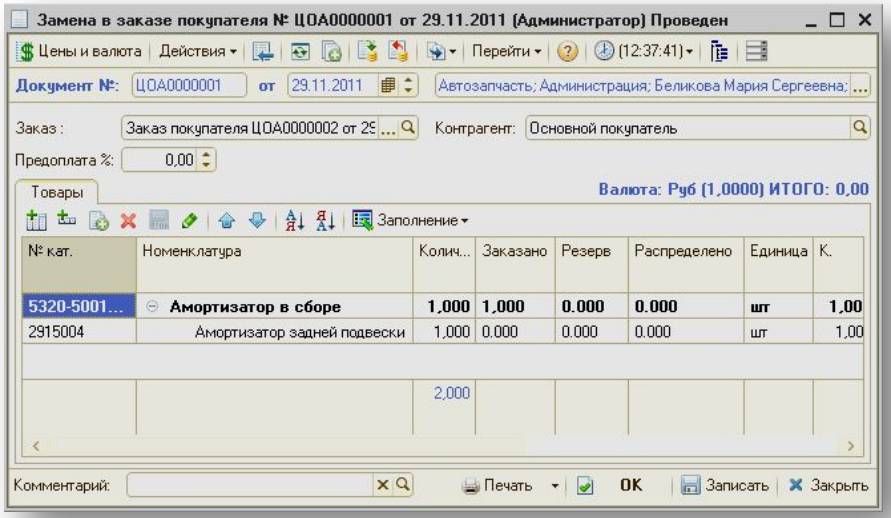


Purchase order

- "Alfa-Auto" has mechanisms of calculating requirements of spare parts in warehouses. So purchase order can be created:
  - According to customers' and subdivisions' orders
  - According to minimum balances
  - According to sales of selected supplier
  - According to calculations based on sales statistics (taking into account equivalents):
    - Monthly sales for a year
    - Amount of sales documents
    - Amount of work in progress
    - Sales forecast for a set period

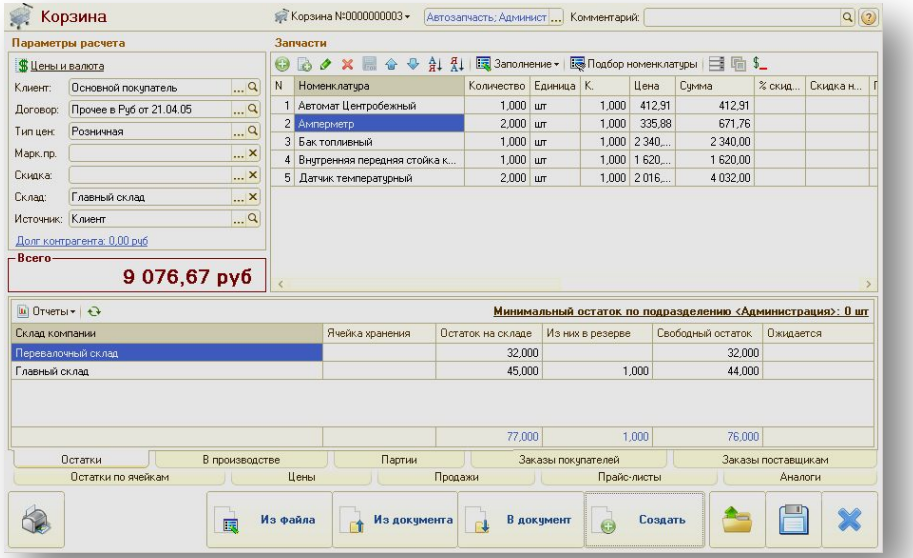
Adjustment orders

- The program supports different adjustments of customer's orders and orders to suppliers:
  - Adjustment of spare parts' list in orders
  - Replacement of parts
  - Removing of reservations on spare parts



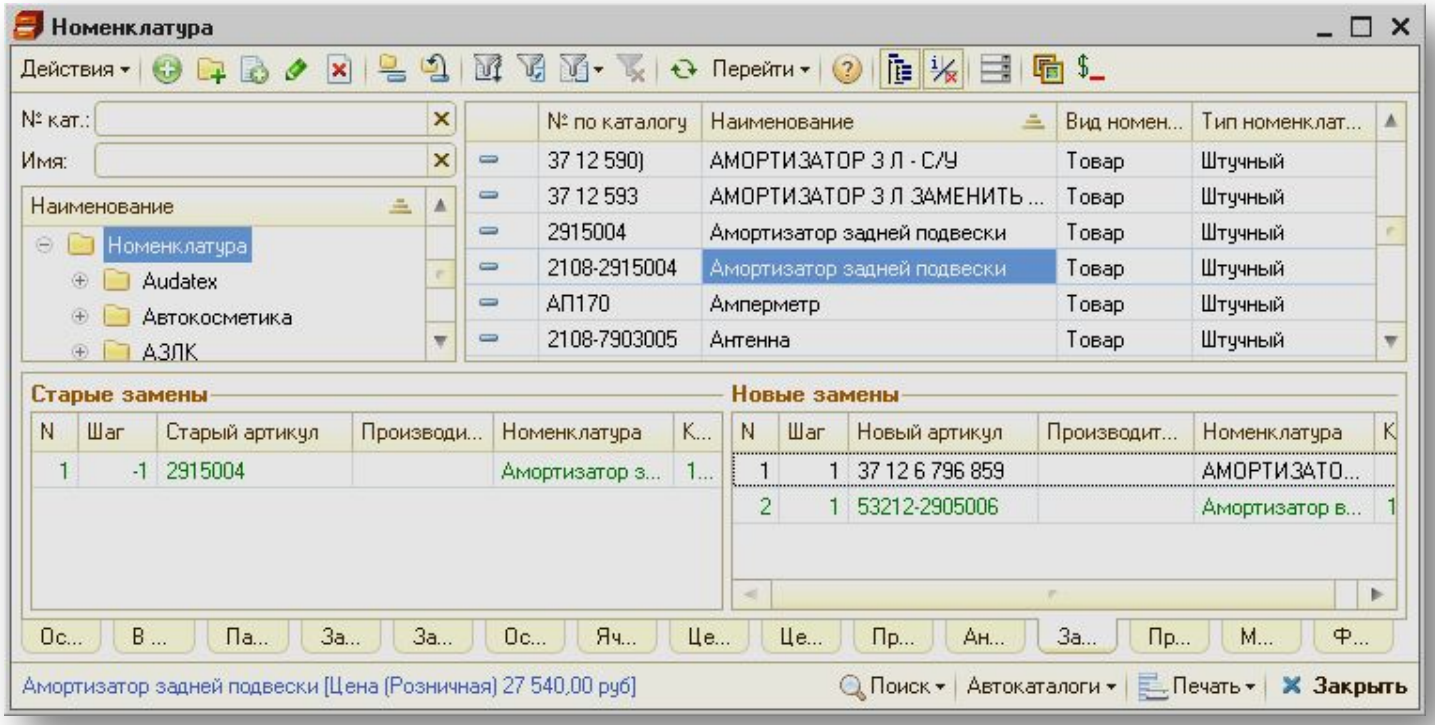
Cart\basket

- Automated workplace of seller simplifies selection of spare parts and drawing up documents:
  - Information output about balances, orders and sales of selected spare parts
  - Saving selected spare parts to cart
  - The opportunity to return to a previously saved cart and create necessary documents: customer's order, realization of goods and others.



Replacement spare parts

- List of replacements can be stored for each spare part
- In spare parts selection replacements are taken into account



Receipt of goods to warehouse

Warehouse receipt can be filled:

- Based on purchase order
- Based on e-file
- Based on spare parts barcodes, read by barcode scanner or data acquisition terminal

Upon receipt of spare parts under purchase order, reservation of spare parts under customers orders is made automatically

Sales of spare parts

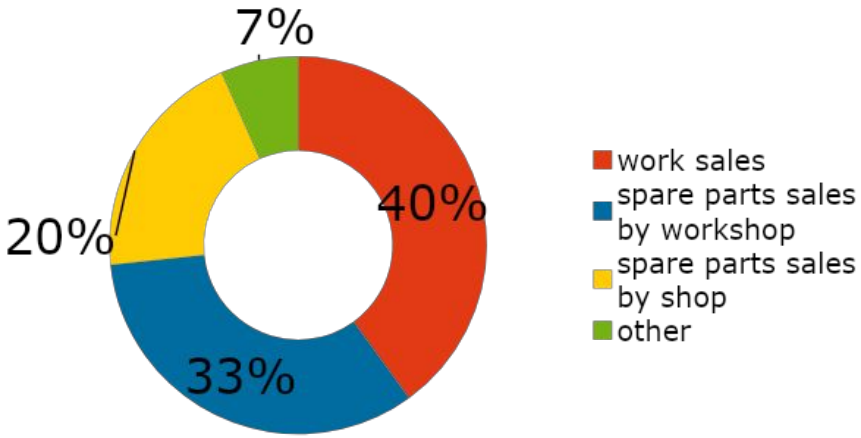
- Sales of spare parts to customer can be carried out wholesale or in retail:
  - Wholesale
    - Document "Realization of goods"
    - Sales can be carried out with or without pre-order (reservation) of goods
    - Executing full package of documents (Invoice, TORG-12, Factura invoice)
  - Sales in retail
    - Document "Cash receipt"
    - Impersonal sales with the use of trade equipment (cash register).

Warehouse documents

- "Alfa-Auto" contains a set of all necessary warehouse documents:
  - Goods movement
  - Write-off of goods
  - Inventory
  - Re-grading
  - Assembly of kit
  - Disassembly of kit
  - Picking
  - Transfer of spare parts in the workshop

Warehouse and sales reports

- Analytical reports:
  - Analysis of sales and trade margin
  - Analysis of price changes
  - Analysis of lost demand
- Reports on orders:
  - Status of customers orders
  - Status of orders to suppliers
  - Overdue reserves
- Warehouse reports:
  - Balances and sales of consignments
  - Movement of goods
  - «Work in progress» report
  - Deadstock spare parts

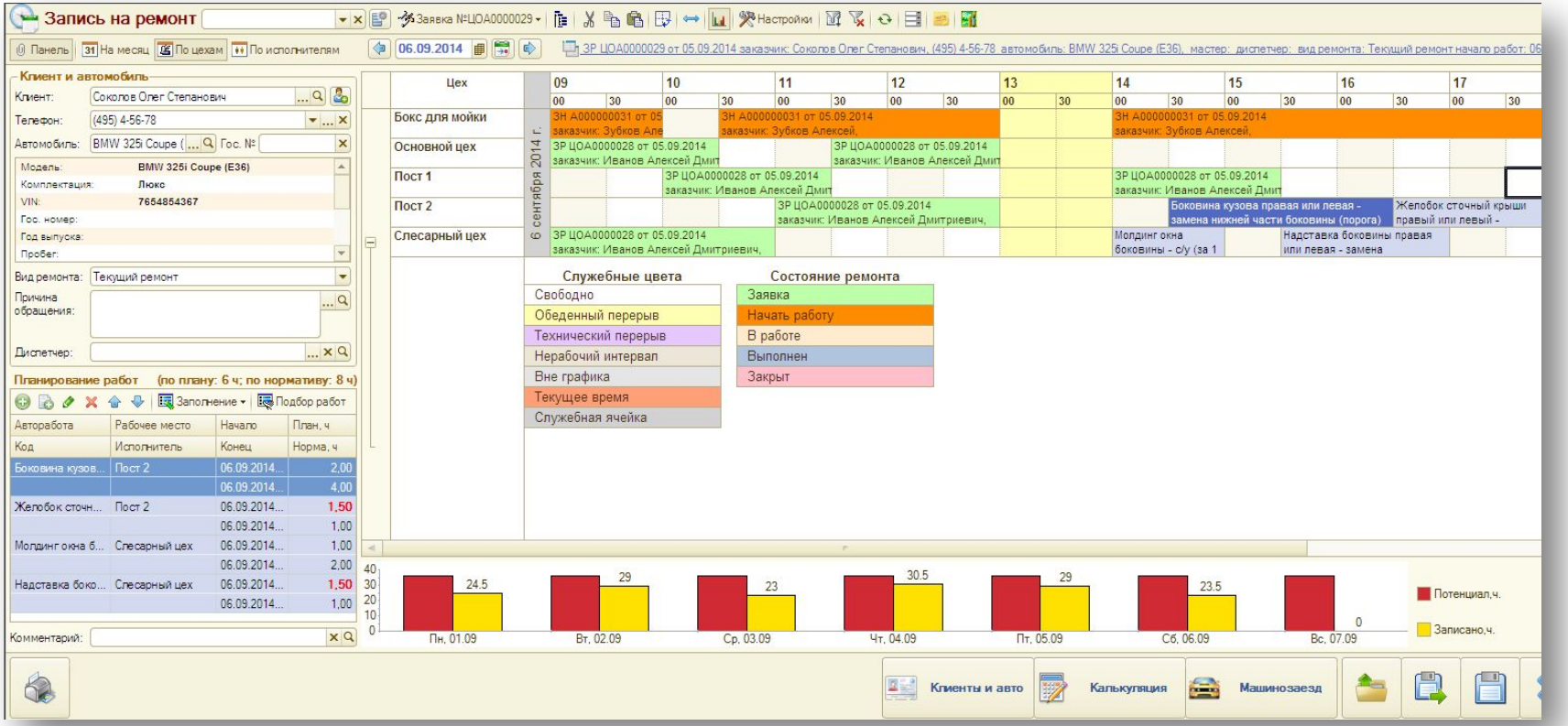


Упущенный спрос

Номенклатура	Итого	
	Количество	Количество запросов
Антенна	1,000	2
Двигатель ВАЗ 2103	2,000	2
Лампа переносная	8,000	1
Насос	9,000	1
Ось рычага	10,000	3
Итого	30,000	9

Planning the visit of customer

- "Alfa-Auto" has a convenient tool for planning visit customer to the workshop. The tool allows you to schedule time of of mechanics and workplace (lifts).



