

# Road Hazard

Automation

&

Optional



Registration

# **ROAD HAZARD AUTOMATION**

## **I. Automatic Sell Price**

**Calculate** price based on

Type, Manufacturer, Model, Selling Dollar Amount, and more . . . .

A. Tie into NEW Tire Sale Process

B. Allow sale for EXISTING tires on car

## **II. Track into Accounting System**

**III. Available automated invoice **reverse-side** printing of the Road Hazard plan details**

## **IV. Sonsio (optional)**

### **A. Benefits**

Sonsio pays for the REPAIR or REPLACEMENT of a tire on a customer's vehicle if it totally fails or goes flat before it wears out.

#### **1. Tire Dealer**

Eliminates the need to:

- a. tie up your money on PRE-purchased stickers
- b. “inventory” control stickers to prevent loss or misplacement
- c. affix stickers to the invoice for each Sonsio “Road Hazard” sale.

Sonsio discounts available to the tire dealer for using JMK software automation

#### **2. Customer**

- a. Faster service at the dealer sales counter.
- b. Eliminates the Sonsio requirement to retain the original sales receipt.

(Sonsio retains the road-hazard validation in their master computer database.)

#### **3. Sonsio**

Can reference the client name/address before any possible claim.

## B. How It Works

JMK System automatically ties into the Sonsio system to **eliminate** the Sonsio **Stamp** Program.

- a. Typically a tire dealer marketing Sonsio will:
  - 1) sign up for the program
  - 2) purchase “stamps” (similar to a postage stamp) that authenticates the insurance policy
  - 3) promote the program to its retail customers for newly-purchased tires.
  - 4) affix one stamp to the original invoice document for each tire sale unit, validating the purchase (on a SRHW sale).
- b. Problems with that distribution method include:
  - 1) dealer’s staff needs to track the stamps on hand as “inventory”
  - 2) stamp “inventory” ties up capital
  - 3) inefficiency at the time of the sale, when dealer’s staff has to affix the stamps to the original invoice at the sales counter
  - 4) customers need to save the original invoice to validate their purchases.

## C. Registration

In a cooperative effort, JMK incorporated special software features into the “point-of-sale” process:

1. **Automatic Assignment of Road Hazard**  
validation sticker number to each sales invoice
2. **Electronic Transfer of Sticker Registration Information**  
from the tire dealer’s computer system back to Sonsio, for validation and reference.

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**In this software relationship with Sonsio,  
the JMK System actually is creating the sticker  
“certificate validation number,”  
much like the government does when it prints  
paper dollars with a unique serial number.**

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