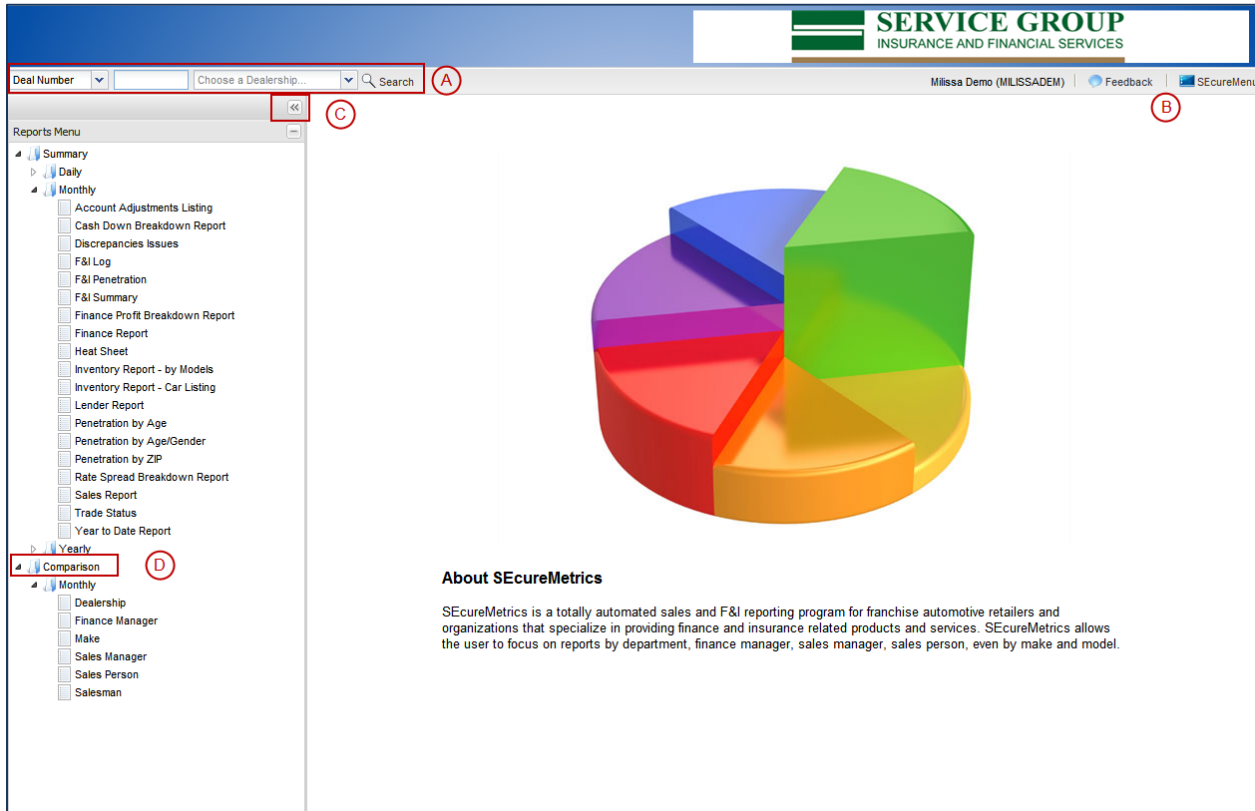


Get the Most from SEcureMetrics 2.0

The new SEcureMetrics offers a cleaner, more organized display of data than the previous version. Of particular note is the ability to customize report views on many levels.

