

WebAuto by Mission Software

WebAuto is Mission Software's third generation auto management software. It is the ultimate solution to a market that changes every season and is saturated with competition. With our 30+ years of experience in the industry, we have been on the frontlines of the growth in technology from legacy systems to web-based solutions. Aside from the auto management industry, Mission Software also has deep roots in banking systems, thus creating our philosophies in prioritizing accounting, security and profits. Our mission is to provide you the tools to operate your business the way you envisioned while maximizing your profits.

The ability to quickly progress and evolve is the reason why WebAuto has the leading edge over its competitors. It is a web based system that has the ability to change and meet the demands and preferences of all our customers. Why settle for a program that forces your operation to be managed a certain way, when the program should be the one to match the way you want your business to operate. But the main reason why WebAuto is so successful, it is because of the program's focus on not only the front counter, it also emphasizes on the back office accounting and most importantly security. With over three decades of involvement in the auto rental industry and actual management experience; we understand the importance of both bookkeeping and protection of your profits. While almost all of our competitors can give you the basic operations of opening and closing agreements and electronic booking, nobody else compares to us when it comes to the details and intricacies of the accounting department. WebAuto's architectural design focused heavily on accounting and security. It is our firm belief that in order to run a successful business, you must know where every cent goes and that your dollar must carry its full weight. WebAuto's security is based on the banking mentality of trust nobody. The safest way to protect your profits is to ensure all actions are logged and the history cannot be removed. Our closed agreement wizard, rate history trail and payment audit trails are all tools that allow room for human interaction but at the same time prevent any malicious intent. Our refined split billing arrangement allows up to four parties with ten payment entries each, designed for replacement rental business, but also allows your operation to take any form of business possible. From our experience, you gain the benefits of running your operation as smoothly and profitable as possible.

Size is not a concern for Mission Software - it is the turnkey solution for all auto rental companies in North America whether it is independently owned or a corporate franchise. WebAuto is able to support an operation in one location with a dozen cars, to a corporation with over 50,000 cars at over a 1000 locations. The sophistication of the system allows for multiple independent ownerships with split inter-branch accounting. And the complexity of the rate system allows for any company to operate the way they had envisioned including the support of both Imperial and Metric systems. Fleet arrangement is also flexible, with the accommodation of any vehicles including cars, trucks, vans, buses, cargo trucks, campers, motorised homes, trailers and motorcycles. Because every vehicle serves different purposes and can be rented out in a number of ways, our full capacity booking capabilities allows for your vehicles to be reserved in any manner, from by the hour, time blocks to as long as months at a time. With our comprehensive customer database and all in one reservation system, WebAuto is your solution for a streamline business while providing superb customer satisfaction.

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Ease of use

Mission Software has a long history in the auto industry. Our vision is to design the most suitable program for large and small enterprises while still delivering the best customer care in the industry. Our first generation software was programmed on a Legacy character base system, then we moved onto a Window based program, both of which were difficult to update and enhance due to the format. Both of which were unable to handle a large volume of users simultaneously. But now we are currently boasting one of the most powerful auto software on the market as a web based program because we have the ability to continuously grow in real time as per the requests of our clients. As technology progresses, Missions Software has risen to the challenge every time and has adapted to meet the demands of user requirements. After every migration, the software has become more user friendly than the previous due to our continued experience in the market and Mission Software has been able to encompass all our consumer demands into WebAuto. It is a complex system, but it is a very delicate balance between an array of features and functionality. The necessity of these features becomes more apparent as enterprises expand and require more services out of their auto management system. However, the quest to be most preferred program for all enterprises requires constant development and growth from WebAuto. It is a difficult task to have every feature possible in one program since all companies operate differently and the perspective of what the auto management software should offer varies. But as our client base grows, and so does the requests for features and enhancements, Missions Software has continuously fulfilled our obligations and upgraded the software to meet the expectations of our customers. Since WebAuto is a web based program, we are able to upgrade all our clients software simultaneously once programming and testing has been completed, giving our customers a competitive edge and another step towards operating their company in their vision.

As companies grow and mature, a requirement is additional staff. Ineffective training would negatively affect your company's bottom line in the form of mistakes, poor customer satisfaction and re-training. We understand the importance of proper training and Mission Software offers tools to streamline the process. A trainee that is computer literate can be fully trained in WebAuto within a day using our tutorials. We also offer an offline site, which has all the functions of the live site for training, to ensure your business is not affected while your training will allow all the features of WebAuto to be utilized.

Mission Software is deeply invested in customer satisfaction. It is our philosophy to treat your business as if it were our own. We understand how important it is to have live support when there are questions that need immediate answers to in an industry where dealing with customers is in real time. Mission Software offers live support from 7am-4pm PST and e-mail support 24/7.

