



**More and More Dealerships Are Moving to XSELLERATOR™, the Most Comprehensive Management System on the Market Today.**

XSELLERATOR is the only fully integrated, Windows-based Dealership and Customer Management (DMS) software package designed for automotive dealerships. XSELLERATOR is designed to streamline every process in the vehicle sales, service, parts, and accounting departments within a dealership by automating the business processes in each department. Additionally, XSELLERATOR offers an integrated Customer Relationship Management system. It also provides dealership staff with tools to help increase sales, improve customer service and manage costs. XSELLERATOR is GM focused, and is recognized as 'fully integrated' by GM Canada.

**DIGITAL DEALER** magazine, the top rated magazine for franchised automobile dealers in the U.S., explains some of the reasons why demand for XSELLERATOR is growing.

## DIGITAL DEALER



### Industry Insider

#### New DMS for U.S. Dealers

*New technology shown at CADA coming here*

*by Brad Mesaros*

CADA? Crazy Auto Dealers Alumni? Perhaps, but the generally accepted meaning is the Canadian Auto Dealers Association, NADA's northern counterpart. In early June CADA held a national convention in Vancouver, BC and this wandering contributor decided to check it out. My quest: To learn what new products available to Canadian dealers might be available soon to U.S. dealers. CADA provided an opportunity to get a sneak peek at a new product that will soon be knocking on your door.

The most notable was a DMS system called XSELLERATOR by Quorum Information Systems Inc. They are looking at entering the U.S. market late this fall. Quorum has aligned itself very closely with General Motors and has 10 percent of all GM dealerships in Canada. Thus Quorum's focus as it enters the U.S. market will be GM dealerships.

Quorum's value/price points are very aggressive and will come to many as a breath of fresh air. Its DMS

offers a full suite of programs - all the components required for parts, service, body shop, vehicle sales, F&I, accounting, payroll, and GM communications. XSELLERATOR is a Windows-based product that effortlessly interacts with the Internet. It has full e-mail support and Quorum's Terminal Server acts as a bridge between the dealership and the Internet, and includes a firewall and integration with GM Access.

Several GM features make Quorum a must on any GM dealer's DMS shopping list. GM has approved Quorum's Vehicle Delivery Reporting (VDR) system. VDR allows the automated reporting of vehicle sales to GM - so automated that it could be added to the normal tasks performed during the F&I manager's normal routine of completing a deal; just push a button and you're done.

Quorum has a built-in CRM package (at no additional charge). XSELLERATOR will soon have the ability to electronically receive GM Vehicle Invoices - no more re-keying of vehicle information plus 100 percent accuracy!

There's more to this DMS - more than this piece is intended to detail. DEALER magazine reviewed Quorum a couple of years ago. We hope to update the review soon. If you have a GM dealership you owe it to yourself to look into Quorum's XSELLERATOR at [www.QuorumIS.com](http://www.QuorumIS.com).

If you wish to discuss this article with other dealers, or with the author, please go to the "Discussion Forums" at [www.DEALERmagazine.com](http://www.DEALERmagazine.com) and enter the "Technology" forum.

Brad Mesaros has worked for 15 years in the automotive aftermarket sector, another 15 years in dealerships and the past two years in the technology field.