Report Menus

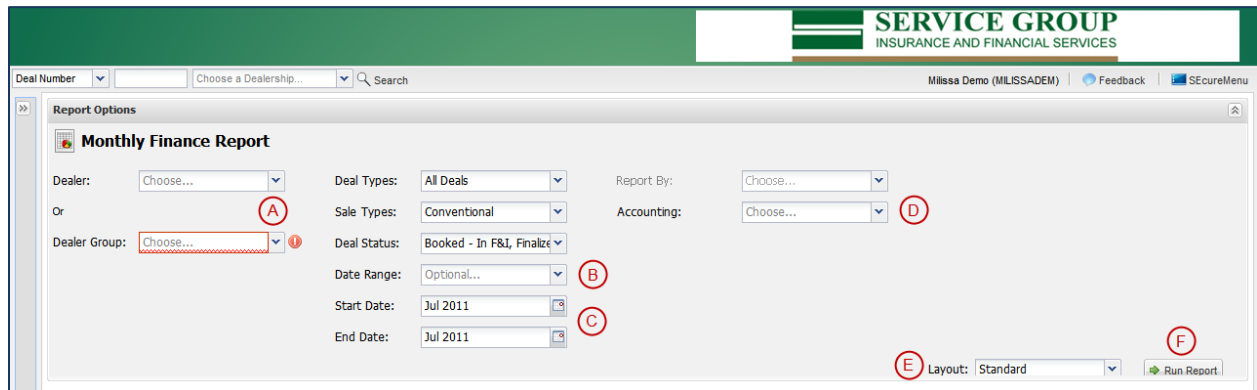


The screenshot displays the SEcureMetrics 2.0 interface. At the top, there is a search bar with a 'Deal Number' dropdown and a 'Choose a Dealership...' dropdown, both highlighted with a red box and labeled 'A'. To the right of the search bar is a 'Search' button. In the top right corner, there is a 'SEcureMenu' icon highlighted with a red circle and labeled 'B'. On the left side, there is a 'Reports Menu' with a double arrow icon to collapse/expand it, highlighted with a red box and labeled 'C'. The menu lists various reports under 'Summary', 'Daily', 'Monthly', and 'Yearly' categories. The 'Comparison' category is highlighted with a red box and labeled 'D'. The main content area features a 3D pie chart and an 'About SEcureMetrics' section with a brief description of the software.

- A. You can now do a quick search by Deal Number or Stock Number from this main screen - it will remain in the upper frame throughout all reports. This search feature was previously available within the Monthly Log report
- B. Use the “SEcureMenu” icon to return to the main ICS menu (formerly “Options Page”)
- C. Note that the Reports Menu is expandable/collapsible. Once you select a report, the Report Options Menu will then become available. Both of these menus can be expanded or collapsed (using the double arrow icons) as you like to change your preferences
- D. The reports previously found in SEcureMetrics and Dealer Comparison Reporting (e.g., “Summary by Finance Manager”) will now be combined in SEcureMetrics 2.0

Report Options

Select your report criteria – much remains the same, but with some increased functionality.



- A. Clearly-defined lookup fields for individual Dealers or Dealer Groups (if you have Group access)
- B. Pre-formatted, commonly-used date ranges:

This Month (Jul)
Last Month (Jun)
Year To Date (Jan-Jul)
1st Quarter (Jan-Mar)
2nd Quarter (Apr-Jun)
3rd Quarter (Jul-Sep)
4th Quarter (Oct-Dec)

- C. Clear, easy-to-use calendar from which to select date range:

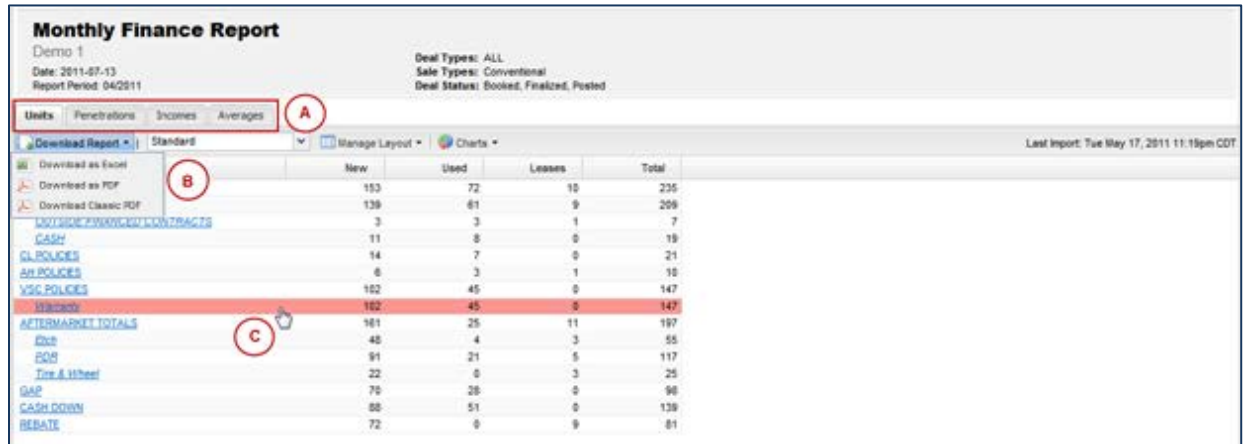
Jan	Jul	◀	▶
Feb	Aug	2007	2012
Mar	Sep	2008	2013
Apr	Oct	2009	2014
May	Nov	2010	2015
Jun	Dec	2011	2016
OK		Cancel	

