



DEALER MANAGEMENT SOLUTIONS

TAKING DMS PERFORMANCE TO THE NEXT LEVEL

R100002197 / Vehicle 100185 /

SlsTypId Vin

187301 SCP 1FDW

0037 SCP 1HTS

0214501 SCP 1HTW

0199901 SCP 1M2A

0187402 SINT 1HTM

02152 SCP 1HTS

02151 SCP 1HTS

002150 SCP 1HTS

002132 SRFC 1FUJA

001902 SCP 2NKM

00186802 SINT 1HTS

002133 SCP 1XKA

002155 SINT 1FUW

0002154 SCP 2HSF

0002153 SCP 1FVA

0002147 SCP 1HTSCAAM0YH271146

000202901 SCP 000000U91KVVW86432

excede

Employee

LARRY KETTLER

1001



Password

...

Branch

300/ EASTWAY TRUCKS

Help

Cancel

Log In

TODD COUNTY BOARD OF EDUCATION R-135

MAX WORMAN

PENNINGTON TRUCKING LLC

100012 0 10138 0

118533 28890 11725 0

101051 729000 11961 1

125513 0 11801 0

**GREAT PERFORMANCE TAKES THE RIGHT PEOPLE AND TECHNOLOGY.
WITH PROCEDE SOFTWARE, YOU GET BOTH.**

Procede Software is a leading provider of Dealer Management System (DMS) software in the commercial trucking industry. Our Excede® solution is used by hundreds of dealerships across the United States and Canada to improve their operational efficiency and serve their clients' parts and service needs.

Built on solid and proven Microsoft technology, Excede provides a familiar, Windows-based application that is easy to use. Our open interface enables seamless integration between your dealership's original equipment manufacturer (OEM), branch and customer data. Offering a solution for dealerships of all sizes, Excede takes DMS performance to the next level with solutions that meet your most challenging needs.

As your DMS provider, we are committed to excellence. We continue to develop and deliver new products, hire talented individuals, improve our support resources and professional services, and are always exploring new ways to help you better your business. Our collective team of experts have diverse backgrounds, unique skill sets, and decades of software and industry experience.

Fostering and building genuine customer relationships is in our company DNA and something we commit to strengthening. We work hard to provide quality products, respond quickly, and give exceptional support by intently listening to our customers' feedback.

From our very first customer who believed in the value of our reliable solution, to the thousands of users we've helped gain new insights over the years, it has been our mission to make dealerships run more efficiently.





HOW WE'RE DIFFERENT

EXCEDE LETS YOU WORK MORE EFFICIENTLY AND EFFECTIVELY.

- Excede is a reliable, well-vetted and robust DMS, specifically designed to increase efficiency across every department of your dealership
- Intuitive user interface and consistent navigation across all departments provide a streamlined workflow
- User-friendly search features, such as smart filtering and in-grid column filtering, provide instant access to the information you need
- You own your data and can access it whenever you want

OUR APPLICATION IS BUILT ON PROVEN AND RELIABLE MICROSOFT TECHNOLOGY.

- Your information is stored in a powerful, stable Microsoft® SQL Server® database
- You can expect exceptionally high reliability, with virtually no down time
- Excede's Windows® and browser-based interface are familiar and based on global standards

WE DELIVER A SYSTEM THAT INTEGRATES SEAMLESSLY WITH YOUR OEM AND OUR CERTIFIED PARTNERS.

- Our strong OEM relationships enable us to continually deliver new initiatives for all major commercial truck and trailer manufacturers and distributors
- A growing network of Certified Partners complement Excede with integrated solutions and take the guesswork out of selecting quality service providers

OUR FLEXIBLE, CUSTOMIZABLE REPORTING TOOLS ALLOW YOU TO EASILY TRACK DEALERSHIP PERFORMANCE.

- Track every aspect of your dealership with out-of-the-box reports and business intelligence tools
- Create custom, ad hoc reports and dashboards with drilldown capabilities
- Schedule reports and alerts to be sent to you on a timely basis
- Review on-screen views of your data so you don't always have to print a report

WE EMPLOY THE BEST IN THE INDUSTRY.

- Our Implementation team goes the extra mile to ensure a successful implementation
- Expert trainers provide on-site training and web-based lessons, delivered through a powerful eLearning system
- Professional Services experts provide a wide range of services to help you with upgrades, acquisitions, workflow analysis, and more
- Our Support Services team delivers exceptional assistance and ensures your questions and concerns are quickly addressed
- Our Product team actively reaches out to customers to solicit feedback on their challenges and then focuses on delivering solutions that work

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We chose Procede Software because they continue to advance their technology and move their solutions forward. Their products are built on a reliable platform that will scale with our growing business.

