

Send us an E-mail:
info@barsnet.com

BLUEBIRD®
AUTO RENTAL SYSTEMS

Visit our Web site:
www.barsnet.com

P R E S E N T S

BARSTalk

A QUARTERLY NEWSLETTER FOR THE AUTO RENTAL INDUSTRY

SUMMER 2018

Valsoft Acquires Bluebird!

As most of you probably know by now, Bluebird Auto Rental Systems has been purchased by Valsoft Corporation, a Montreal-based company that specializes in acquiring and developing vertical market software businesses.

Valsoft is looking forward to continuing Bluebird's legacy of providing leading-edge technology and the best customer support in the car rental industry.

Use the following link to read the official press release:
<http://www.globenewswire.com/news-release/2018/07/31/1544547/0/en/Valsoft-Enters-Car-Rental-Management-With-the-Acquisition-of-Bluebird-Auto-Rental-Systems.html>



Time to Train

Would you like some intense training on your Bluebird system? Sign up for our next class to be held August 7-9 at our world headquarters in New Jersey, by sending an email to info@barsnet.com.

Phone as a Key (PaaK) App Now in Beta!

By Phil Jones

Bluebird is excited to announce our very first installation of a brand new product, Phone as a Key (PaaK), at Dollar Rent-A-Car in Omaha, NE.

Bluebird has partnered with Huf Group, a German based technology and tier one Auto OEM Supplier, to develop an exciting new way for consumers to rent a car. The digital vehicle access system, SixSense, provides the technology to make this possible via a custom branded app. The app may be downloaded from the App Store for either iPhone or Android devices. Users are able to search for available vehicles, reserve them, and then unlock the car and drive off by using just their mobile phone.

Each vehicle that is offered with this capability has a device installed via the OBD port that responds to the app on the customer's mobile phone. The entire transaction including making a reservation, renting the car, then checking in the vehicle at the end of the rental is transmitted to RentWorks via an API, so it is tracked in Bluebird's database like any other rental.

We are thrilled to be able to partner with Huf Group to bring this new technology to the car rental marketplace. No longer will customers be tied to an operator's hours of operation to be able to locate a vehicle and rent it and/or return it 24 hours a day, 7 days a week. If you are interested in more information about the PaaK app, please contact your sales representative.

Note: Huf Group develops and produces mechanical and electrical locking systems, tire pressure monitoring systems and telematics systems for the automotive industry worldwide. The Business Unit Mobility Solutions develops and markets digital access systems in combination with telematics and fleet management solutions under the SixSense Brand.



 **SIXSENSE**
SECURITY IS KEY



Letter from the (Former) President

As the song goes:

*To everything (turn, turn, turn)
There is a season (turn, turn, turn)
And a time to every purpose, under heaven*

The time has come for me to turn over the reins to the next generation. This October I'll be 65, and my goal has been to live in a warmer climate and have fun every day by the time this milestone birthday arrives.

In mid-August, I'll be moving to the Savannah, GA area.

From this point forward, if you have any problems, questions or concerns, please contact Michael Assi or Phil Jones. However, I will be watching "from above" so to speak, and if the situation warrants it, I'll jump in to offer assistance.



Angela Margolit

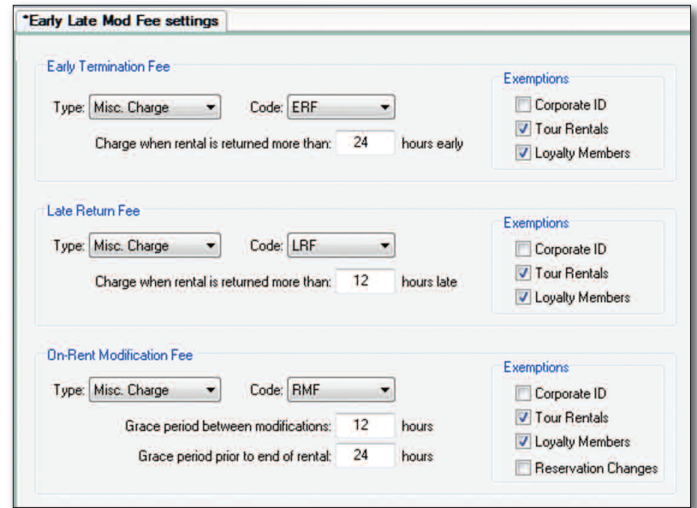


RentWorks 4.1.H2 Is Released

Bluebird is happy to announce the release of version 4.1.H2. Please note that Progress version 11.7 is required. Significant changes include:

- **Apply early/late rental return fees and contract/reservation modification fees**

A process has been added to RentWorks that will allow your company to charge a fee for contract/reservation modifications after a specified grace period. Likewise, you can also charge an early or late check-in fee based upon defined grace periods.