Labor time and pricing

Labor catalogue stores information about time allowance in terms of car models and their grade.

Pricing on labor (cost of labor hour) can be set on following parameters:

- Labor (group of labors) – mandatory term
- Organization
- Type of repair
- Workshop
- Car model
- Customer and contract of settlement payments

Pre-calculation

- "Alfa-Auto" has a tool for calculating estimated cost of repair – document "Request for repair".
- Calculation can be saved in database for later analysis.
- Work Order can be created based on calculation.
- Calculation (Request for repair) can be linked to customer's car order
- Calculation can be used in case of executing installation of additional equipment.

Work Order

- Main document of auto-service – "Work Order".

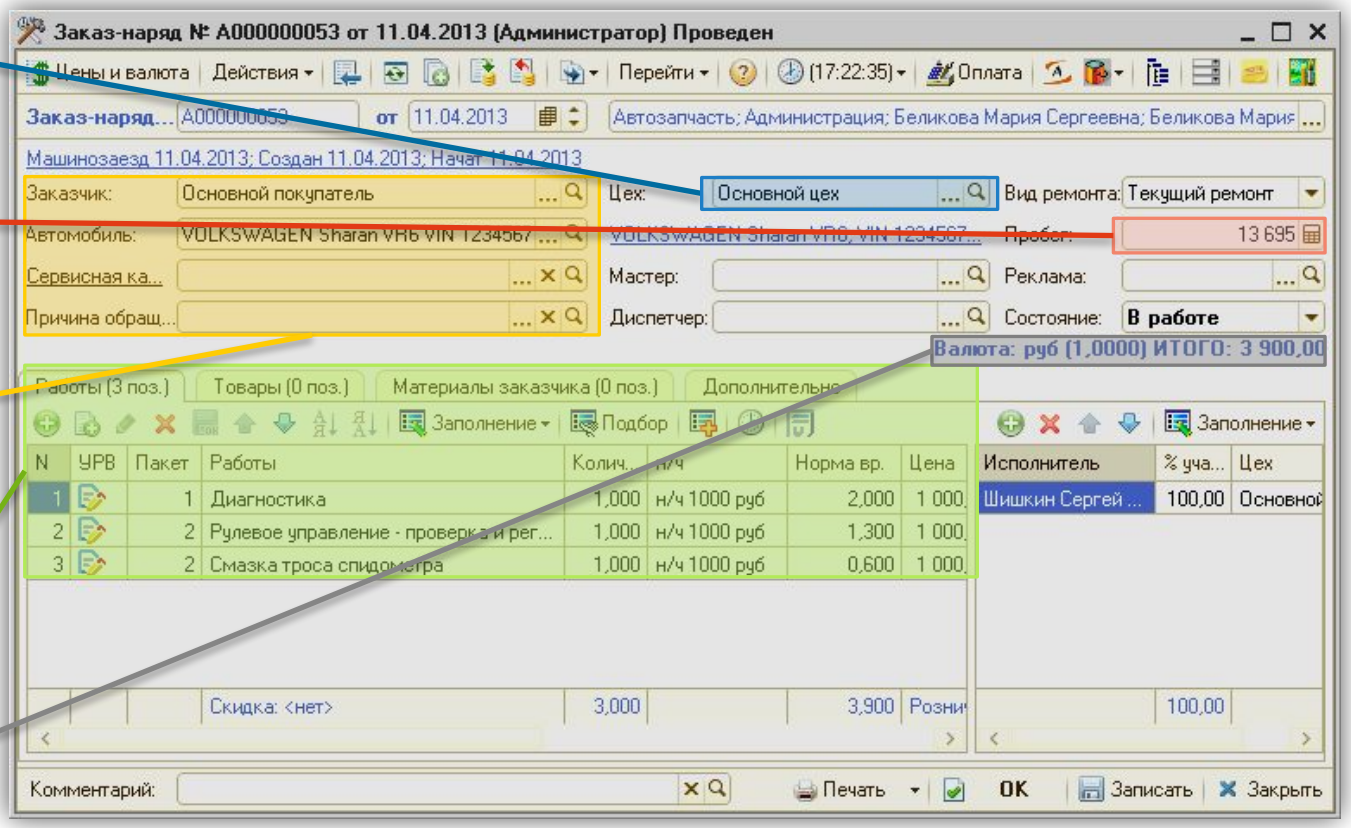
Place of repair

Mileage at the time of executing Work Order

Information about customer and car

List of labors and spare parts

Total cost of repair



Work Order

- Review of customer and automobile history
- Ability to reserve spare parts during selection
- Missing parts order
- Appointment for spare parts issue from warehouse
- Review or detail's recipients
- Selection of related works (work + spare part)
- Data upload from programs that calculate labor intensity (Silver-Dat II, Autodata, Autodata Online,
- Automatic distribution of working out to mechanics depending on the amount of work performed and the
- Work status display (not started, in progress, suspended, completed)

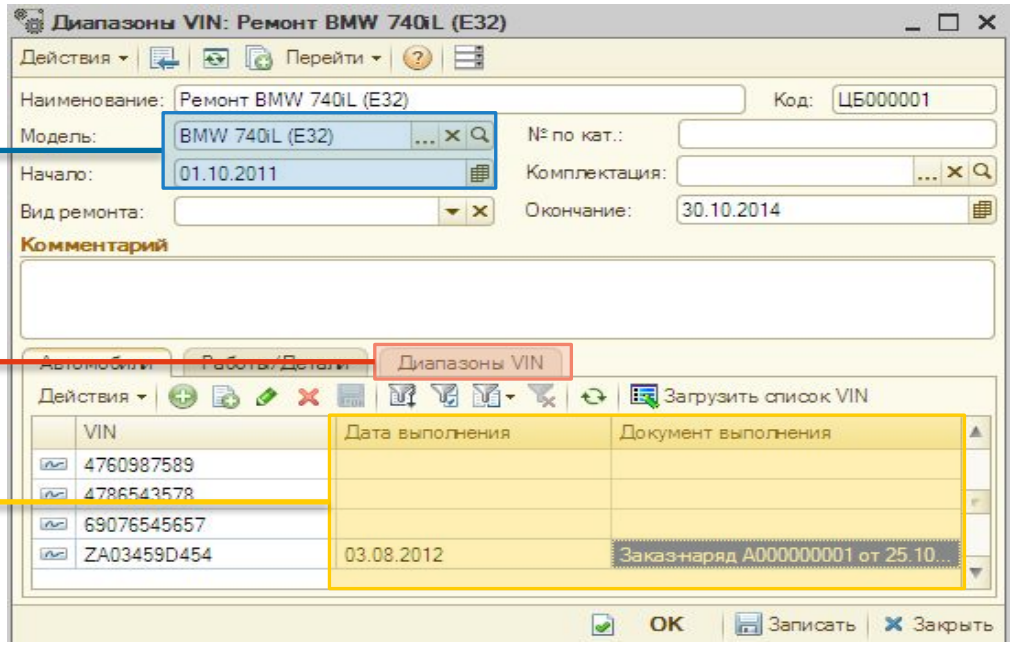
Service campaign

- Tracking the need to run service campaign at the stage of Work Order execution
  - List of VIN numbers in service campaigns can be loaded from a file (xls, ods, txt, mdb).
  - Service campaign can be executed in current or new Work Order (new request for repair).

Car model and campaign period

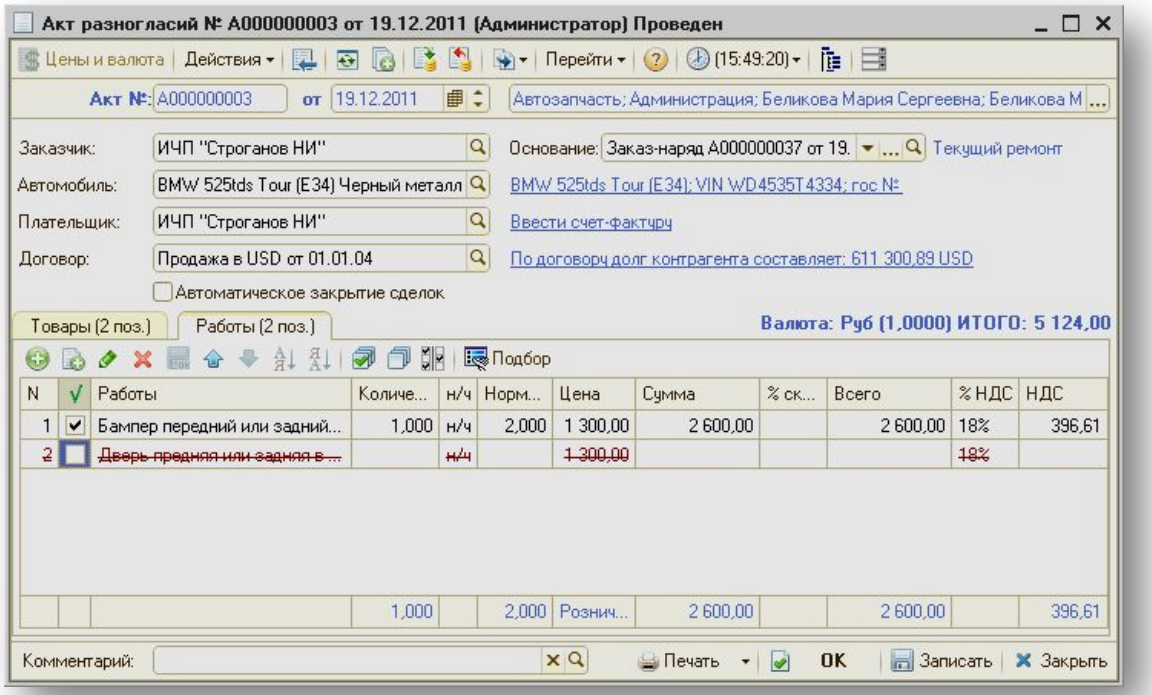
Range of VIN numbers

Date and document of campaign execution



Act of disagreement

- Act of disagreement corrects revenues and settlement payments of closed Work Orders (e.g. insurance or warranty repair)

