

## **Announcing an Integration between Elite EXTRA and PSX**

### **New Report Helps Define Adjusted Gross Profits**

EAU CLAIRE, WI – Two technology leaders who service the automotive dealer industry announced a partnership that provides an industry-first report that reveals exactly what a part costs a dealership – including the cost of delivery.

Elite EXTRA, the advanced dispatch management and routing and GPS tracking tool and Part Sales Xcellerator (PSX), which provides complex analytics to create performance reports, have integrated to help dealers see what their adjusted gross profits are after a part is delivered. This new integration will show dealers their adjusted gross profits, providing a tool to help control their expenses.

“We’re excited about harnessing the power of our combined technology to provide this new service for our clients,” said Jim Ward, founder of Elite EXTRA. “The report that we’re able to provide with this integration will be a great tool to help dealers know the exact cost of a part.”

The data grid displays all clients that are sold to, including delivery count, cost, total cost and adjusted gross cost. A “Performance” tab provides an easy-to-view snapshot that shows the percentage for an account.

“Helping dealers to understand the delivery count and associated costs is a breakthrough for fixed ops departments,” according to Bill Shank, Vice-President of Summit Consulting. “Dealers will experience visibility like they’ve never had before.”

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