MEASURABLE RESULTS
Dealerships on XSellerator™ average over $70,000 in additional customer pay revenue per month in their service department.

2-WAY COMMUNICATION
XSellerator’s Communicator allows you to communicate with your customers on their terms via text or email.

AMAZING CUSTOMER SERVICE
Quorum is the company you want to do business with...95+% of callers rate that they are satisfied with their experience.

The company & DMS driving your dealership’s revenue
Worry Free Technology

XSellerator takes advantage of centralized computing for Windows, using Quorum’s robust hardware and network environment, as well as cloud-based services for mobile technology. Virtually any desktop, laptop, tablet or other mobile device can be used to access the DMS via a secure Windows remote desktop services connection. This model provides significant benefits to dealers:

- **Choice**
  Quorum’s model allows the dealership to use the devices that they prefer, whether they are PCs, MACs or Android devices. Existing devices in the dealership can be used.

- **Lower Cost**
  Because the Windows Server does all of the work, devices last longer. Dealerships don’t need to continually upgrade their desktop PCs.

- **More Secure**
  Automatic local and centralized backup, virus protection, security administration, application access, disaster recovery and internet access control provide a much more secure and reliable network platform.

- **Remote and Mobile Access**
  Allows remote sales, remote location or home-user connectivity and use of the system—from virtually any device—just like you were sitting at your desk!

- **Improved Support**
  Quorum can support your system users better by shadowing their DMS sessions and guiding them through answers to their questions or problems.

**Platforms:**

XSellerator is offered as a server-based computing environment, where a server (or group of servers) is installed at the dealership premises. Dealer Groups with multiple stores can share the server(s) for their stores through virtual private networks. Combined with the benefits described above, locally installed servers have the “best of both worlds,” offering virtually all of the attributes of a hosted (also known as ASP or Cloud) environment, but without reliance on Internet connectivity. Many dealers find that the maximized speed and reliability of a server right in their network is best for their operations as it maximizes the system’s speed and uptime and does not require expensive high-speed Internet and redundant back-up connections. In these cases, Quorum still monitors your server to ensure it is running efficiently, and we still perform all patches, updates and backups for you.

Some dealerships (generally smaller ones) prefer not to have a server at their location and opt for our Cloud environment. In these instances, XSellerator is accessed via a virtual private network connection to servers that Quorum maintains at a fully secure data center via the Internet. This model has the advantage of not having to worry about running server hardware locally, but does require stable and reliable Internet connectivity.

Quorum will work with you to analyze the pros and cons of each model and determine which works best for your business. Note that in both cases, some technology uses cloud-based services for mobile technology (such as Communicator, Sales CRM and Vehicle Inspections).

**XSellerator is integrated with Microsoft products such as Excel for analysis**

The system runs primarily on Intel-based servers running Microsoft Windows Server Operating System and users access the software through virtual servers configured to maximize performance using Windows Remote Desktop Services and Quorum’s optimized framework. Through the use of secure remote desktop connections, users can access the system as if they were sitting at their desks in the dealership regardless of where they are.

The platform and system is highly scalable. In larger organizations, additional servers can be installed to separate the database server from the application server(s), thus further maximizing performance.

The underlying database for our products is Microsoft SQL Server—a robust and scalable platform that facilitates the many benefits of our single database design and easy data access through standard tools such as Excel.

**Manufacturer Integration**

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.

Please contact us at 1.877.770.0036 ext. 267 for more details.
A Dealership Management System and Partner for Your Business

**XSellerator DMS**
Quorum’s dealership and customer management system goes beyond the traditional. It is a comprehensive package that includes Sales and Service CRM, Service inspections and quoting, unrivaled customer communication capabilities, seamless integration between departments and with manufacturers, advanced features in every department and ready access to key information to help you manage your business.

XSellerator automates, integrates, and streamlines every department in a dealership...and Makes More Money (M3)

**Generate Additional Revenue, Real Return from the DMS Investment**
XSellerator’s built-in functionality is designed to drive revenue through capitalizing on return customer business, maximizing service revenue opportunities and communicating with your customers. The system also offers efficiencies across the dealership and methods to truly increase cash flow by following some very simple procedures. There are key reports and metrics available in real-time to help make sure you are taking advantage of these features.

