



TRAINING OPTIONS

PARTS

Basic Customer Pricing Webinar (1½ hours)

For: Owners/Presidents, Dealer Principals, General Managers, Parts Managers, Inventory Control Managers, Controllers, Pricing Personnel

Learn the basics of pricing setup from the ground up. We will cover the pricing aspects of the Supplier File and Inventory File, Customer Pricing, and Customer Types, as well as the concept of price groups and how they are set up.

Advanced Customer Pricing Webinar (2 hours)

For: Owners/Presidents, Dealer Principals, General Managers, Parts Managers, Inventory Control Managers, Controllers, Pricing Personnel

A good understanding of pricing setup options is the first step in evaluating your current pricing setup and using these advanced pricing tools to enhance your profitability. Building on the concepts presented in the Basic Customer Pricing webinar, we will delve deeper into customer special pricing, contract pricing, promotional pricing, service pricing, cost matrix, and velocity pricing.

Cost Matrix, Price Rounding, & Velocity Pricing Webinar (2 hours)

For: Owners/Presidents, Dealer Principals, General Managers, Parts Managers, Pricing Personnel

Using creative pricing techniques can increase your parts gross margins. Learn how to implement cost matrix and velocity pricing to enhance your company's profits.

Miscellaneous Purchase Orders for Parts & Service Webinar (1 hour)

For: Parts Counter, Service Writers, Service Managers, Parts Managers, Accounting Personnel

The use of the miscellaneous purchase order impacts all departments in your company. Learn the "do's and don'ts" for creating, referencing, and billing out a miscellaneous P/O in this session. Gain a better understanding of how and why to use miscellaneous purchase orders for more efficient processing and recording of essential information in your system.

Cycle Counting Webinar (1 hour)

For: Parts Managers, Inventory Control Personnel, Warehouse Personnel

The Cycle Counting module allows you to perform physical counts on portions of your inventory on a cyclical or periodic basis. You decide what portions of your inventory are to be counted—by location and/or range of parts—and when to do the count. We will review all of the introductory steps for starting cycle counting.

Effective Core Management Webinar (2 hours)

For: Dealer Principals, General Managers, Parts Managers

Do your cores enhance your bottom line...or cost you money? Discover ways to maximize this critical part of your business. Learn how to set up core records to correspond with the ways your vendors charge you for cores. Examine how to price cores profitably. Learn how to track cores your customers have the right to return to you, how to print separate core invoices for customers, and how to identify reports that will aid you in managing core inventory.

Inventory Returns Webinar (1 hour)

For: General Managers, Parts Managers, Pricing Personnel, Inventory Control Personnel

A certain reality of business is that not all merchandise is sold to customers. Fortunately, some merchandise can be returned to the vendor. The primary focus of this class is to define the business system process that will most efficiently handle the return of merchandise to the vendor while accurately tracking these transactions in inventory.

How to Control Backorders Webinar (1 hour)

For: Parts Managers, Purchasing Managers, Inventory Control Personnel

Discover the features that allow you to fill customer backorders. Learn how to maintain backorders and pull them onto purchase orders. You will understand how backorders are filled during inventory postings and how to analyze backorder reports.



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Inter-Branch Process Webinar (1 hour)

For: Parts Managers, Purchasing Agents, Receiving Personnel, Counter Personnel

Cover all steps necessary to create an inter-branch order, fill the order, and receive inventory. Review the procedures for an inter-branch transfer in Parts Order and learn to monitor open inter-branch transfers. We will also review the reports concerning inter-branch transfers.

Parts Order Webinar (2½ hours)

For: Parts Managers, Inventory Control Personnel, Parts Counter Personnel

Parts Order allows various order creation and maintenance options. We will review how to create quotes and picking lists, place backorders, and sell parts with cores. In addition, we will review all program options and prompts, including bill-only and buy-out parts, searching for customers and parts, logging lost sales, and applying miscellaneous charges. This class will also cover searching customer purchasing and return history.

Parts “Did You Know?” Webinar (1 hour)

For: Dealer Principals, General Managers, Controllers, Parts Managers, Inventory Control Personnel, Purchasing Agents

Join us to learn about new tips, enhancements, and little-known techniques in various programs that will increase productivity and efficiency in your parts department.

Parts Manager Checklist Webinar (1 hour)

For: Parts Managers, Inventory Control Personnel

We'll cover best practices for tasks to perform daily, weekly, monthly, quarterly, and annually in the Parts module. Learn about valuable reports that will aid in inventory control and help you to analyze parts department performance.

Preparing for Physical Inventory Webinar (1 hour)

For: Parts Managers, Inventory Control Personnel

Learn everything you need to know about the Karmak Physical Inventory module. We'll review all steps necessary to conduct an annual physical inventory. Don't miss this discussion to learn to maintain an accurate value of your inventory.

Parts: It All Starts Here Webinar (1 hour)

For: Parts Managers, Inventory Administrators, General Managers

The concrete foundation of inventory control and management starts with the use of Supplier File and the Inventory File. All pricing and purchasing functions depend on these basics. This class will provide a better understanding of the fields in the Supplier File and Inventory File and an explanation of how to use them to your advantage. This class is appropriate for a new hire or as a refresher.

Inventory Reporting Webinar (1½ hours)

For: Parts Managers, Inventory Administrators, General Managers

What should I be looking at more closely? Is there anything I can do to clean up my inventory? Am I overlooking any reports? If these are questions that you have been asking, this is the class for you. We will review various parameters and reports to keep your business running smoothly. Find out what you should be doing to make your inventory work for you.

