



The Industry Leader in Seasonal Tire Storage Management Software

What we do

Tire Storage Solutions is the industry leader in seasonal tire storage management. We assist automotive dealerships, tire storage warehouses, and logistics companies worldwide by automating their end-to-end tire storage process with DMS integrable software.

We provide automotive dealerships and storage facilities with the tools they need to easily implement or increase the scale of their tire storage operations. The transition of tire sets from vehicle to storage and back again has never been easier.

Our system is a turnkey solution that can be implemented within days.
How is this possible?

We integrate with your DMS.



What can your business expect?

- ✓ Higher Profits
- ✓ Customer Retention
- ✓ Increased CSI
- ✓ Improved Efficiency
- ✓ Decreased Inventory Loss

It's that simple.

GUARANTEE YOUR CUSTOMERS WALK THROUGH YOUR DOOR *TWICE A YEAR*

Our system gives your dealership or warehouse end-to-end visibility of all tires currently in storage including location, details such as rim condition and tread depth, and all customer account information.

By streamlining your storage and retrieval process, you will save time searching for tires, and always have your customers tires ready for their appointments. This will give your employees more time to take care of your customers.

According to NADA, over 70% of customers who purchase and have their tires installed somewhere else won't return for tune-ups.

In 77% of cases, customers will get their regular maintenance done where they store their tires.



Features built with high volume storage in mind

Tire Storage Solutions has been thoughtfully crafted using decades of industry knowledge combined with the latest technology. We have customized the features to respond to the specific needs and pain points of professionals in the automotive industry.



Innovation in seasonal tire storage management

At the core of Tire Storage Solutions is Global Tire Management Services, our innovative Tire Storage CRM. GTMS integrates with all major dealer management systems and uses a comprehensive online web portal and mobile app to manage seasonal tire storage appointments, inventory, and logistics.

To compliment GTMS, we source only the best hardware for your tire storage needs. Durable label printers and rugged mobile units designed for data collection in tough environments are all part of Tire Storage Solutions.

Web Portal

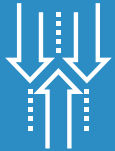
Cloud based remote access with 24/7 visibility.

As the hub of your seasonal tire storage program, this powerful tool makes managing your storage process and growing your business easy.

The Tire Storage Solutions online portal is accessed through your computer's web browser.

As a hosted application, there is no installation required on your computer allowing you and your staff to access customer information, tire storage location, and appointments from any computer or smartphone – onsite or remotely.





DMS INTEGRATION

Our system integrates with most major DMS systems. Eliminate the need for duplicate data entry by exporting tire storage appointment details from your DMS to TSS. All existing customer information and vehicle details from the appointment (including the VIN, make and model) are imported along with an associated tire set.



CLEAR VISIBILITY

Managing the inventory and delivery routes of your seasonal tire storage business has never been easier. Add details not only for each tire set, but for each individual tire. Define set type, brand, size, DOT number, tread depth, rim condition, and their current location. A suite of reports are provided to help manage and monitor usage of the system.



INVENTORY ANALYTICS

Powerful analytics functions narrow in on tire data quickly and are displayed in a user-friendly dashboard. Forecast future tire orders and spot trends in brand preference with the Tire Brand report. The Worn Tire and Rim report lets you know which tires and rims in your inventory need attention, so you can up sell accordingly.

TSS tracks all of your seasonal tire storage data easily so you can focus on customer retention, forecast sales opportunities, and stay organized.

