

**“From day one, dynaMACS enabled us to see our business in ways we never knew were possible. It’s a whole new world.”**

Kathleen Wagner, Office Manager  
R/S Mile High Sales



### Client Challenge

When Office Manager Kathleen Wagner joined R/S Mile High Sales, everyone in the office already knew they needed software that could keep pace with the busy agency. She helped push the process along.

“We couldn’t make changes, or add new customers,” Wagner explains. “We had to wait until month-end before we closed the month.” She also notes that she needed an adding machine next to her when using the previous software.

It was the end of the year, so the decision was made that they would start fresh in 2008 with new software.

### dynaMACS Solution

From the first day they used dynaMACS, R/S Mile High Sales saw its benefits. “From day one, dynaMACS enabled us to see our business in ways we never knew were possible,” Wagner says. “It’s a whole new world. It’s like upgrading to a Ferrari after you’ve been driving a Model A.”

She says easy-to-use screens save time when entering factory information. And from a management perspective, the reporting is key. “We have a snapshot of where we’re at all times.” That “snapshot” is nimble, and enables the agency to drill down for more information from any screen, or change views with a single mouse click.

The agency is also enjoying the customization that the reporting allows. They can choose from hundreds of standard reports, or modify them to better meet the agency’s needs.

Wagner thought the data conversion would be challenging, because the computer that the old software was on still used floppy disks. But dynaMACS got the job done. All information successfully moved between the two software programs. And the new year is off to a great start at the agency.

#### Agency Profile: R/S Mile High Sales

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|-------------------------------------|---|
| <b>Founded:</b>                     | <b>1999</b>   |
| <b>Market:</b>                      | <b>Automotive</b>   |
| <b>Territories:</b>                 | <b>Arizona,<br/>Colorado,<br/>Idaho, Utah,<br/>Montana,<br/>Nevada,<br/>New Mexico,<br/>El Paso, TX,<br/>Wyoming,<br/>West Nebraska,<br/>West S. Dakota</b> |
| <b>Associations:</b>                | <b>AAIA</b>   |
| <b>With<br/>dynaMACS<br/>since:</b> | <b>2007</b>   |