



CASE STUDY



“365 BOOKSPRO helped us rebuild and organize our books. We now have peace of mind”

~ Rene Guardado, Operations Manager, Auto America Service

Auto America Service

Company

Auto America Service

Industry

Automotive

Location

Arlington, Virginia

Our Role

- Bookkeeping
 - Compilation Report
 - One-on-One Monthly Financial Review
 - Accounting, Bookkeeping, and Books Cleanup
 - Job Costing and Department Tracking
- CFO Services
 - Analyzing Sales
 - Managing Costs
 - Profitability
 - Margin Analysis
- Quickbooks Consultation

Overview

Auto America Service has a legacy of delivering outstanding auto repair and maintenance for over 20 years in Arlington. The leadership team knew that in order to scale up they needed to take more control of their finances. After using several different accounting teams, including hiring internally, the team had limited success. With a wide variety of services in different fields the team needed to find out what was making them money and what was costing them money.

Here is how the team at 365 BOOKSPRO was able to identify problems and bring clarity and peace of mind to the Auto America Service team.

Highlights:



45% ROI INCREASE



Direct Access to Owners



2 Monthly One-on-One Meetings



14 Reports Generated



T: 301.263.7420
E: Info@365bookspro.com

137 National Plaza Suite 300
National Harbor, Maryland 20745

Challenges

Auto America Service was a comprehensive shop that included various service lines: general maintenance, tires, bodywork, and repairs. Additionally, this work spanned individuals, fleets, and government vehicles. Each of these verticals and services carried its own:

- Inventory
- Part Suppliers
- Workforce
- Seasonality

The business was complex and because of this, unorganized and having trouble controlling cost and expenses.

How could we quickly integrate with the Auto America Service team and quickly add control and cash flow?

About Us

365 BOOKSPRO specializes in helping businesses find financial solutions that make sense for their specific cases. We drive valuable intuition and understanding of your books through our experience, especially in the automotive industry. We craft this intuition at values that are approachable for small and medium sized businesses. Each business is unique and has unique problems. We are here to guide you through these problems and challenges to create peace of mind and make your business more profitable.

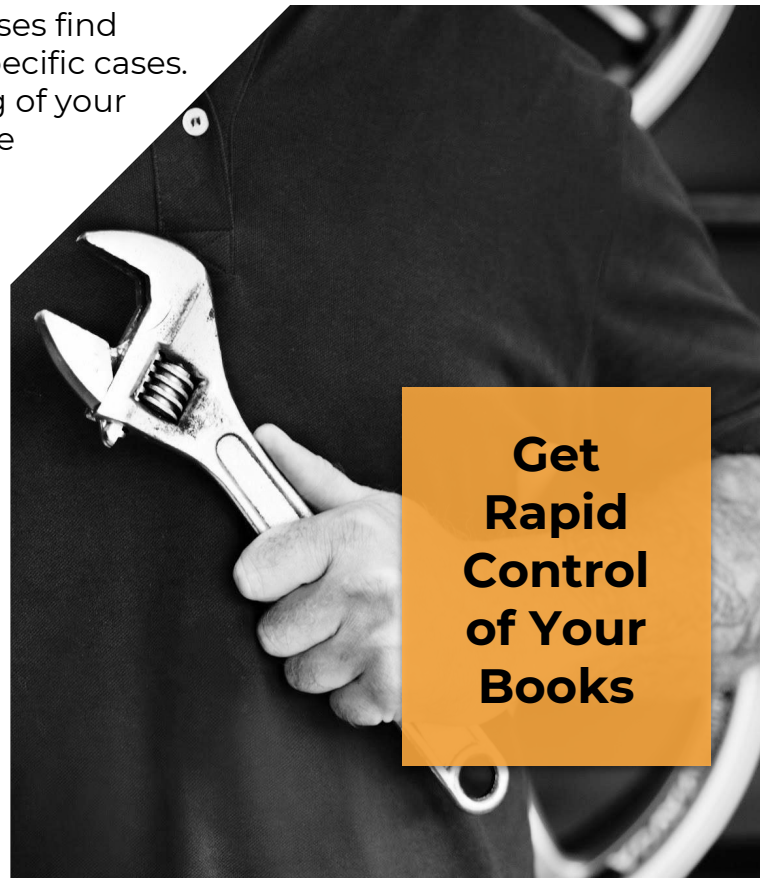
Talk Directly to Our Owner



Melanie Macatangay
Owner
T: 301-263-7420 x1
E: Melanie@365bookspro.com

Solutions and Insights

Working closely with leadership at Auto America Service our team took immediate action instilling our process and learning the current standards through weekend meetings. We were able to quickly add clarity, understanding, and eventually profitability. Our unique experience working within the auto industry allowed us to implement techniques like cash flow restrictions and credit card restrictions to adhere to the budget we set. Working together we were able to eliminate certain practices and service lines that were only costing the business money. Our process also involved staying organized through Quickbooks and streamlining communication through the management software, Canopy. Lastly, our continued monthly strategy sessions help layout a long term plan for growth.



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of Your
Books**