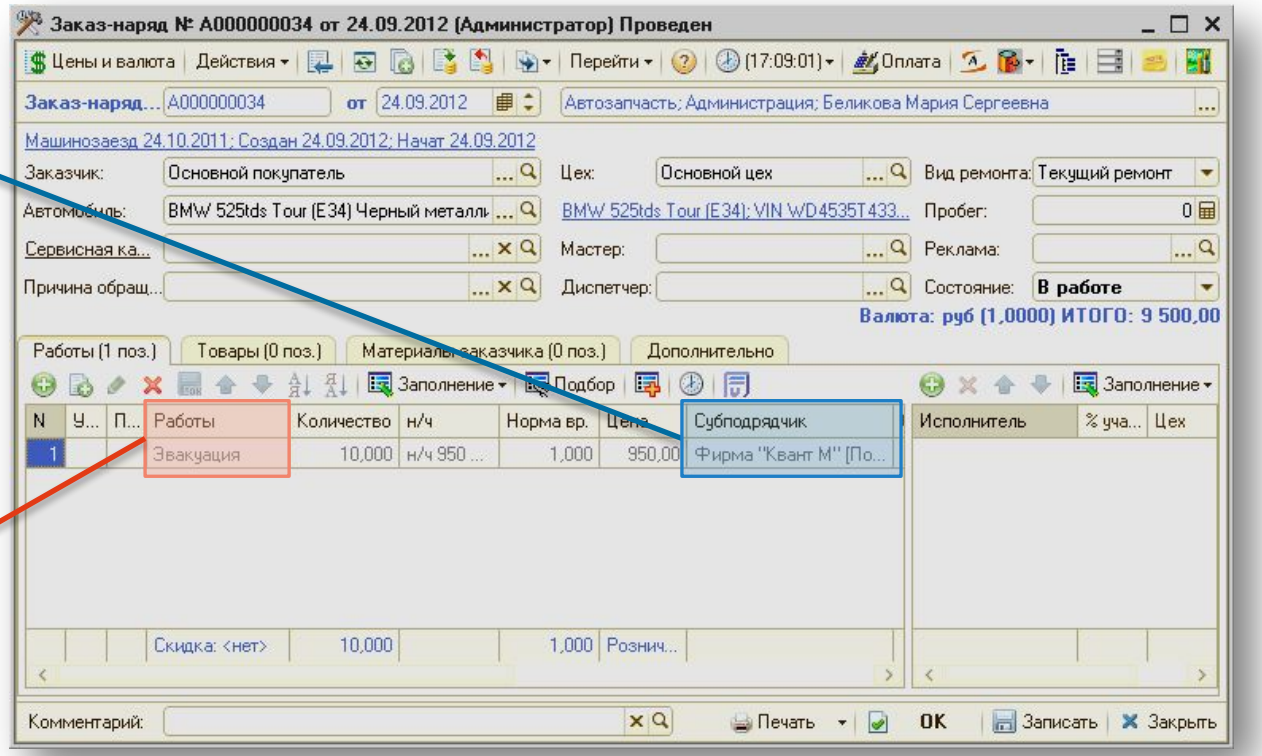


Subcontracted work

- Subcontracted works can be considered during car repairs

Subcontractor

Subcontracted work

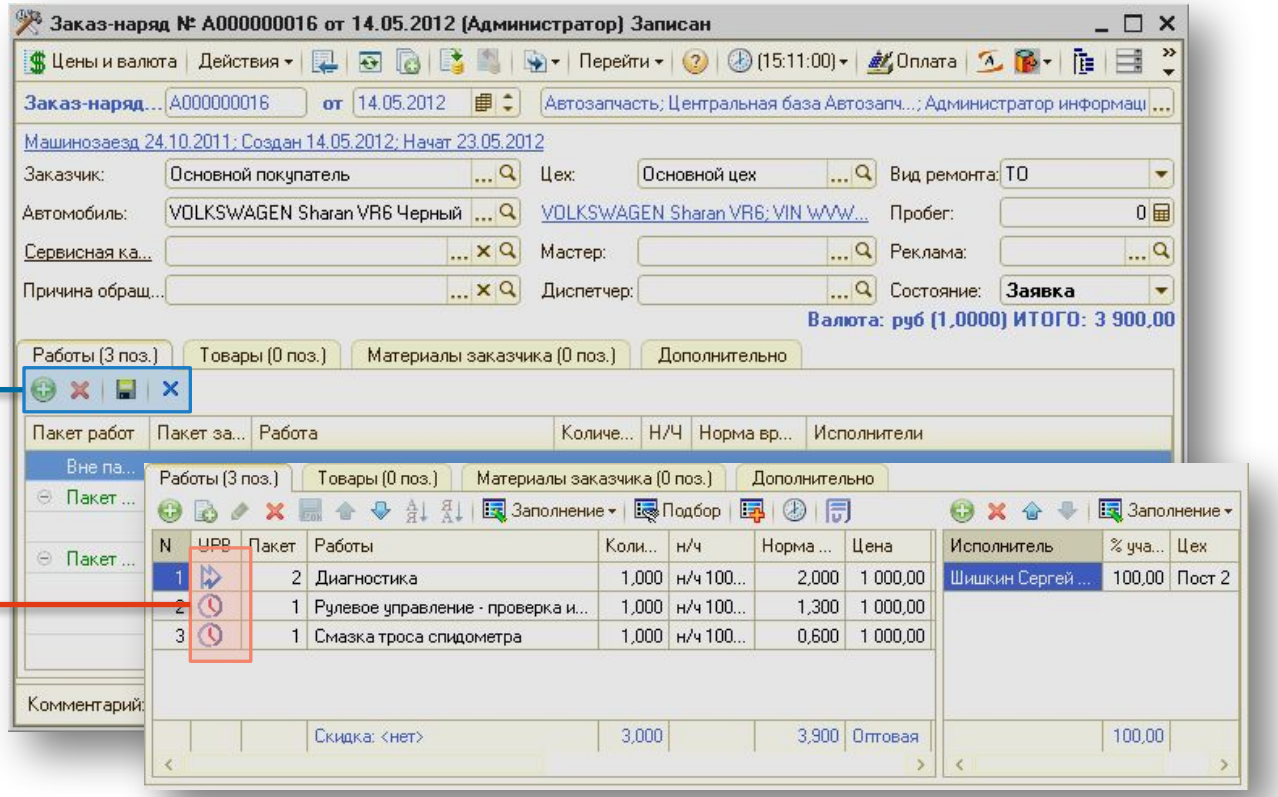


Work time logging

- "Alfa-Auto" allows to collect data on actual time spent to perform work on repair.

Editing of work packages in Work Order

Status of work execution



Workplace in auto-service

Automated workplace (AWP) of auto-service is designed to make service staff members' work more quick and convenient.

AWP consists of 6 functional panels:

- Customers and automobiles
- Calculation
- Appointment for repair
- Automobile arrival
- Work Orders
- Reports

Workplace in auto-service
Functional panel: Customers and car

Customers selection, (appointed for today / waiting for car issue)

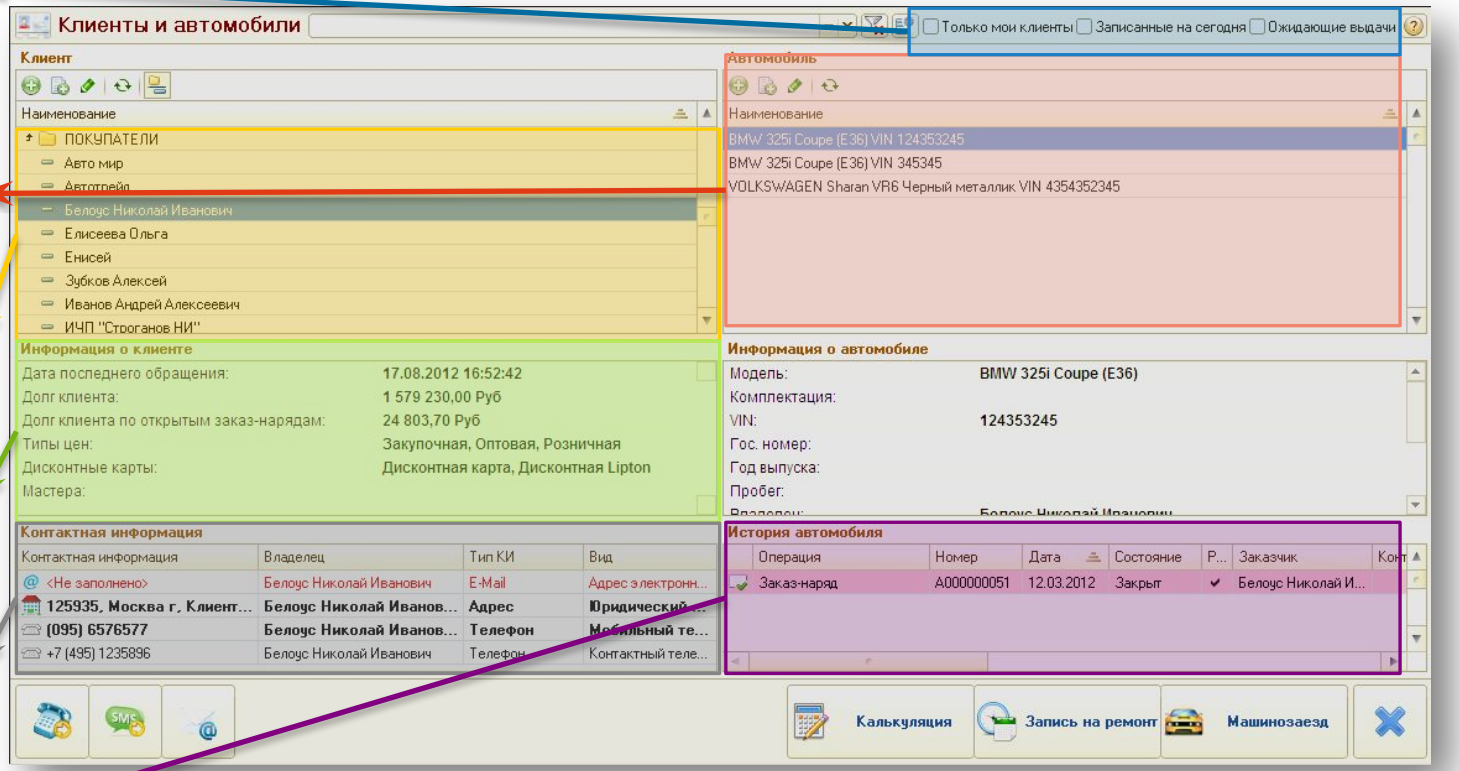
List of car of selected customer

List of customers

Information about customer's last application and debt

Customer's contact information

Repair history of selected car



Workplace in auto-service
Functional panel: Calculation

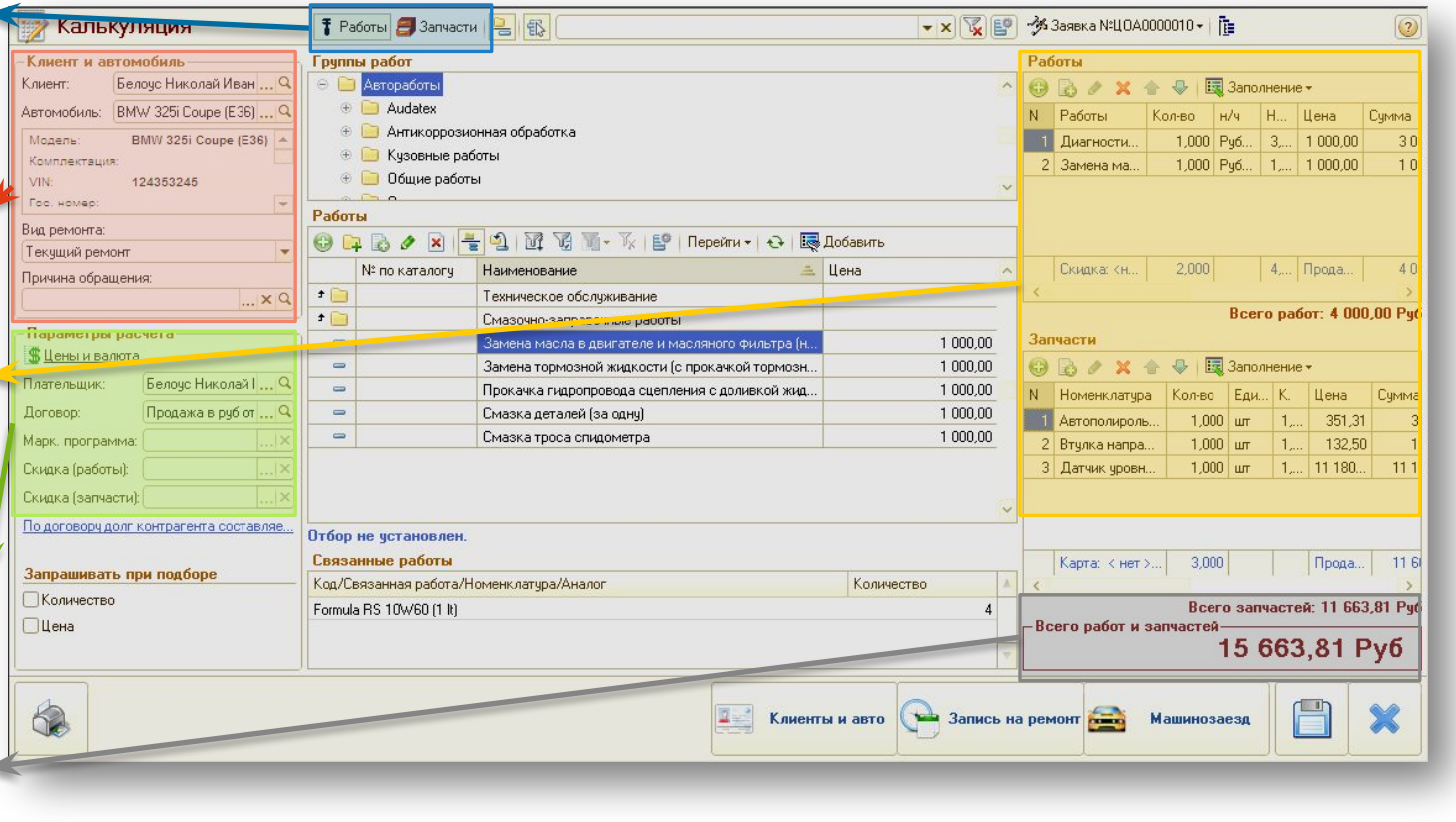
Selection of spare parts and labors for pre-calculation