Real Time Fleet Management and Forecasting

Real time fleet management is another tool WebAuto offers your operation, in order to maximize your efficiency and thus your profits. With our color based grid system, the overview will allow you to see what units are available at any time including reservations and returns. The grid will represent each day for every vehicle in the fleet. However, we understand some operations will have all sizes of vehicles in

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their fleet to rent out, from compact cars to 5-ton trucks and dependant on their roles will need a different form of management. WebAuto offers two different forms of real time fleet management simultaneously so there is no need to force your trucks to use a car-based grid system and vice versa.

Single block management system. This form of management is meant for your cars, and since car rentals generally go by the number of days, there is no need for any other unnecessary information needed. Any new reservations, cancellations or walk-ins are all automatically updated in real time as soon the information is inputted into the system. WebAuto also stores all the information and transfers all corresponding data if your customer chooses they want to change the vehicle. With the information updated in real time, your operation will always know which vehicles are available at any given moment.

Multi-block management system. Cargo truck rentals differ from car rentals because your customer may not need a large truck for days at a time but for only a few hours of the day. This presents two problems, the first being underutilization and the second over-booking. When your vehicles are being underutilized, and are just sitting in your lot, you are losing potential revenue. On the other hand, if an operation overbooks their vehicles, they can generally substitute the vehicle with an upgrade for the same rate to satisfy the customer. But the same does not apply for trucks, you cannot substitute a 5-ton moving truck for 5 one ton trucks. The solution to these problems, WebAuto employs a multi-block system for vehicles which may require it. The blocks are separated into morning (0700-1200), afternoon (1200-1700) and overnight (1700-0700). These time blocks would allow a truck to be rented out three times a day, and with the specific vehicle reservation, over booking trucks will no longer be an issue. With this feature, an operation would be able to accurately and efficiently maximize their truck rental activities.

The forecasting aspect, will provide your operation all the information you need to know about your fleet. Separated by each class of vehicle in the fleet, the information would also include how many units are rented out, how many units are needed to fulfill the day's reservations, and how many units are free. The most valuable aspect of forecasting is the ability for your operations to plan ahead. This tool would allow an operation to know exactly where they stand and how they can influence a customer's decision. By trying to rent out the class of vehicles an operation has most on hand, would reduce the chances another class of car from running out and thus force the operation to rent out a more expensive car at a lower rate. And at the same time, if an operation overbooks a certain class of vehicle by accident, they may be able to transfer some from another branch to ensure your customer receives exactly what they asked for.

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Figure 1 Forecasting

Advanced Rate Management and Best Buy Rate Search Engine

There are many determining factors in controlling rates; class, length of rental, location, rental period are all variants. To a rental company, controlling rates is the main life line of the operation. It is a very delicate and sensitive matter. In a very competitive market, if your rates are too high, your customers will shop elsewhere, if your rates are too low, you lose out on potential profits. But at the same time, if there are an abundance of vehicles in the lot, an operation may choose to lower rates to entice customers and as the inventory diminishes, an operation may want to raise rates and get maximum yield out of the last few vehicles. An operation may have high demand for a certain class of vehicles due to location or there is a peak time during the day when an operation is most likely to see a large influx of customers that may opt to pay a higher price in order to bypass the competitor with lower rates. In order to obtain an optimal balance between your fleet supply and the ebb and flow of market demand, it requires in depth knowledge of the target market. We at Mission Software understand the need to constantly have a multitude of rates on hand dependant on the situation in order for an operation to maximize revenue yield from rates.

The value of every vehicle is different, therefore the rental rate should reflect it, and should vary from every vehicle class. WebAuto allows your operation to store as many rates as it may need. For example, an operation could need a daily rate, weekly rate and monthly rate, and within each rate class there is a different rate for every class of vehicle. In addition to standard rates, operations can add as many other specific rates as they may need, such as set rates for a body shop's referral customers, corporate rates or a completely different set of standard rates for peak seasons. WebAuto's advanced rate management system allows an operation to have limitless control and creativity as another competitive edge against their competitors.

Some examples of rates:

Rate Code, Rate Name, Rate Types, Rate Category, Rate Description, Effective Date and Time, Vehicle Class, Rate details – mile or kilometers, hourly, daily weekly, weekend, monthly

Extra charge options – extra day, after a week, after a month, excess mileage

Daily Package Rates – 2 days, 3 days, ...

Time Block package rate: 3-hours, 4 hours ...

