

Trying to run your commercial vehicle repair operation with accounts software, spreadsheets and paper forms is trying to eat soup with a fork!

Most small companies use accounting software for invoicing, chasing cash, and paying suppliers. Irrespective of whether you use Sage, Pegasus, Quick Books, or Datafile for managing the company's books and complying with Vat legislation. They make life a lot easier, and free up time doing monotonous chores.

But this creates a problem. Accounting software starts when the process ends – producing an invoice.

All the hard work of managing vehicle schedules, checking inspection sheets, overseeing fitter's time and sourcing parts is where the effort and energy occurs.

It's here margin, and often wafer thin margin, is made or lost.

And because in small companies the accounts data are zealously protected (and quite rightly so), workshop staff have to rely on paper forms, filing cabinets and if they are lucky, the odd spreadsheet to track job progress and history.

Accounting software is limited in the standard documents it produces. Invoices, customer statements, and supplier remittance advices are the norm. However, as a commercial vehicle repairer your documents are also job cards and inspection sheets.

Accounting software is account orientated whether that is a customer or a supplier. Your operation is customer, vehicle, job, fitter and supplier part orientated.

Accounting software tracks units in terms of money. Whereas you need to track in time. For you, success is measuring and controlling the currency of the workshop - fitters hours

Accounting software is often one dimensional pricing. Compared to you where you operate special rates for different types of work for different customers.

Accounting software stores the invoice for future retrieval. Whereas you might need to look at different job cards, each with their own inspection sheets, fitters' hours, parts used, perhaps some recovery, may be even some subcontracted work.

The customer's invoice doesn't tell the whole story so to answer even the most basic of queries you waste time scuttling about looking for job cards which were stuck away in a filing box, weeks, months or even years ago

The accounts data is only of value if it can be accessed when you need it. If your accounts lady is on holiday and you need to get an invoice out for insurance work, not being able to, hammers cash flow.

Working with this shortage of core information leads to mistakes, omissions, and broken customer promises. It gobbles up your precious time and tracking down information is like walking through tar.

And it's not all one way traffic. It's frustrating for the accounts staff trying to decipher fitter's handwriting, and making sure that all parts costs are accounted for.

More so, most big companies have deadlines when your invoice needs to reach them by a specific date. Failing to hit this deadline can have worrying consequences on your cash flow. With *Lynchpin* being able to instantly and effortlessly produce invoices eliminates these fears, risks and worry, forever.



- Accounts software starts at the end of the process
- The invoice doesn't tell the whole story
- Tracking down information can be like walking through tar
- Information is of no value if you cannot access it
- Margin and time evaporate faster than a puddle in a desert when you don't have the right tool
- Accounts packages tell you the invoicing, but not the individual job costs. Which means your kept in the dark about margin reducing wastage and errors
- Controlling costs makes more margin

"Jobs are like jigsaws. You need every piece before you can see the big picture."

Bill Robinson of T. Robinson & Sons, Bolton Lancs

LYNCHPIN *repairs*

More Time **AND** Margin for the smaller commercial vehicle operation.



LYNCHPIN & SAGE

The biggest majority of Lynchpin users have Sage Line 50 for managing accounts. Often when I first speak to prospective clients, I will get the reply "I do my invoicing using Sage. How does Lynchpin work with Sage"

Sage manufacture the UK's leading accounting software and Lynchpin is NOT a competitor. Instead Lynchpin dovetails around your Sage to ensure that your accounts data is accurate and reliable. Sage helps you to manage your money in and out. In the same way Lynchpin helps you manage the flow of jobs through your workshop to maximize the margin from the hours available. It's a bit like riding a bike. Sage are the wheels, Lynchpin are the gears, and your sitting on the seat. It's the gears that takes the strain out of the pedalling.

| FEATURE | LYNCHPIN | SAGE ACCOUNTS |
|--|--|--|
| Sales, purchases and nominal ledger | No | Yes |
| Aged debt analysis | No | Yes |
| Sales Invoicing | Yes. Linked to job card | Yes but not linked to job card |
| Supplier invoices | Yes linked to vehicle and job | Yes but with no links except to nominal |
| Nominal ledger | No | Yes |
| Document emailing | Yes | Yes |
| Vehicle database | Yes | No |
| Vehicle Service Schedule | Yes | No |
| Job Card Production | Yes | No |
| Inspection Sheets | Yes | No |
| Job Card Time Sheets | Yes | No |
| Purchase Orders | Yes | More Expensive Option Only |
| Subcontractor Orders | Yes | No |
| Parts Stock | Yes | General Stock system more apt for wholesale distribution business |
| Automatic Amendable Work Types & Work Done | Yes. Supplied with Full Vehicle Maintenance Reporting System | No. Limited text. No flexibility to cater for those clients who want, and those who don't want detailed narrative of work done without excessive typing. |
| VOSA compliant | Yes MOT charge rates and failure reasons, New MOT Booking, etc | No |
| Vehicle jobs history showing labour, parts and consumables | Yes | No |
| Instant job profitability | Yes | No |
| Automatic invoicing | Yes | No has to be manually constructed from job card |
| Specific Workshop Reports | Yes | No. Sage only has accounting financial reporting |
| Service Due Listing | Yes | No |
| Workshop and Fitter Diary | Yes | No |
| Own plant usage linked to jobs with rental invoicing capability. | Yes | Simple fixed assets register, |
| Easily Customisable | Yes | Sold as off the shelf standard package, |

ONE BUTTON. ONE CLICK.

Sage Update

Lynchpin updates the Sage 50 sales, purchase and nominal ledgers, automatically, and with one mouse click.

Lynchpin users are mesmerised when they see the updating for the first time.

Hours of work sweating over difficult to read job cards, often with work and parts missing, are banished forever.

Time that you can spend doing other things.

And we do this using Sage's recommended Data Objects. That way you get true and complete updating.

And we provide a full detailed audit trail showing what accounts have been updated, the amounts, vat, and dept.

Make More Margin

With manual systems it is a time consuming task to measure the margin never mind increase it in your favour.

With Lynchpin, margin by job, fitter, part, vehicle and customer is instantly available enabling you to focus on the areas where you make the most.