Customer, car, reason for repair

Selected spare parts and labors

Payment parameters (customer's contract, discounts, prices)

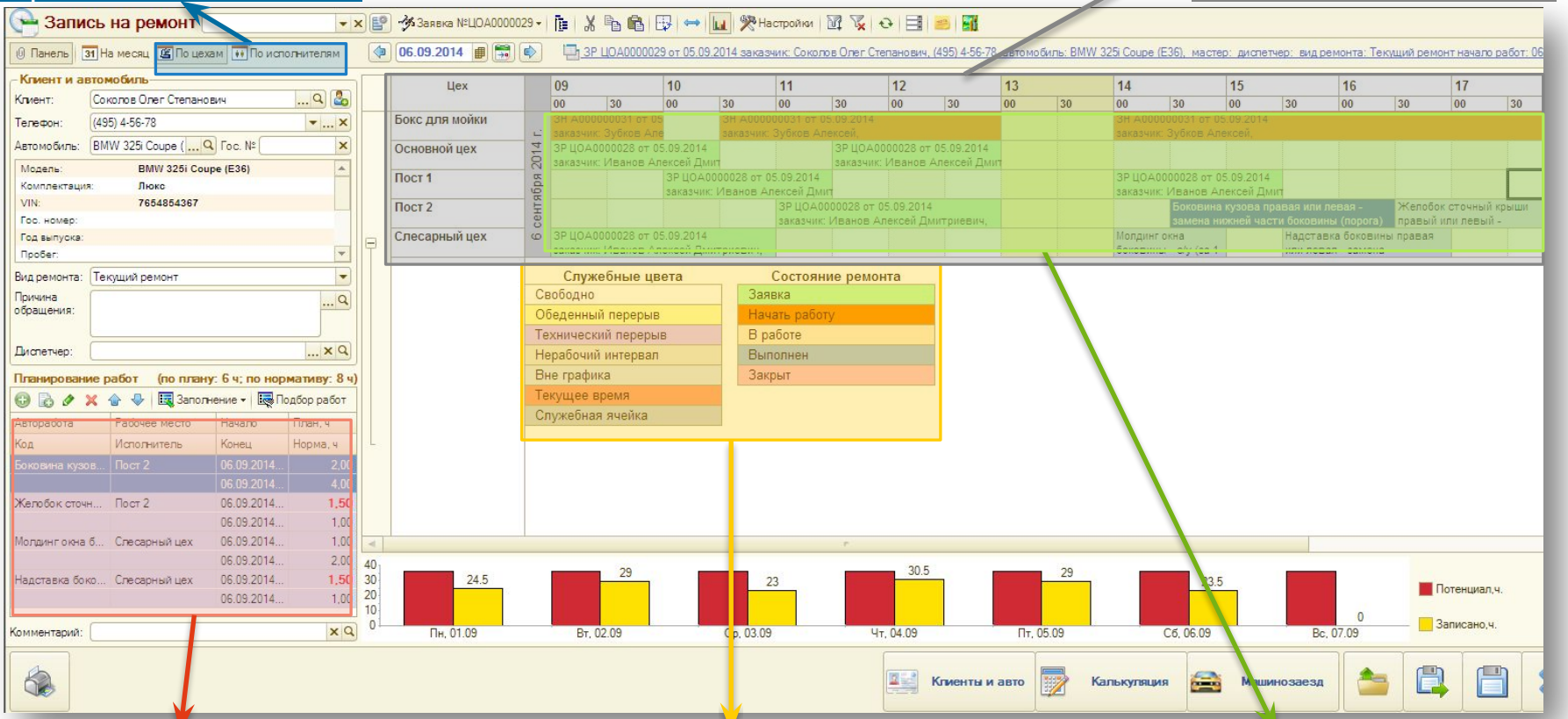
Total calculated cost of repair



Workplace in auto-service
Functional panel: Appointment for repair

Planning considering workshops and performers

Planning calendar



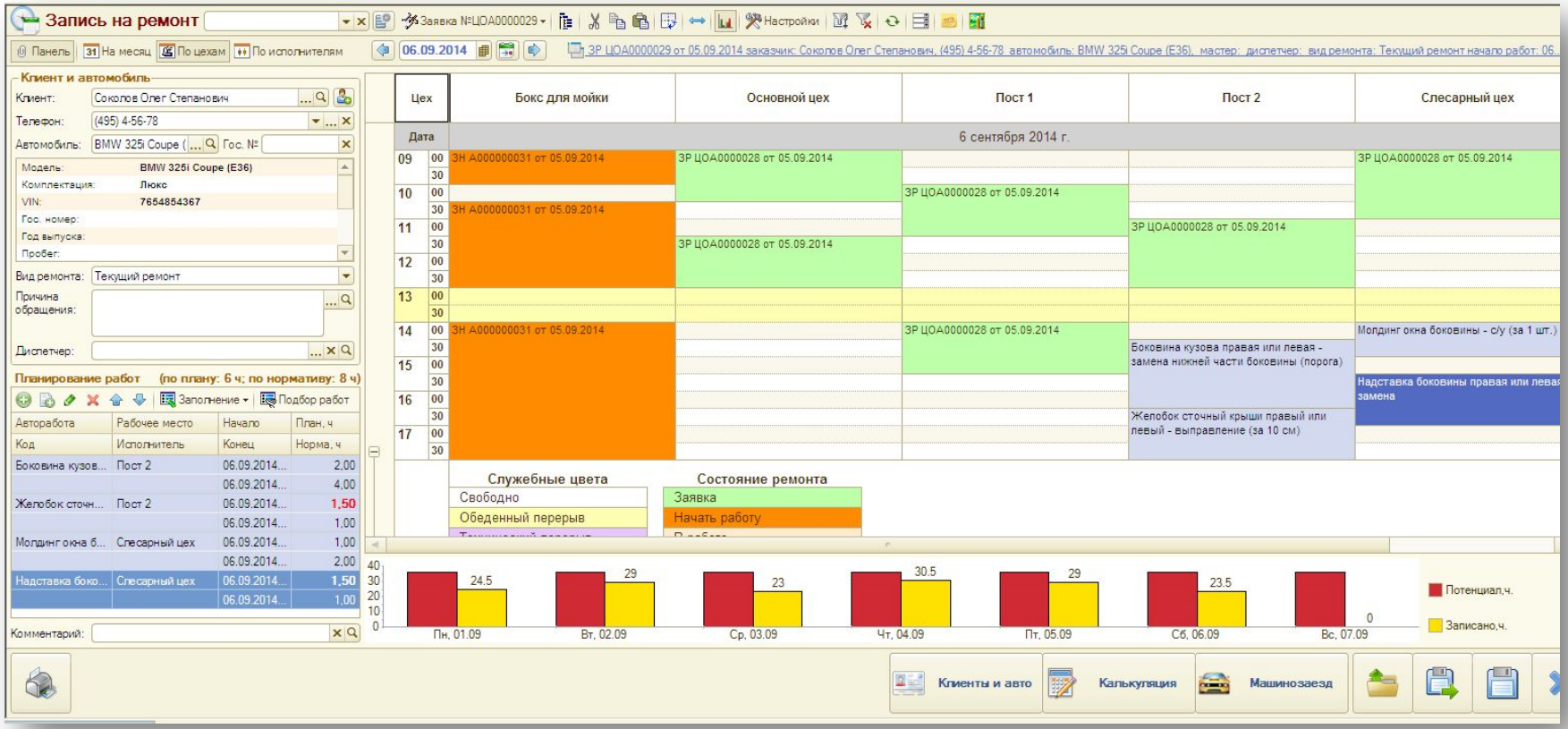
Works that must be planned

Detailed explanation of calendar colors

Works, planned on workshops

Workplace in auto-service
Functional panel: Appointment for repair

- Vertical alignment

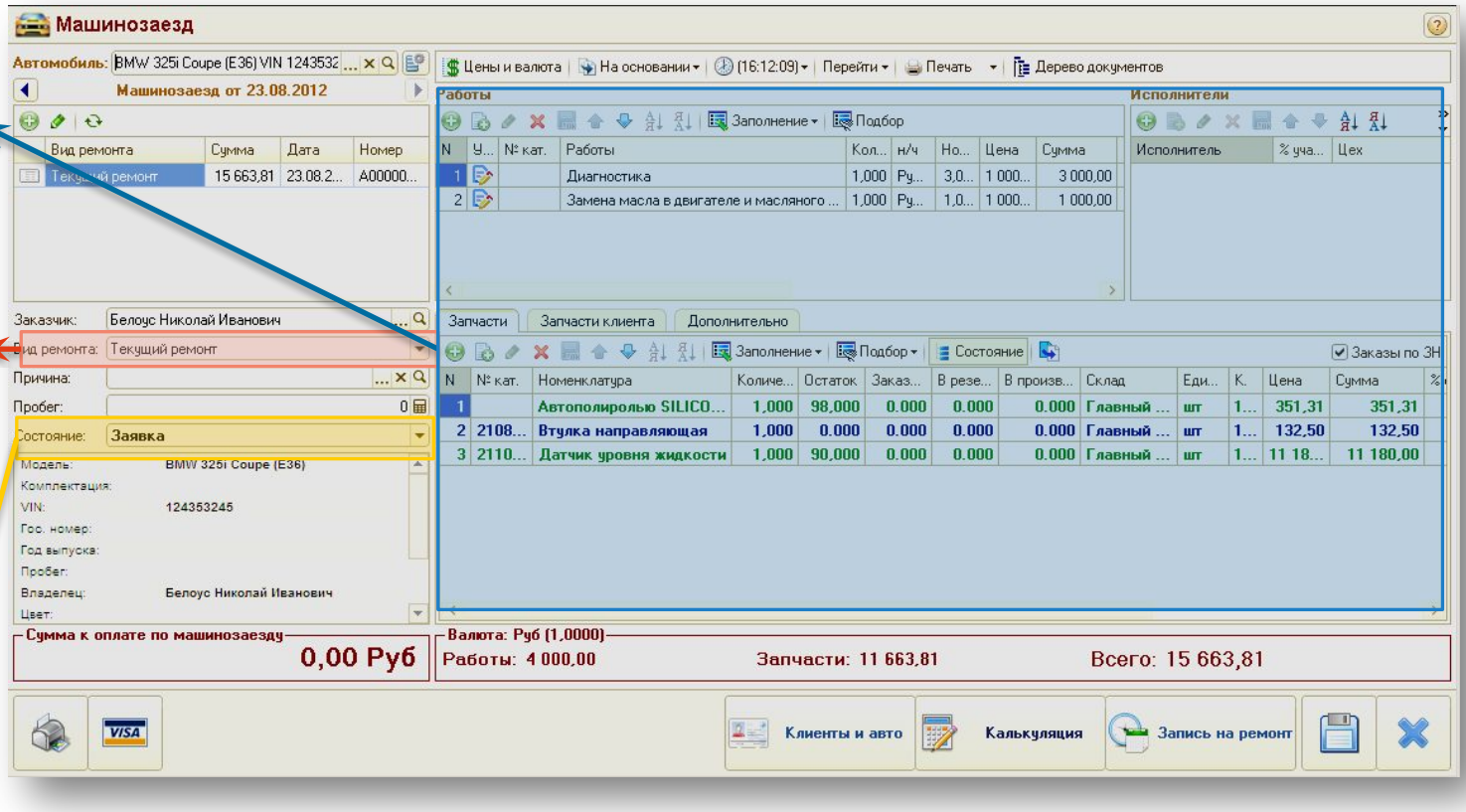


Workplace in auto-service
Functional panel: Automobile arrival

List of calculated labors and spare parts

Type of repair (as in Work Order)