- Scott McCandless, President,
McCandless Truck Center

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OUR TECHNOLOGY

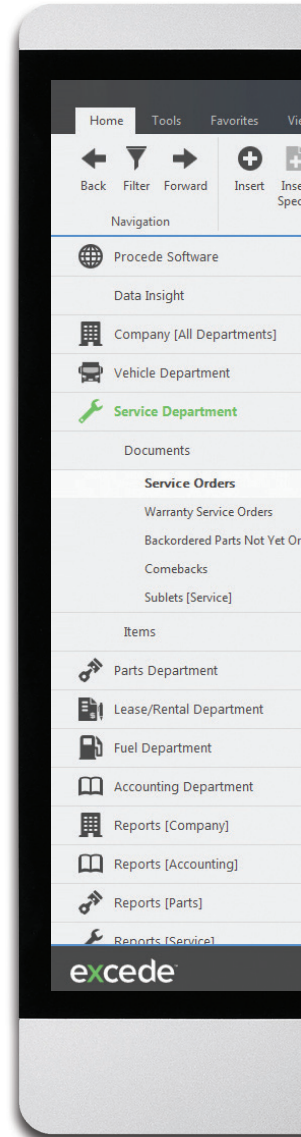
Excede is a complete solution that delivers advanced features to every department in your dealership. From 1 location to 50 locations, dealerships of all sizes rely on Excede to drive improved productivity and keep their business running smoothly.

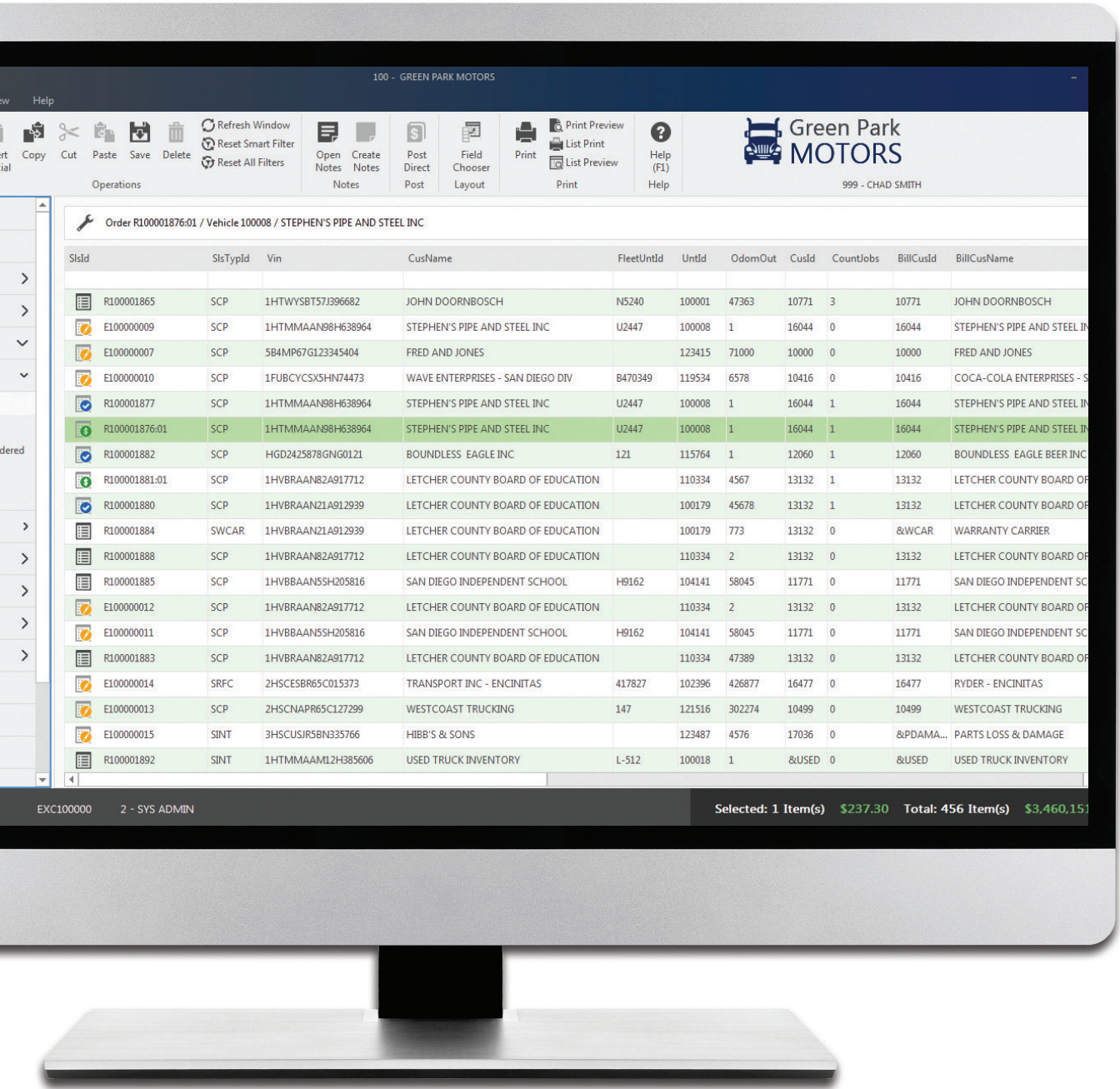
EASILY SEARCH FOR INFORMATION: User-friendly search features, such as smart column filtering, allow you to quickly and easily find the data you need, enabling you to process customers faster than ever and improve overall dealership efficiency.