**Communicator**
A groundbreaking innovation embedded throughout XSellerator, Communicator gives you access to the instant electronic communication that most customers demand today. You can text or email them (at their preference), or the system can automatically do it for you. And... they can respond! The resulting conversation is saved in their communication history and with the transaction. The possibilities are endless, and so is the increase in your customers’ satisfaction.

**Continuous Innovation**
We release multiple versions of XSellerator each year without costly upgrade fees. Each release is packed with features and enhancements large and small that we get from listening to our customers, dealer steering committees and our own field and support staff.

**Customer Service Excellence**
From the moment you decide to make the switch, you will notice the difference. Quorum has developed a rigorous and proven model for converting and implementing XSellerator. Our process includes well-defined systems and processes with shared responsibilities and functional measurement and project management. We believe in the team approach. After you are up and running, our highly acclaimed support center helps you day-to-day. We survey callers every month and consistently achieve scores of 95% or higher that rate their experience as “Highly Satisfied.”

**Make More Sales**
XSellerator offers robust desk, F&I and sales CRM functionality, right within the DMS. Our advanced tools for managing the life cycle and tasks associated with prospects and customers, along with available leads integration, means XSellerator helps you close more business. Management tools are at your fingertips to monitor the performance of your team. Beyond offering many of the “bells and whistles” of expensive third-party tools, the main advantages of our sales CRM are that: a) it is fully integrated with the DMS (vs. trying to “synch” with data outside of the system), and b) it does not come with a hefty monthly price tag — you just need to add the users and get them trained!

**Comprehensive System with Advanced Integration**
Quorum’s dealership management system was built with workflow and integration at the core of its design. XSellerator features unparalleled horizontal communication between departments and vertical integration with the factory. Instead of individual modules, Quorum’s software is built as a single integrated system with overall business processes and workflow embedded within the various departmental functions.

**Dealer Group Support**
XSellerator’s unique multi-rooftop capability, designed for dealers with more than one location or franchise, offers the ability to view your customer at the “enterprise” level, centralize functions like accounting and BDCs and post intercompany transactions.

**Windows and Mobile Technology**
Familiar easy-to-use software with integration to Microsoft Office, facilitates rapid training and skill portability. Like all Windows applications, you can work in multiple windows at the same time. Our server-based and cloud services computing platform allows dealerships to easily take advantage of hand-held devices such as Apple’s iPad, Microsoft’s Surface and various Android tablets to take the whole system right to their customers.

**Real-Time Information**
Valuable information stored in your system is always available — right to the transaction detail level — without the need for costly data archive options. Key management reports with full drill-down capability are available throughout the system. And, because of our Microsoft® SQL Server architecture, you can easily access your data as needed from Microsoft Excel. We’ve even built many Excel reports for you to use (FlexReports). XSellerator’s Console gives users a desktop dashboard that they can configure to their preference with easy access and key performance metrics so that what is important to them is front and center all day.

**Single Customer and Vehicle Database**
All data is entered only once and all departments share the same critical information about your customers and their vehicles. Throughout the system, anywhere that customer data is accessed, a 360° view of that customer is a click away. Your customers will appreciate that all departments in your dealership have up to the minute information.

**A Company You Want to Do Business With**
Quorum is a true technology partner for dealers. We have a depth and understanding of the industry like no other. Our services, from implementation to support, are unrivaled. Picking the right company as your technology provider is as important as the product itself. Changing systems is not something you want to do frequently. Quorum takes the worry out of the change and offers a friendly environment such as month-to-month contracts (some exclusions apply) and no hidden or transaction charges.
“We wanted a solution that everyone here liked, that we found to be user-friendly, and that was easy to teach a new hire how to use. We found that solution with Quorum’s XSELLERATOR.”

Brooke Kremer
Stephens Motors Chevrolet Buick GMC

“XSSELLERATOR is an easy choice for any dealer who wants to bring the advances of modern technology to their dealership.”

Ken Wickstrom
Sunset Country Ford

“If anyone asked me if they should switch to Quorum, I would tell them ‘Definitely yes. Make the switch.’”

Lisa Zylla
Sean Sargent