

## Choosing the Right Tool for Your Dealership

**Whether you're ready to switch to our fully integrated accounting or prefer to stick with QuickBooks for now—Lightspeed has you covered either way.**

QuickBooks is a popular option for managing basic accounting tasks. But when you're running a dealership, sometimes “basic” isn’t enough. Your operation is complex. You need tools built for the way you sell, service, and manage units—not just a general ledger.

FEATURE	QUICKBOOKS	LIGHTSPEED DMS
GENERAL LEDGER	✓	✓
INTEGRATION WITH QUICKBOOKS	Lightspeed Provides Seamless Integration with QuickBooks	✓
OEM PRICE FILE IMPORTS		✓
UNIT SALES & INVENTORY TRACKING		✓
WARRANTY & PRODUCT REGISTRATION		✓
FLOOR PLAN MANAGEMENT		✓
DEAL DESKING & F&I MENU TOOLS		✓
SERVICE SCHEDULING & RO MANAGEMENT		✓
INDUSTRY-SPECIFIC REPORTING		✓
MULTI-LOCATION SUPPORT		✓
INDUSTRY-TRAINED SUPPORT		✓

### Is QuickBooks enough for your dealership—or is it holding you back?

QuickBooks is designed for generic businesses but dealerships have complex, specialized needs. Relying on it to run your operation is like using a pocketknife to service a unit: technically possible, but far from ideal.

#### COMMON PAIN POINTS:

- *Manual entry across multiple systems*
- *No unit or service tracking*
- *Limited integration with OEM programs*
- *Fragmented customer experience*
- *Time-consuming reconciliation*

### Why Dealerships Choose Lightspeed DMS

1. Integrated Accounting or QuickBooks—Your Choice: Use Lightspeed’s built-in accounting or integrate with Quickbooks.
2. One Platform, Total Visibility: Sales, service, parts, accounting—all connected.
3. Purpose-Built Tools: VIN & Serialized unit tracking, automated warranty registration, and more.
4. Proven Results: Trusted by thousands of dealerships to streamline operations and boost growth.