- D. ACCOUNTING FUNCTIONS NOT CURRENTLY AVAILABLE FOR SERVICE GROUP
- E. You will notice various Layout options throughout the individual reports, but from this menu, you can select to “Remove Unsold Products” from the report views
- F. Once you have selected all your criteria, click “Run Report” to run

New Features

Within the various reports there are numerous options to customize the layout, sort order, fields to display, etc. Here are some examples within some commonly-used reports:

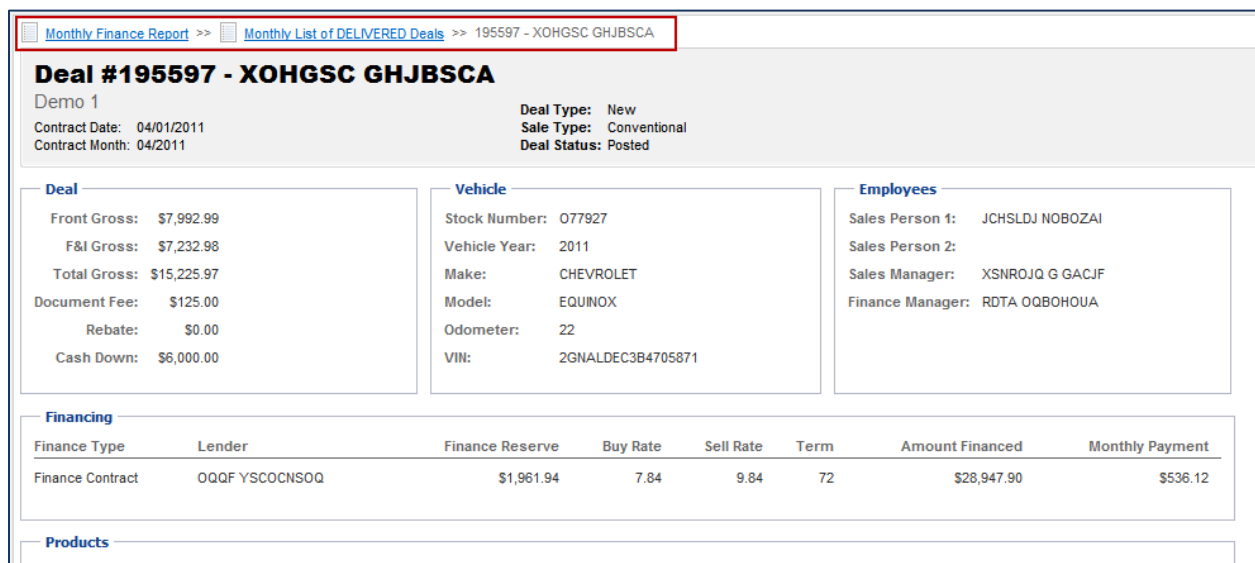
Finance Report



	New	Used	Leases	Total
Download as Excel	153	72	10	235
Download as PDF	139	61	9	209
Download Classic PDF	3	3	1	7
WARRANTY	11	8	0	19
GL POLICES	14	7	0	21
SR POLICES	6	3	1	10
YSC POLICES	152	45	0	147
WARRANTY	152	45	0	147
AFTERMARKET TOTALS	161	25	11	197
Exc	45	4	3	55
EQS	91	21	5	117
Tire & Wheel	22	0	3	25
GAP	70	28	0	98
CASH DOWN	88	51	0	139
REBATE	72	0	9	81

- Data is grouped and displayed in tabs
- Quick access button to download to Excel, or PDF or "Classic PDF," the PDF currently used by SEcureMetrics 1.0 (customization to reports will not be reflected in this printable version)
- As you mouse-over the rows, the selected row will be highlighted in red; if you click on a row, it will then highlight in blue; use "Ctrl" or "Shift" + mouse click to select multiple rows

Drilling down to the deal recap is the same as in the previous version, but now there is also a "Breadcrumb" to show you how you got to this screen (and you can click on link to go back):



[Monthly Finance Report](#) >> [Monthly List of DELIVERED Deals](#) >> 195597 - XOHGSC GHJBSCA

Deal #195597 - XOHGSC GHJBSCA

Demo 1
 Contract Date: 04/01/2011
 Contract Month: 04/2011
 Deal Type: New
 Sale Type: Conventional
 Deal Status: Posted