Monthly Rates: 28 days (default), 30 days, or month-to-month

Moving Truck Time-blocks: Morning, Afternoon, and Overnight

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* Office: WABBYN - Mission Car Rentals *required ? Close

Rate: STANDARD - Rack Rate [Refresh](#)

* Rate ID: STANDARD Edit Get New List < > Internal Note (Rules) Print Message (Will be printed on RA)

* Rate Name: Rack Rate Rack Rate

* Valid From: 1/1/2006 To: 12/31/2018

* Rate Type: DALY - Daily < >

* Category: S - Standard < >

Add To Best Buy Search Engine < >

Grace Period: 59 min., or Charge an extra day if later than : AM

Be sure to click **Save**, when you're done. [Save](#) [Delete](#) [Browse](#) [Clone](#) [Copy](#)

Contents													Advanced Entry
Type	Class	Description	Fleet	Rate (price)						Free Mileage Per			Extra Price
				Daily	Weekly	Monthly	XDaily	Hourly	Day	Week	Month	XDay	
C	ECAR	Economy	19	25	175	726	31	11.01					
C	CCAR	Compact	19	35	245	770	33	11.68					
C	ICAR	Intermediate	49	37	259	814	35	12.34					
C	SCAR	Standard Size	3	39	273	858	37	13.01					
C	FCAR	Full Size	96	41	287	902	39	13.68					
C	PCAR	Premium	3	45	315	990	43	15.01					
C	LCAR	Luxury	30	53	371	1166	51	17.68					
C	CFAR	Compact 4x4 SUV	17	51	357	1122	49	17.01					
C	IFAR	Mid-size 4x4 SUV	47	53	371	1166	51	17.68					
C	LFAR	Luxury 4x4 SUV	9	55	385	1210	53	18.34					
C	STAR	Convertible	22	51	357	1122	49	17.01					
C	SWAR	Station Wagon	7	45	315	990	43	15.01					
C	SSAR	Specialty	27	57	399	1254	55	19.01					
P	MVAR	Minivan	60	51	357	1122	49	17.01					
P	B2	15 Passenger Van	6	79	553	1738	77	26.34	50	300	600	50	0.25
T	PU	Pickup Truck	1	49	343	1078	47	16.34	50	300	600	50	0.25
T	PN	Panel Van	28	45	315	990	43	15.01	50	300	600	50	0.25
T	1TON	1 Ton 15' Truck	20	55	385	1210	53	18.34	0	0	0	0	0.3
T	1TPL	1 Ton Truck w/Power Lift	0	65	455	1430	63	22	0	0	0	0	0.3
T	5TON	5 Ton 20' Truck	3	75	525	1650	73	25.01	0	0	0	0	0.35

Figure 2 Rate Settings

WebAuto has another feature, the Best Buy Rate Search Engine. Once all the rates have been set up properly WebAuto will automatically search the database, pick and suggest the most suitable rate based on the selected rental dates and the time frame the manager has set up. This tool is designed to streamline the process of getting the best rate possible when an operation has hundreds of different rates set up. Even when there are hundreds of rates set up, sometimes there may be a condition where there needs a modification to satisfy the needs of a customer. WebAuto's unique storage system, allows the user to augment any rate without affecting any previous opened or closed rental agreements. Every rental agreement contains its own rate table and history within the contract. Even if a rate has been removed from the database, it does not affect any previously opened rental agreements.

Split Billing Charges and Payments

Split billing becomes a main focus when an operation deals with replacement rentals. While your customer has their vehicle in the auto body shop, an insurance company will generally cover the costs. In theory split billing is simple; all the charges are combined and then divided accordingly to each responsible party. It is something so simple; all you need is a calculator. However, it becomes more complicated as more parties are responsible for the payments. It could come in the form of multiple

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insurance policies covering the costs within different durations of time, and your customer decides that he wants to upgrade his allotted vehicle from a compact car to a SUV or a premium car for the duration of repairs and needs to add an additional driver. And let us not forget about taxes, it becomes even more complicated if there are multiple state/provincial taxes on car rentals. As factors become more abundant, the chances of human error increases. And for every error that happens, no matter how minuscule it is, it can negatively affects your profit margin.

We at Mission Software, continuously believe that in order to maximize your profit and efficiency, WebAuto must be as simple as possible to use but have all the necessary tools to streamline your operation. Following our keeping it simple philosophy, WebAuto automatically anticipates split billing, and has the function built in into the system. The program not only automatically calculates the corresponding costs to each individual party dependant on their individual charges based on length, quantity and amount, but it also factors in taxes. There is no need to pull out your calculator and risk human error. The system is capable of producing separate invoices for each party to ensure there are no confidentiality transgressions. What could have been potentially problematic to your business is now easily handled by WebAuto.

Below is an example of split billing for a replacement rental. And there are 4 different parties involved.

The repairs on the vehicle are going to require 18 days to fix. The insurance company has agreed to pay for the first 16 days plus another 2 days of extension for the repairs. During the duration of his vehicle in the shop, your customer decided he wanted to drive a SUV instead of a replacement compact car, this would require an additional \$5 a day, which he has agreed to pay for by himself. However, your customer wants to take his vehicle to a preferred body shop and that body shop is overbooked, but is willing to pay for an additional 5 days of the rental in order to have your customer's business. But when the car is done, your customer is going to be away at a work function, and his company has decided to pay for another 3 days while they are gone. Now that your customer is back, he has decided he wanted the SUV for the long weekend before returning it and has agreed to another extension for 4 days. So the total comes to 30 days of rental and there is a vehicle license fee your company has which the primary driver must pay. The breakdown is as follows:

