



Our paint and materials management and invoicing system is completely automated from start to finish – estimate to final invoice.

Completely Automated Process

The moment a vehicle estimate is written, Profit Forward Invoice automatically imports all of the CCC, Mitchell and/or Audatex estimate data and feeds that into its P&M's predictive estimating engine. In addition to this EMS data, Profit Forward Invoice's new 'estimate scrubber' program 'reads' all lines of information on that estimate to pick up any manual entries made by the estimator that need to be added as an additional repair or refinish procedure. This insures every line item for every repair and refinish process is included in the final P&M estimate.

Materials Check List

A detailed list of the quantity of each paint and material item that's expected to be used in the vehicle repair is automatically printed out when the estimate is converted to a Repair Order (RO). This document is usually put into the vehicle job jacket so the technicians know what materials they need on hand before beginning work on that vehicle. It is also used to validate what items were actually used on the repair so it's easy to generate an accurate final invoice.

Quick Edit/Print

At the conclusion of the repair, the 'quick edit' feature allows for easily changing anything on the original estimate necessary to reflect what was actually used on that job. It takes less than one minute to convert an estimate into a final invoice for payment, using this feature.

Billing Profiles

DRPs and fleet accounts may require a unique billing profile that's different from a shop's standard billing program. Profit Forward Invoice allows shops to create multiple, unique Billing Profiles for its customers. Every P&M item can be designated as either Chargeable, Non Chargeable, Don't Show, or Not Used. In addition, each Billing Profile allows for a unique selling price for every P&M item based on mark-up from cost or discount off of a shop's standard billing price.

Line Item Revenue Opportunity

Most insurance companies will pay for certain P&M items, without question, if they are included on the original vehicle estimate (ie. sound deadening foam, seam sealer, panel bonding kit, and more...). Profit Forward Invoice automatically notifies the estimator, via email or printed document, if any of the line items that a particular insurer pays for are not included on the estimate they just wrote. This alert helps a shop avoid missing this additional revenue opportunity

Integrates with Paint Mixing System

For greater invoicing accuracy, Profit Forward Invoice automatically imports the actual amount of paint mixed on most paint companies paint scales and replaces the Profit Forward Invoice's predictive paint estimate with their mix data.

KPI Reports

Key Performance Indicators (KPI's) are used in the collision repair industry to measure many areas of paint and materials usage, cost and sales. Accurate detailed data is critical to generating these meaningful reports. Profit Forward Invoice provides numerous KPI reports that will allow a shop to increase profits by better controlling their cost and increase sales. Additional features and benefits:

Additional features and benefits:

- ✓ P&M calculations are not based off of 'refinish' or 'repair' hours. Instead, thousands of unique templates list the quantity of each individual P&M item that is needed for that specific job, based on the repair, replacement and refinish of each panel, structural or miscellaneous part of the vehicle being repaired.
- ✓ Shops can create their own unique P&M usage templates, if needed.
- ✓ Paint prices are Color Code specific and are unique for each vehicle's specific paint color.
- ✓ All major P&M manufacturers' prices are automatically updated when they change.
- ✓ To increase the accuracy of a shop's expected usage of any specific P&M item, Profit Forward Invoice allows a shop to change their P&M items usage/coverage factors from 100% to a greater or lesser amount than this standard to better reflect how that shop generally consumes those specific items.
- ✓ The 'Product Substitution' program allows a shop to link the P&M manufacturers' actual part numbers, descriptions and prices to the generic Profit Forward Invoice description of those items. This information will be what is displayed on the estimate/invoice. Using the specific P&M's manufacturers data will also aid in 'Material Usage' analysis for better inventory management and for automated purchasing purposes.
- ✓ Accurate P&M Job Costing and Profitability Reports can be sent automatically to owners/managers. This will generate, on a more frequent basis, more awareness of areas ripe for better cost control and revenue opportunities.
- ✓ Profit Forward Invoice tracks P&M costs and profits by job, estimator, insurance company and vehicle type.
- ✓ The first day of each month a 'Snap-Shot Report' is automatically e-mailed to each shop's owner/manager to increase awareness of potential P&M profit opportunities and alert them to any possible problem areas that may need to be explored further.
- ✓ Profit Forward Invoice is an Internet/Cloud based application that allows multiple users to access the shop's database from any computer, anywhere.
- ✓ Reports based on each estimator's RO's can be used to incentivize them to help increase P&M profits and/or compare their profitability to their peers.
- ✓ CCC, Mitchell and Audatex vehicle estimates can be viewed directly from within Profit Forward Invoice, without first having to open that specific estimating system's application.
- ✓ P&M estimates can quickly and easily be created manually, without importing data from one of the vehicle estimating system providers.
- ✓ Profit Forward Invoice's greatest benefit is that it 'takes people out of the process'. From the moment an estimate is initially written, until the printer automatically prints out the final invoice for payment, no employee in the shop has to 'open' the Profit Forward Invoice application or do anything. Profit Forward Invoice is totally automated from beginning to end.