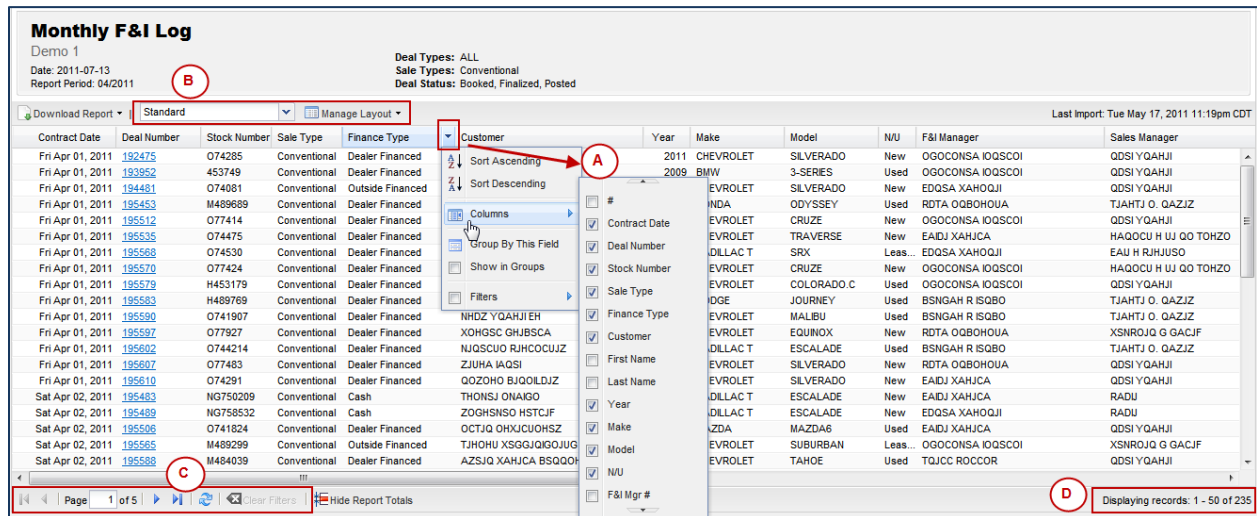
Deal		Vehicle		Employees	
Front Gross:	\$7,992.99	Stock Number:	077927	Sales Person 1:	JCHSLDJ NOBOZAI
F&I Gross:	\$7,232.98	Vehicle Year:	2011	Sales Person 2:	
Total Gross:	\$15,225.97	Make:	CHEVROLET	Sales Manager:	XSNROJQ G GACJF
Document Fee:	\$125.00	Model:	EQUINOX	Finance Manager:	RDTA OQBOHOUA
Rebate:	\$0.00	Odometer:	22		
Cash Down:	\$6,000.00	VIN:	2GNALDEC3B4705871		

Financing							
Finance Type	Lender	Finance Reserve	Buy Rate	Sell Rate	Term	Amount Financed	Monthly Payment
Finance Contract	OQQF YSCOCNSOQ	\$1,961.94	7.84	9.84	72	\$28,947.90	\$536.12

Products

F&I Log (formerly Monthly or Daily Log)

The number of available fields in the F&I Log offers the most flexible to customization.



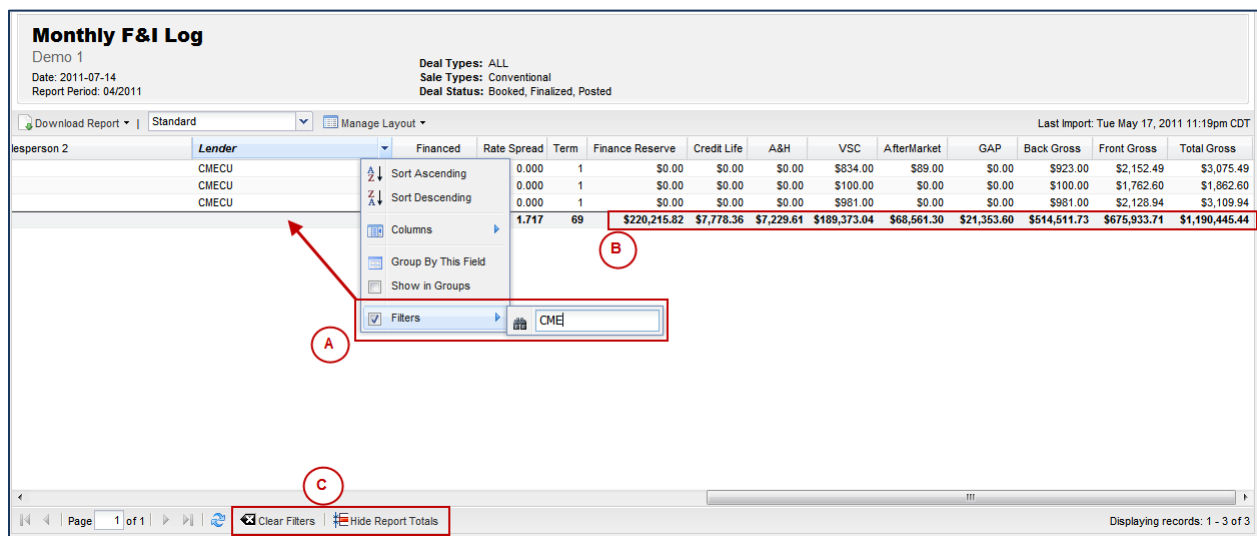
Monthly F&I Log
Demo 1
Date: 2011-07-13
Report Period: 04/2011
Deal Types: ALL
Sale Types: Conventional
Deal Status: Booked, Finalized, Posted