Party 1: Insurance Company

Claim 1: 14 days @ \$35/day

Claim 2: 2 days @ \$35/day (extension)

Party 2: Body shop

Word Order: 5 days @ \$30/day

Party 3: Company

Purchase Order: 3 days @ \$40/day

Party 4: Client

Extension: 6 days @ \$45/day

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Upgrade: 30 days @ \$5/day

Vehicle Licensing Fee: 6 days @ \$1.50/day

Direct Bill Customer Hide 1. ICBCRMD2 2. SAMBODY 3. ABCFILM Calendar Day Fees Waived top bottom

del 1 ICBC - Richmond Horseshoe Way Search To A/C
 ID: 0000016 Mnemonic: ICBCRMD2
 Address: 11060 Horseshoe Way
 Richmond, BC, CA Contact: Willy Storm
 Tel: 604-275-7000 Fax: 604-275-7001

To Pay Entire Split 16 days Tax: GST PST | Fee: PVT VLF | Oth: Cov. Fuel Doc
 * Doc# #Days Daily Weekly On By Save Doc
 Note Ph# Clear
 Doc# is required! If you don't have one, enter N/A. Click Save Doc button to update.

Idx	Doc#	#Days	Daily	Weekly	Note
1	J1234EFB	14	35		
2	J2334EFC	2	35		

del 2 Sam BodyShop Search To A/C
 ID: 0000079 Mnemonic: SAMBODY
 Address: No. 3 Road, Richmond, BC, CA
 Contact: Brian Penny Tel: 604-546-1133

To Pay Entire Split 5 days Tax: GST PST | Fee: PVT VLF | Oth: Cov. Fuel Doc
 * Doc# #Days Daily Weekly On By Save Doc
 Note Ph# Clear
 Doc# is required! If you don't have one, enter N/A. Click Save Doc button to update.

Idx	Doc#	#Days	Daily	Weekly	Note
1	15644	5	30		

del 3 ABC Film Company Search To A/C
 ID: 0000025 Mnemonic: ABCFILM
 Address: Unit 102 - 5679 Kingsway, Sun
 King Plaza, Burnaby, BC, CA Contact: John
 Smith Tel: 604-124-5788 Fax: 604-784-5112

To Pay Entire Split 3 days Tax: GST PST | Fee: PVT VLF | Oth: Cov. Fuel Doc
 * Doc# #Days Daily Weekly On By Save Doc
 Note Ph# Clear
 Doc# is required! If you don't have one, enter N/A. Click Save Doc button to update.

Idx	Doc#	#Days	Daily	Weekly	Note
1	C0005467	3	40		

Split Billing: Authorized # of days/rental rate by the DBC. Customer is responsible for overage. Note: If fields are empty, DBC covers duration/rate.

Source Hide top bottom
 Source Type --- any source --- Source Name --- choose a Source --- Non-Commission Agent Commission

Expected Period Hide Expected Length: 30 day top bottom
 Rent Office Thu Month Date Year Now Time # of days Due Office Sat Month Date Year Time Drop Charge Rented as Vehicle Class Edit
 Out WABBYN C Nov 12 2015 1434 Set Back WABBYN Dec 12 2015 1434 C-CAR-Compact

Step 3 Hide
 Rate Hide Fees Waived top bottom

Time & Mileage				Coverage / Insurance				Selected Extra				Estimation on Expected length										
Rate ID	SPECIAL	Get	Clear	Shopper	Group	Coverage	Amt	Per	Gp	Code	Qty	Amt	Per	Due	<input checked="" type="radio"/> Summary <input type="radio"/> Cost Distribution Charges : 30 day 0 hr 0 min (Round Up:30)							
Description					<input type="checkbox"/> DW	DEDUCTWA	9.95	DAY	Q_	UPGD	30	5.00	DAY	150.00	To	Grp	Code	Qty	Price	Per	Amt	
Rate Type	Daily, Weekly, Monthly (DALY)					<input type="checkbox"/> LDW	REG	23.95	DAY	FEE	PVT	30	1.50	DAY	45.00	C	T&M	DAY	6	45	DAY	270.00
Vehicle Class					<input type="checkbox"/> LDW	UNDER25	25.95	DAY	FEE	VLF	30	2.00	DAY	60.00	C	EXTRA	UPGD	30	5.00	DAY	150.00	
Per	Price	Free	K/M	Reverse Calc.	<input type="checkbox"/> PAI	REG	4.99	DAY	Q_	ADJA	1	.00			C	FEEES	PVT	6	1.50	DAY	9.00	
DAY	45				<input type="checkbox"/> PEC	REG	1.99	DAY	Q_	PVT	30	1.50	DAY	45.00	C	TAX	GST				22.05	
WEEK									<input type="checkbox"/> Trans <input type="checkbox"/> 3rdParty <input type="checkbox"/> Decline <input type="checkbox"/> na				<input type="checkbox"/> Do not overwrite Per DAY's Qty To waive Fees, enter 0 Amt				C	PST				30.24
MONTH									Re-select				11 T&M DAY 14 35 DAY 490.00 11 DAY 2 35 DAY 70.00 11 TAX GST PST 28.00 39.20 Sub 627.20									
XDAY													02 TAX DAY 5 30 DAY 150.00 02 GST 7.50 PST 10.50 Sub 168.00									
HOUR													03 DAY 3 40 DAY 120.00 03 TAX GST 6.00 PST 8.40 Sub 134.40 Grand 1,422.89									
Extra K/M			Estimate	Driven									Re-calculate Estimate = 1,422.89 Details									
Grace Min.	59																					
T&M disc1		%	<input checked="" type="checkbox"/>																			
T&M disc2		%	<input checked="" type="checkbox"/>																			
T&M disc3		%	<input checked="" type="checkbox"/>																			

