

## The Features & Benefits of XSELLERATOR™ Series - #2

### Quorum is Working with GM to Achieve the Vision of Seamless Integration of Information Between the Dealership Management System (DMS) and GM

**Quorum Information Technologies** is one of only two General Motors Integrated Dealer Management System (IDMS) Suppliers for North America. By now, GM dealers know that the GM IDMS program is all about improving retail processes, dealer business systems and communications. GM's vision is to be the easiest manufacturer for dealers to do business with.

The "Features & Benefits of XSELLERATOR Series #1" focused on the benefits of the Showroom and Sales Follow-up (CRM) feature. This issue highlights **Electronic Vehicle Invoicing (EVI)**.

#### Electronic Vehicle Invoicing

**XSELLERATOR pulls Vehicle Invoices directly from GM.**

**No more re-keying invoices.  
No paper invoices on the sales floor.**

#### **What is the benefit to your dealership?**

If you process 1,000 Vehicle Invoices per year...  
You will **save 30 minutes per invoice** on Data Entry.  
You will save another **30 minutes per invoice** on the Sales Floor.

**Time Savings of 1,000 hours per year.  
Cost Savings of \$15/hour = \$15,000 per year.**

To review the benefits of the CRM feature of XSELLERATOR, click on this link  
[www.quorumis.com/pdfs/QuorumNewsletter-Aug2006.pdf](http://www.quorumis.com/pdfs/QuorumNewsletter-Aug2006.pdf)

For more information on XSELLERATOR, Quorum's IDMS solution, click on this link  
[www.QuorumIS.com/XSELLERATOR](http://www.QuorumIS.com/XSELLERATOR)

Or call  
**1-888-267-6180 ext. 267**

