



# 2020 TECHNOLOGY SHOWCASE

# ~~in~~accuracy.

Still relying on an outdated DMS in today's changing industry? Chances are, your dealership is missing out on accuracy to keep your business growing. **CDK IntelliDealer™ 6.5** features a modern interface, real-time data access and enhanced navigation to increase your overall accuracy.

Add **CDK Inspections** to give your team an accurate tool to better manage and protect your fleet while driving revenue and saving time. Digitize and file each inspection through our customized process, and take advantage of having access to everything right on your mobile device.

***See what you've been missing.***

Visit [cdkglobal.com/dontmissout](http://cdkglobal.com/dontmissout)



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## CANAM SOLUTIONS USA

### ToolHub Complete Tool Management Solution Available Now!

Take control of your toolroom assets and make them work harder for you with ToolHub, the most scalable and flexible asset management and toolroom security solution for businesses where tools matter.

This technology-driven solution is designed to complement existing organizational infrastructure by working seamlessly with manual entry into the web app, barcode scanning, RFID technology and pin pad entry to provide the right fit for any size of toolroom, attended or unattended.

Because of its hub-and-spoke distributed computing structure, new toolrooms, including locations such as field service trucks, get added easily as separate spokes on the hub.

With better asset management and toolroom control, organizations can locate assets quickly, optimize inventory levels, make informed asset purchases, and minimize loss.

Join Canam for a demo of ToolHub to experience this powerful asset management solution! [www.toolhub.com](http://www.toolhub.com)



## CDK GLOBAL, LLC

### The way we do business today is changing. Are you prepared?

The way we are conducting business is changing by the day. We are all facing tough economic times right now. Technology has never been more important as people and businesses have to find ways to connect and communicate with their customers. With CDK MyDealer Access, your customers can communicate with your dealership from their homes, desktops, tablets or smartphones. Let MyDealer Access improve your customer relationships, generate more leads and reduce time-consuming phone calls to your staff.

Since January 2020, MyDealer Access has been able to generate \$5M in sales, mainly due to online parts orders.

MyDealer Access enables you to do the following without leaving your house:

- Allows dealers to link to vendor parts catalogs through custom links, making online shopping easier for customers
- Allows dealers to set up curbside service to deliver parts once ordered, or to establish MyDealer VIP areas or parts lanes for pickup so customers don't have to go into the store
- Allows customers to view parts availability at the dealership without calling or physically going into the store
- Allows customers to pay for online parts orders via credit card
- Allows customers to submit service requests and update equipment information
- Allows dealers to post equipment for sale so customers can browse without going to the dealership

\*"By 2020, the customer will manage 85 percent of the relationship with an enterprise without interacting with a human." Source: Gartner Research. Keep customers connected.



To find out more about MyDealer Access, call 519-474-5212 or email [sales.heavyequipment@cdk.com](mailto:sales.heavyequipment@cdk.com).

# 2020 TECHNOLOGY SHOWCASE

## EBS MECHDATA, INC.

EBS software provides fully integrated ERP real-time business system solutions proven technology across all heavy equipment industries: inventory control, Poisson inventory projection, transportation and trucking, equipment management, rental management, fleet management, field service automation, service scheduling and dispatch, order entry, service contract management, general ledger, accounts payable, accounts receivable, and marketing/CRM, as well as mobile applications suites, business intelligence and other mobile applications. It can be accessed on desktop, mobile devices in-house, or via cloud or platform as a service. Additionally, EBS will customize your software to fit your company's needs. Established in 1964, EBS was created for equipment dealers and distributors and is one of the most feature-rich and robust systems available. For more information on EBS, please call 713-939-1000 or visit [www.eBS-next.com](http://www.eBS-next.com).



Equipment Business Software Solutions



## HYDRAULIC KITS FOR EXCAVATORS ENGINEERED SOLUTIONS

**HKX, Inc.** is the leader in aftermarket hydraulic kit solutions for excavators sized from 5-150 metric tons.

Offering hydraulic kits to fit nearly any application on most excavators, we make auxiliary hydraulics easy.