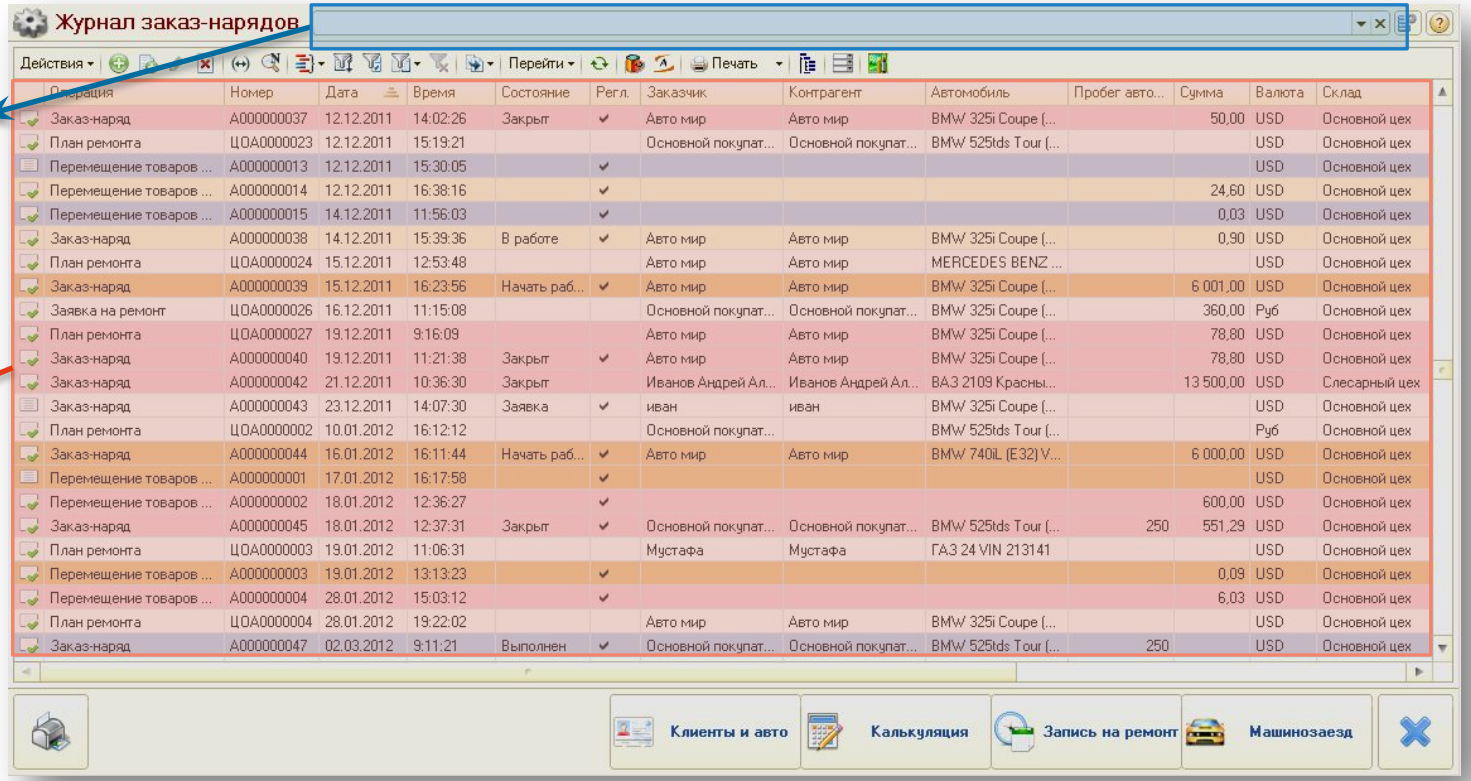
Status of Work Order



Workplace in auto-service
Functional panel: Work Order journal

Search by customer, VIN, license plate number

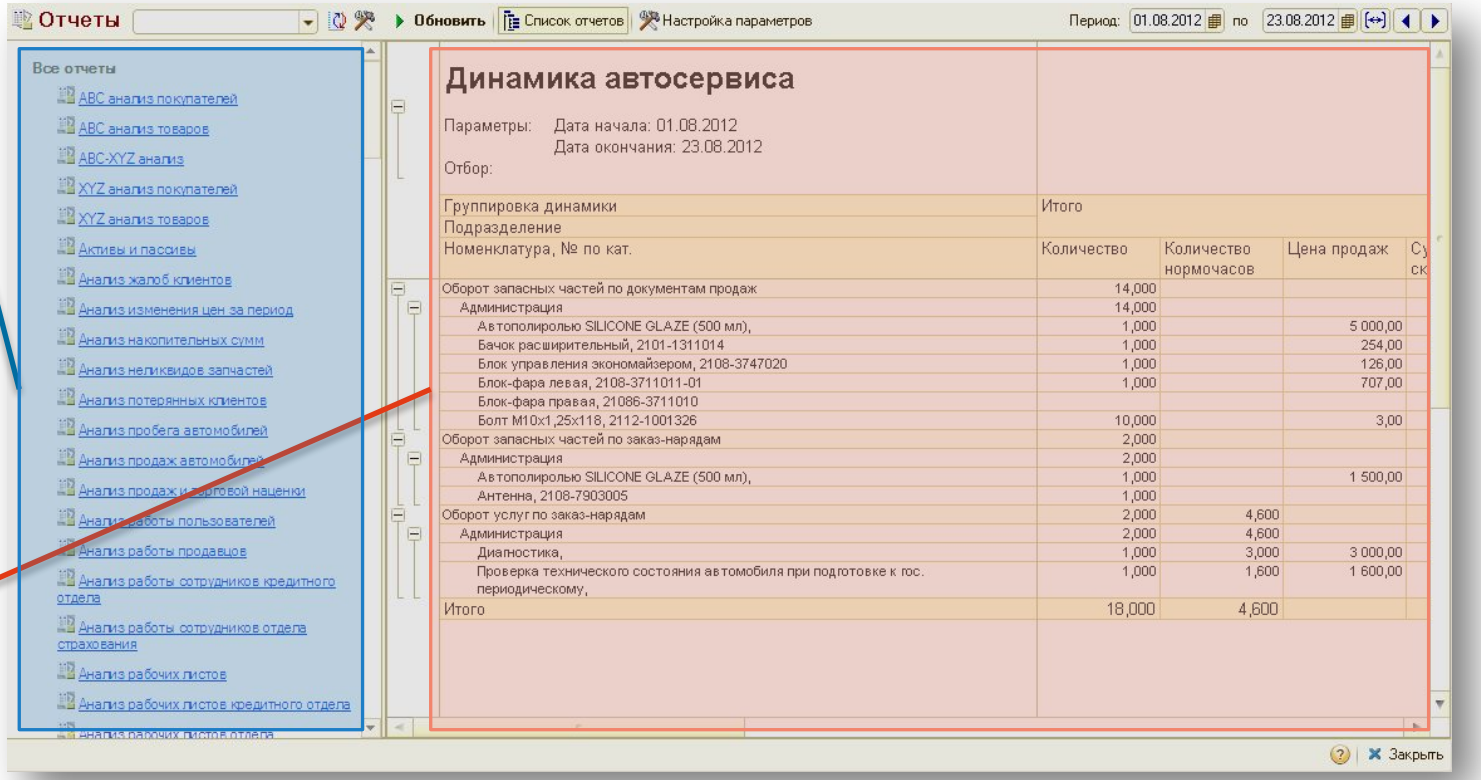
List of Work Orders and Calculations



Workplace in auto-service
Functional panel: Reports

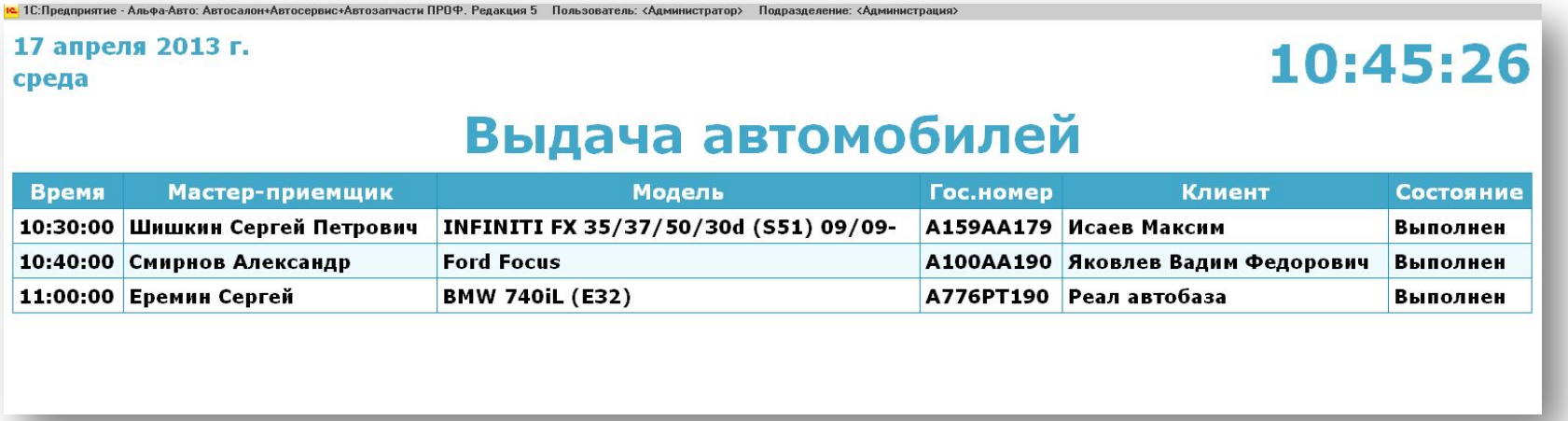
List of reports

Formed report



Auto-service monitor

- Customers can track readiness of automobiles using auto-service monitor.



Время	Мастер-приемщик	Модель	Гос.номер	Клиент	Состояние
10:30:00	Шишкин Сергей Петрович	INFINITI FX 35/37/50/30d (S51) 09/09-	A159AA179	Исаев Максим	Выполнен
10:40:00	Смирнов Александр	Ford Focus	A100AA190	Яковлев Вадим Федорович	Выполнен
11:00:00	Еремин Сергей	BMW 740iL (E32)	A776PT190	Реал автобаза	Выполнен

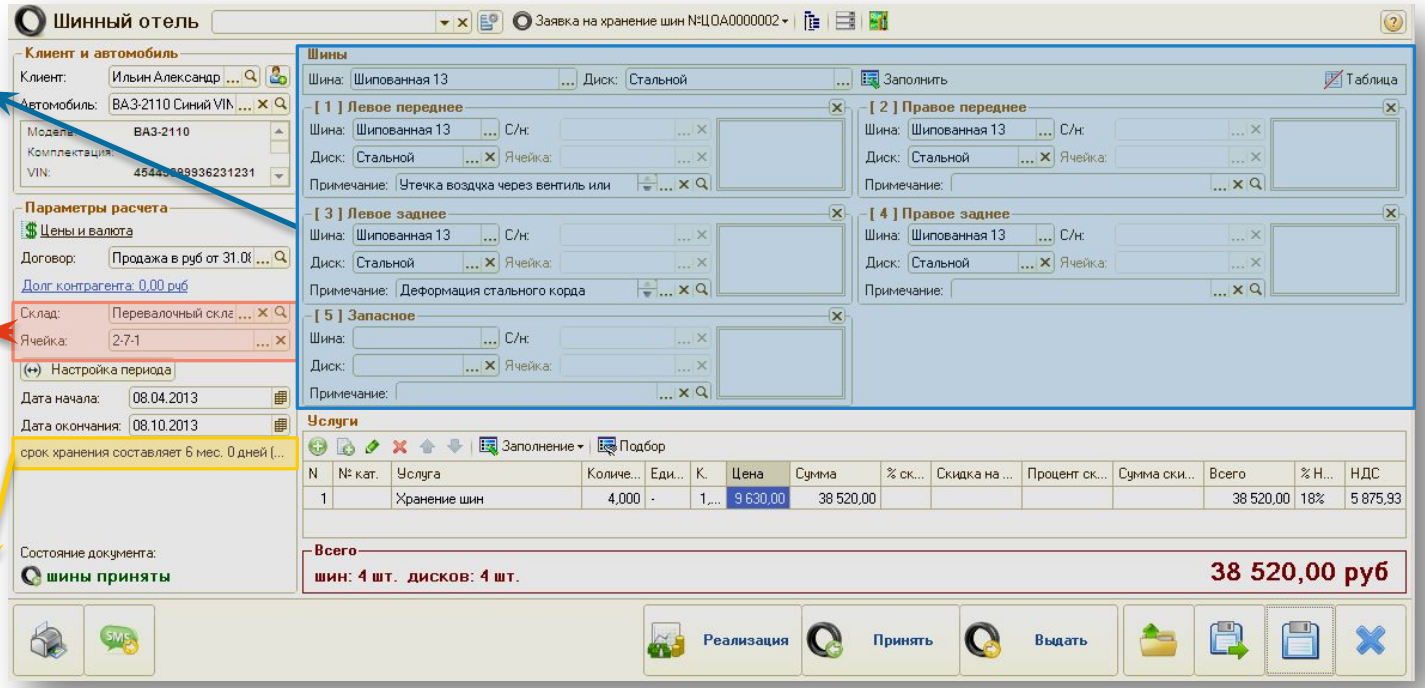
Storage tires

- Reception of tires for storage is implemented with the help of workplace "Tire hotel"

Tires, their images, notes about defects, etc.