Available reports include:

- Tire Stock
- Tires Missing Information
- Incomplete Appointments
- Tire Brand
- Worn Tire and Rim
- Pickup and Delivery



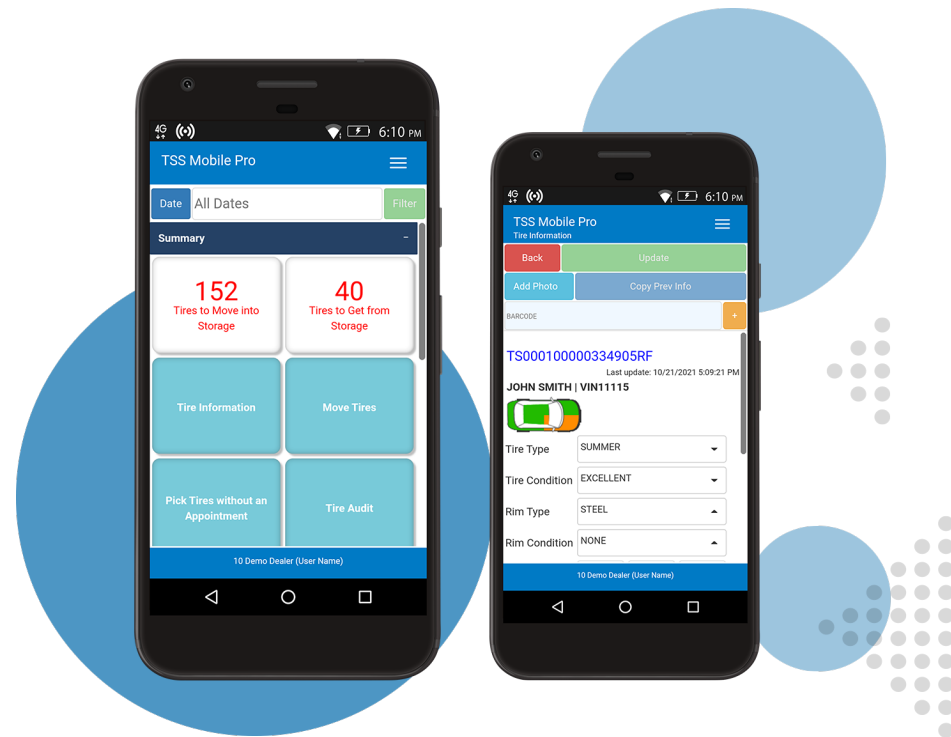
Mobile App

Available for iOS and Android devices.

When in the workshop, during transit, or in the storage facility, use our mobile app to manage the logistics and update tire details.

TSS Mobile synchronizes real-time data with the web portal allowing your team to manage the transfer of tire sets to and from the storage facility with maximum visibility.

A 2D barcode scanner is used to scan labels and identify locations and update tire details. Use the camera to take photos of the condition of wheels. Rugged mobile units with built-in scanners are available for tougher environments.





SCAN EACH TIRE

Use an iOS or Android device with camera scanner capabilities or a rugged device with a built-in scanner. As each tire moves from the workshop, through transit, to its final storage location and back again, our system tracks it along the way.



ADD TIRE DETAILS

Include details not only for each tire set, but for each individual tire. Define the type, brand, size, DOT number, tread depth, rim condition, and current location. This stored data can assist staff in upselling. Before a customer arrives for their service appointment, your staff can prepare options for the customer to repair or replace their damaged wheel.