From basic hydraulic thumb kits to full tool carrier machine conversions, HKX kits provide support for a wide range of attachments & customer requirements.

- **Demolition** | Breakers, Shears, Crushers, Thumbs
- **Forestry** | Processor Heads, Hot Saws & Grapples
- **Scrap** | Shears, Grapples, Magnet Genset
- **Utility** | Augers, Rotary Tilt Buckets, Plate Compactors
- **Pipeline** | Padding Buckets, Rock Grinders, Pipe Handlers
- **Custom Applications & Conversions**

HKX kits are engineered to install quickly, work seamlessly with existing OEM machine systems/monitors & perform better than competing OEM or other aftermarket products.



[www.hkx.com](http://www.hkx.com) | 1(800)493-5487 | [sales@hkx.com](mailto:sales@hkx.com)

# ALTA COUNTS ON e-EMPHASYS



*“One of the KPIs that we’ve historically tracked is how long it takes for us to get from the completion of a work order to actually invoicing the work order. We’ve been able to cut that in half in the time we’ve been on e-Emphasys,” said Greenawalt. “The transparency of the system and it being a robust, real database is really helping with our business intelligence and our reporting. It’s light years ahead of where we came from.”*

**ALTA** EQUIPMENT  
COMPANY

**RYAN GREENAWALT, PRESIDENT & CEO**  
ALTA EQUIPMENT COMPANY

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Fully-Integrated Software Solutions Designed for the Equipment Dealer and Rental Industry

  
Business  
Intelligence

  
Mobile Field  
Service

  
ERP

  
CRM  
Solution

  
Customer  
Portals

## E-EMPHASYS TECHNOLOGIES INC.

e-Emphasys Technologies is the leading supplier of enterprise dealer management software for equipment dealers and rental companies. Our modern, end-to-end platform is available on any device, browser or database, empowering you with a unified, real-time view of your data – wherever you are. The e-Emphasys Dealer Management Platform incorporates a full suite of best-in-class technology including business intelligence and reporting, CRM, mobile field service applications, inspection applications, e-commerce customer portals, RFID, artificial intelligence, “internet of things,” and telematics. e-Emphasys has worked exclusively with equipment dealers for nearly 20 years and has developed a repository of over 400 best business practices learned from working side by side with some of the world’s leading dealerships. With customers in nearly 20 countries, e-Emphasys has a proven track record of customer success and return on investment across the globe. Improve operational efficiency, increase profitability, and future-proof your dealership with the e-Emphasys Dealer Management Platform.



For further information, please contact Geoff Pace at [gpace@e-emphasys.com](mailto:gpace@e-emphasys.com)

## ENVISTA LLC

enVista is a leading global software solutions and consulting services firm enabling mid-market and Fortune 100/5000 manufacturers, distributors, retailers, and health care providers to drive customer engagement and revenue. enVista is a Microsoft Gold Certified Partner, specializing in the Microsoft Dynamics 365 suite of products, including Finance, Supply Chain Management, Sales, Marketing, Field Service, Customer Service, Power BI and PowerApps, along with many other Microsoft Azure services to support business intelligence, custom application development and integration services.

enVista’s clients benefit from a single partner with expertise in a wide range of Microsoft capabilities and that can address all their ERP and IT requirements. enVista has been awarded multiple accolades, including being on the Inc. 500|5000 list of Fastest-Growing Companies eight years in a row, from 2011 to 2018. enVista has also been recognized by SupplyChainBrain 100, CRN Tech Elite Solution Provider and Indianapolis Top Places to Work.



## HBS SYSTEMS

For 35 years, HBS Systems has grown one dealership at a time to become the leading provider of dealership management software to agricultural, industrial and construction equipment dealers across North America. NetView ECO, the company's flagship dealership management application, was the first browser-based product introduced to the industry.

