

Volume 003



April 2026

ULTIMATE INSIGHTS

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Ultimate Insights

April 2026



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Welcome to Ultimate Insights

Welcome to the third edition of Ultimate Insights.

As we move through 2026, one thing is clear, the pace of change across our industry continues to accelerate. From regulatory reform through to evolving data services and increasing system demands, there's a lot happening behind the scenes that will impact how dealerships operate day to day. At Ultimate Business Systems, our focus remains simple: *make these changes as seamless as possible for you.*

Investment in Support and New Team Members

Over the past few months, we've continued to invest in our support team, and I'm pleased to welcome Martin, Angela and Priyanka. You may hear from them when contacting our helpdesk, and I encourage you to make them feel welcome, they're here to help ensure you get fast, knowledgeable support when you need it.

Redbook Service Changes and Vehicle Identification

We're also working through some important external changes. Redbook is retiring the existing Rego-to-RedbookID service many of you rely on. The new service will deliver a more streamlined, one-to-one match in the vast majority of cases, removing the need for additional vehicle questions. This is a positive step forward in simplifying vehicle identification within your workflows.

Preparing for PayDay Super and Eclipse Enhancements

Looking ahead, PayDay Super represents one of the most significant payroll changes in recent years, with superannuation moving to a real-time model from 1 July 2026. While this introduces increased transaction volumes and some operational considerations, we are already well advanced in preparing Eclipse to support these requirements. Over the coming months, we will be rolling out enhancements to ensure compliance and a smooth transition.

Clearing House Costs and Pricing Model

We also want to be transparent, with more frequent super transactions, there will be changes to the cost structures associated with clearing houses. We are actively working with our partners to secure the most competitive arrangements possible and expect a fair, tiered pricing model that aligns with your business size and activity.

As always, our commitment is to stay ahead of these changes so you don't have to.

Thank you for your continued partnership.



Dean Marriott
Managing Director

PROUDLY SPONSORED BY ULTIMATE BUSINESS SYSTEMS





2026 Ultimate Caravan & RV Salesperson of the Year

Recognising excellence in RV retail across Australia

Presented at the CIAA National Conference · Gold Coast · May 2026

THE PRIZE

What You Stand to Win

-  Up to \$2,000 towards professional development
-  Professional photoshoot & custom promotional materials
-  Engraved trophy, lapel pin & framed certificate
-  Invitation to judge next year's award

All finalists receive complimentary accommodation (room only, one night) on Friday 15 May 2026 at the RACV Royal Pines Resort to attend the Gala & Awards Dinner.

2025 AWARD WINNER



2025 WINNER

Jess Herring
TrueNorthRV · Mt Gambier, SA

PRESENTED BY



WHO CAN NOMINATE?

Any individual RV sales professional holding current accreditation status under the Caravan Industry Salesperson Accreditation Program (CISAP) as of 1 April 2026.

IMPORTANT DATES

27
APR

Nominations Close
5:00pm AEDT—don't miss the deadline

13
MAY

CIAA National Conference Opens
13–15 May 2026 · RACV Royal Pines Resort, Gold Coast

15
MAY

Gala & Awards Dinner
Winner announced · All finalists in attendance

NOMINATION QUESTIONS

Email your responses to
conference@caravanindustry.com.au

- 1 Briefly explain your background and experience in the RV industry.
- 2 Describe a difficult sale from the past year and how you turned it into a great customer experience.
- 3 How do you customise the buying experience for different customers? Share examples of matching customers with the perfect RV.
- 4 Demonstrate your application of Australian Consumer Law — warranty claims, customer rights, or a tricky situation you resolved.
- 5 How do you see the Australian RV retail industry evolving over the next few years?

Ready to Nominate?

Submit your responses before 27 April 2026, 5pm AEDT

conference@caravanindustry.com.au

Visit the CIAA Conference website for full details

EV Sales in Australia: What the Numbers Are Saying



Battery Electric Vehicle (BEV) Hybrid Electric Vehicle (HEV) and Hybrid Plug-in Electric Vehicle (PHEV) sales in Australia surged in 2025, marking one of the strongest periods of growth the sector has seen. With more models available, improving infrastructure, and increasing consumer confidence, EVs are steadily moving from niche to mainstream.