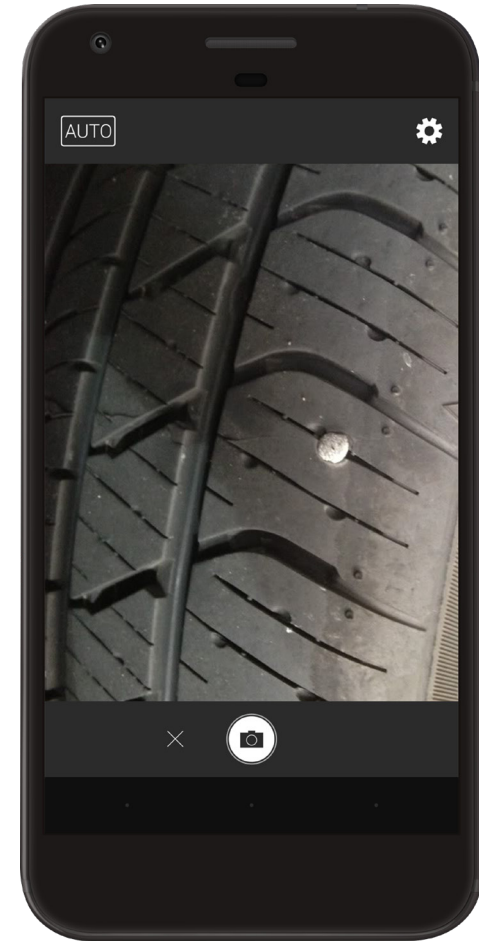
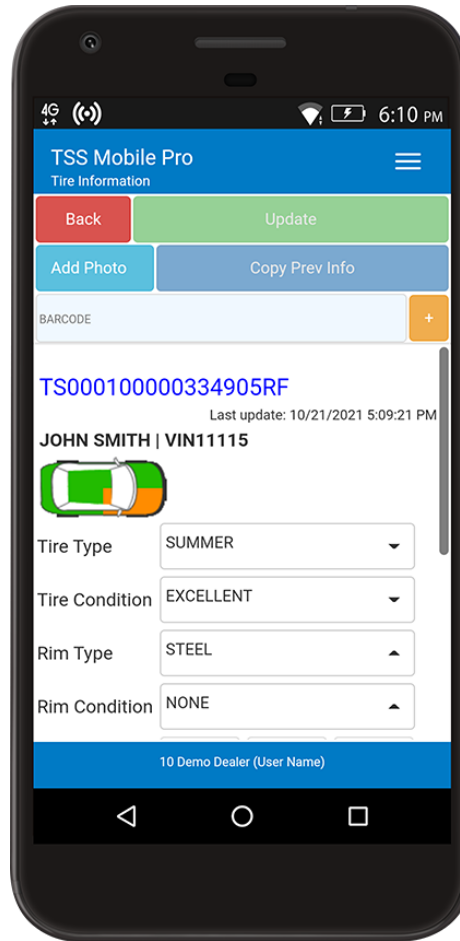


ASSIGN PHOTOS

When inputting tire details, users can add photos. The photos are stored with each individual tire's details, eliminating the guesswork and assumptions that can happen when a tire is discovered to be damaged. Anytime you notice damage on a wheel, include photos with their tire details so that you have a record.

Mobile App

Screenshots



Record extensive tire details including photos.

