Colleagues,

This month we welcome two new operations to the Thermeon network: Regional Car Rentals and Advanced Automotive, both Hertz franchisees serving the Ontario, Canada area.

A reminder for those attending this years World Travel Market: *make sure your delegates have a listing of the brokers* to whom XML links are live to cars+. When your commercial leads are considering deals to gain greater exposure of your rates, it will be reassuring for them to know that the technical foundations are already there!

Andy

Andy Thorburn
Managing Director, Thermeon Worldwide

Dashboards: How fast are we travelling now? How many miles per gallon? How much fuel left? by Peter Lunn, Thermeon APAC

In today's fast paced business environment it is critical to stay on top of your business, to know what your competitors are doing and how your business is performing. It's no idle cliché that we live in an information age.
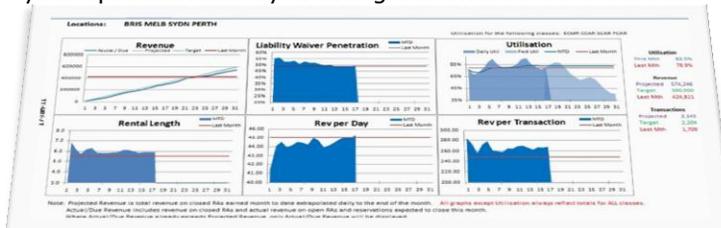
Gone are the days when you could rely on last quarter's or last year's data to make current decisions. If the best you can do is to tell yourself how you went last month, you will always be reacting to what has already happened. You'll find it difficult to drive your business by just using the "rear view mirror".

In order to compete and be profitable, it is necessary to get good current information fast, and be able to interpret and act on it. It is also important to be able to disseminate information quickly and easily to those in your company, who need to know, in order to be able to act quickly without instruction.

Part of the answer lies in the creation of a dashboard to display near real-time information and KPIs in a consolidated format that is easily read and understood. Cars+ holds all sorts of critical information about your fleet utilisation, reservation build, payment receipts, option sales and especially your earnings per vehicle per month.

Excel is widely used and has all of the tools necessary to create your own powerful customised dashboard. Many of you are already creating spreadsheets which you manually populate from reports printed in cars+. We encourage you to show your spreadsheet to your cars+ consultant and discuss how we can assist to automate populating your spreadsheets by creating customised data-sheets.

Peter Lunn has spent over 15 years in various roles aligning operational processes and IT systems at a major Car Rental organisation.

What's new in cars+

All Release Notices can be found at the online cars+ Manual

August Releases

- Infleeting new units automatically adjusts Planning Calendar

- Deposit and payment amount fields have been expanded to 8 characters before the decimal

- New purge program for the Optional Rates file

- New Long Term rental logic (similar to the Multi-Month logic)

- New controls on maximum rental length

- Locations can be configured to require a 2nd piece of ID at open

Staff Pick – our favourite new feature this month…

Delivery and Collection charges

… can be made based on the distance from the rental site.

It's all in the manual:

Edit Option Rates

Interface now to:

amig@autos   Atlaschoice
autoescape   auto@europe.   BCO
Carjet   CarTrawler   DoyouSpain.com
DriveAway holidays   DriveNow   easyCar.com
economy CAR HIRE   HOLIDAY CARS.COM
holidayhouse   imall   kemwel drive europe
Sunny cars   TravelJigsaw   TUI Travel PLC
MICRONNEXUS   room room room   hispacar.com   AA
www.bsp-auto.com

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cars+ Tips & Hints

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