Download Report | Standard | Manage Layout | Last Import: Tue May 17, 2011 11:19pm CDT

Contract Date	Deal Number	Stock Number	Sale Type	Finance Type	Year	Make	Model	NU	F&I Manager	Sales Manager
Fri Apr 01, 2011	192475	074285	Conventional	Dealer Financed	2011	CHEVROLET	SILVERADO	New	OGOCONS A IOGSCOI	QDSI YQAHJI
Fri Apr 01, 2011	193952	453749	Conventional	Dealer Financed	2009	BMW	3-SERIES	Used	OGOCONS A IOGSCOI	QDSI YQAHJI
Fri Apr 01, 2011	194481	074081	Conventional	Outside Financed					EDQSA XAHOQJI	QDSI YQAHJI
Fri Apr 01, 2011	195453	M489689	Conventional	Dealer Financed					RDTA OQBHOJUA	TJAHTJ O QAZJZ
Fri Apr 01, 2011	195512	077414	Conventional	Dealer Financed					OGOCONS A IOGSCOI	QDSI YQAHJI
Fri Apr 01, 2011	195535	074475	Conventional	Dealer Financed					EADJ XAHJCA	HAOCU H UJ QO TOHZO
Fri Apr 01, 2011	195568	074530	Conventional	Dealer Financed					EDQSA XAHOQJI	EAU H RJHUJSO
Fri Apr 01, 2011	195570	077424	Conventional	Dealer Financed					OGOCONS A IOGSCOI	HAOCU H UJ QO TOHZO
Fri Apr 01, 2011	195579	H453179	Conventional	Dealer Financed					OGOCONS A IOGSCOI	QDSI YQAHJI
Fri Apr 01, 2011	195583	H489769	Conventional	Dealer Financed					BSNGAH R ISQBO	TJAHTJ O QAZJZ
Fri Apr 01, 2011	195590	0741907	Conventional	Dealer Financed					BSNGAH R ISQBO	TJAHTJ O QAZJZ
Fri Apr 01, 2011	195597	077927	Conventional	Dealer Financed					RDTA OQBHOJUA	XSNROJ G GACJF
Fri Apr 01, 2011	195602	0744214	Conventional	Dealer Financed					BSNGAH R ISQBO	TJAHTJ O QAZJZ
Fri Apr 01, 2011	195607	077463	Conventional	Dealer Financed					RDTA OQBHOJUA	QDSI YQAHJI
Fri Apr 01, 2011	195610	074291	Conventional	Dealer Financed					BSNGAH R ISQBO	QDSI YQAHJI
Sat Apr 02, 2011	195483	NG750209	Conventional	Cash					EADJ XAHJCA	RADI
Sat Apr 02, 2011	195489	NG758532	Conventional	Cash					EADJ XAHJCA	RADI
Sat Apr 02, 2011	195506	0741624	Conventional	Dealer Financed					EADJ XAHJCA	QDSI YQAHJI
Sat Apr 02, 2011	195565	M489299	Conventional	Outside Financed					OGOCONS A IOGSCOI	XSNROJ G GACJF
Sat Apr 02, 2011	195588	M484039	Conventional	Dealer Financed					TAHOE	QDSI YQAHJI

Page 1 of 5 | Clear Filters | Hide Report Totals | Displaying records: 1 - 50 of 235

- Drop down menu to right of each column heading will give you options to sort that column, as well as to check/uncheck any columns you want displayed in the report
- If you choose to create a customized version of any report, you can rename it and save it in the “Manage Layout” option – you will then be able to select that custom version from the Layout options drop down menu
- Data is divided among multiple pages, use arrows to quickly move between pages
- The right-hand corner will let you know how many records you see in the current view out of the total number



Monthly F&I Log
Demo 1
Date: 2011-07-14
Report Period: 04/2011
Deal Types: ALL
Sale Types: Conventional
Deal Status: Booked, Finalized, Posted