Sales Growth in Australia 2021 to 2025

Year	BEV	HEV	PHEV	Total
2021	5149	70466	3372	79025
2022	33410	81816	5937	121178
2023	87217	98439	11212	196874
2024	~91000	172696	23163	~286859
2025	103269	199133	53484	~355886

Who's Leading the Charge?

The brand race continues to heat up. Tesla remains the strongest performer, but 2025 was also a breakthrough year for BYD and other Chinese brands which are quickly becoming Australia's most popular electric brands because of price, supply and strong tech features.

Australian Consumers now have more choice than ever before, with up to 200+ BEV, PHEV, HEV models available across the market — a big leap from the previous years.

The Takeaway

Australia's EV transition is gaining serious traction. While the journey isn't without its challenges, 2025 marked a pivotal year — one where hybrid and electric vehicles moved decisively from early-adopter territory into the broader mainstream.

Sources:
 AfMA
 Carsales\Business
 Whichcar
 Car Expert
 The Times Australia



Used Car Dealers Closing the Gap

Pre-Owned Vehicles

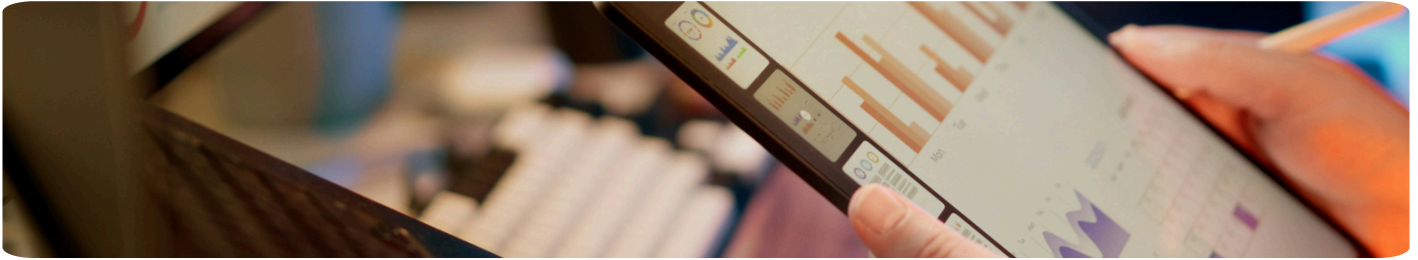
New data shows Australia's used-car market is gradually shifting toward dealerships rather than private sellers. Dealer transactions now account for around 46.7% of used-car sales, up from 36.5% a year earlier, while private sales have fallen to just over half of transactions. The shift is being driven by rising inventory levels and buyers seeking the security of dealer warranties, financing and trade-in options

An article in drive.com.au by Tung Nguyen shines a light on the stats.



[Click Here to Read the
Drive article](#)

Power BI Has Arrived



We're excited to introduce a powerful new way to work with your data. Our Power BI capability is now available.

This is a **big step** forward in how you can **access, explore,** and **understand** your dealership data. Instead of relying on static reports, you can now interact with your data in a more flexible and meaningful way.

What Can You Do with Power BI?

- Build interactive dashboards tailored to your business
- Understand what's driving your results, not just the total
- Bring multiple data points into a single, clear view
- Gain deeper insight across departments and performance areas

This has been designed to unlock more value from the data already in your system, giving you better visibility and more control over how information is used.

Currently rolling out

We're currently working with a small number of customers to roll out access and refine the user experience. Access is being introduced progressively as we continue to build out capability and ensure real value is being delivered.

Interested in getting access?

If you'd like to explore what Power BI could look like for your business, we'd love to hear from you.