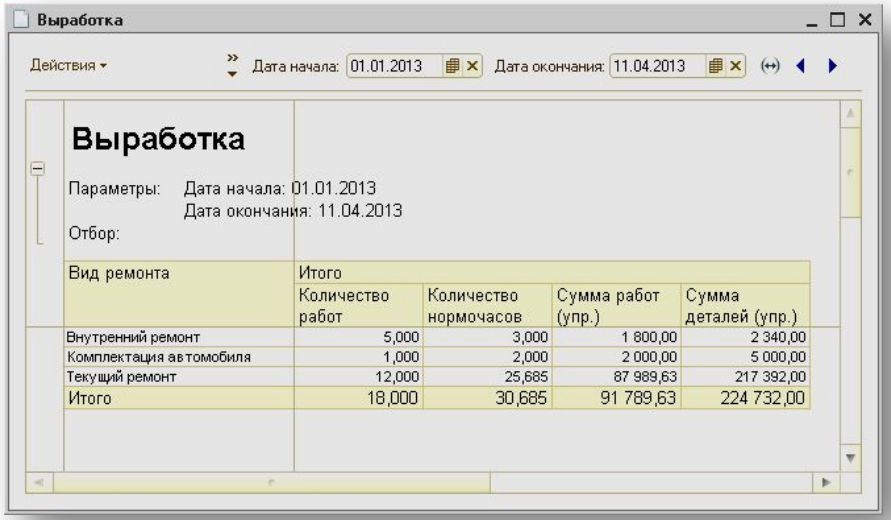
Storage data of tires

Expiry date of tires



Workshop reports

- Sold and elapsed time
- Summary sheet
- History on repair
- Dynamics of auto-service
- Execution of service campaigns
- Analysis of lost customers
- Report on subcontracted works
- Hours worked mechanics

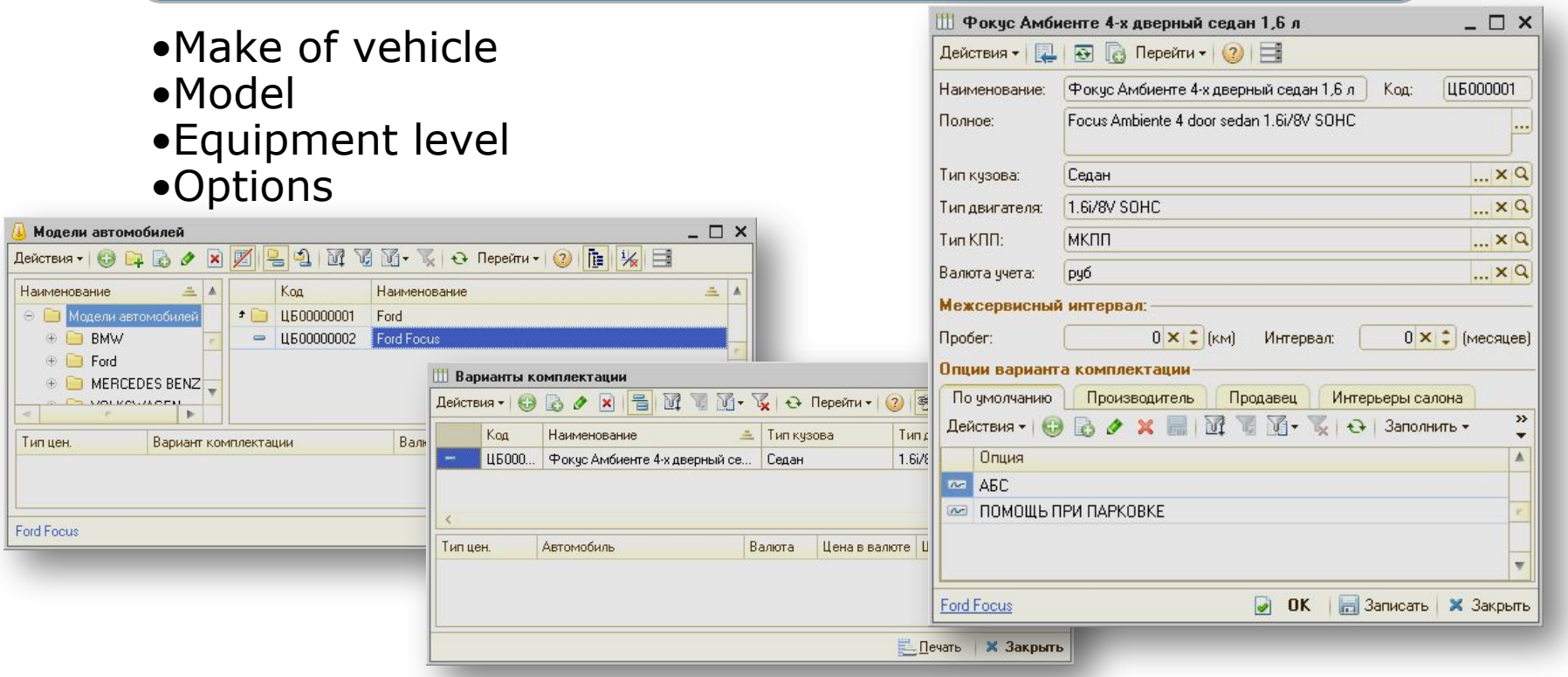


Вид ремонта	Итого			
	Количество работ	Количество нормочасов	Сумма работ (упр.)	Сумма деталей (упр.)
Внутренний ремонт	5,000	3,000	1 800,00	2 340,00
Комплектация автомобиля	1,000	2,000	2 000,00	5 000,00
Текущий ремонт	12,000	25,685	87 989,63	217 392,00
Итого	18,000	30,685	91 789,63	224 732,00

Car models and grades

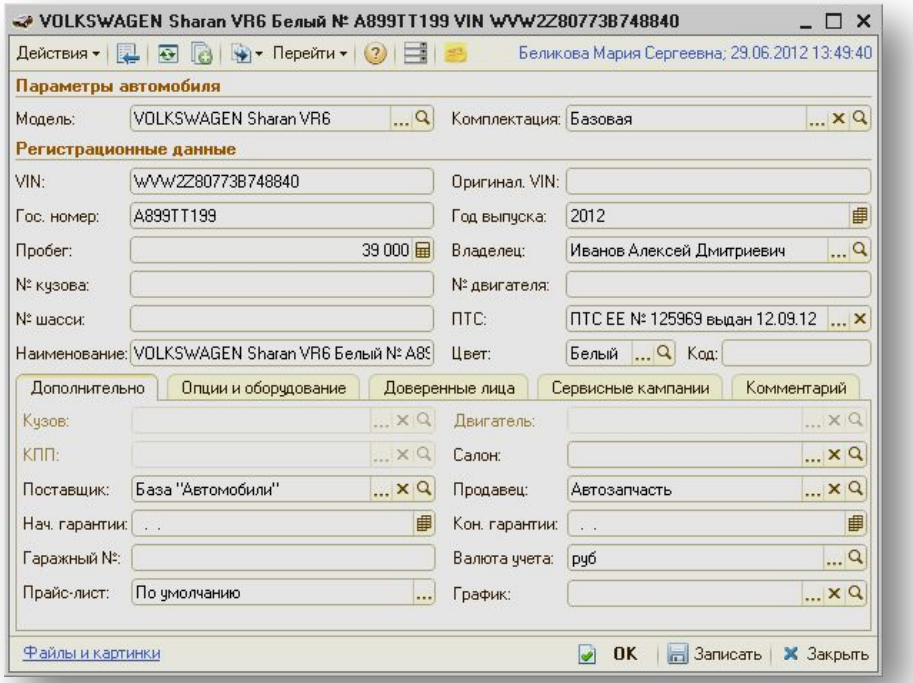
Car structure:

- Make of vehicle
- Model
- Equipment level
- Options



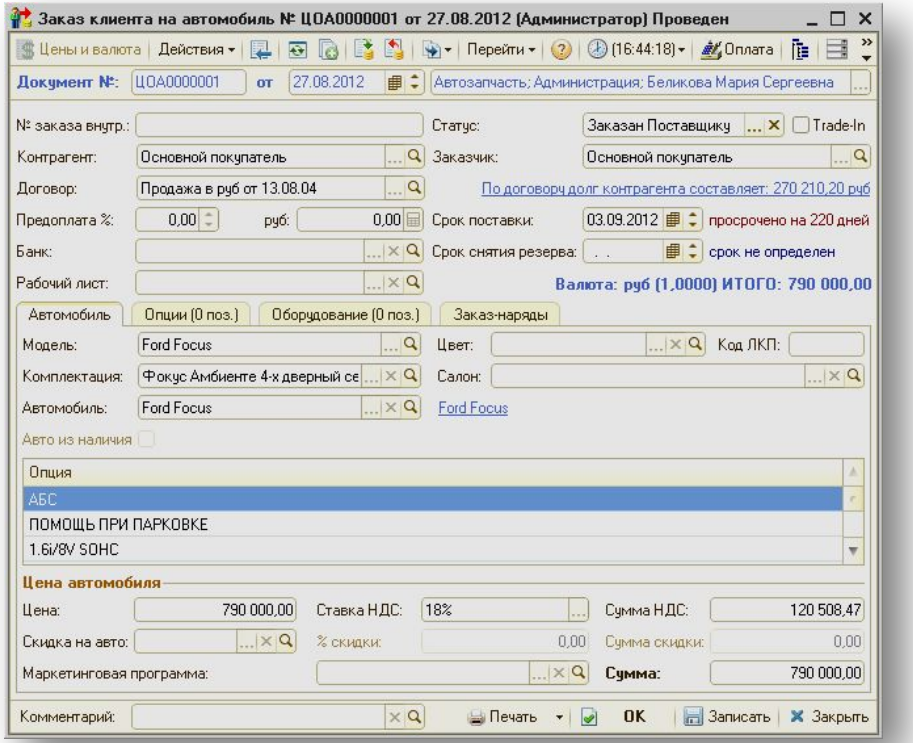
Car characteristics

- Car properties:
  - Model
  - Grade
  - VIN
  - Original VIN
  - Body number
  - Chassis number
  - Engine number
  - Motor vehicle certificate of title
  - Color
  - License plate number
  - Mileage
  - Owner
  - Options and set equipment



Customer's car order

- Orders are classified:
  - Orders for customer
  - Orders under Trade-In
- Existing order can be canceled or re-issued for another customer

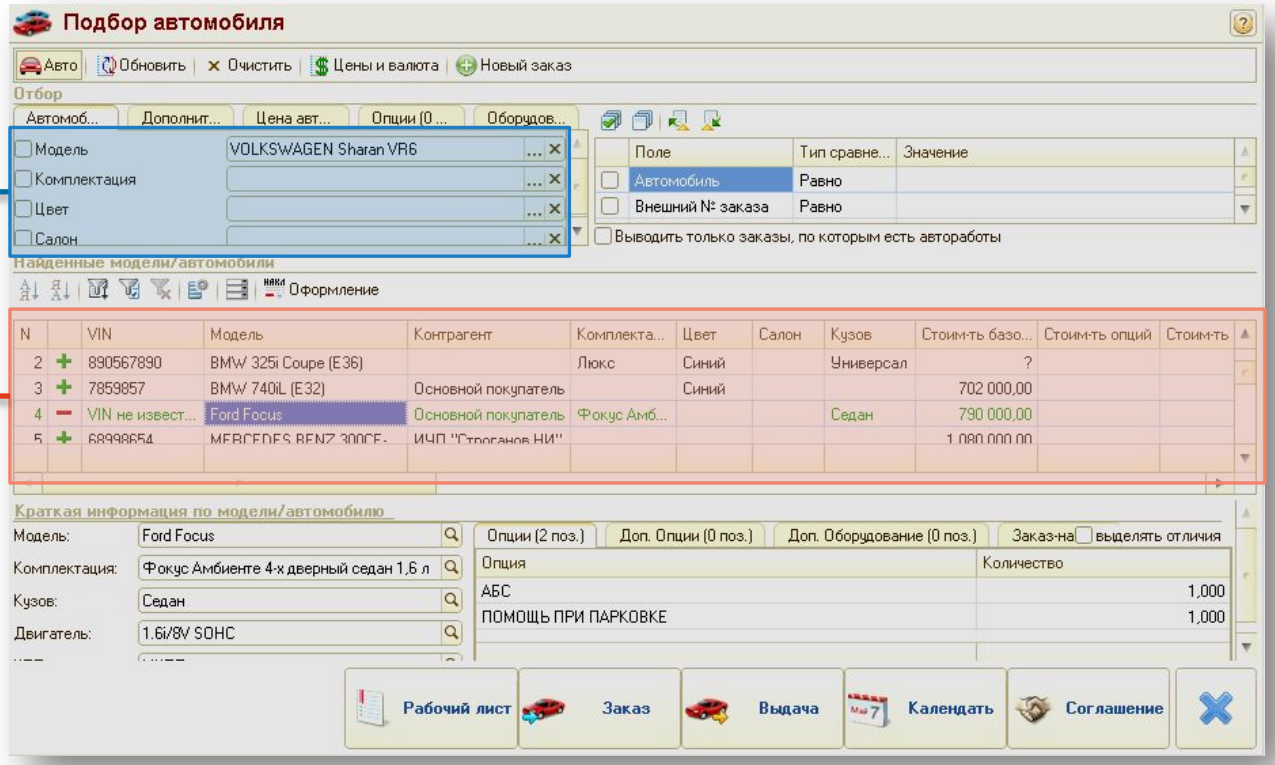


Customer's car order

- Car selection in orders takes into account car available in stock and car that were ordered but haven't arrived yet.

