



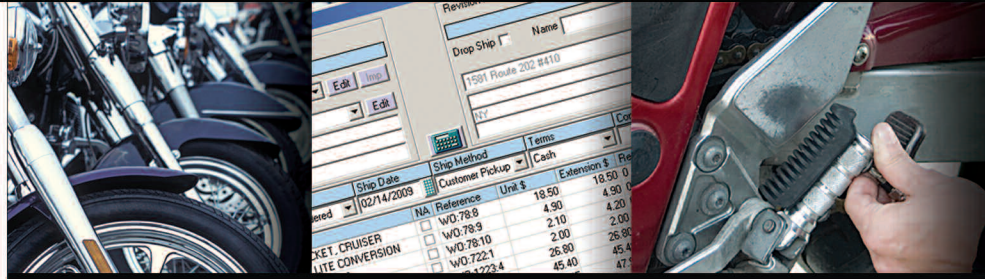
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Formerly  
PartsLookup™

**NextStep**  
The  
**BIGGEST**  
Little **DMS**™  
on the Market.



## NextStepDMS™ Practically Runs Funk's Business

Mike Funk is the owner of Funk Motorsports in Flat Rock, MI. He opened the shop in 1999 and started using NextStepDMS™ in 2003. They use NextStepDMS™ GOLD which includes price files for over 275 manufacturers and distributors, the point of sale module and the inventory management module. The shop sells parts and repair services for motorcycles, snowmobiles, ATV's and personal watercraft.

### Case Study

**Funk Motorsports**  
Flat Rock, MI

### Customer's Main Concerns

- One system for inventory control, point of sale capabilities and parts lookup
- Easy to learn, easy to use
- Responsive product support
- Reliable software that always works when you need it

### Highly Recommended

"I recommend NextStepDMS™ highly —no questions asked. If you're in a small business like I am, I would definitely recommend it. With the service that Dennis provides, I just hope I can continue to afford it. I'm afraid they might price me out!"

*Editor's Note: Don't worry, Mike. We'll always keep our software reasonably priced!*



### Software Needs

"We were looking for software with point of sale capabilities and that we could use to look up our parts. We looked at several different types of software, such as Peachtree, which couldn't handle the point of sale at all. We looked at Lightspeed, and that was a pricey option. We're a small shop. NextStepDMS™ was affordable."

### Easy to Learn, Easy to Use

"How easy was it to learn? Quite easy. I'm not a computer person. In the early days there were little glitches, and each revision made them better. I give NextStep™ a Triple-A plus for technical support. Every time I call, they always have people there; they always solve the problem. I have other places I need to call for customer support, and I'm always dealing with voicemail. Not with Dennis and his guys, they make it very easy."

### Training

"I know NextStep™ recommends training for everyone. We never did it, though. We are self-taught. Now, if my son hadn't had a computer background, and he wasn't here, I'd have been lost. I would have had to go to the training class then. I would say it depends on how knowledgeable you are."

### AAA+ Technical Support

"They get a Triple-A plus rating on tech support. When I find a glitch that could be a concern, I call Dennis. They work it out. I'm an engineer—I was in engineering with Ford. I don't always understand the technical side, and if for some reason I can't get it fixed, I call Dennis, and he gets it fixed and helps me work around the problem. It's all about support."

### Critical for the Business

"NextStepDMS™ controls my inventory and gives me the location—the bin numbers—tracks our costs, and tracks our repair work. When we have a power outage and it goes out—I tell everyone we might as well lock the doors. We can't function without it."

*\* PartsLookup™ name changed to NextStepDMS™ in January, 2010*