Do not deduct T&M disc before calculating Fees Taxes

Customer Deposit/Payment Hide Cus : Pre-Auth: 1,200.00 [Paid: 0.00 - Refund: 0.00] Net Paid = 0.00 Estimate = 1,422.89 top bottom

Line	Who	For	By	To	Cur	Pre-Auth	Paid	Refund	Net Paid	Brand	Card/Check/Account#	Expiry	Name on	Type	Auth
Select 1	C	AUTH	CC	WABBYN	CAD	1,200.00				MAS	5431 1111 1111 1111	Sep 2018	JAMES WHITES	PLAT	1357
						Sub	1,200.00	0.00	0.00						
						Total	1,200.00	0.00	0.00						

clear Pay For Pre-Auth Paid Refund By Pay-To: WABBYN Cur: CAD * Amt Note Save Pay
 For making any credit card payment mistakes, delete payment function is now enabled for User Access Level 9. Contact Mission Support for details.

Figure 3 Split Billing Entry Agreement and Estimation

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Other rental programs have this function, what makes WebAuto superior to its competitors? One word - Accuracy. Mission Software has decades of experience in the industry and encompasses all aspects of the rental business with major focuses in accuracy in accounting. In a side by side study with one of our competitors conducted by one of our customers, WebAuto has shown how important accuracy is. Within a controlled period of time using their previous program, out of 216 transactions, 43% of them had errors when the same 216 transactions were inputted into WebAuto. Our competitor had allowed these agreements to close and was passed through their daily business reports and month end procedures. 93 agreements had errors and most of them were due to miscalculations, ranging from a few cents to hundreds of dollars. And to Mission Software, every penny counts. Of the 93 errors, 75% were undercharges, 10% were overcharges and 15% were others, which resulted in \$1,743.59 in lost revenue by that operation in just that period of time. Our customer saw how important accuracy is, and has switched over to WebAuto ever since. For every operation big or small, could you really afford to lose thousands of dollars every month using a program that does not fully understand or support your needs?

Closed Agreement Features

All rental software and programs have the basic opening and closing of rental agreements and everyone will have their own personal preferences on how to manage such aspects along with aesthetics and functionality. However, the true leading edge that WebAuto has over the competitors is ability and method of adjustments after agreements have been closed.

Solution 1: Override. Your staff will have the ability to override any charges and or payments on the agreement. The next logical step would be to have all your Daily Business Reports to rerun to reflect the changes and have the accounting match. However, there are major flaws if you give the staff the ability of override any information, some of which could easily be exploited in the wrong hands. The first flaw is there is no history of the override, and without history, you have no security. A very common example of this exploit is when your customer pays in cash for a specific rate but there are mysterious overrides to the rate after the agreement has been closed and now the business is missing the difference from the adjustments. If the location of an operation demands high cash transactions, small operations may lose hundreds of dollars a day to a few thousand dollars a day for larger operations. Without proper recorded history, only those involved in the override will know of the changes and may negatively affect your profits without you even knowing it.

Solution 2: Manual Adjustments. To combat override exploits, some companies have manual adjustment policies in place once the agreement has been closed. First step to manually adjust an agreement would be to print a hard copy of it and then proceed with the changes. This will allow for a hardcopy of the updated transaction and a history of the approved changes. However, the true flaw of this method is length of duration between the moments the agreement was closed to when it is manually adjusted. As the days and weeks pile up in between the changes, in order to have accurate accounting, more and more reports need to be adjusted to reflect the changes. With customer satisfaction a main focus of competition in the market, the length of time in between closing and

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adjusting an operation willing to commit any changes to, may be months apart. This method will be secure but the downside to it is the amount of work created and the necessity to hire more staff to handle this work. In our past, we have seen large operations employ on average additional 5 staff members daily just to handle these tasks during the peak season. That's at least an additional 7 new hires just to make sure your business does not run into any over time. And as the more staff you have on hand and are paying, the more rapid your bottom line diminishes.