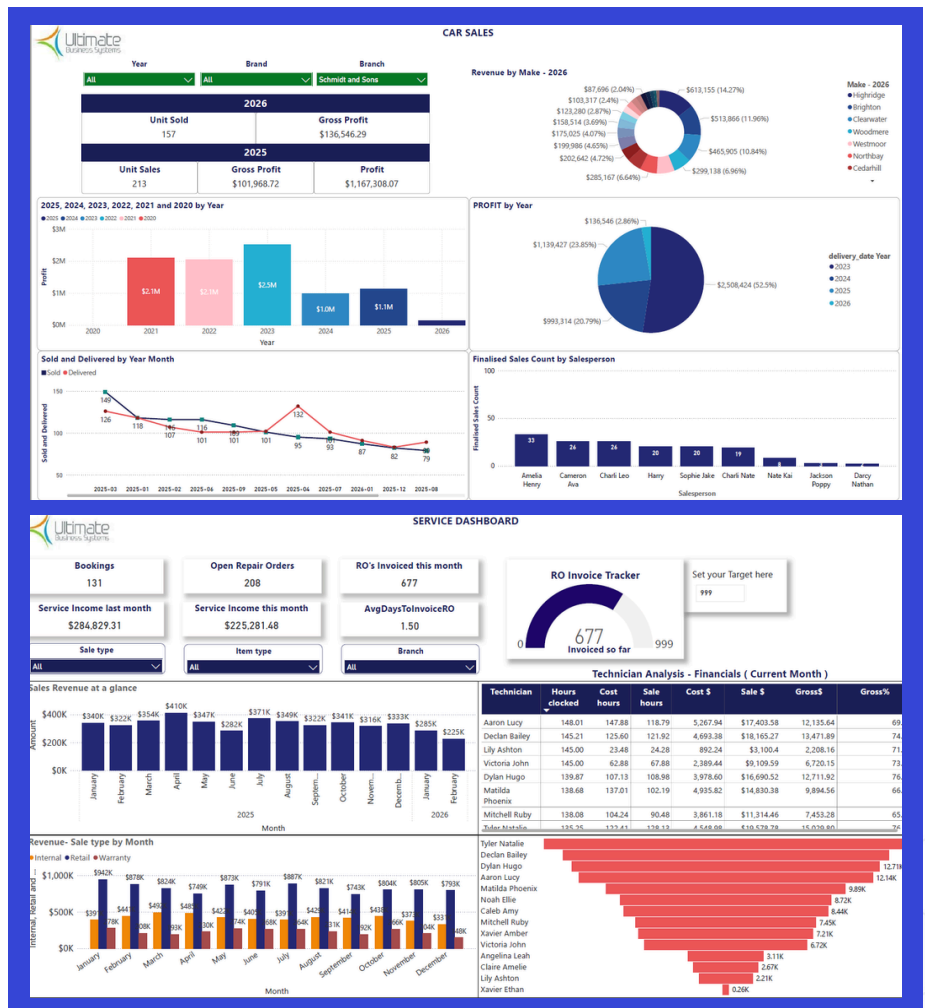
Register your interest today

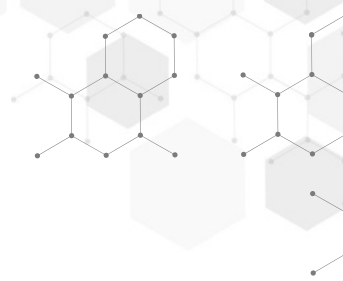
Email:

tessa@ultimate.net.au

or call our Support Team

03 9012 6677





Meet the Team



During your time as a UBS customer, you've likely interacted with several of our team members—especially those in our Install and Support Teams. However, there are many others working behind the scenes whom you may not have had the chance to meet. To help you get to know more of the people who make UBS what it is, we're launching a new "Meet the Team" section in our newsletter. In this edition, we're pleased to introduce our Managing Director and General Manager



Dean Marriott
Managing Director

Dean commenced at UBS on 3rd November 2000, so has recently hit his 25-year milestone, and is the leader of our team. Driving our mission to deliver smarter, more effective solutions that help dealerships run smoothly, boost sales, and deliver outstanding customer experiences. He's passionate about growing our company and our people, while keeping a close eye on industry trends and emerging technologies that shape the way our customers do business.