INCREASE YOUR PRODUCTIVITY: With a modern looking, uncluttered user interface, Excede is consistent, familiar, and easy to navigate. Background colors are designed to naturally draw the user's eye to the active window, while intuitive icons and added shortcuts result in reduced clicks, increasing your productivity.

CUSTOMIZE YOUR EXPERIENCE: Personalize your work desktop with settings that allow you to build 'favorites', making frequently accessed departments stand out for quick selection, and change font sizes to suit your preference. The ability to add your logo and color-code screens make branches easily identifiable and enables you to customize Excede with your dealership's brand.

SEAMLESSLY UPGRADE TO NEW VERSIONS: Our Auto-Updater delivers fast, painless access to version upgrades with a simple click of the mouse. Whenever new versions are available, and at the discretion of your IT department, updates will now be enabled for staff to install upon login.





100 - GREEN PARK MOTORS

Help

Copy Cut Paste Save Delete Refresh Window Reset Smart Filter Reset All Filters

Open Notes Create Notes

Post Direct Post

Field Chooser Layout

Print

Print Preview List Print List Preview

Help (F1) Help



Green Park MOTORS

999 - CHAD SMITH

Order R100001876:01 / Vehicle 100008 / STEPHEN'S PIPE AND STEEL INC

SlsId	SlsTypId	Vin	CusName	FleetUntId	UntId	OdomOut	CusId	CountJobs	BillCusId	BillCusName
R100001865	SCP	1HTWYSBT57J396682	JOHN DOORNBOSCH	N5240	100001	47363	10771	3	10771	JOHN DOORNBOSCH
E100000009	SCP	1HTMMAAN98H638964	STEPHEN'S PIPE AND STEEL INC	U2447	100008	1	16044	0	16044	STEPHEN'S PIPE AND STEEL INC
E100000007	SCP	5B4MP67G123345404	FRED AND JONES		123415	71000	10000	0	10000	FRED AND JONES
E100000010	SCP	1FUBCYCSX5HN74473	WAVE ENTERPRISES - SAN DIEGO DIV	B470349	119534	6578	10416	0	10416	COCA-COLA ENTERPRISES - SAN DIEGO
R100001877	SCP	1HTMMAAN98H638964	STEPHEN'S PIPE AND STEEL INC	U2447	100008	1	16044	1	16044	STEPHEN'S PIPE AND STEEL INC
R100001876:01	SCP	1HTMMAAN98H638964	STEPHEN'S PIPE AND STEEL INC	U2447	100008	1	16044	1	16044	STEPHEN'S PIPE AND STEEL INC
R100001882	SCP	HGD2425878GNG0121	BOUNDLESS EAGLE INC	121	115764	1	12060	1	12060	BOUNDLESS EAGLE BEER INC
R100001881:01	SCP	1HVBRAAN82A917712	LETCHER COUNTY BOARD OF EDUCATION		110334	4567	13132	1	13132	LETCHER COUNTY BOARD OF EDUCATION
R100001880	SCP	1HVBRAAN21A912939	LETCHER COUNTY BOARD OF EDUCATION		100179	45678	13132	1	13132	LETCHER COUNTY BOARD OF EDUCATION
R100001884	SWCAR	1HVBRAAN21A912939	LETCHER COUNTY BOARD OF EDUCATION		100179	773	13132	0	&WCAR	WARRANTY CARRIER
R100001888	SCP	1HVBRAAN82A917712	LETCHER COUNTY BOARD OF EDUCATION		110334	2	13132	0	13132	LETCHER COUNTY BOARD OF EDUCATION
R100001885	SCP	1HVBBAAN55H205816	SAN DIEGO INDEPENDENT SCHOOL	H9162	104141	58045	11771	0	11771	SAN DIEGO INDEPENDENT SCHOOL
E100000012	SCP	1HVBRAAN82A917712	LETCHER COUNTY BOARD OF EDUCATION		110334	2	13132	0	13132	LETCHER COUNTY BOARD OF EDUCATION
E100000011	SCP	1HVBBAAN55H205816	SAN DIEGO INDEPENDENT SCHOOL	H9162	104141	58045	11771	0	11771	SAN DIEGO INDEPENDENT SCHOOL
R100001883	SCP	1HVBRAAN82A917712	LETCHER COUNTY BOARD OF EDUCATION		110334	47389	13132	0	13132	LETCHER COUNTY BOARD OF EDUCATION
E100000014	SRFC	2HSC58R65C015373	TRANSPORT INC - ENCINITAS	417827	102396	426877	16477	0	16477	RYDER - ENCINITAS
E100000013	SCP	2HSCNAPR65C127299	WESTCOAST TRUCKING	147	121516	302274	10499	0	10499	WESTCOAST TRUCKING