Solution 3: Limited time adjustments. Rental agreements are not closed at the moment of completion but at the end of the business day or the day after. This will create a period of time in which your customers will be notified of and be more willing to complete any changes before the end time. Once the time has elapsed, all your daily business reports will be generated and no more adjustments can be made. However, in a customer satisfaction dominated market, you will try to appeal to help your customers even if it is past the deadline because their return business and reference will affect the long term success of your operation. Or what if, your customer operates a business, for example a repair shop, that relies on car rentals and only does weekly accounting? The logical solution would be to allow only your Accounts Receivable department to handle these adjustments.

To have your accounting department handle these changes may seem to stream line your business but in the end it still causes more problems than it solves. Experience in accounting, will tell you in order to deal with customers directly because they are not a direct billing customer, a new temporary account must be set up with all your customers information. Then your department must contact your customer and find out where the issue is and then fix it. Once the changes are approved and finalized, it may take a few business days before the account can be closed. Thus creating more work, this may result in extra staff once again. Some operations have opted to automatically absorb any charges less than \$5 to lessen the workload since the cost of time and labour is not profitable to put a large amount of effort to resolve a \$2 misunderstanding. On the other hand, in order to maximize profits and stay competitive in an ever changing market, every penny matters.

Solution 4: Tracking. After many decades in the industry with lots of trial and error with the previous three solutions, the most evolved and competitive form to handle adjustments is to give the responsibility to selected staff with a certain level of administrative authority and have a fool-proof system record every detail of the changes which cannot be removed from the system. The system must be able to post the new differences without affecting the previous posted data and balances and there must be a history which can be traced and followed. With this method, your operation will be able to reduce the amount of resources required to make adjustments and you are able to give a copy of the adjustment to your customer along with the original rental agreement for their own records and another copy to your accounting department.

WebAuto specializes in solution 4. In addition, WebAuto comes with a Close Agreement Adjustment features to speed up the process and eliminates any human calculation errors. The process is simple, the user tells the program what the adjustment value needs to be, and the program will take care of the rest. The adjustment could be anything, including fuel surcharge, rates, discounts and damages. The

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adjustment Wizards will automatically calculate the changes, along with appropriate corresponding taxes and post a new difference along with the original agreement. Any adjustments and new differences will appear on the selected daily business report date, and any previous posts will not be affected.

Charge :							Payment :										
TT	To	Charge	Description	Qty	Price	Per Amount	Subtotal	Billed	Who For	By	To	Cur	Pre-Auth	Paid	Refund	Net Paid	Bran
1	C		Customer - Hall, Kenny				175.45		C	PAY	CASH WABBYN CAD			191.60			
1	C	DAY	Day	3	53.00	DAY	159.00										
1	C	DISA	Total Time & K/M Discount\$				-7.95										
1	C	TAX1	GST		155.55	.060	9.33										
1	C	TAX2	PST		151.05	.070	10.57										
1	C	TAX3	PVT	3	1.500		4.50										
1			Total At Close				175.45										
2	C		Customer - Hall, Kenny				-26.95										
Delete	2	C	ADIS	Discount Adjustment	1	-23.85	-23.85										
	2	C	DISA	Total Time & K/M Discount\$													
	2	C	TAX1	GST		-23.85	.060	-1.43									
	2	C	TAX2	PST		-23.85	.070	-1.67									
	2		Adjustment (Credit or Refund)				-26.95										
	Z		Grand Total				148.50										

Agreement is closed. For any adjustments, use 'Add Charge'. The adjustment will be posted to the next DBR batch.

[Add Charge](#)

Summary :											
To	Charge	Disc	Net	GST	PST	Billed	Paid	Due	Bal		
C			135.15	-7.95	127.20	7.90	8.90	148.50	191.6	-43.10	-43.10

DBR Posting : Current DBR Date Time (hhmm) [Change](#)
 Last DBR Posting : Batch# WABBYN0000004 Cut-Off 7-Apr-07 11:00 AM

[Add Payment or Invoice Direct Bill Customer](#)

Figure 4 Agreement Closed Adjustment

WebAuto is the only system in the market that is using this approach. This approach may seem simple and easy to achieve, yet the only reason why it took decades to evolve to this point was because all the predecessors and previous competitors were not programmed for this task specifically. To be done properly and efficiently, this feature cannot be an add-on or an external function. WebAuto was designed from the ground up with this process at its core. In order to achieve the power of WebAuto's adjustment ability, the database must be well structured and planned accordingly in order to be able to achieve what WebAuto offers. Using the analogy of an office building, without the proper planning and a well-structured base, you cannot add something that was not planned from the beginning and expect the building to hold its integrity.

Vehicle Damage Tracking

For a vehicle, scratches, dents, chips and cracks are inevitable. And for the rental business, it is a constant reminder that accidents, albeit unavoidable or due to negligence, plays a big factor on the bottom line. Some rental companies have invested large amounts of resources to produce imaging technology which in return require more resources for upkeep and maintenance and in the end is still easily missed and neglected. What happens if your staff misses the body checks, or forgets to update the vehicle inspection check list? Your customer and potential return business, has denied these damages and has insisted the damages were there before, but you don't have a record of it. You are left with two options, both which negatively affect your profits; you force the cost of repairs on your customer and in return lose any chance of their future business and potentially gain a poor reference for your business or you absorb the expenses for the sake of better customer service. We at Mission Software, believe the solution is to keep it simple, track everything, make it easy to do so and to have it appear on every agreement so all parties are sufficiently notified, until the damages are repaired.

