

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

- Pricing Assurance – no future increases, no hidden charges
- Month-to-Month Contracts – no long term commitments
- Software Assurance – all XSELLERATOR and Microsoft Operating System updates included in the support fees
- *DMS Assurance Package – free server replacements, F&I forms, eDocuments and FlexReports*
- Unlimited storage of all transactions – system acts as an electronic filing cabinet
- 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)
- Embedded CRM tools to better care for your customers
- 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
- Free Employee time clocking module
- FlexReports - a library of basic Excel reports
- FlexDOC – a high level financial summary of the dealership – in real-time
- *eDocuments - turn paper documents into electronic ones*
- *Customer Care Package - email integration to XSELLERATOR*
- The Console desktop
- All makes VIN translation

## DISTRIBUTOR™ Server-Based Computing Environment

- Centralized computing for Windows with DISTRIBUTOR hardware & network environment
- Support for Tablet Devices (e.g. Apple iPad)
- Lower cost
- More secure
- Fully automated system back-up (on and off-site)
- Remote user access included (tablets, Internet access)
- 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)*
- *Security Monitoring as a Service (SMaaS)*



## 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
- Access to credit bureaus, financial portals and full FTC compliance through CBC integration (*3rd party product required*)

## 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 and 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, GMPP rates, VIN translation table, payroll, antivirus (server only), and 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
- Menu Repair Order (US only)

#### 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)

### KIA Canada



- KIA Factory Parts Master
- Financial Reporting
- Parts Ordering
- Microcat EPC Integration
- Warranty Claim Submission

### 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
- Parts Order Upload (Canada Only)

## Integrated Systems

(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)
- CVR
- DealerTrack
- Mitchell1® Estimator (Retail Service Pricing)
- OEConnection®
- RouteOne Credit Application
- Snap-On Parts Catalogue
- Tri-VIN

for full list – see partner sheet

## Additional Manufacturers