## PRODUCTS

**NetView ECO Dealership Management System:** We offer a comprehensive, fully integrated dealership management system. NetView ECO's core applications include accounting, parts, service, rental, sales and inventory control. HBS can help you streamline your processes and deliver more profit to your bottom line.

**Your Work Your Experience:** Customizable interface that follows you in and out of your dealership's system with the ease of browser-based technology.

- **Eclipse** – Manage your business, not your business system. All price files and software are updated automatically. Includes messaging, so you can instant message anyone in the dealership at any time.
- **Active Desktop** – Interactive workspace that provides easy-to-use tools and displays critical dealership information at a glance. Active Desktop is customizable and completely mobile.
- **Vision** – Business intelligence at your fingertips. Your dealership's data has never been so clear.
- **Insight** – View complete customer profiles on one screen, including picking tickets, invoices and quotes for parts, service, units and rentals, all just a click away.

As an innovative leader in technology, HBS Systems works tirelessly to evolve the NetView ECO platform to assist our clients in meeting the demands of a connected world. [www.hbssystems.com](http://www.hbssystems.com)



For further information, please contact Michael Prenalder at [mprenalder@hbssystems.com](mailto:mprenalder@hbssystems.com)



## Our Version of High Horsepower.



NetViewActiveDesktop



Comes in  
pocket-size too.

NetView Active Desktop is a fully customizable, interactive workspace. This kind of horsepower enables your whole team to access information with tools that empower better decisions and improves customer service. See it in action at [hbssystems.com](http://hbssystems.com).

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## JOHN DEERE CONSTRUCTION & FORESTRY

### John Deere Connected Support™

Enabled through the JDLink™ telematics connection, John Deere Connected Support leverages a suite of dealer and factory tools designed to deliver increased productivity and uptime and to lower daily operating costs. Dealers proactively elevate the customer experience by remotely monitoring machines for trouble codes, and they can leverage remote diagnostics and programming to perform some work without a trip to the job site. Dealers also receive Expert Alerts from the centralized John Deere Machine Health Monitoring Center that are triggered when data from a machine in the field matches patterns known to precede downtime events across the entire fleet of connected John Deere machines. Dealers can then be proactive to keep that machine in peak operating condition. John Deere Connected Support creates a partnership between the dealer and factory teams to improve machine uptime and profitability. To learn more, visit [JohnDeere.com/connected](http://JohnDeere.com/connected).



## MACHINERY TRADER / FR8STAR.COM

### FR8STAR MAKES TRANSPORTING EQUIPMENT EASY

Need to transport heavy equipment? FR8Star is here to help. FR8Star is an online marketplace that connects you – for free – with a trusted network of brokers and carriers qualified to haul all types of loads, including oversize/overweight and specialized loads. FR8Star is highly regarded for its all-inclusive estimates, transparent process and knowledgeable customer support staff.

### GET FAST, FREE ESTIMATES

Start by posting your load on FR8Star.com. Whether it's construction equipment, farm machinery, a shipping container, a trailer or virtually any other freight, FR8Star will help you find qualified carriers to haul it. In as little as 30 seconds, you will receive free estimates from the FR8Star network of bonded, insured freight brokers and insured carriers. Just click to request firm bids.

### TOTAL TRANSPARENCY

With FR8Star, you receive completely transparent bids without any hidden fees. Your bids will include all line haul and other third-party charges, such as permits and pilot cars, pulled from each state's Department of Transportation. After you award the load, FR8Star will connect you with the transport company, which will handle all of the required paperwork and documentation. You can then monitor your shipment's progress online and contact FR8Star's transportation experts with any questions.

