

XSELLERATOR's™ Key DMS Functionality and Services

Quorum's DMS software product – XSELLERATOR - is a comprehensive dealership and customer management solution that automates, integrates and streamlines every department in a dealership. This document provides an “at a glance” summary of some of the key features and functionality included and available within the Quorum DMS solution, organized by dealership area. Italicized grey items are optional features or services (which may require additional fees).

System Highlights

- Unlimited storage of all transactions – system acts as an electronic filing cabinet for your dealership
- Real-time posting of all transactions – no batch processing
- Windows-based system with full drill down to any transaction
- Built in management reporting
- Support for multiple facilities and franchises (Including central accounting, CRM and reporting features)
- Take better care of your customers with embedded CRM tools
- Enter customer and vehicle information only once; all departments share the same information
- The software is built as one integrated system, not as a collection of modules
- *eDocuments - turn paper documents into electronic documents & store them with the transactions*
- Employee time clocking
- FlexReports - a library of basic Excel reports
- FlexDOC – a high level financial summary of the dealership – in real-time
- *Customer Care Package - email integration to XSELLERATOR for Outlook users*
- The Console desktop
All makes VIN translation

DISTRIBUTOR™ Server-Based Computing Environment

- Centralized computing for Windows with DISTRIBUTOR hardware & network environment
- Lower cost
- More secure
- Fully automated system back-up (on and off-site)
- Two remote access users included (*additional remote users available*)
- Additional 3rd party applications operating from the server (approved, dealer-provided software)
- *Total Security Package, including:*
 - *Enhanced back-up (non-system user files backed-up)*
 - *Disaster recovery (failover to limited function managed off-site server)*
 - *Internet blocking option (filtering internet access from server)*
- *Network Gateway Solution (basic and advanced)*



Sales and F & I Key Features

- Real-time Vehicle Inventory Management
- Desking and F&I processing including side-by-side (three) scenario selling
- Forms and contracts (up to 25 included at implementation, additional available)
- Sales merchandising
- Showroom and CRM
- Dealer promotions / data mining
- Sales task management follow-up

Accounting/Business Office Key Features

- Full general ledger
- Accounts payable & accounts receivable with “Point and Click” reconciliations
- Purchase orders
- Cash receipts
- Month-end / year-end routines financial statements
- *Integrated payroll (3rd party product required)*
- *Integrated in-house leasing (3rd party product required)*

Parts Key Features

- Inventory management & adjustments
- Stocking & ordering
- Special order parts management
- Receiving & claims
- Parts invoicing & returns
- Multiple pricing levels
- Multi-year inventory history
- Purchase orders
- Basic electronic parts catalogue interface (3rd party product required)
- Integrated Barcode parts receipts (3rd party product required)

Service Key Features

- Repair Order write-up & invoicing
- Electronic Shop Management
- Electronic Technician Time Clocking
- *Electronic Repair Order*
- *Full Electronic Dispatching (paperless)*
- Hours Available to Sell function
- Labor Operation Code Management
- Appointment Scheduling
- Electronic Parts Requests
- Retail Labor Time Guide Interface (3rd party product required)
- Service Notices & Service Merchandising with full BDC capability
- Service Follow-Up (CRM) & call center support

Implementation & Support Services

- Advanced data conversion from previous system, including customer data cleansing
- *Showroom system data conversion*
- *Employee Data Conversion (for payroll)*
- Dealer Test Drive ("Pre-LIVE" check point to test set-up and forms)
- Web-Based Training (initial and on-going) with job specific curriculums and managed tracking
- On-site assistance during implementation week
- First month-end close assistance
- Server maintenance and support including server monitoring
- Toll free support center
- Support center that consistently achieves high levels of service and has the ability to shadow dealership staff to resolve issues more efficiently and effectively
- After hours emergency support
- Price file updates, GMPP rate updates, VIN translation table, payroll, antivirus (server only), chart of account updates
- Two new versions of XSELLERATOR per year include significant new features and functionality
- Billing via Electronic Funds Transfer or GM Open Account (IDMS)

XSELLERATOR - Integration Functionality

Quorum works with OEMs to bring value-added integration between the auto manufacturers and the systems that dealers use. Each integration point improves efficiency and increases responsiveness to customers at the dealership level.

General Motors



Sales

- Electronic Leads (OLI – Canada only)
- Electronic Vehicle Invoicing
- Electronic Vehicle Orders (Canada only)
- Extended Warranty (GMPP) data
- Incentives, Rates and Residuals (Canada only)
- Customer Vehicle Delivery Reporting
- Sales Workbench Integration (US only)

Service

- Warranty labor time guide (*optional in Canada*)
- Auto VIS
- Embedded GM "15 Point" Warranty Rules & Electronic Submission
- RO Data Sharing (Canada only)
- Global Warranty Management

Parts

- Factory Parts Master
- RIM Integration
- Parts Orders, Parts Returns, Parts Claims
- Parts Workbench Integration

Accounting

- Financial Reporting Submission (FACTS 2.0)
- *GMAC Floorplan Reconciliation*
- *GMAC Inventory Reconciliation*

Other

- GM data share data feed (US only)

Chrysler



Sales

- eVID (Vehicle Inventory Download)
- RouteOne (formerly ACE)

Service

- Warranty Labor Time Guide
- GCS – All Claim Types
- eVIP (Vehicle Information Plus)
- QuickLOP

Parts

- Chrysler Factory Parts Master
- GPOP (Global Parts Order)
- 5300 IE (Inventory Extract)
- 5300 TE (Transaction Extract)
- 5300 ARO (Automatic Replenishment Order)
- StarParts List Integration

Accounting

- Financial Statement Entry

Hyundai Canada



- Hyundai Factory Parts Master
- Financial reporting
- Microcat EPC Integration

Other (May require Subscription to 3rd Party Software or Services)

- AAX®
- ABSData
- ALMSys®
- CBC (Credit Bureau Connection)
- CARFAX
- Cobalt®
- CUDL Credit Apps (US only coming soon)
- DealerTrack
- Mitchell1® Estimator (Retail Service Pricing)
- OEConnection®
- RouteOne Credit Application
- Snap-On Parts Catalogue

for full list – see partner sheet

KIA Canada



- KIA Factory Parts Master
- Financial Reporting
- Parts Ordering
- Microcat EPC Integration
- Warranty Claim Submission (coming soon)

Other Manufacturers