With a strong conviction that technology should do more than automate, it should drive clarity, insight and growth, Dean regularly shares thought leadership on topics such as leadership during change and how to break down departmental silos. He positions himself as an advocate for moving beyond "busy work" in dealerships toward systems that provide visibility into key metrics, empower teams, and enable proactive decision-making.

Dean took up running around 10 years ago and has since completed 5 ultra-marathons and 13 marathons, including the Melbourne Marathon in October 2025, where he achieved a personal best time. A lot of his time outside work is spent either training for upcoming events or recovering from the inevitable injuries sustained along the way! He's also passionate about cars, owning a 1994 Lotus Esprit and a 1989 Porsche 944. Weekends often find him out on country drives with his family or participating in rallies with his car club.



Nick Taylor
General Manager

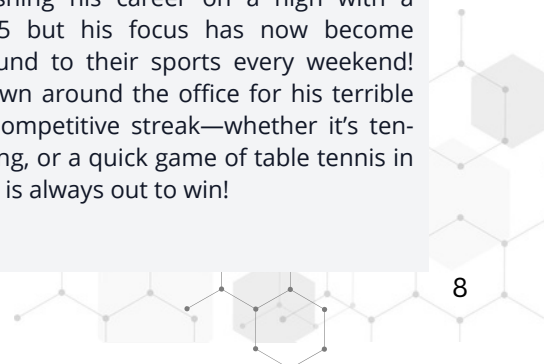
Nick Taylor is our General Manager, where he leads our vision to deliver innovative, reliable, and growth-focused Dealership Management Software for automotive and machinery dealerships across Australia.

Nick commenced with UBS in 2003 as a junior developer fresh from university. Over the years he's grown through roles in senior development, software leadership and into the General Manager position where he oversees all day-to-day operations of the business.

Nick is passionate about helping our customers shift from simply being busy to being genuinely effective. His focus is on designing systems that improve visibility, streamline workflows, and empower teams to make smarter, data-driven decisions.

Nick frequently shares insights on LinkedIn about operational efficiency, process improvement, and how technology can reveal and resolve hidden business challenges.

On a personal level, Nick is a devoted family man who is an avid sports follower, especially his beloved AFL team, Collingwood. He has only recently retired from his own football career, finishing his career on a high with a premiership in 2025 but his focus has now become driving his kids around to their sports every weekend! Nick is also well-known around the office for his terrible Dad jokes and his competitive streak—whether it's ten-pin bowling, go-karting, or a quick game of table tennis in the lunchroom., Nick is always out to win!



Ultimate Updates

PayDay Super Do You Understand the Changes?



PayDay Super - What you need to know

PayDay Super is a government initiative designed to ensure that superannuation contributions are paid to employees' super funds at the same time as their salary or wages — not quarterly, as has traditionally been the case.

This reform addresses long-standing issues where employees have missed out on super due to employer insolvency, payroll errors, or late contributions.

The change is scheduled to take effect from **1 July 2026**.

Objectives of PayDay Super

- Protect Workers: Reduce instances of unpaid or underpaid superannuation.
- Improve Retirement Outcomes: Enable faster super growth through earlier compounding.
- Enhance Compliance: Use Single Touch Payroll (STP) for real-time monitoring.
- Modernise Payroll Systems: Integrate super payments directly into regular payroll processing.

How Will It Work?

Currently, employers can withhold super contributions for up to three months before payment is required. Under PayDay Super:

- Each time an employee is paid — whether weekly, fortnightly, or monthly — the corresponding super contribution must be paid or initiated on the same day.

Payroll systems must be able to:

- Calculate superannuation contributions in real time.
- Trigger immediate payment to the employee's super fund or clearing house.

The ATO will cross-check wages and super contributions in real time using STP Phase 2 data.

Who's Affected?

- All Australian employers — regardless of business size.
- Super funds and payroll providers — systems must support real-time payments.
- Employees — will benefit from increased transparency via MyGov and their super fund portals.

Benefits for Employees

- More consistent superannuation growth through regular contributions.
- Reduced risk of lost, missed, or delayed super payments.
- Greater visibility over their entitlements.

Challenges for Businesses

- Adjustments to cash flow management.
- Increased administrative demands for high-frequency pay cycles.
- Ensuring full compliance during the transition period.

