

Reynolds&Reynolds Integration

Stop Absorbing Non-Cash Processing Costs

WAVit helps dealerships offset payment processing costs through a compliant non-cash adjustment, fully integrated within Reynolds & Reynolds.

Customers paying with cash pay the base amount. For all non-cash payments, WAVit automatically applies the adjustment and displays it clearly on the repair order before payment—helping protect dealership margins while keeping the customer experience transparent and straightforward.

HOW IT WORKS

- 1 **RO/PO data flows automatically from ERA-IGNITE or POWER into WAVitv**
Order number, amount, and customer name load with no manual entry. Zero risk of human error.
- 2 **Non-cash adjustment is assigned and displayed on the repair order**
Shown as a line item in dollars and cents before the customer reaches the terminal. Full transparency upfront.
- 3 **Customer chooses how to payv**
Customers who pay with cash pay the base amount. For all non-cash payments, WAVit applies the adjustment seamlessly—no manual calculations and no terminal surprises.

PROTECTING YOUR CUSTOMER SATISFACTION INDEX (CSI) SCORE

Checkout is the last touchpoint on the service drive. Presenting the non-cash adjustment on the RO, not at the terminal, keeps the experience smooth, transparent, and surprise-free. Remote payment via Text to Pay or Email to Pay lets customers settle before pickup and skip the line entirely.

BENEFITS

Offset Processing Costs

- Compliant non-cash adjustment
- One flat monthly technology fee
- Unlimited transaction processing

DMS-Native Workflow

- Non-cash adjustment displayed on the RO
- Real-time reporting dashboard

Better Customer Experience

- Text to Pay & Email to Pay
- Pick up vehicle, skip the line entirely

Enterprise Security

- Point-to-Point Encryption (P2PE)
- EMV chip + Tokenization

SAMPLE REPAIR ORDER

TAMIAMI FORD

Naples, Florida · Reynolds & Reynolds ERA-IGNITE

CUSTOMER

PHONE

VEHICLE

2017 Ford C-Max Energi

SERVICES

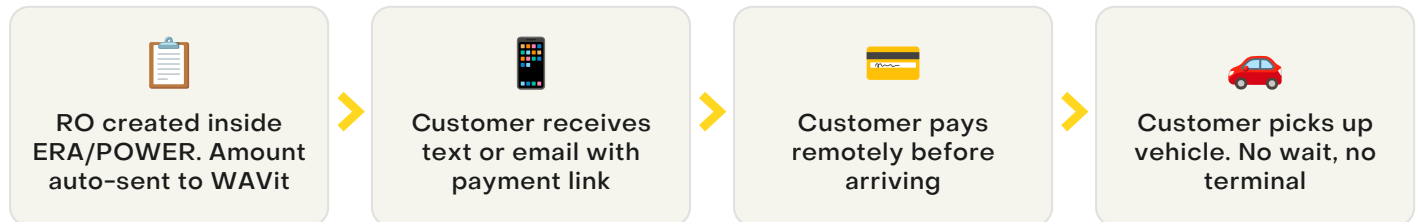
Labor — Works Gas Engine / Multi-Point Inspection	\$46.50
Parts — Filter Element, Motorcraft SAE	\$45.95
Q/L Environmental Fee	\$5.55

Admin. Processing Fee  **\$3.24**

Total Due **\$101.24**

*The non-cash adjustment appears as a line item in dollars and cents on the RO before payment.
Customers see the full amount upfront.*

TEXT TO PAY & EMAIL TO PAY



PAYMENT CHOICE SAVINGS COMPARISON

Item	Traditional Processing	With WAVit
Monthly volume	\$100,000	\$100,000
Credit card fees absorbed	\$2,900	\$0
Monthly platform fee	\$329.99	\$39.95
Total monthly cost	\$3,229.99	\$39.95
Annual difference with WAVit		\$38,280.48

WAVit redirects non-cash adjustment costs to the customer's payment method, keeping the dealer's margin intact.

SAMPLE REPAIR ORDER (RO) WITH WAVit



"OUR NAME MEANS A GREAT DEAL!"
 1471 Airport-Pulling Road North
 NAPLES, FLORIDA 34104
 Telephone: (239) 643-3673
 Fax: (239) 643-3799
 WWW.TAMIAMIFORD.COM

STATE OF FLORIDA
 REGISTRATION: MV-02749

CELL: [REDACTED]

CUSTOMER NO. 227988		ADVISOR BRADY NEHF	0410	SALE NO. 1783	INVOICE DATE 03/26/25	INVOICE NO. FOCQ862069
[REDACTED]		LABOR RATE 228.73	LICENSE NO.	MILEAGE 44,337	COLOR	STOCK NO.
		YEAR / MAKE / MODEL 17/FORD/C-MAX ENERGI/5DR HB SE FWD				
		VEHICLE I.D. NO.				
RESIDENCE PHONE		BUSINESS PHONE		COMMENTS	DELIVERY DATE	DELIVERY MILES
					SELLING DEALER NO.	PRODUCTION DATE
					R.O. DATE 03/26/25	

MO: 44338

JOB# 1 CHARGES

LABOR

J# 1 18FOZ00WRKS WORKS GAS ENGINE TECH(S):0418 46.50

THE WORKS VEHICLE CHECKUP, UP TO SIX QUARTS OF MOTORCRAFT SYNTHETIC BLEND OIL, MOTORCRAFT OIL FILTER, MULTI-POINT INSPECTION, TIRE ROTATION AND PRESSURE CHECK, BRAKE INSPECTION, BATTERY TEST, FILTER CHECK, TAXES, DIESEL VEHICLES AND DISPOSAL FEES EXTRA, HYBRID BATTERY TEST EXCLUDED.