WebAuto by Mission Software

WebAuto's unique vehicle damage management is designed to track all types of damages for every single vehicle in your fleet. Once new damage has been detected and entered into WebAuto, the software will automatically issue that incident a unique Damage ID. This ID will store all possible information needed, who did it and which rental agreement did it belong to, what kind of damage it is and the severity of the damage, when did it happen with specific date and time, where the damage is located and a brief description of why it happened. We know that is not practical to remove a car from rotation for every minor dent and nick on the vehicle to get fixed immediately, so the database will continuously store all the Damage IDs along with the car until it is fixed and removed from the system. As long as the Damage IDs are tagged with the vehicle, every new agreement will show this information in the form of a simple diagram, marked by a letter (D)ent, (C)hip or (S)cratch. As long as the agreement is explained properly to your customer and signed, you have protected your staff, your company and yourself from the future occurrence of unexplained and unclaimed damages to the best of your ability. And at the same time, you have ensured your customer the absolute confidence that they can rely on your staff and company to be honest and have full knowledge of the condition of every vehicle in your fleet. Equipped with an accurate and up to date database, you will control the power to eliminate all unnecessary misunderstandings in the future and be able to maintain superb customer satisfaction on which to build your business upon.

WebAuto by Mission Software



Mission Car Rentals

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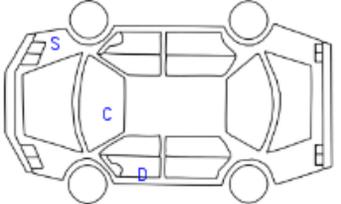
Customer: WHITES, JAMES Address: 111 Main Street, Richmond, BC, V7C3K7, CA Cell: (604)123-4567 Lic: BC, 11-22-33-AB-DE-11 Exp: 11-Nov-18 DOB: 11-Nov-82		Agreement # WABBYN0000935 Office ID: WABBYN Due: Sat, Dec 12, 15 02:34pm Type: Insurance Replacement Print: Wed, Nov 25, 15 13:42	
*** Coverage Declined by Customer *** I accept full responsibility for damages to the rental vehicle and all third party claims. I accept primary liability for during the rental by declining both LDV & TPL. I have provided my policy as primary liability during the rental or accept all financial responsibility. Signature x _____		Rate: SPECIAL DAY \$45.00 Unlimited Kilometers/Miles Tax: GST 5% (12345678RT0001) PST 7% (7878-9999) Refuel Charge \$2.00/Litre	
Direct Bill #1 ICBC - Richmond Horseshoe Way (0000016 / ICBCRMD2) I1 1 Claim # J1234EFB Day: 14 By: Bob 2 Claim # J2334EFC Day: 2 By: bob		Fees: Vehicle License Fee \$2.00/DAY Provincial Vehicle Tax \$1.50/DAY Payment: (Customer) AUTH CC MAS **** * 1111 \$1200.00 (WABBYN 0000739 2015/11/12 15:04 1357B)	
Direct Bill #2 Sam BodyShop (0000079 / SAMBODY) O2 1 Doc # 15644 Day: 5 By: Brian		Charge: (Customer) Day \$45.00/DAY Upgrade \$5.00/DAY Provincial Vehicle Tax \$1.50/DAY Vehicle License Fee \$2.00/DAY	
Direct Bill #3 ABC Film Company (0000025 / ABCFILM) O3 1 Doc # C0005467 Day: 3 By: Tommy		Estimation: 6 DAY @ \$ 45 \$270.00 14 DAY @ \$ 35 \$490.00 2 DAY @ \$ 35 \$70.00 5 DAY @ \$ 30 \$150.00 3 DAY @ \$ 40 \$120.00 T&M Subtotal \$1100.00 Additional Driver \$.00 Coverage \$.00 Fuel \$.00 Others \$150.00 Fees \$21.00 Subtotal \$1271.00 GST \$63.55 PST \$68.34 Tax Total \$151.89 Total \$1422.89	
		Rental Vehicle #1: 0002181 Owner: MRAC Class: CCAR Make: Blue TOYOTA YARIS Plate# KCH531 VIN# JTDJT123240011475 Out: WABBYN Thu, Nov 12, 2015 02:34 PM In: KM Out: 4250 Fuel Out: 8/8	
Customer is fully responsible for vehicle until vehicle is checked in and inspected by the staff. Daily rate is based on 24 hour day. No pet and smoking allowed in rental vehicle. The described rental vehicle delivered to the renter is in good condition with the exceptions as noted above. Rates do not include fuel. Customer is responsible for all parking and traffic violation fines & refilling. Administration fees: \$30 for fines, \$50 for accident claim, \$50 pet hairs removal. In addition, smoking is prohibited (\$200 penalties for smoking). Initial: X _____		Due Back: WABBYN Date: Sat, Dec 12, 15 02:34pm 11938 Bridgeport Road, Richmond, BC, CA Authorized Personnel: SYSTEM	
The lessee or the Signatory to this contract certifies that he or she holds a valid driver's license for the operation of the vehicle(s) referred to in the contract, and agrees to ensure that any person who operates the vehicle(s) in question holds a valid driver's license of the proper class. I have read and accept the entire terms and conditions on front and back of agreement and details of automobile supplied. My signature below is considered to have been made on my applicable credit card voucher and I authorize owner to process such voucher for all charges including late payment, parking ticket expenses, traffic violation fines and costs related thereto, vehicle damage charges and the cost of any additional coverages accepted by my written permission required to leave the Province of BC. Only authorized person listed on this Agreement holding a valid driver's license are authorized to drive the rental vehicle.			

