



# DSM

## Machine Trade



## Machine Trade and Machine Rental

### Machine Trade

In the machine trade module, we have gathered a lot of functionality for the sale of machines.

You can set up your very own role center with an overview of machine sales orders and leads etc.

Get an overview of the machine economy for the individual machine using service journals, machine overview, exchanged machines and machine configurator.

Keep track of your leads and offers with the built-in CRM system, where you can also create quotations and orders directly from your tablet, mobile phone or web browser.

Integrate the system with external sales channels such as TEC24, Tractorpool or Mascus and many more.

Your machines are created, deleted and updated automatically from the DSM system to these online portals via the "WEBMACHINES" service.

## Machine Configurator

The machine is central to the DSM system. Via the built-in machine configurator, you can already in the quotation phase import factory-fitted equipment and machines from the manufacturer's website to configure the machine that the customer wants.

You can create a complete overview of costs and revenues on each machine. Pre-calculations can easily be calculated on the basis of a given cost price, where you can determine your profit of, for example, 20% and thereby calculate a sales price to the customer.

When a machine is exchanged, it is stated which machine the used machine has been exchanged for. This allows you to see if the trade is profitable and you can use this information to show buy and sell chains.

Quotations can be created automatically with headers and footers as well as attached sales and delivery conditions. Signatures can be obtained electronically via Adobe Sign.

## Machine Rental

The rental module in DSM is a module where you can create orders for one or more rental machines for a customer.

You can make automatic invoicing, whether it is on a daily, weekly or monthly basis, and you can decide whether the lease is continued or terminated.

Via the menu "Scheduling" in DSM, you can get an overview of which machines are rented out - when and which machines are available on a given date.

You can quickly find out the total rental price for the individual machine and have an order confirmation and a delivery note printed out for signing when the order is created.

You can also manually invoice a rental order, but also let the system create invoices automatically with calculation of rental days, insurance and more. The system automatically invoices start-up amounts such as transport on the first invoice and final amounts such as transport, cleaning, service and fuel on the final invoice. A pick-up note is then printed.

You can already decide when creating the order whether to create a service order and print work cards when the rental period ends.

You can hire machines for further rental. You can follow up on income and expenses via various reports as well as by analysis via the menu: Rental machine finance.

## CRM System

You can manage your entire sales process with the help of the built-in CRM system, where you can keep track of potential customers and quotations.

Via contact leads, you can create sales opportunities and log entries of what you may have agreed with the customers.

You can get an overview of what has been sold to the individual customer via the debtor accounts. And if you want to segment your customers in terms of sending out newsletters, you can do so using the built-in marketing module.

Here you can also segment customers into areas when, for example, you have to drive to a specific area of the country.

### About JMA

We are specialists in IT solutions for machine dealers. We advise on business process optimization, machine configuration, inventory optimization, service management, financial reporting, chain trading analytics and much more. We can provide training, technical installations and hosting - in short, everything regarding the machine dealers' use of IT in the running business. We are the experienced sparring partner with close relationships to both suppliers and business associations.



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