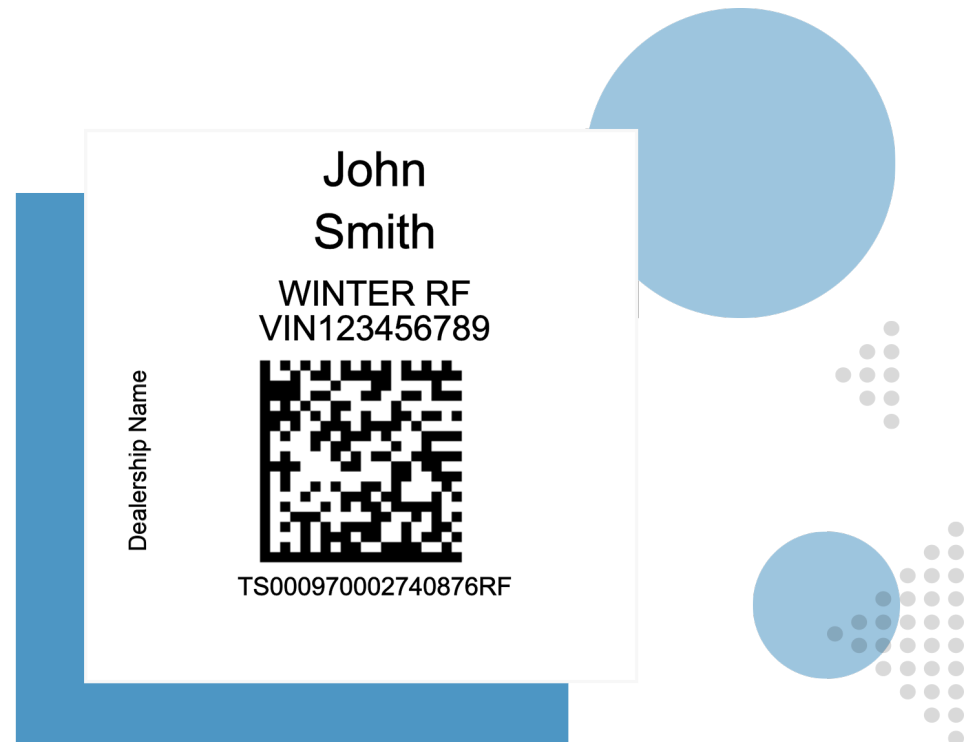
Barcode Labels

Track each tire, every step of the way.

To keep track of the location and owner of each individual tire, a simple yet powerful barcode system is used.

Each barcode label is generated with a unique code that the system registers to a specific vehicle.

As each tire moves from the workshop, through transit to its storage location and back again, our system tracks it along the way ensuring you know exactly where each set is at all times.





HIGH QUALITY LABELS

We supply labels of the utmost quality and durability. The polymer blend can withstand wear and tear in just about any storage environment while the smooth surface ensures superior print quality. The permanent acrylic adhesive will remain adherent, even in presence of water and moisture.



2D DATA MATRIX

Tire Storage Solutions labels are printed with 2D data matrix barcode technology. The code can be read quickly by a barcode reader which allows the data to be tracked. Error correction codes increase reliability so if one or more cells are unreadable, the barcode will still scan, and data can still be read.



COMPREHENSIVE DETAILS

Each Tire Storage Solutions label is populated with the most pertinent information that you need to label and locate your tire inventory. Details include the dealership name, customer name, tire type and position, VIN, and a unique TSS alphanumeric code that is assigned to each individual tire.

Budds' BMW

SUCCESS STORY

Budds' BMW explains how Tire Storage Solutions improved their fixed operations.

Company Profile

Budds' BMW is a respected, family-operated dealership in Oakville, Ontario, Canada. They pride themselves as 'the family business that was built on service.' The three cornerstones of Budds' service experience are quality, efficiency and innovation. Their Service Centre features a luxury massage lounge, relaxing bistro, and business workstations.

Business Summary

With their high service standards in mind, Budds' Service Centre introduced a new tire storage facility in 2004. They not only identified another area to add value and convenience for their customers, but also found a reliable way to keep them coming back for regular service.

As the new venture took off, Budds' developed manual procedures for managing its wheel and tire inventory. Yet, as the business grew,

the Service Centre found it was incurring significant annual losses due to incomplete tracking capabilities. If a customer complained that the wrong tires had been put back on their vehicle, Budds' didn't have enough evidence to refute the claim.

Budds' found the solution to its problem in specialist software provider Tire Storage Solutions, whose application is to track and manage wheels and tires for car dealerships and service centers. Tire Storage Solutions' software, GTMS, provides a comprehensive yet easy-to-use scanning and tracking system for managing tire and wheel inventories.

"We're adding clear value for our customers and they feel they are getting a more personal service. That's priceless."

Since implementing the solution, Budds' has reduced its tire and wheel-related losses to zero, saving the business a significant amount annually, while boosting customer service and maximizing add-on sales.



Opportunity

Record snowfalls and long commutes have made snow tires during the winter season a must, resulting in a demand for winter tires. Quick to respond to this trend, Budds' Service Department began to offer customers a safe means of storing their off-season tires. For Budds', this was not only a chance to add new value to customers, but also to keep them coming back at least twice a year. The enterprise was so successful that it was soon bringing in substantial annual revenue due to the low expense to sale ration in an extremely high gross profit percentage.