E100000015	SINT	3HSCUSJR5BN335766	HIBB'S & SONS		123487	4576	17036	0	&PDAMA...	PARTS LOSS & DAMAGE
R100001892	SINT	1HTMMAAM12H385606	USED TRUCK INVENTORY	L-512	100018	1	&USED	0	&USED	USED TRUCK INVENTORY

EXC100000 2 - SYS ADMIN

Selected: 1 Item(s) \$237.30 Total: 456 Item(s) \$3,460.15

DEPARTMENTS



ACCOUNTING

Excede provides real-time accounting for all your dealership's transactions. When a transaction is posted, a journal entry is automatically created based on the unique accounting rules that your dealership has defined. This ensures that data conforms to your standards and that you can report on the information you need right away.

Feature Highlights

- Create electronic purchase orders and track them through receipt and invoice payment
- Reconcile bank statements and sales tax
- Quick toolbar view to customer account history across departments and locations
- Confirm that reconciliation is accurate before effortlessly posting large journal entries
- Enhance financial management by identifying and resolving suspended journal entries
- Simplify the application of accounting rules with automatic accounting



PARTS

Even the largest parts inventory is easy to manage with Excede. Since all transactions are updated in real-time, you always have an accurate view of parts availability and can maintain optimal inventory levels. Excede also maintains a complete parts sales history for the life of the database, where users can easily search or recall transaction details.

Feature Highlights

- Optimize order handling through efficient pick ticket generation, discount application, and detailed order view management
- Master inventory and pricing with core stock management, complex pricing strategies, and bin oversight
- Conduct order and stock analysis by monitoring back orders, managing inventory transfers, and handling special orders
- Achieve real-time gross profit assessment through instant profit analysis
- Enhance inventory tracking and troubleshooting with quantity on hand audit
- Improve inventory management by streamlining stock control processes



SERVICE

Excede simplifies the creation and management of repair orders, so service writers and technicians can focus on providing great service. Tools like menu pricing options and jobs built with predefined parts, labor, comments and miscellaneous charges ensure Service department staff can easily create new repair orders.

Feature Highlights

- Define labor rates by customer, job, or both
- Manage discounts, coupons, deductibles, deposits, and warranty codes
- Schedule repair work based on VIN, days, mileage, or both
- Track technician attendance and time spent on specific jobs with integrated Time Clock functionality
- Enhance technician job assignment efficiency by streamlining shop load and priority management
- Optimize service order management and technician assignment through a centralized view
- Convert job estimates and revisions efficiently, boosting workflow efficiency
- Centralize maintenance tasks to improve scheduling, visibility, and management



VEHICLES

Excede provides a view of all your vehicles, from initial orders to the final sale. You can create, update and manage your inventory quickly, and confidently, using records that are complete with specs. There is also the option to attach photos to inventory records.