How Will PayDay Super Affect Eclipse Payroll?

Eclipse Payroll is already built for PayDay Super.

Today, Eclipse Payroll:

- Calculates superannuation in real time during each Pay Run.
- Uses SuperChoice both as our STP gateway to the ATO and as our Super Clearing House for managing super payments.

Because of this, Eclipse Payroll is ready now for the upcoming PayDay Super changes.

Currently, Eclipse Payroll supports three methods for handling super payments:

- Manual Recording: Users manually mark super payments as paid. SAFF file export is available, but payments are managed outside Eclipse Payroll.
- ClickSuper: We offer integration with the ClickSuper Clearing House.
- SuperChoice: Full integration with SuperChoice for both STP reporting and super payments.

However, from 1 July 2026, with the introduction of PayDay Super:

- Manual Recording and ClickSuper options will no longer be supported.
- Only SuperChoice will be supported for managing superannuation obligations.

This ensures that super contributions are paid and reported immediately, as required under the new regulations.

Transitioning to SuperChoice

If you currently use Manual Recording or ClickSuper, don't worry — we will support you through the transition to SuperChoice.

You'll receive plenty of notice, hands-on assistance, and training to make the move as smooth as possible.

- If you're using Manual Recording, you'll find the new system much easier and less time-consuming.
- If you're using ClickSuper, the new process will feel very similar to what you're used to.

As we approach 1 July 2026, we will be actively engaging with all Eclipse Payroll customers to ensure a smooth, stress-free transition.



Your Training Choices, Simplified



If you're not sure you're using Eclipse to its full potential, your team needs deeper knowledge in key areas, or you've recently welcomed new staff who need to get up to speed, it's a great time to explore the training options we offer.

UBS offers three flexible training options designed to help you unlock the full potential of Eclipse and your team, no matter your business size, experience level, or budget. Whether you're looking for hands-on sessions, guided online learning, or self-paced articles, our training resources are designed to give you the knowledge and confidence to use Eclipse efficiently and effectively.

Our goal is to ensure every member of your team feels equipped to make the most of your investment in Eclipse and to support your business success every step of the way.

Online Articles

Filled with helpful articles, step-by-step guides, and tips designed to enhance your knowledge and help you get the most from Eclipse.

Whether you're looking to troubleshoot an issue or learn new features, our online articles are here to support you every step of the way.

Online Learning

Online training courses covering topics such as

Payroll
Accounting
Stock
Parts
Service

featuring videos and quizzes to help you gain deeper knowledge. Great for new employees looking to get started

Over the Phone in Person Training

Personal training sessions tailored to learn more about Eclipse - no travel or setup required.

For individual users or teams, one of our support team connect with you by phone (and remote access if needed) to guide you through the specific areas you'd like to focus on.

- **Ask questions in real time**
- **Gain practical tips and advice relevant to your daily workflows**

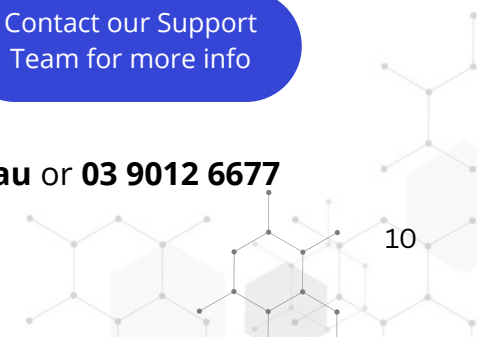
Contact our Support

[Click Here to access our Online Articles](#)

Contact our Support Team for more info

Contact our Support Team for more info

Contact our Support Team on helpdesk@ultimate.net.au or **03 9012 6677**



Your Roadmap to a More Profitable Dealership



We're excited to advise that we have recently released a new resource designed to help our customers' business growth and help them thrive in the year ahead.

Australian Dealership Growth Guide 2025

The guide gives strategies on how top dealership groups manage expansions and increase efficiency in the current business landscape.