Figure 5 Agreement Printout with Vehicle Damage Diagram

WebAuto by Mission Software

Security

After many years in the industry, Mission Software understands where the need for security is. Software security based on a lot of restrictions to control users' access level or only allows manager or above to change or edit information does not make it a secure system. In this market, the real harm does not come from your customers trying to cheat the system, or your junior staff members making small mistakes, but it is from the more experienced staff which tries to benefit at the expense of your operation. In our past experiences, staff with a certain level of clearance would try to find loop holes in the system. Such as adjusting rates for a cash transaction and the difference is now in their pocket, or offering a discounted rate for cash transactions and even taking home a brand new rental for personal use, diminishing the value of the car at a more rapid rate. There are many ways staff can affect the overall performance and revenue of an operation.

No matter how big or small an operation is security is always important. But how do you define what is safe enough? Mission Software believes in a trust-nobody system. A security system cannot be too safe when profits could be endangered. But we also understand that every company has a different philosophy on how to run their operations. The solution we have provided is a magnitude of different security features available to the user. The security features include restricted access, to email notifications of manual rate changes or manager overrides. Every addition or removal of security feature does cost extra, we firmly believe that our management system needs to operate and fulfill the needs of every customer.

Each eligible user in WebAuto's program will be assigned a unique user ID and two separate passwords. The first password will allow access into the system. The second is meant for transaction security as the password will identify and stamp each transaction. The stamp will contain information to see who created it, when it was created and where (based on terminal location) it was created. The user has full control to change these passwords for further protection. Both passwords could be the same, but we recommend having separate passwords for maximum efficiency.

WebAuto's second line of security is 9 different levels of user access dependant on security clearance. The access level determines how many of the different modules are available to the specific user. This is to prevent access to sensitive information and any chance of operational data being changed by accident. As a user's tier increases, the more options they will have access to, such as editing agreements and rates. If an operation feels restrictions are not the solution to their security, WebAuto has additional security features which could be relied on.

As an employer, to have the option of knowing what happens when you're not at the business is very important. Some companies employ security cameras to watch the business, but it cannot show in detail what they are doing on the computer. WebAuto has the solution to track all edits and changes in a log. This log cannot be edited or deleted, and can be accessed based on level of clearance. This is to prevent any mistrust and give the employer an understanding of what happened at the operation.

WebAuto by Mission Software

There is an optional feature of sending an email notification when certain manual changes happen in the program. This email notification could be set to deliver e-mails to any number of specific addresses when someone decides to override charges or manually change rates, this will keep companies with superb policies in the loop of everything that happens.

The most important security feature of WebAuto offers revolves around deposits and payments. Over 90% of theft happens when there is cash involved. In order to protect payment transactions, WebAuto has a built-in triple layer of security to ensure every cent is protected. We believe that every payment must be unchangeable, non-removable and traceable. Once a payment transaction has been entered and saved into the system, no one will be able to remove, override or edit it, including the person who created the transaction. We are all human, and mistakes do happen, so the system will allow unlimited payment entries for every agreement. And for each transaction, it allows individual payment notes to ensure there are no misunderstandings when reviewing the transaction. The second layer of security relies on the transaction password assigned to each user. The password will leave a stamp along with the transaction of who was involved, when it was completed and where was it done. The final layer of security WebAuto offers is the unique payment ID automatically generated to every payment entry for internal reference and history. Each payment ID will include the payment purpose (deposit, refund, payment), payment type (cash, credit, direct billing) and related payment card or account number will be tagged along with the agreement.

Conclusion

WebAuto by Mission Software has many components which makes it one of the most powerful auto management software in the industry. But the true strength lies in the flexibility of WebAuto and the experience Missions Software has in the auto rental industry. We want your company to be unhindered in your vision but at the same time have the precautions we have placed for your security and profits. Let WebAuto be your solution to ensuring your company's continued growth and prosperity.