Feature Highlights

- View open transactions, such as repair orders, that will affect the final price of the vehicle
- Attach documents such as pictures and a copy of the invoice
- Automatically decode the vehicle's specs by entering a valid VIN
- Minimize duplicate data entry on multiple vehicle/fleet sales with copy-and-paste functionality

ALL DEPARTMENT DATA IS BUILT ON A SINGLE, INTEGRATED DATABASE.

DEPARTMENTS



LEASE/RENTAL

Excede provides all the functionality you need to efficiently manage the administrative tasks associated with vehicle leasing and rentals. All the information you need on a lease-rental customer is easily shared across branches using a single master record.

Functionality Highlights

- View and update billing, sales and repair histories across branches
- Add comments to customer records and designate them as important or private
- Add automatic, recurring billing charges for each billing cycle
- Add miscellaneous charges and fees on a case-by-case basis
- Automatically adjust billing cycles and rates based on the length of time a vehicle is in use



FUEL

The Excede Fuel department is tightly integrated with the Lease/Rental and Vehicles departments allowing you to manage your on-site fuel inventory, and efficiently supply fuel to your vehicles in inventory as well as your lease and rental customers.

Functionality Highlights

- Bill for inventory and non-inventory (outside) fuel sales
- Tank Inventory tracks on-hand quantity automatically
- Fuel billing is automated when lease and rental bills are invoiced



ACCOUNTING



FUEL



Green Park MOTORS

999 - LARRY KETTLER

Vehicles



Information

ypId

CUS

JALF5C137177016...

ISUZU

ISUZU FSR-FA1

ModelYear

2001

ModelNbr

Series

Parts

Customers



PARTS



SERVICE



VEHICLES



LEASE / RENTAL

excede

ADDITIONAL SOLUTIONS

OUR SPECIALIZED APPLICATIONS HELP YOU DO EVEN MORE

Excede helps move your dealership forward by providing the core functionality you need to better manage every department of your dealership including: accounting, parts, service, vehicles, leasing and rentals. Our lineup of specialized applications empowers you to do even more, while still leveraging familiar and trusted Microsoft platforms.

ASSET MANAGEMENT



Asset Management enables dealership finance and accounting staff to manage vehicle depreciation, loan payments and expense amortization within the DMS, saving time by eliminating manual processes that support these activities.

BARCODE SCANNING



From purchasing to inventory control, the Barcode Scanning inventory management system can help you realize tangible efficiency gains during annual and cycle count processes. This suite of apps provides dealerships with faster performance, ease of use and added functionality.

DOCUMENT DELIVERY



With Document Delivery, your customers automatically receive email copies of invoices and statements on a scheduled basis. This integrated solution allows dealerships the option of going paperless, ultimately reducing postage and mailing costs.

LEASE RENTAL PLUS



Lease Rental Plus offers faster lease and rental meter entry, new and improved lease-rental reporting, and easier rental reservations. The web interface also includes access to key DMS information related to lease-rental operations, including searchable Bill, Contract, Customer, and Vehicle pages.

EXTEND THE REACH OF EXCEDE WITH OUR SUITE OF SPECIALIZED APPLICATIONS.

PAYMENT PROCESSING

A safe and secure payment processing experience, our Payment Processing application is an integrated payment solution that streamlines how your payments are processed. The Payment Processing application is designed to help prevent errors associated with manually entering credit card information into a standalone processing machine, while also helping facilitate account reconciliation.

RAPID RO

A browser-based application, Rapid RO allows your team to check-in vehicles as soon as they arrive at a dealership's service drive. Designed to run on any laptop, iOS, Android or Windows mobile device, Rapid RO also gives your service staff the ability to create repair orders, add common jobs and (optionally) assign jobs to a service technician.