The guide takes you through **Five** main **Growth Strategies** and **Implementation Tips** and how UBS can help

Are you interested in downloading our **Australian Dealership Growth Guide 2025**?

Please click the below **START** button to get your copy



Business Booster

Drive your sales to new heights with OnlyCars.com.au

Australia's Newest New & Used Car Marketplace!

OnlyCars.com.au

Drive More Sales, Pay Less Fees.

OnlyCars.com.au is transforming how dealerships advertise with our simple Flat Fee Subscription model. List your new and used cars for one predictable monthly cost—no pay-per-click, no lead fees, no surprises. Just transparent, effective advertising that helps you sell faster.

Our model connects your dealership with a large audience of serious car buyers nationwide. Plus, our digital marketing team reinvests subscription fees into targeted campaigns that drive real traffic to your listings—maximising visibility and boosting sales.

Managing stock is effortless with seamless integration to your Dealer Management System (DMS). With easy syncing options like Eclipse DMS, your listings update automatically—saving time and reducing errors.

Subscribers also benefit from the Only Sales Shareholder Program. For every dollar spent, you receive one share in Only Sales—the growing company behind OnlyCars.com.au. It's more than advertising—it's ownership in the platform you help grow.

OnlyCars.com.au gives you maximum exposure, streamlined processes, and long-term value—without the ongoing costs of lead-based models.

Join today and accelerate your dealership's growth.

[CLICK HERE TO FIND OUT MORE](#)



Example Advertisements

Price Increasing

QLD

2024 JAC T9 Haven Auto 4x4 Double Cab

\$44,690 drive away

\$149.04 per week*

WA

2025 SKODA Elroq 85 Select Auto MY25

\$54,900 egc

\$182.00 per week*

Price Drop

WA

2020 Toyota Hilux SR GUN126R 4X4

\$44,888 egc

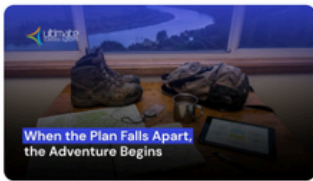
\$149.68 per week*

Building Influence One Post at a Time

In today's increasingly competitive digital landscape, businesses face a major challenge: breaking through the noise to reach the right audience with the right message. While many social platforms offer broad visibility, few provide the targeted professional environment that LinkedIn does. For organisations looking to build credibility, nurture relationships and showcase their expertise, LinkedIn remains a go-to tool here at UBS.

Leveraging our industry knowledge, insight and relatable personal experiences Dean and Nick post regular content to LinkedIn to help us stay connected with our existing customers and potential customers.

Below are some of the more recent posts that you can read by clicking on the buttons below



When the Plan Falls Apart, the Adventure Begins

I was fifteen when I first paddled down the Glenelg River with my family. The...
9 min read



When Your Brain Lies to You at 3,000 Feet

I passed my student pilot flight test 25 years ago. I also violated controlled...
7 min read



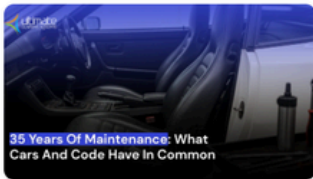
When Price Wars Hit Your Showroom Floor

You arrive Monday morning, coffee in hand, and check your inbox. Another...
5 min read



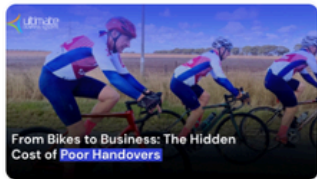
Why Your Coffee Shop Knows You Better Than Your Dealershi...

I pull up to my favourite drive-through coffee shop every morning. Before I...
5 min read



35 Years Of Maintenance: What Cars And Code Have In Common

January 1990. A shiny new Porsche 944 was delivered to its new owner in the...
4 min read



From Bikes to Business: The Hidden Cost of Poor Handovers

Why Fast Teams Still Lose Badly Our team had everything going for us....
4 min read



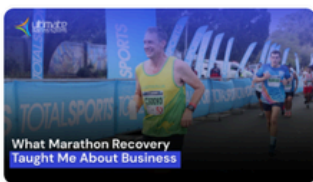
The RV Dealership Squeeze

I've been watching the RV industry long enough to know when the...
3 min read



Still Stitching Systems Together? You're Paying For It

Walk through most dealerships and you'll see the same pattern. Data get...
2 min read



When the Water Runs Out: How Endurance Shapes Smarter...