- **Debit Detect for triPOS chip and pin credit card processing**

A process to detect debit and pre-paid debit cards has been added to RentWorks when interfaced to the triPOS chip and pin credit card interface. RentWorks is now able to follow the debit detect rules defined in the Credit Card setup screen. This also allows the use of the Equifax feature to obtain a credit score if a debit card is detected.



To see a list of all of the enhancements and SARs (Software Action Requests) which were addressed in this release, please visit:
http://www.barsnet.com/pdf/Version_4.1.h2_Release_Letter.pdf

What's Available to Assist You

1. Weekly Webinars:
Tuesday: Counter (check-in, check-out, contract modify)
Wednesday: Fleet (setup, depreciation, maintenance)
Thursday: Accounting (General Ledger Setup, DBR Posting)
Friday: Dealerships
All are held at 1:00 pm EST. Reserve your spot by sending an email to support@barsnet.com.
2. Online Tutorials at support.barsnet.com are great for brand new users. You can also access these on YouTube. Simply search for RentWorks.
3. Quarterly Classes: a three-day class is scheduled every quarter at our home office in Dover, NJ. See the schedule at www.barsnet.com/class-schedule.html. The agenda, a list of area hotels, and directions to our office are also on this page.
4. Regional and/or Advanced Classes: based on demand, as long as there are at least four attendees. Locations will be announced as the classes are scheduled. Topics include System Management and Cyberquery.

Customer Spotlight

Royal Rent A Car of Florida

Based in Miami, Royal Rent A Car of Florida has been using Bluebird software since 1996. They operate in-terminal counters at the Miami and Fort Lauderdale airports.



The Miami location.



Busy counter at the Fort Lauderdale location.



Angela's boys: sons, Ben and Brian, and husband, Mike.

Welcome New Customers!

Since our last issue of BARSTalk, the following customers have joined us (2nd Quarter 2018):

- AFA Rent a Car – Tirana, Albania
- All In One Car Rental – Brooklyn, NY
- Auto World Rentals – Santa Cruz, CA
- AutoGrupo Chrysler – San Juan, Puerto Rico
- Boerne Dodge – Boerne, TX
- Dallas Dodge Chrysler – Dallas, TX
- Elmwood CDJR – East Providence, RI
- GoCars/Priceless – Bucharest, Romania
- Hertz – Sault Ste. Marie, ON, Canada
- Jax Auto Rental – Billerica, MA
- Jeep Chrysler Dodge City – Greenwich, CT
- LH Miller Dodge RAM – Tucson, AZ
- Lucayan Car Rentals – City of Nassau, Bahamas
- Matt LaFontaine Automotive – Grayling, MI
- Premier CDJR of Troy – Troy, AL
- Rent a Ride – Marion, IL
- Route 23 Ford – Butler, NJ
- Saint Martin Cars – Saint Martin
- Singh's Auto Rental – Port of Spain, Trinidad
- South Hills Chrysler – McMurray, PA
- Summit Rentals and Sales – Ringgold, GA
- Xclusive Auto Group – Uniondale, NY
- Yemm Auto Group – Galesburg, IL

Connect with Bluebird!

There are many ways to connect with us. Find us on your favorite social media site...

Twitter: <https://twitter.com/BluebirdARS>

Facebook: <https://www.facebook.com/BluebirdARS>

Google Plus: <https://plus.google.com/115186765438731036841/posts>

YouTube: <http://www.youtube.com/user/BluebirdARS>

LinkedIn: <http://www.linkedin.com/company/bluebird-auto-rental-systems>

Blog: www.barsnet.com/blog

QUARTERLY RENTWORKS TRAINING CLASSES

November 13-15, 2018

Classes are held in Dover, NJ, USA (unless otherwise noted) and run from 9:00 AM to 5:00 PM on the dates indicated. The cost is \$500 per person per class. Attendees are responsible for their own expenses including airfare, ground transportation, hotel accommodations and meals. ALL CLASSES ARE SUBJECT TO CANCELLATION IF THERE ARE NOT AT LEAST FOUR CONFIRMED ATTENDEES TWO WEEKS PRIOR TO CLASS DATE. We will contact customers two weeks prior if class will be cancelled.

2018 INDUSTRY EVENTS

Sept 26-29	Avis Licensee Convention – JW Marriott, Austin, TX
Oct 10-12	Mopar Convention – Orlando, FL
Nov 5-7	World Travel Market – ExCel, London, UK
Nov 12-16	NYSADA Convention – Ritz Carlton, Grand Cayman



200 Mineral Springs Drive, Dover, NJ 07801 USA
973.989.2423 • 800.304.5805 • sales@barsnet.com
www.barsnet.com