SERVICE WEB APP

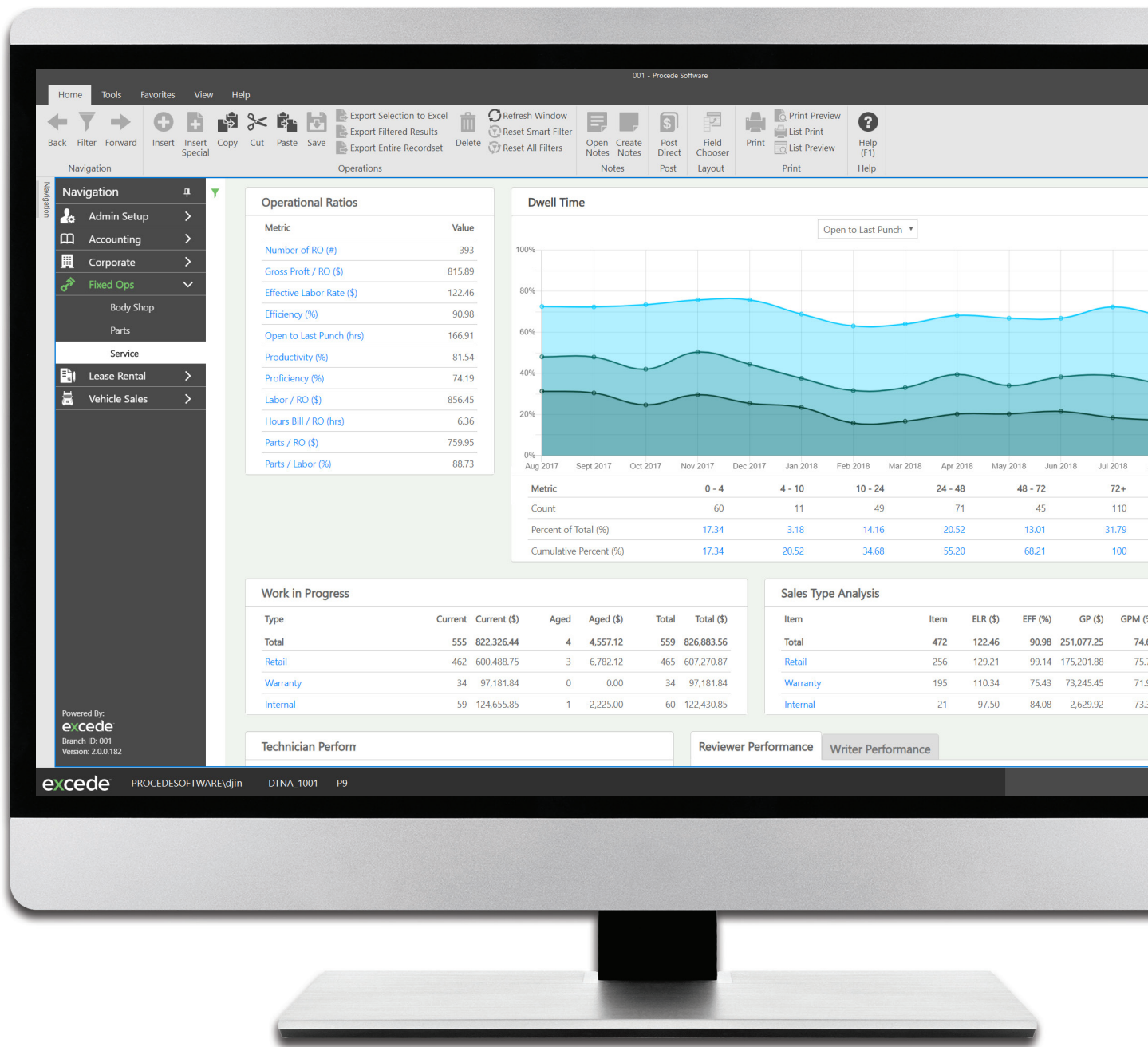
Service Web App features a combination of useful service-based tools including: Work Room for work status display in service shops, Wait Room, which focuses on waiting customers, and a Dashboard to highlight key issues and concerns.

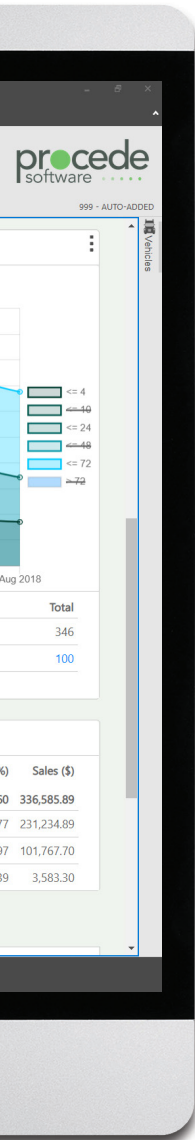
SIGNATURE CAPTURE

Signature Capture provides dealerships with a defensible electronic signature capture solution for in-person transactions, including confirmation of charges and approval for large backorders. Combined with Excede's built-in document archiving ability, Signature Capture can be used with wireless networks, allowing signatures to be obtained anywhere a dealership's wireless network can reach.