Car search by model, grade, showroom

Car list after selection



Operations with the car

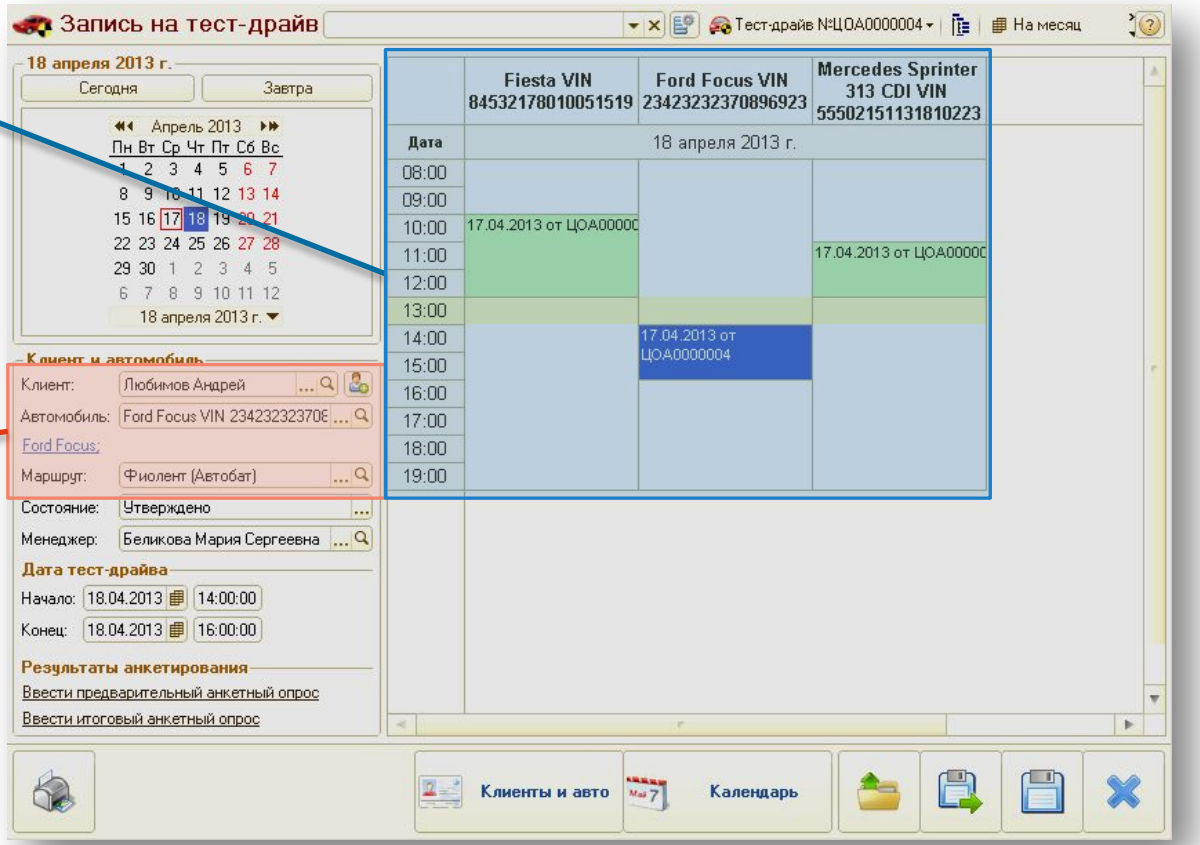
- Customer's car order
- Purchase car order to supplier
- Reservations, removal of reservations on car
- Test drive
- Arrival of car to warehouse
- Arrival for safekeeping with subsequent passing into the ownership
- Kitting and De-kitting of car
- Car sales
- Warehouse operation (stock movements, inventory, write-off car)

Test drive

- Appointments for test drives

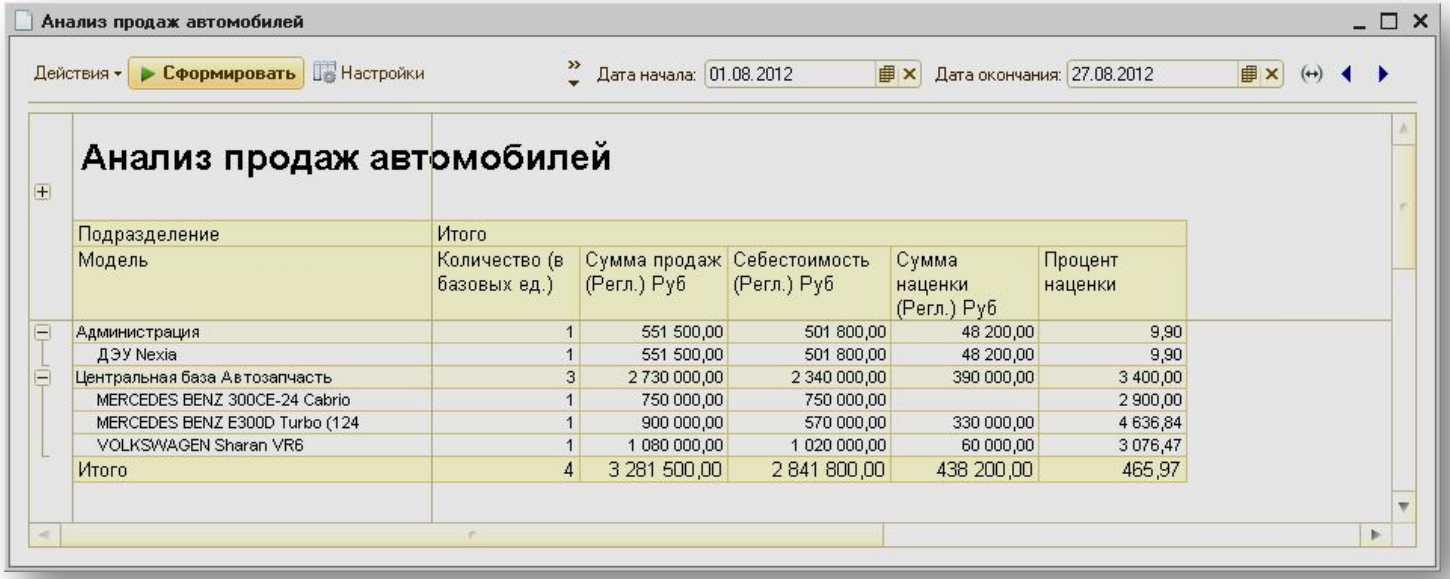
Calendar of planned test drives

Customer, car for test drive, route



Car showroom reports

- Balances and sales of car
- Status of orders
- Status of ordered car
- Report on installed specialty-equipment
- Analysis of car sales

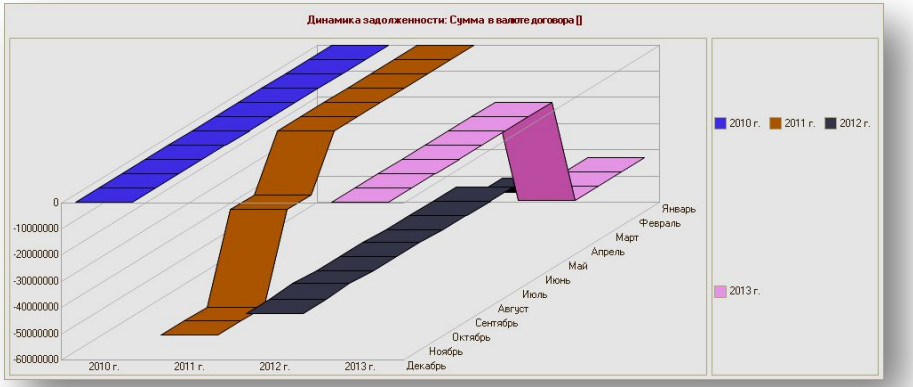


Анализ продаж автомобилей

Подразделение / Модель	Итого: Количество (в базовых ед.)	Сумма продаж (Регл.) Руб	Себестоимость (Регл.) Руб	Сумма наценки (Регл.) Руб	Процент наценки
Администрация	1	551 500,00	501 800,00	48 200,00	9,90
ДЭУ Nexia	1	551 500,00	501 800,00	48 200,00	9,90
Центральная база Автозапчасть	3	2 730 000,00	2 340 000,00	390 000,00	3 400,00
MERCEDES BENZ 300CE-24 Cabrio	1	750 000,00	750 000,00		2 900,00
MERCEDES BENZ E300D Turbo (124	1	900 000,00	570 000,00	330 000,00	4 636,84
VOLKSWAGEN Sharan VR6	1	1 080 000,00	1 020 000,00	60 000,00	3 076,47
Итого	4	3 281 500,00	2 841 800,00	438 200,00	465,97

Mutual settlements

- Set of documents:
  - Advance report
  - Set-off
  - Correcting debt
  - Deed of Payment Reconciliation
- Reports
  - Mutual settlements with contractors
  - Repayment of debt
  - Dynamic of debts
  - Age of debts

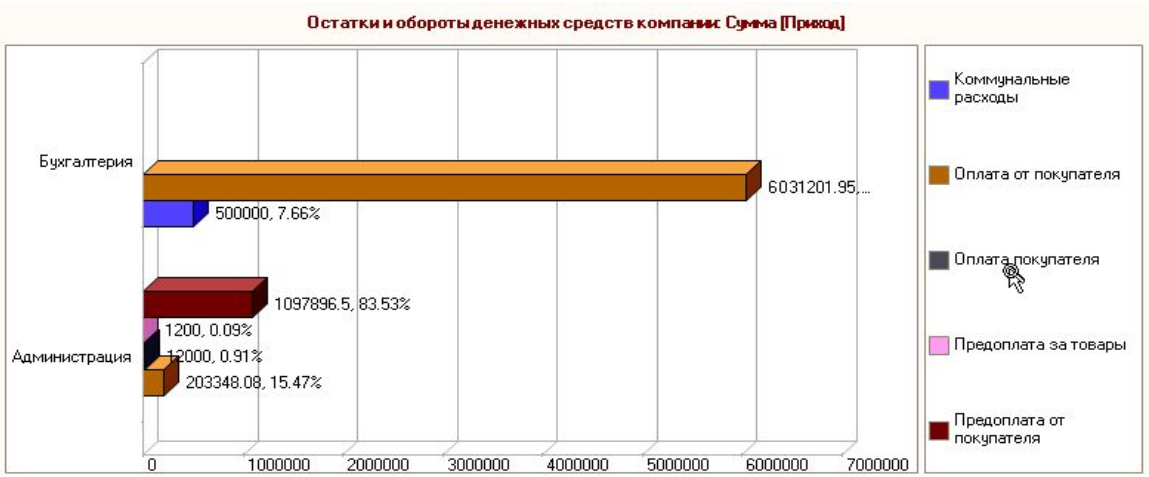


Movement of funds

Set of documents

- Cash receipt and issue notes
- Bank statement and transfer order
- Encashment
- Delivery-Acceptance Act of security papers
- Reports
- Balances and turnovers of capital