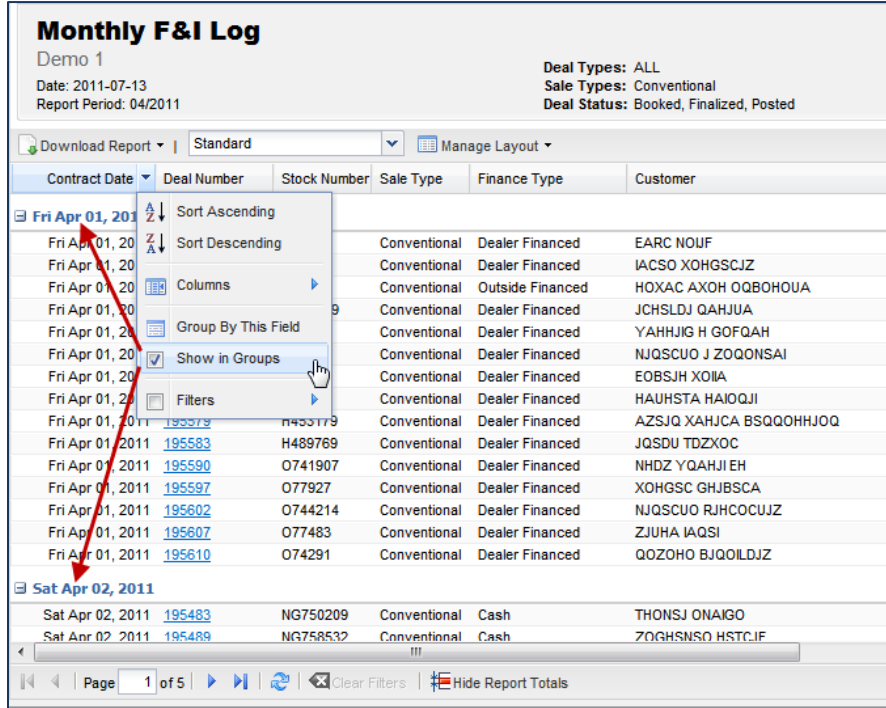
Download Report | Standard | Manage Layout | Last Import: Tue May 17, 2011 11:19pm CDT

Lender	Financed	Rate Spread	Term	Finance Reserve	Credit Life	A&H	VSC	AfterMarket	GAP	Back Gross	Front Gross	Total Gross
CMECU		0.000	1	\$0.00	\$0.00	\$0.00	\$834.00	\$89.00	\$0.00	\$923.00	\$2,152.49	\$3,075.49
CMECU		0.000	1	\$0.00	\$0.00	\$0.00	\$100.00	\$0.00	\$0.00	\$100.00	\$1,762.60	\$1,862.60
CMECU		0.000	1	\$0.00	\$0.00	\$0.00	\$981.00	\$0.00	\$0.00	\$981.00	\$2,128.94	\$3,109.94
	1,717	69		\$220,215.82	\$7,778.36	\$7,229.61	\$189,373.04	\$68,561.30	\$21,353.60	\$514,511.73	\$675,933.71	\$1,190,445.44

Page 1 of 1 | Clear Filters | Hide Report Totals | Displaying records: 1 - 3 of 3

- A. You can apply filters to only view specific sub-sets of data; to clear filters, uncheck “Filters” box or use “Clear Filters” from bottom menu (see C, below)
- B. The report will also display the grand total of all data (not just what is displayed in current view)
- C. Clear Filters or Hide Report Totals

You can also sort and group by values in any given column, as in the example below, sorted and grouped by Contract Date:



Monthly F&I Log
 Demo 1
 Date: 2011-07-13
 Report Period: 04/2011
 Deal Types: ALL
 Sale Types: Conventional
 Deal Status: Booked, Finalized, Posted