TIME CLOCK

Time Clock automates your employee time tracking process, eliminating the additional costs and work associated with manually collecting time cards. With Time Clock, employees conveniently punch in and out directly from work stations, allowing you to effortlessly track overall employee attendance. Additionally, Time Clock enables your team to become more productive at flagging time, allowing them to conveniently add repair order comments, close operations and create additional service requests.





excede analytics

BUSINESS INTELLIGENCE

Excede Analytics is an enhanced suite of business intelligence tools for dealerships of all sizes. With pre-set dashboards, data insights and advanced ad hoc reporting functionality, the Excede Analytics suite empowers data-driven decision-making within each department of your business.

EXCEDE KPIs & METRICS: Powerful, executive-level dashboards and metrics at your fingertips. Excede KPIs & Metrics is a solution that offers powerful and responsive executive-level reporting dashboards, providing dealerships of all sizes easy access to dealer-tested key performance indicators for unparalleled, data-driven decision-making capabilities from the Excede DMS.

STANDARD REPORTS: Comprehensive reports for each department. Standard Reports is a collection of over 80 comprehensive, pre-defined reports related to each department in a dealership, from Accounting to Parts, Service, Vehicle Sales, Lease-Rental, and more.

EXCEDE DATA INSIGHT: Ad hoc reports and dashboards for advanced users. Excede Data Insight is a reporting tool that allows advanced users to build reports and dashboards that can be run, delivered and archived based on a custom schedule.

ATD ACADEMY REPORTS: Custom-designed reports for dealers attending ATD Academy. ATD Academy Reports allows dealers attending the ATD Academy to access and analyze their own real-time data, providing a deeper educational experience.

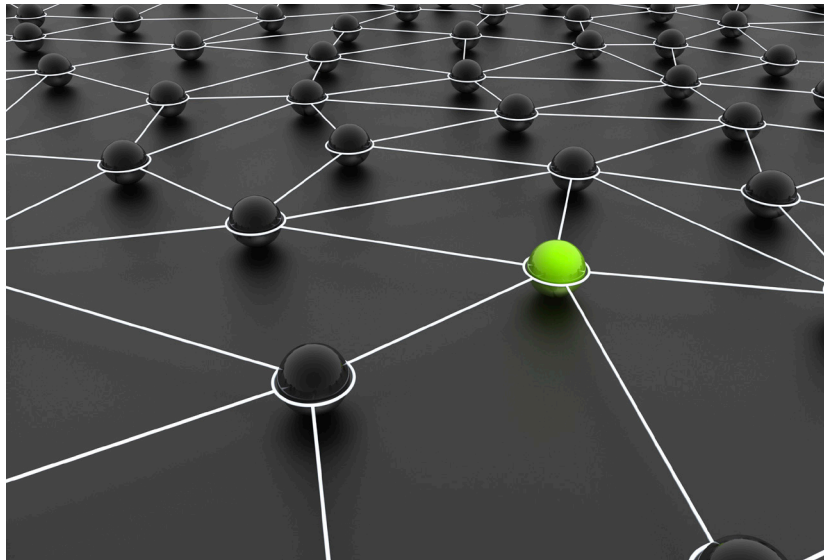
EXCEDE HOSTED SERVICES

PROCEDE'S HOSTED, SECURE CLOUD-BASED SOLUTION.

With Excede Hosted Services, users get all the benefits of Excede without having to deploy Excede servers on-premise. Excede Hosted Services delivers all the benefits of our industry-leading dealer management system in a flexible, scalable, and secure cloud-based environment.

Excede Hosted Services offers access to on-demand resources that allow you to grow your business without complex and expensive up-front server hardware and software investments, making it a great solution for dealerships of any size.

Additionally, a Procede team of experts will manage and monitor your Excede database and Excede web applications, allowing you to focus on your business with the peace of mind that your system is running smoothly and effectively.



EXCEDE HOSTED SERVICES FEATURES & BENEFITS

- Hosting of the Excede database, Excede web apps and OEM integrations on an enterprise-level, cloud-based virtual server
- Leveraging the Microsoft Azure cloud, including a controlled data center environment; two Azure Virtual Machines with SSD drives; system power with complete power redundancy and data center network with robust security
- Proactive monitoring and maintenance of your Excede software, database and server hardware
- Enterprise-level security, 24/7 monitoring and 99.9% guaranteed uptime results in fewer problems and faster resolutions
- Leveraging your existing in-house IT skill set and augment it with our Excede and SQL Server expertise
- Reduced operational costs and resources typically required to manage an on-premise system
- Competitive pricing for a solution that is flexible, scalable and meets your IT needs and budget

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The ongoing competitive nature of the heavy-duty truck market continues to drive dealerships to look at and embrace technology to increase performance across all areas of their business. By utilizing Excede Hosted Services on the Microsoft Azure platform, dealerships can realize increased efficiency gains while ensuring their valuable data is proactively and securely taken care of.

