



**QUORUM**  
Information Technologies Inc.

# e-News

July 2006 Newsletter

## Microsoft®-Sponsored Cross-Canada Tour A Great Success



In June, Maury Marks, President & CEO of Quorum, visited five cities in Canada (Vancouver, Edmonton, Calgary, Ottawa and Toronto) to meet with General Motors of Canada Ltd. (GMCL) Dealers and Saturn Retailers.

Dealers attending these events learned about the benefits of the GM IDMS program and Quorum's IDMS solution XSELLERATOR™. They also got a first-hand look at Quorum's new reporting

portal, the Real-Time Dashboard powered by Microsoft's SQL Server 2005, which provides easy and immediate access to dealerships' key business information on a real-time basis.

### Integration

Integration was a primary focus of these meetings. Quorum and GMCL have introduced many integration points in the past year, including [Retail Inventory Management \(RIM\)](#), the [RouteOne](#) system for credit application management, [Repair Order and Service Appointments \(RO/SA\)](#), to name just a few.

[Click on the underlined links for more information.](#)

## COMING SOON - Incentives/Residuals Integration Point

All dealers will recognize the benefits of this integration point, including:

- Reliable quotes help improve the entire customer experience and it is a sales tool to help sell cars. Dealerships are able to provide customers with assurance that every available incentive is applied to their deal.
- The system tracks expired incentives/residuals and all the compatibility rules which prevent costly mistakes.
- An extra bonus is the integration into Quorum's Vehicle Delivery reporting and accounting that ensures that the proper incentives are always claimed and posted. The net result is clean receivables.

## 2007 Integration Road Map You get a Vote!

The highlight of Quorum's Cross-Canada Tour was the introduction of the 2007 Integration Road Map. GMCL and Quorum presented the dealers attending the meetings with a selection of 12 potential integration points for 2007. Dealers were asked to vote on their integration priorities. This feedback, combined with feedback from all existing Quorum customers, will allow both Quorum and GMCL to put their development emphasis on the integration points that are most important to Canadian GM dealers.

To view the webcasts from the Cross-Canada Tour, click on [www.QuorumIS.com/XSellerator/idmsvideos.htm](http://www.QuorumIS.com/XSellerator/idmsvideos.htm) or for more information call 1-888-267-6180 extension 267.

John Carmichael, Chairman and CEO of City Buick Pontiac Cadillac Ltd. in Scarborough, Ontario, attended the meeting in Toronto and had this to say:

*"The presentation gave me a great understanding of the integration road map under the IDMS program that both Quorum and GM are planning. The benefits of these integration points to my dealership are dramatic, allowing us to eliminate many redundant data entry tasks and providing us with more tools to look after customers better. Congratulations to both Quorum and GM for coming up with this strategy."*