Contract Date	Deal Number	Stock Number	Sale Type	Finance Type	Customer
Fri Apr 01, 2011					
Fri Apr 01, 2011	195579	0741907	Conventional	Dealer Financed	EARC NOUF
Fri Apr 01, 2011	195583	H489769	Conventional	Dealer Financed	IACSO XOHGSCJZ
Fri Apr 01, 2011	195590	0741907	Conventional	Outside Financed	HOXAC AXOH OQBOHOUA
Fri Apr 01, 2011	195597	077927	Conventional	Dealer Financed	JCHSLDJ QAHJUA
Fri Apr 01, 2011	195602	0744214	Conventional	Dealer Financed	YAHJJIG H GOFQAH
Fri Apr 01, 2011	195607	077483	Conventional	Dealer Financed	NJQSCUO J ZOQONSAI
Fri Apr 01, 2011	195610	074291	Conventional	Dealer Financed	EOBSJH XOIA
Fri Apr 01, 2011	195579	0741907	Conventional	Dealer Financed	HAUHSTA HAIQJJI
Fri Apr 01, 2011	195583	H489769	Conventional	Dealer Financed	AZSJQ XAHJCA BSQQOHHJQJ
Fri Apr 01, 2011	195590	0741907	Conventional	Dealer Financed	JQSDU TDZXOC
Fri Apr 01, 2011	195597	077927	Conventional	Dealer Financed	NHDZ YQAHJIEH
Fri Apr 01, 2011	195602	0744214	Conventional	Dealer Financed	XOHGSC GHJBSCA
Fri Apr 01, 2011	195607	077483	Conventional	Dealer Financed	NJQSCUO RJHCOCUJZ
Fri Apr 01, 2011	195610	074291	Conventional	Dealer Financed	ZJUHA IAQSI
Fri Apr 01, 2011	195610	074291	Conventional	Dealer Financed	QOZOHO BJQOILDJZ
Sat Apr 02, 2011					
Sat Apr 02, 2011	195483	NG750209	Conventional	Cash	THONSJ ONAIGO
Sat Apr 02, 2011	195489	NG758532	Conventional	Cash	ZQGHNSNSO HSTC.IF

Page 1 of 5 | Clear Filters | Hide Report Totals

Comparison Reports

The Comparison reports offer you the ability to view the layout in the Classic, or vertical view:

Monthly Summary by Finance Manager
 Demo 1
 Date: 07/13/2011
 Report Period: 04/2011
 Deal Types: ALL
 Sale Types: Conventional
 Deal Status: Booked, Finalized, Posted

Download Report | Classic | Manage Layout | Charts | Last Import: Tue May 17, 2011 11:19pm CDT

Description	Classic	XAHQOJJI	OGOCONSA IQG...	RADU	RDTA OQBOHOUA	TQJCC ROCCOR	UNKNOWN	WJBSC H KJJCJF	GRAND TOTALS
Retail Units	Classic-Exclude Unsold Products	26	63	1	33	10	1	21	235
New Retail	Tabbed	25	47	1	17	5	0	17	162
Used Retail	Tabbed-Exclude Unsold Products	1	16	0	16	5	1	4	73
Cash Units	Horizontal	2	2	0	0	5	1	4	19
Financed Deals	Horizontal-Exclude Unsold Products								
Units		32	42	21	60	1	33	4	209
Income		\$ 35,982.43	\$ 47,727.97	\$ 24,900.57	\$ 64,079.30	\$ 100.00	\$ 33,848.64	\$ 1,004.31	\$ 220,215.82
Income per Unit		\$ 1,124.45	\$ 1,136.38	\$ 1,185.74	\$ 1,067.99	\$ 100.00	\$ 1,025.72	\$ 251.08	\$ 1,053.66
Penetration		89%	95%	81%	95%	100%	100%	40%	89%
Credit Life Policies									
Units		12	0	4	2	0	3	0	21
Income		\$ 3,871.90	\$ 0.00	\$ 1,978.39	\$ 669.71	\$ 0.00	\$ 1,258.36	\$ 0.00	\$ 7,778.36
Income per Unit		\$ 322.66	\$ 0.00	\$ 494.60	\$ 334.86	\$ 0.00	\$ 419.45	\$ 0.00	\$ 370.40
Penetration		33%	0%	15%	3%	0%	9%	0%	9%
Accident and Health									
Units		7	0	0	2	0	1	0	10
Income		\$ 4,636.93	\$ 0.00	\$ 0.00	\$ 1,513.79	\$ 0.00	\$ 1,078.89	\$ 0.00	\$ 7,229.61
Income per Unit		\$ 662.42	\$ 0.00	\$ 0.00	\$ 756.90	\$ 0.00	\$ 1,078.89	\$ 0.00	\$ 722.96
Penetration		22%	0%	0%	3%	0%	3%	0%	5%
VSC									
Units		31	33	17	39	0	16	0	147
Income		\$ 52,319.00	\$ 31,307.00	\$ 18,267.00	\$ 62,111.00	\$ 0.00	\$ 15,070.04	\$ 0.00	\$ 189,373.04

Horizontal View:

Monthly Summary by Finance Manager
 Demo 1
 Date: 2011-07-13
 Report Period: 04/2011
 Deal Types: ALL
 Sale Types: Conventional
 Deal Status: Booked, Finalized, Posted