"It sends out the message to our customers that we are serious about what we do – that we're not just charging them to put their tires in the back room."

Challenge

Since starting the tire storage service, Budds' has learned some valuable lessons. In his first year at the helm, Service Manager Patrick Fletch oversaw losses due to misplaced or rejected tires and wheels. The losses were considerably high, due to the extremely high cost of BMW tires and wheels. The lost value in the service was accounted for by just 30 sets of wheels and tires. The issue was not lack of vigilance by the service staff – the company had put in place a meticulously detailed process for manually recording inventory, so the right tires were returned to the right customers – the problem was providing proof.

"We'd find that customers were claiming they'd got the wrong tires, or that they were too worn," Patrick recalls. "Even if we knew this wasn't the case, we had no real way of demonstrating this, so we'd end up taking the hit. Writing off half of the revenue was a huge blow to the business."

Selection

Realizing the limitations of its manual processes', Budds' surveyed the market to see what other solutions might be available. One option was to have a specialist third party manage the tires of the dealerships' behalf, but the company was uncomfortable with the associated loss of control.

"They would have taken the wheels, but I store over 800 of them. I didn't like the idea of being dependent on someone else for my turnaround times. When customers need their wheels and tires, they need them quickly. I turn them around in 24 hours."

Instead, Budds' turned to specialist software provider Tire Storage Solutions, whose application has been designed specifically to track and manage wheels and tires for car dealerships and service centers. Being relatively new to market at the time, Budds' helped refine the system, named GTMS, for the general market, as well as helping themselves in the process by meeting their comprehensive demands.

“I wouldn’t even think about going back to the way we did this before.”

- Patrick Fletch, Service Manager, Budds’ BMW Oakville



Solution

Tire Storage Solutions’ software system, GTMS, stores detailed information about customers, storage location (down to the bin), appointments and wheel status, including tread depth, rim condition and an optional attached picture of each tire/rim. The solution covers every aspect of the inventory capture and management process using bar codes, a state-of-the-art hand-held device and a web-based software application.

The user-friendly administration software, which integrates with Budds’ existing DMS system, is accessed through a simple online portal. Inventory is entered into the system using a wireless mobile device, which includes a scanner, camera, phone and keyboard, so that every detail is included in the system to correctly identify individual items and, crucially, to register their condition photographically.

Budds’ can now request customers to sign a document accepting the current state of their tires. This saves Budds’ the expensive, and sometimes embarrassing, disagreements that occur six months down the line.

Results

Having ready access to detailed customer and inventory knowledge has empowered Budds’ service professionals, improving efficiency and enabling them to exceed customer expectations and identify previously untapped sales opportunities.

Over the last two seasons, Patrick estimates that Budds’ has saved tens of thousands of dollars in tire and wheel related losses alone. Significantly, the company is also harnessing new efficiencies allowed by GTMS to boost productivity and turnaround times for customers.

“With 90% plus accuracy on all wheels we store, we can ensure that everything is ready and in good condition before the customer returns,” Patrick notes. “Because it’s much easier to locate the right wheels quickly, we can get them out, check their quality, speak to the customer about any repairs or replacements they might want to make, all before they come to have the tires swapped.”

“Just as importantly, it sends out the message to our customers that we are serious about what we do – that we’re not just charging them to put their tires in the back room” he adds. “We’re adding clear value, and they feel they are getting a more personal service. That’s priceless. Our staff have much more control now when talking to a client, too. I wouldn’t even think about going back to the way we did this before.”

On Budds’ relationship with Tire Storage Solutions, Patrick concludes:

“Being in my environment, I deal with plenty of software suppliers who make a lot of promises. TSS is the only one that, if there’s ever been a problem, has had it fixed within 24-48 hours. I hold a lot of value in the way they handle themselves.”



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