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Project StockMeIn Proposal

Graphical user interface

Description automatically generated

# Executive Summary

VehicleSolutions has been the most innovative and exciting vehicle inventory solution software provider for many years, and I have no doubt it will be for years to come. Making vehicle inventory management easy and efficient is what they do best, and clients have benefitted from their innovative ideas for over two decades. The biggest challenge today is portability. With this ever-changing work environment, it is important that we can work remotely from anywhere, and at any time. While the current solution is awesome, it cannot easily accommodate this today.

As we all know, as times change the move to remote access and working remotely continues to grow. With the COVID pandemic, this became more important than ever. Online vehicle sales have gone through the roof. VehicleSolutions’ current software solution is a desktop app that is installed on a local machine. To access this solution, the software must be installed on every machine that needs to use it. This presents challenges when trying to work from the road, from home, or from other devices. Today we need to be able to manage our vehicle inventory from anywhere and at any time.

In comes StockMeIn. StockMeIn is a proposed solution that can replace VehicleSolutions’ current legacy desktop application. StockMeIn is completely web based so it can be accessed from anywhere at any time. With StockMeIn, there is no software to install and can be accessed from any portable device. It offers the same current awesome functionality VehicleSolutions’ legacy application offers on a user-friendly website. With the StockMeIn web application you will be able to stock new vehicles into inventory and track vehicle information including make, model, year, type new or used, body, color, in inventory date, cost, and list price. A list of vehicles will be easily available with the ability to update, remove, or mark vehicle as sold and tie that sold vehicle to a customer. Customer information will also be tracked. Addition of customer contact information will be available and will store data including first, last and middle names, address, city, state, zip, and phone numbers. When searching customers, you will get a list of vehicles purchased, if any, and the application will provide the ability to update customer contact information and remove a vehicle tied to that customer. This will provide customer value and tracking information that will be valuable in marketing campaigns and customer evaluations. The accuracy and portability provided by StockMeIn will help drive sales and revenue in this every changing environment.

# Development Tools

Today, VehicleSolutions’ software is built in C# using a WinForms GUI interface. On the back end, StockMeIn will be built utilizing .NET and C#. A database to store vehicle information, customer information, and customer/vehicle history will be created utilizing SQL Server containing tables to accommodate all these items: vehiclesInInventory, customerInfo, customerVehicles. On the front end, web pages will be built utilizing ASP.NET and Razor pages. Razor pages are easily customizable and new pages can be added in the future to accommodate additional functionality.

# Technical Background

The development team that will be working on project StockMeIn has been working on software for the auto industry for 10 years. They have extensive database knowledge and have completed projects utilizing SQL and DB2 databases all related to the auto industry. The team is also versed in various programming languages. This portfolio of languages includes RPG, C#, C++, Python, SQL, PHP. They have also created user interfaces utilizing Profound, HTML, CSS, and PHP. This extensive technical background will help ensure the success of this project. In addition, the team has successfully completed numerous very intuitive and user-friendly applications that deal with client-side configuration data as it relates to auto dealers as well as many back-end data conversion and manipulation programs to migrate client data during the transition of clients to new dealer management systems. The team is well versed in vehicle inventory management, parts inventory management, general ledger and accounting data, customer data, vehicle service history and scheduling, and vehicle deal applications including forms programming, OEM integrations, and eContracting vendor integrations. The team’s expertise also extends into custom report building applications and data import tools.

# Project Risks

There are always risks involved when making the decision to change your application completely. The biggest risk here providing a working replacement in the time allotted. The time to completion will be short, and care will need to be taking to produce deliverables on time. To mitigate this risk, a detailed project plan will be created with clear deliverable timelines. These deliverables times will be strictly adhered with no room for additional items. With that said, the project plan will be detailed enough to encompass all the necessary deliverables to complete an application that offers the same functionality and added portability outlined in this proposal. Our competent team will work diligently to ensure a successful delivery.

# Time & Cost Estimate

We anticipate the project will consist of about 110 programming and testing hours. Available in-house development tools will be utilized to offset any costs that may have been required to purchase new tools. A small amount has been figured for miscellaneous expenses that may arise during course of the project. Below you will find our time and cost estimate for the project.

|  |  |  |  |
| --- | --- | --- | --- |
| **Item** | **Hours** | **Unit Cost**  **or % of Programming Time** | **TOTAL** |
| **Development Tools** |  | $0 | $0 |
| **Misc. Expenses** |  | $200 | $200 |
| **Programming Time (In Hours)** | 100 | $110 | $11,000 |
| **Project Management** |  | 20% | $4,400 |
| **Administration** |  | 10% | $2,200 |

**TOTAL COST ESTIMATE:** **$17,800**

# Future

This new portable application has endless possibilities as it relates to auto dealer management. As pages and functionality can be added easily, it can be expanded to offer many tools that would greatly benefit a dealer. As it relates to vehicle inventory, vehicle inventory tracking and reporting metrics could be added to give visibility into your inventory flow over time. Determining the vehicles most in demand could greatly increase vehicle sales and revenue. Customer prospect tracking could also be added to aid in marketing campaigns to target key customer bases. A full vehicle deal processing application with forms printing, credit applications, and contracting is also another possible add.

In addition, if dealers utilize parts and service departments, applications could be added to manage these as well. Parts invoicing and management, service appointments, history, and scheduling could incorporate into this structure. Adding a general ledger application would also be possible to tie all these applications together to encompass all workings of an auto dealership completing a full dealer management system.