Download Report | Horizontal | Manage Layout | Charts | Last Import: Tue May 17, 2011 11:19pm CDT

Name	Retail Units			Cash	Financed Deals				VSC					
	New	Used	Total		Units	Income	Average	Penetration	Units	Income	Average	Penetration		
BSNGAH R ISQBO	10	26	36	3	32	\$35,982.00	\$1,124.00	89%	31	\$52,319.00	\$1,688.00	86%	18	\$3,837.00
EADJ XAHUCA	40	4	44	2	42	\$47,728.00	\$1,136.00	95%	33	\$31,307.00	\$949.00	75%	27	\$5,348.00
EDOSA XAHQOJJI	25	1	26	2	21	\$24,901.00	\$1,186.00	81%	17	\$18,267.00	\$1,075.00	65%	7	\$2,186.00
OGOCONSA IQGSCOI	47	16	63	2	60	\$64,079.00	\$1,068.00	95%	39	\$62,111.00	\$1,593.00	62%	22	\$5,500.00
RADU	1	0	1	0	1	\$100.00	\$100.00	100%	0	\$0.00	\$0.00	0%	0	\$0.00
RDTA OQBOHOUA	17	16	33	0	33	\$33,849.00	\$1,026.00	100%	16	\$15,070.00	\$942.00	48%	16	\$2,887.00
TQJCC ROCCOR	5	5	10	5	4	\$1,004.00	\$251.00	40%	0	\$0.00	\$0.00	0%	1	\$153.00
UNKNOWN	0	1	1	1	0	\$0.00	\$0.00	0%	0	\$0.00	\$0.00	0%	0	\$0.00
WJBSC H KJJCJF	17	4	21	4	16	\$12,573.00	\$786.00	76%	11	\$10,299.00	\$936.00	52%	7	\$1,444.00
GRAND TOTALS	162	73	235	19	209	\$220,216.00	\$1,054.00	89%	147	\$189,373.00	\$1,288.00	63%	98	\$21,354.00

Or Tabbed View (also horizontal):

Monthly Summary by Finance Manager
 Demo 1
 Date: 2011-07-14
 Report Period: 04/2011
 Deal Types: ALL
 Sale Types: Conventional
 Deal Status: Booked, Finalized, Posted

Units | Income | Average | **Penetration** | Manage Layout | Charts | Last Import: Tue May 17, 2011 11:19pm CDT

Download Report | Tabbed

Name	Retail Units			Cash	Financed De...		VSC	GAP	AFTERMARKET	Credit Life	A & H	Front Gross		F&I Income	
	New	Used	Total		Penetration	Penetration	Penetration	Penetration	Penetration	Penetration	Total	PRU	Total	PFU	
BSNGAH R ISQBO	10	26	36	3	89%	86%	50%	64%	35%	22%	0%	\$122,849.16	\$3,412.48	\$111,626.11	\$3,469.38
EADJ XAHUCA	40	4	44	2	95%	75%	61%	130%	0%	0%	0%	\$118,513.32	\$2,511.67	\$103,245.97	\$2,458.24
EDOSA XAHQOJJI	25	1	26	2	81%	65%	27%	123%	15%	0%	0%	\$99,656.07	\$3,833.00	\$57,398.33	\$2,733.25
OGOCONSA IQGSCOI	47	16	63	2	95%	62%	35%	71%	3%	3%	3%	\$174,473.15	\$2,769.42	\$148,969.17	\$2,481.82
RADU	1	0	1	0	100%	0%	0%	0%	0%	0%	0%	\$1,063.39	\$1,063.39	\$100.00	\$100.00
RDTA OQBOHOUA	17	16	33	0	100%	48%	48%	58%	9%	3%	3%	\$128,625.20	\$3,655.31	\$63,226.68	\$1,915.78
TQJCC ROCCOR	5	5	10	5	40%	0%	10%	50%	0%	0%	0%	\$17,599.40	\$1,759.94	\$2,309.82	\$577.46
UNKNOWN	0	1	1	1	0%	0%	0%	0%	0%	0%	0%	-\$637.41	-\$637.41	\$0.00	\$0.00
WJBSC H KJJCJF	17	4	21	4	76%	52%	33%	76%	0%	0%	0%	\$29,789.43	\$1,418.54	\$28,367.65	\$1,789.23
GRAND TOTALS	162	73	235	19	89%	63%	42%	84%	9%	5%	5%	\$675,933.71	\$2,876.31	\$514,511.73	\$2,461.78