### FR8STAR BENEFITS

Fast, Accurate Bids, Usually Within 30 Seconds | Complete and Transparent Estimates – No Surprise Fees | Competitive Bids So You Can Choose the Best Rate | Fully Qualified Carriers and Brokers | Support From FR8Star's Logistics Experts | Free for Shippers to Use



For further information, please contact Stephanie Olberding at [stephanie-olberding@machinerytrader.com](mailto:stephanie-olberding@machinerytrader.com)

## POINT OF RENTAL SOFTWARE

Point of Rental provides rental and inventory management software solutions that connect people in every job role throughout a business. Innovative software features and caring customer support agents empower users to streamline their operations and grow strategically. For 35+ years, Point of Rental has been introducing key features to the equipment rental software industry, from dispatching to wireless alerts to telematics integrations and more. It's earned them dozens of awards for exceptional rental software and service, including the last six consecutive Rental Equipment Register Innovative Product Awards. A four-time Inc. 5000 fastest growing company, Point of Rental serves customers in 80 different countries from offices in Dallas, London, Melbourne and Johannesburg. Email [sales@pointofrental.com](mailto:sales@pointofrental.com) or visit [pointofrental.com](http://pointofrental.com) to find out how a team with 600+ combined years of on-site rental experience can get you where you want to be.



## SYCOR

### Microsoft Dynamics 365 Rental Software

Sycor.Rental combines the Microsoft Dynamics stack of technologies with the unique processes of distributors, helping you increase efficiency and improve your bottom line. Whether you need support with rental, service, distribution, finance, manufacturing, CRM or sales, everything you need to manage your business is in one platform.

Whether you want a simple solution or your business requires advanced functionality, we've got you covered. Here's a look at your main benefits with Sycor.Rental:

- Manage short-term, long-term, bulk and serialized rentals from quote creation to equipment return.
- Track all costs, revenue and margins at the group level or for single items.
- Manage your physical equipment and fixed assets in one system.
- Use business intelligence (BI) to gain interactive data with click visuals.
- Access your system from any mobile device.
- Utilize all functions in multiple languages, multiple currencies, and across multiple countries and time zones.



## Dealership Management Systems



### For Single and Multiple Locations

- Mobile Access
- Fully-Integrated CRM
- Inventory & Work Order Management
- Rental Scheduling, Utilization and Depreciation



### Integration with Major Manufacturers

[CharterSoftware.com](http://CharterSoftware.com)

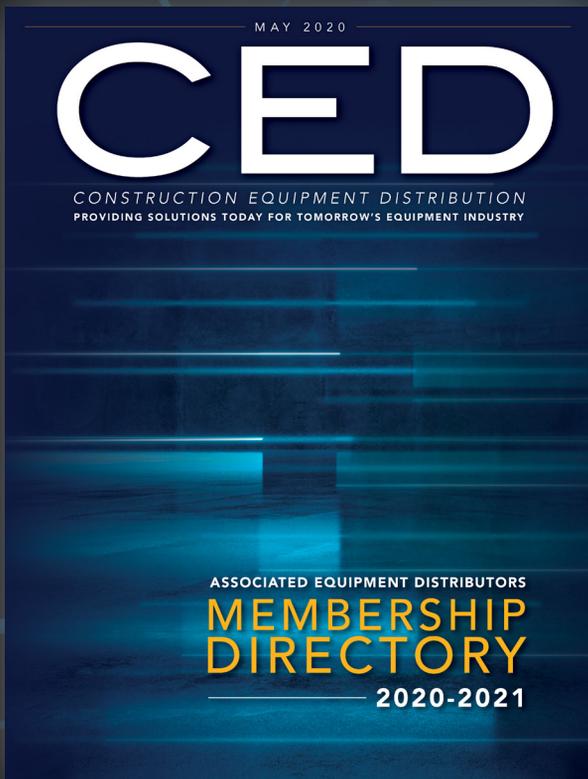
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# CED

PROVIDING SOLUTIONS

# TODAY

FOR TOMORROW'S EQUIPMENT INDUSTRY



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\$45 for US members / \$125 for outside US

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