Cross References & Substitutions Webinar (1 hour)

For: Parts Managers, Inventory Administrators, Pricing Personnel, General Managers, Owners/Presidents

Discuss the different types of cross references and the benefits of each, the programs used to create and maintain cross references, and how to create supersessions from one part to another.

Purchasing Process Webinar (1 hour)

For: General Managers, Parts Managers, Purchasing Managers, Inventory Control Personnel

Gain comprehensive understanding of the whole purchasing process for more efficient and accurate inventory control. The multiple steps in the purchase order process will be discussed in this session. Learn how to request a system-suggested purchase order and create a manual purchase order, how to maintain and finalize them, how to receive the incoming purchase orders, and how to correct receiving errors. We will also discuss the fields in the part record that impact the purchasing process.



TRAINING OPTIONS

PARTS

Price Files Webinar (1½ hours)

For: General Managers, Parts Sales Managers, Parts Managers, Pricing Personnel

This session will cover price file setup from start to finish, including how to view the price file, a basic overview of setup, a review of how the price file is set up to provide access to information, and explanation of how to set up the price file to update your pricing.

Kits & Assemblies Webinar (1 hour)

For: Parts Managers, Inventory Controllers, Purchasing Managers

Attend this session for an introduction to the Kits and Assemblies feature. We will cover the definition and creation of kits and assemblies, calculating cost and price, building and exploding kits, selling assemblies on parts orders and repair orders; and reporting.

Business Online (BOL) Overview (Covers Both Admin/Retail Sites) Webinar (1½ hours)

For: General Managers, Parts Managers, Inventory Control Personnel, Parts Counter/Sales Personnel

Experience the power of the Business Online module with this comprehensive overview. Find out how to expand your market beyond your physical location by allowing your customers to place parts orders using BOL. Fully integrated with your Parts Inventory system, BOL allows your customer to search for parts, check part pricing and availability, create and maintain a shopping cart, organize a list of favorite parts, and check out, all via the internet, 24 hours a day, 7 days a week. Learn what is required to run BOL, how to set it up, and the latest enhancements that add flexibility to importing, part searches, and reporting.

Inter-Branch Transfers Webinar (1 hour)

For: Parts Managers, Purchasing Agents, Receiving Personnel, Counter Personnel

This class will cover the inter-branch transfer feature. It includes requesting an inter-branched part from the parts order and repair order. Processing inter-branch transfers and receiving them will also be covered in this session.

Vendor Rebate Webinar (1 hour)

For: Dealer Principals, General Managers, Parts Managers, Pricing Personnel, Inventory Control Personnel

Learn how to use Karmak's Vendor Rebate module, which allows you to track sales to submit proof for a rebate from the vendor. The program captures the detail of sales made for a specific vendor to selected customers, which is useful when the vendor has agreed to rebate a percentage of the part's cost.

Alternate Purchase Source Webinar (1 hour)

For: Parts Managers, Inventory Controllers, Purchasing Managers

Learn about the new Alternate Purchase Source feature, which provides the flexibility of stocking a part number and its quantity under one part number while being able to order it under various numbers and from various vendors.

Multiple-Branch Purchasing (1 day Onsite or In-house)

For: Parts Managers, Purchasing Agents, Receiving Personnel, Counter Personnel

We will cover all steps necessary in creating an inter-branch order, filling the order, and posting it into inventory. We'll review the procedures for an inter-branch transfer in Parts Order Entry/Processing and learn to monitor open inter-branch transfers. At your request, we can also cover the Purchase Control File along with many parameters involved with multiple-branch purchasing during this session.

**Price will be quoted based on need.*

Basic Parts Manager Workshop (2 days Onsite or In-house)

For: Parts Managers, Assistant Parts Managers, Branch Managers, General Managers, Owners

Join us for an in-depth review of the fundamental parts management functions in the system. We will cover Parts Inventory basics including kits and assemblies, basic pricing structure, and daily operational purchasing functions, which includes backorder process, cycle counting, physical inventory, cross references/substitutions, and supersessions. We will also review key features and helpful shortcuts.

**Price will be quoted based on need.*

All webinars billed at \$80/hour unless otherwise noted



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PARTS

Advanced Purchasing Theory (4 hour Webinar or 1 day On-Site)

For: Parts Managers, Assistant Parts Managers, Branch Managers, General Managers, Owners

Before the wide use of computers, inventory was controlled using some sort of "Cardex" or a systematic way of walking through the shelves. Gordon Graham is often considered the father of modern inventory, whose ideas are widely accepted throughout business solution systems. Electronic inventory management helps alleviate the tedious task of replenishing stock, which was once a cumbersome and inaccurate process. Fusion takes these powerful ideas and helps you put them into practice covering theories of both min/max and buy time purchasing methods.

**Price will be quoted based on need.*

Advanced Parts Manager Workshop (2 days Onsite or In-house)

For: Parts Managers, Assistant Parts Managers, Branch Managers, General Managers, Owners

Attend this class to learn advanced procedures for controlling your inventory, reducing overstock, and improving inventory turns. Learn how to make quantity changes, and how and why to track them in Parts Transactions. We will also cover advanced parts pricing techniques such as advanced pricing features, contract pricing, cost matrix pricing, velocity pricing, and promotional/feature pricing. Additional topics include price file overview, core management, vendor returns, and reporting.

**Price will be quoted based on need.*

Ready to Enroll?

To schedule a webinar, or for more information on additional training options, email us at webinars@karmak.com or give us a call at 800-622-6311!