Bank customer

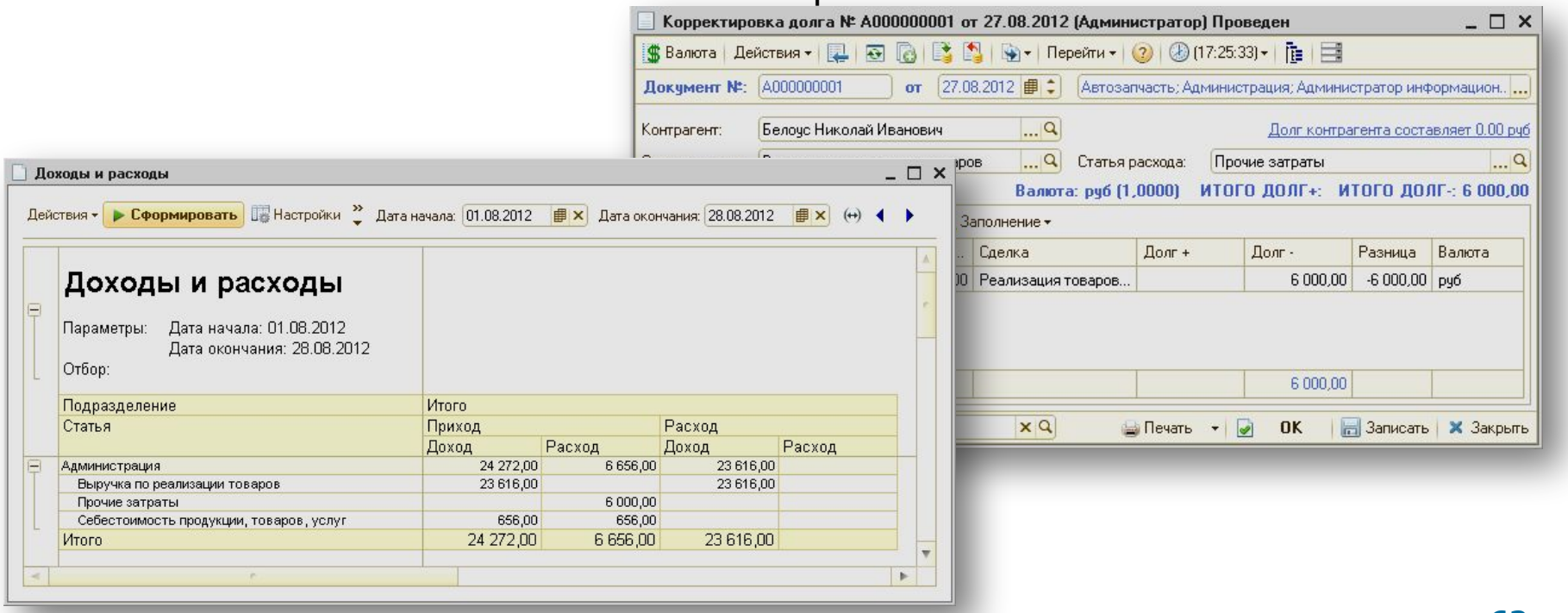


Income and expenses

be fixed by any document that tilts

Reports

- Income and expenses

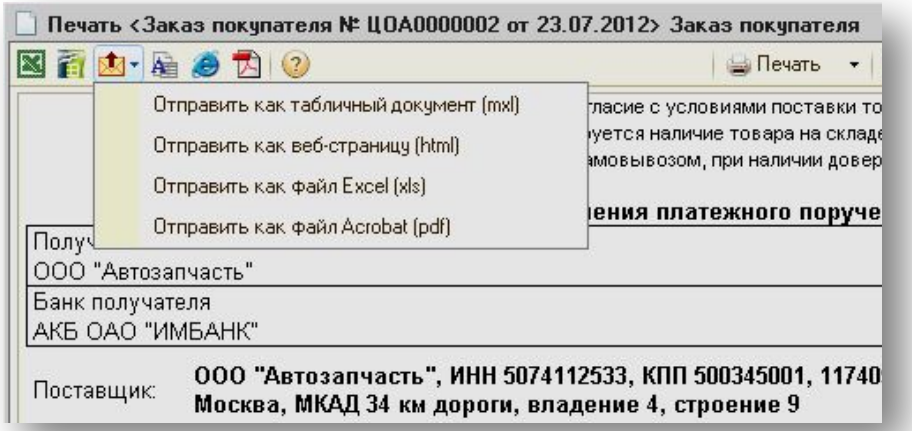


Budgeting

- Budgets
  - Budget of spare parts sales
  - Budget of spare parts purchase
  - Budget of workshop
  - Budget of car sales
  - Budget of car purchase
  - Budget of funds movement
  - Budget of income and expenses

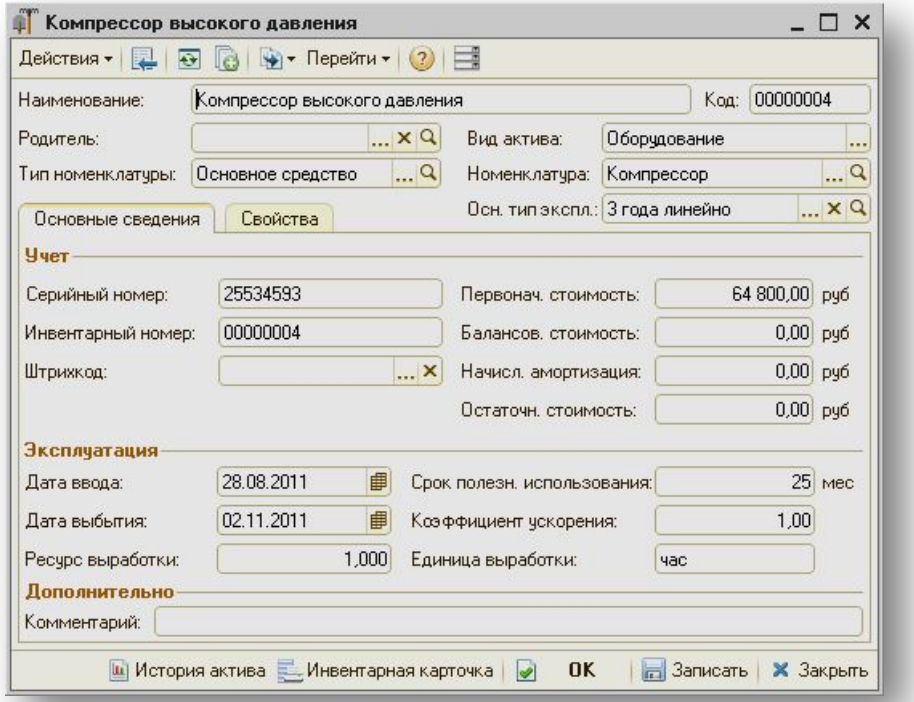
Customer relationship

- Event – document for registration of contacts with customers: meetings, calls, letters and etc.
- Email – reports and printing forms can be sent by e-mails
- SMS – messages can be sent under documents (using www.sms4b.ru)



Other assets

- Documents:
  - Putting into service
  - Movement of assets
  - Assets write-off
  - Disposal of assets
  - Asset servicing
  - Depreciation
- Reports:
  - Balances and turnovers of assets
  - History of assets

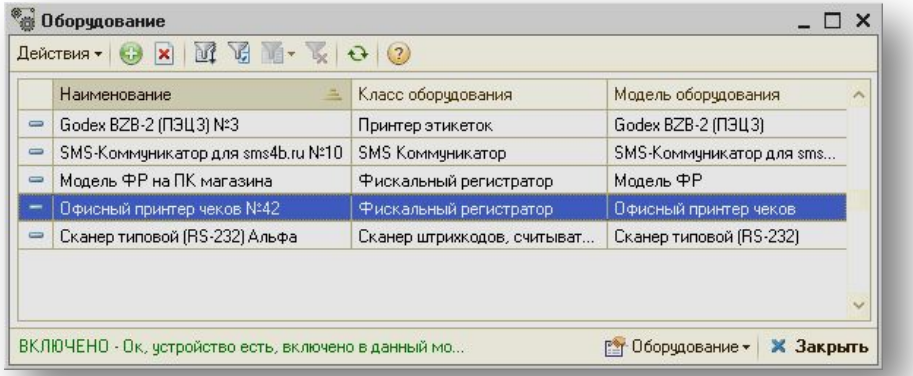


Managing and service

- User setup and rights
- Scheduled tasks
- Full-text search
- Data exchange with accounting
- Document templates
- Data upload from a spreadsheet document ()
- Printing price tags and labels
- External processing and reports
- Batch printing

Shop equipment

- Connectivity to shop equipment:
  - Fiscal recorders
  - Cash register
  - Data acquisition terminal
  - Magnetic Card Reader
  - Barcode scanners
  - Label Printers
  - Customer display panel
  - GSM-gateway



Activity analysis of business organization

Financial analysis

- Customers debts
- Financial resources on current accounts or in cash desks

Management analysis

- Income and expenses
- Analysis of sales and profits from sales

Warehouse analysis

- Warehouse turnovers
- Analysis of slow mover

Marketing analysis

- Analysis of price adjestments
- Active discounts and the amount of savings on discount cards of customers

views (activity types, comparative study of budget and actual data in

Tools for customer capture

- Analysis of lost customers of workshop
- Run various special offers, including seasonal offers
- Providing discount cards and different discount percentage
- Prompt notification (SMS, email, calls) about executed automobile repair or parts delivery
- ABC-customers analysis
- Improvement of quality and speed of customer service through user-friendly interface
- Integration "Alfa Auto" to "1C-Bitrix" for processing online orders for spare parts on the company's website

Commercial information protection

- Protection of personal data of employees and customers
- Employee control in information base
- Limits on user's rights
- Different interfaces depending on user's work
- Remote access to information base
- Storing user actions history

Integration with other applications

“Alpha-Auto” provides integration with work and time allowance catalogues:

- Silver-Dat II *(file format .szf)*
- Audatex *(file format .90)*
- Автонормы *(file format .xml)*
- AutoSoft *(file format .xml)*
- Autodata *(file format .xml)*
- Mitchell *(file format .xml)*
- ETKA
- ELSA
- АвтоДилер: Каталог *(file format.txt)*
- Microcat *(file format.txt)*
- AutoSoft *(file format.txt)*

With spare parts catalogues:

With color matching programs:

- Du Pont *(file format.xml)*
- Glasurit *(file format.xml)*

Technical support and updates

- Within 3 months after registration – for free
- Cost of annual support
  - User support. Level "Standard" – 7 500 rub
  - User support. Level "Prof" – 12 500 rub
  - User support. Level "Corp" – 34 600 rub
- User support:
  - Consultations by phone on work days from 10:00 to 18:00 Moscow time
  - Email support: alfa@rarus.ru
  - Support with the use of remote access
  - Providing updates (registration required http://update.rarus.ru)

Price list

- Basic supply:

Alfa-Auto:Car-showroom+Workshop+Auto-spare parts PROF, edition 5, for one user(software security)	62 000
Alpha-Auto:Car-showroom+Workshop+Auto-spare parts PROF, edition 5, for one user(hardware-based security)	64 000
Alpha-Auto:Workshop+Auto-spare parts PROF, edition 5, package for 5 users (software security)	44 000
Alpha-Auto:Workshop+Auto-spare parts PROF, edition 5, package for 5 users (hardware-based security)	46 000

Prices do not include cost of 1C: Enterprise 8

Price list

- Licenses for additional workplaces:

Additional license for 1 user	5 000
Additional license for 5 user	19 800
Additional license for 10 user	38 000
Additional license for 25 user	88 000
Additional license for 50 user	165 000

Price list

- Licenses for additional modules of Alfa-Auto:

Addition "Alfa-Auto": Work time logging, edition 5	42 000
Addition "Alfa-Auto": Customer Relationship Management, edition 5	26 000
Addition "Alfa-Auto": Interface with Audatex, edition 5	24 000
Addition "Alfa-Auto": Technical checkup, edition 5	14 000

Prices do not include cost of 1C: Enterprise 8

Licensing

- "Alfa-Auto, edition 5" is not a stand-alone program, it is intended for use with platform "1C:Enterprise 8.2"
- Configuration contains of protected parts of code and uses hardware or software security
- "Alfa-Auto:Car-showroom+Workshop+Auto-spare parts PROF, edition 5" includes a license for one workplace
- "Alfa-Auto:Workshop+Auto-spare parts PROF, edition 5 package for 5 users" includes a license for 5 workplaces
- For increasing number of workplaces additional licenses for configuration "Alfa-Auto, edition 5" and client licenses for "1C:Enterprise" are needed
- To work in client-server mode, user must have a license for server

Contact us

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