- Larry Kettler, CEO,
Procede Software

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OEM INTEGRATIONS

Procede Software offers best-in-class integrations built on strong relationships with Original Equipment Manufacturers (OEMs) and other third-party organizations. Our integrations are compliant with all major commercial truck, bus, and trailer manufacturers and distributors, including Daimler Trucks North America, Mack Trucks, Volvo Trucks USA, Navistar International and PACCAR.

With our open and extensible software platform, Excede allows information to be easily and securely shared between OEMs and your dealership. The result? A significant improvement in your dealership's efficiencies and departmental operations.

The Excede API (Application Programming Interface) was specifically designed to allow Procede, our Partners, and OEMs to quickly and easily develop valuable integrations and applications for your dealership. The API ensures that third-party software products maintain the integrity of the Excede database, giving you the availability of important integrations with the peace of mind that your data is protected.

Excede OEM integrations connect you to the information that powers your business. We are proud to offer integrations and other software solutions for numerous dealer types.

✔ **Truck Manufacturers & Affiliates**

Our integrations are compliant with major commercial truck manufacturers, including Daimler Trucks North America, Hino Motors, Idealease, Isuzu Motors, Mack Trucks, Mitsubishi Fuso Truck and Bus, Navistar International, PACCAR, and Volvo Trucks USA

✔ **Bus & Trailer Manufacturers**

Our Product team works closely with various bus and trailer manufacturers, including IC Bus, Thomas Built Buses and more

✔ **Engine & Transmission Manufacturers**

We integrate with major engine and transmission manufacturers including Allison Transmission, Caterpillar, Cummins, Detroit Diesel, John Deere, MTU and more

✔ **Automotive Manufacturers**

We have an extensive list of integrations that our Product team has built alongside major automotive manufacturers, including Ford Motor Company, General Motors, Mercedes-Benz, Nissan Motor Company, and Toyota Motor Company

CERTIFIED PARTNERS

Procede Software is proud to partner with innovative, best-in-class suppliers and manufacturers that provide our customers with well-rounded solutions for every aspect of their growing dealerships. Our Certified Partners provide a range of products and services that integrate seamlessly with Excede and significantly improve your dealership's operations.

Procede Certified Partners include payment processing providers, customer relationship management (CRM) systems, service management, parts management tools, telematics systems, tax management, accounts receivable outsourcing providers and many more.

CONNECT TO THE INFORMATION THAT POWERS YOUR BUSINESS.





SERVICES

LET'S DO THIS TOGETHER

At Procede, we do more than just provide you with the industry's most advanced DMS solution. We are also committed to helping you streamline processes and gain efficiencies in your dealership.

Our collective team of experts have diverse backgrounds, unique skill sets, and decades of software and industry experience. Together, we are here to help you achieve success from a successful implementation and beyond.



IMPLEMENTATION

We set your dealership up for success from the start by ensuring your transition follows a clear, predictable course.



EDUCATION & TRAINING

Procede provides you with comprehensive, ongoing training to ensure you're getting the most out of Excede.



SUPPORT

Our 99.4% satisfaction score speaks for itself. We are here to assist you with your needs and ensure you're getting the full benefit of Excede.



PROFESSIONAL SERVICES

Expertise that goes beyond "how to" product support. Our goal is to empower your team to move forward with greater independence.

GETTING STARTED

Your dealership can work more efficiently and effectively, you just need the right partner.

With over 20 years of experience working closely with dealerships like yours, we understand your needs and deliver the best solutions in the industry. Join the over 1,500 locations and 16,000 active users who count on Excede to power their business operations.

Contact a Procede Specialist and learn how we can work together to take your dealership's performance to the next level.

Learn more at procedesoftware.com
sales@procedesoftware.com
858.450.4810

“While switching business systems is not an easy decision, we knew we made the right choice after selecting Procede as our new DMS provider. They worked tirelessly to make sure the data transfer went smoothly and equipped us with all the necessary tools and resources needed for a successful conversion.”

- Scott Schaible, Controller,
Floyd's Truck Center - Scottsbluff



SOFTWARE. SERVICES. SOLUTIONS.

www.procedesoftware.com



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