THE WORKS VEHICLE CHECKUP COMPLETE

REPLACED UP TO 6 QTS OF MOTORCRAFT SYNTHETIC BLEND OIL AND OIL FILTER. PERFORMED MULTI-POINT INSPECTION AND TIRE ROTATION.

PARTS	QTY	FP-NUMBER	DESCRIPTION	UNIT PRICE	PRICE
	1	FL-910S-B12	KIT - ELEMENT	10.95	10.95
	5	XO-0W20-BFS	MOTORCRAFT SAE	7.00	35.00
TOTAL - PARTS					45.95

JOB# 1 TOTALS

LABOR 46.50
PARTS 45.95

JOB# 2 CHARGES

LABOR

J# 2 00FOZQ99PX QUICK LANE MULTI POI TECH(S):0418 0.00

PERFORM A THOROUGH INSPECTION OF YOUR VEHICLE'S KEY COMPONENTS AND SYSTEM. PROVIDE A DETAILED VEHICLE CHECKUP 4.5 QTS 0W20 FL 910

JOB# 2 TOTALS

LABOR 0.00

ALL PARTS ARE NEW OR REMANUFACTURED UNLESS OTHERWISE INDICATED. SPECIAL ORDER PARTS SUBJECT TO 20% RESTOCKING FEE.

COMPREHENSIVE WARRANTY
 IF THE REPAIRED ITEM FAILS WITHIN 3 MONTHS OR 4,000 MILES (WHICHEVER OCCURS FIRST) DURING NORMAL USE, TAMIAM FORD WILL REPAIR IT FREE OF CHARGE IN OUR SHOP. GENUINE FORD PARTS CARRY A 24 MONTH UNLIMITED MILES WARRANTY. *SEE DEALER FOR DETAILS.

***ENVIRONMENTAL COMPLIANCE CHARGE**
 VEHICLE SERVICING ROUTINELY INVOLVES THE USE OF CHEMICALS AND CAN LEAD TO GENERATION OF WASTES (OILS, SOLVENTS, SPENT FILTERS & METALS, ABSORBANTS, AND MORE). MANY OF THESE WASTES MUST BE MANAGED AND DISPOSED OF PROPERLY TO COMPLY WITH LOCAL, STATE, & FEDERAL GUIDELINES. A FEE IS ASSESSED IN THE AMOUNT OF 12% OF PARTS AND LABOR, MINIMUM OF \$4.00 UP TO \$40.00 MAXIMUM, REPRESENTING RECOVERY OF EXPENSE AND PROFIT ASSOCIATED WITH MANAGEMENT AND DISPOSAL OF THESE WASTES. THIS CHARGE REPRESENTS COSTS AND PROFITS TO THE MOTOR VEHICLE REPAIR FACILITY FOR MISCELLANEOUS SHOP SUPPLIES OR WASTE DISPOSAL.

TIRE/BATTERY STATE FEE
 THE STATE OF FLORIDA REQUIRES A \$1.00 FEE FOR EACH TIRE SOLD IN THE STATE [S.403.718] AND A \$1.50 FEE FOR EACH NEW OR REMANUFACTURED BATTERY SOLD IN THE STATE [S.403.718].

STOWAGE
 A STORAGE FEE OF \$25.00 PER DAY MAY BE APPLIED TO VEHICLES WHICH ARE NOT CLAIMED WITHIN 3 WORKING DAYS OF NOTIFICATION OF COMPLETION.

METHOD OF PAYMENT

CASH ☐ CHECK ☐
 OTHER ☐ CREDIT CARD ☐

CUSTOMER SIGNATURE _____

By signing you agree to all terms and conditions on (800) 555-5555 of this document.

ESTIMATE

CUSTOMER HEREBY ACKNOWLEDGES RECEIVING ORIGINAL ESTIMATE OF \$132.73 (+TAX)

COMMENTS

RECOMMENDED NOT DONE/ DECLINED SERVICES

56FOZRWIPER	COMMENTS:	TECH: 0418	FOLLOW-UP: 04/09/25
56FOZYTIRE	TREAD WEAR REPLACE TIRES & ALIGN	TECH: 0418	FOLLOW-UP: 04/09/25
18FOZCABINAIR	CABIN AIR FILTER REPLACE CABIN AIR FILTER	TECH: 0418	FOLLOW-UP: 04/09/25

\$69.62

SEE BACK FOR ADDITIONAL CUSTOMER INFORMATION REGARDING REPAIRS

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PROCESSING
FEE

WAVit integrates with Reynolds&Reynolds to display non-cash adjustments natively in the RO, ensuring transparency for customers and accuracy for accounting.

Contact Us



Phone



Email