

## Dashboard

**NEW!**

**Real-Time Information at your Fingertips!**

Quorum's new real-time Dashboard, powered by Microsoft SharePoint, provides immediate information right on your desktop via visible real-time key performance indicators. Additionally, you can map your personal list of XSELLERATOR™ shortcuts and websites, as well as receive real-time XSELLERATOR and Quorum news.

The Dashboard is currently operational in 20 dealerships in North America.

## Daily Operating Control (DOC) FlexReport

**NEW!**

**A high-level financial summary of  
where your dealership is NOW**

If your dealership is License Compliant, then you are eligible to purchase this FlexReport, which is currently being deployed.

The next version of DOC is already in development and will tie in to the GM Facts Report. It is currently being tested at Southgate Chevrolet in Calgary and will be rolled out across the system in Q1 2009.

# What's New at Quorum?

## Value Performance Package

If your dealership is on the latest version of XSELLERATOR™ and is license compliant, then Quorum will give your dealership the IDMS Value Performance Package **at no charge!**

**NEW!**

### 2 “High Value” FlexReports

#### GMAC Wholesale Reconciliation Flex Report

With an Excel FlexReport we can pull in information from GMAC and XSELLERATOR. This allows you to balance your GMAC vehicle Floor Plan in minutes and balance it monthly!

This function can save as much as 2 days per month of effort.

#### Vehicle Inventory Reconciliation to GM Order Workbench Flex Report

With an Excel FlexReport we can pull in information from XSELLERATOR. This allows you to balance your Vehicle Inventory in minutes and balance it monthly! This is a huge time saver!

**NEW!**

### Print Screen Functionality

Print any screen with the touch of a button. Quick and easy to set-up and use for everyone in your dealership.

**Training is now underway for qualified dealerships.**

## **NEW!**

### **Open Leads Interface (OLI) Integration**

This project will replace the leads available to dealers via GM InfoNET spreadsheets with a true STAR standard lead interface. The leads will be received from GM and flow into the XSELLERATOR™ customer prospecting area. Outcomes recorded against these leads are reported back to GMCL via a nightly feed.

This integration point is currently in pilot at Brian Finch Pontiac Buick Ltd. Expect general release in Q1 2009.

## **NEW!**

### **Customer Delivery Reporting (CDR) Integration**

Customer Delivery Reporting (CDR) interface, developed in the US, will replace the Canadian version we know of as VDR. This is an effort by GM to consolidate interfaces on a global basis. Deployment date is unknown.

## GM Process Electronic Documents

**NEW!**

**Two Fixed Ops CTRL-Z Docs that will significantly improve your CRM process!**

### Sales to Service Handoff

- Increase customer retention by up to 10% by using this Doc
- Accurate records with less manual entry
- Improve CSI standings

### Walk Around

- Can assist with up-selling by at least 10%
- Complete and accurate records permanently stored with each vehicle
- Less manual input required