

XSELLERATOR™ NEW VERSION RELEASE 4.6



DMS Re-Defined.

NEW FEATURE-RICH VERSION OF QUORUM'S FLAGSHIP DMS BRINGS ENORMOUS VALUE TO DEALERS

At the end of June 2007, Quorum announced the release of the latest version of XSELLERATOR™, a state-of-the-art dealership and customer management system that automates, integrates and streamlines every process across departments in a dealership. Versions 4.6.1 and 4.6.2 are now in general release, boasting an unprecedented number of significant new features, and many minor enhancements that further increase the efficiencies that XSELLERATOR brings to its dealership customers.



"The release of this new version of XSELLERATOR exemplifies Quorum's long-standing philosophy of continually innovating and bringing valuable new features to our dealers."

Dan Ichelson
Vice President Operations & Development

BREAKOUT ADVANCEMENT IN FACTORY-TO-DEALER INTEGRATION INCENTIVES, RATES & RESIDUALS

XSELLERATOR Version 4.6.1 introduces a remarkable new integration point for Canadian dealers. GMCL provides data feeds directly to Quorum's DMS solutions so that the **dealers can accurately select and apply the incentives and lease or finance rates and residuals to a vehicle purchase.** And, XSELLERATOR takes the integration one step further by carrying the information to the accounting office and vehicle delivery reporting to GM.



"Quorum's DMS has helped us cut our costs and improve revenue and profitability all across our dealership. Now, with this new integration, **the time to complete a deal is virtually cut in half, the customer gets accurate payments on the spot and even the accounting and delivery reporting processes are seamless** – another huge timesaver for our folks."

Ryan Finch, Dealer Principal
Brian Finch Buick Pontiac GMC,
London, Ontario
Oakville Chevrolet Ltd.,
Oakville, Ontario



Maury Marks
President & CEO

"We listen to our customers and the new features in XSELLERATOR are a direct result of that. In fact, some of the new functionality ideas came from a multi-city tour that we conducted last year to gather feedback from dealers of all sizes – both customers of ours and even some of our competitors. I'm truly excited about the real value that these new features can bring to our customers, especially ground-breaking work like the Incentives Integration."

Major Enhancements of XSELLERATOR Version 4.6.1

Retail Service Pricing Guide Powered by Mitchell 1

Through a new agreement with Mitchell 1, XSELLERATOR service department users now have access to a fully-integrated leading service estimating tool (OnDemand5.com) that seamlessly brings the estimate right back into a repair order in XSELLERATOR. (A Mitchell 1 subscription is required.)

Hours Available To Sell Function

Service Advisors can now improve customer service and maximize shop efficiency by identifying the available shop hours at a glance for any given day or time period. (Further enhanced in Version 4.6.2)

Chrysler Group Integration

This release of XSELLERATOR also contains the core integration technology for Chrysler, Jeep and Dodge dealers. The specific integration points are currently undergoing testing in a live beta test site and with Chrysler.

Key Features of Version 4.6.2

In December 2007, Quorum released Version 4.6.2 with more than 60 improvements, including:

VEHICLE SALES

XSELLERATOR Electronic Purchase Order process has been upgraded to help sales and service improve their inter-department communication. In XSELLERATOR, vehicle costing numbers will include purchase order totals to help ensure accurate grosses for vehicle sales. Work Orders can be automatically generated from purchase orders and now, additional edits will help ensure that those work orders get properly scheduled and completed.

FIXED OPS

XSELLERATOR dealerships receive Campaigns electronically so that they never miss revenue, and many dealerships have no factory warranty over 30 days due to the streamlined XSELLERATOR warranty process. With V4.6.2, the warranty process just got better with a number of enhancements such as: Extended Warranty Information will now print on the Tech Copy of the work order; and dealers will have the ability to use their own Campaign descriptions rather than use the description that comes across from the GMVIS Auto Lookup.

INTEGRATED ELECTRONIC LEADS

Starting with GM Canada's Open Leads Interface in second quarter 2008, internet sales leads will be received from the source and automatically assigned to salespeople according to dealership rules. The leads flow into the existing Customer Prospecting features of the Quorum DMS where they can generate follow up tasks for CRM Call Center or Sales staff. The sales outcomes of these leads are tracked and reported back to the lead provider. Future enhancements will expand support to other lead providers so that XSELLERATOR can receive and process incoming leads electronically as well as report the status of those leads back to the provider.

For details on all of the improvements in Versions 4.6.1 and 4.6.2, Quorum customers can log onto the Support Portal.