I should probably be more careful about the people I hang around with....
3 min read



The Washing Machine and The Warning Signs

On a recent Monday morning, I nearly lost my house. I had put a load of...
2 min read

[Read Dean's articles here](#)

[Read Nick's articles here](#)



Business Booster

Is it time your business had a health check?

Performing an accounting health check is a proactive measure to ensure the financial stability and sustainability of your organisation. It is important to have an understanding of accounts that are unique to using a Dealership Management System such as Eclipse. Parts to Service clearing, Technician Offset or Service Inventory are examples of the accounts you will need to review. These accounts will be accruing postings and if they aren't used accordingly or monitored as an End of Month process or a health check every now and then, it can lead to problems with your financials.

If you require some assistance or guidance, why not contact our Bookkeeping Services team



Put Your Dealership's Bookkeeping on Autopilot

With Ultimate's Bookkeeping Services, our team of certified bookkeepers become an extension of your business, handling day-to-day accounting tasks so your people can focus on profit-generating activities. We provide:



Accounts payable & receivable management



Advanced reporting



Bank reconciliations & deposits



Month-end close & reporting

Data flows automatically from Eclipse into your accounting system - no manual entry required. Get a real-time view of your financials to make smarter, faster decisions.

Make running your back office as easy as managing your dealership.

[Need Bookkeeping Assistance?](#)

All you need to take your dealership to the next level.

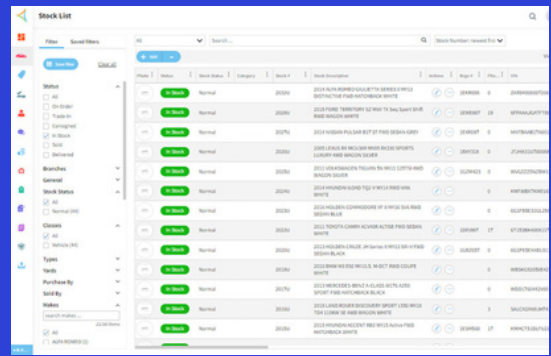
Comprehensive solutions for the modern Australian automotive business.

Eclipse Aura

Next-Generation Cloud-Based Dealer Management System

- ✓ Streamline operations with intuitive, web-based interface
- ✓ Real-time data synchronisation across all departments
- ✓ Automated accounting and financial reporting Advanced
- ✓ Inventory management and tracking

[Discover Aura](#)



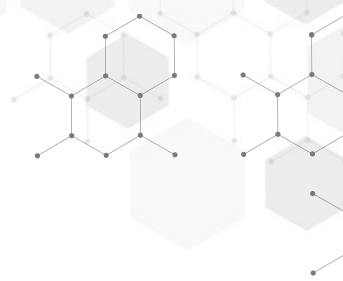
Eclipse eSign

Seamless Digital Document Handling

- ✓ Accelerate sales with instant document signing Secure,
- ✓ Legally-binding electronic signatures Integrated with Eclipse
- ✓ DMS for effortless workflow Enhance customer experience
- ✓ With remote signing options

[Learn More](#)





Comprehensive Eclipse Online Modules

Tailor your DMS with powerful, interconnected modules designed to optimise every aspect of your dealership operations. From initial customer contact to final sale and beyond, our modules work seamlessly to drive efficiency and growth.



Sales



Prospecting



Service



Parts



Stocktake



Test Drive



Appraisals

Elevate Your Online Presence

Harness the power of integrated digital solutions to showcase your inventory, attract customers, and drive sales. Our comprehensive web services seamlessly connect with your DMS, ensuring a consistent and powerful online presence.



Responsive Website Design



Premium Stock Templates



Web Hosting & Email



Search Engine Marketing



Email & SMS Broadcasts



Social Media Campaigns

Contact Us Today
(03) 9012 6677

[Find out More](#)