

## Why we Switched to Quorum

Quorum posed this question to our dealerships:  
**“Was the juice worth the squeeze?”**

We want to know if the end result of switching to Quorum was worth it for our dealers.

**Q: Who made the decision to switch to XSELLERATOR™?**

**A:** The entire team. All departments were included.

**Q: Was the switch over easy?**

**A:** Very easy!

**Q: What compelled you to make the switch?**

**A:** Quorum offered a smaller company that seemed in tune with a modern DMS solution. We got to speak directly with folks doing development work. Over the years, we have seen tangible evidence of our suggestions making it into software updates. New features such as Communicator show that the process of continuous improvement is still ongoing.

*Leo Karl III  
President  
Karl Chevrolet*

*Switched from Reynolds & Reynolds ERA in 2007*

**Q: Who made the decision to switch to XSELLERATOR?**

**A:** All departments were involved in the process.

**Q: Was the switch over easy?**

**A:** Very easy!

**Q: What compelled you to make the switch?**

**A:** The software has more depth.

*Carl Lucky  
Dealer*

*Lucky's of Monticello  
Switched from AutoSoft in 2006*

## HERE'S WHAT THEY HAD TO SAY...

**Q: Who made the decision to switch to XSELLERATOR?**

**A:** The entire team. Department Managers opinions were considered.

**Q: Was the switch over easy?**

**A:** Moderately easy.

**Q: What made it easy?**

**A:** The support team from Quorum made the change much easier.

**Q: What compelled you to make the switch?**

**A:** Cost versus what we were paying with ADP, as well as having a month-to-month contract. The windows based environment and knowing that we would get upgrades to keep us current without having to enter into a new five year contract to get the latest updates made it an easy choice.

*John Kennedy  
CFO  
Bridges Auto Group*

*Switched from ADP in 2011*

**Q: Who made the decision to switch to XSELLERATOR?**

**A:** We spent approximately 6 months to a year researching our next system, which included many demos with department heads and end users.

**Q: Was the switch over easy?**

**A:** Very easy!

**Q: What made it easy?**

**A:** The support team from Quorum made the change much easier.

**Q: What compelled you to make the switch?**

**A:** Since we are a GM store, we decided on XSELLERATOR because of the time savings expected with the deep integration points with GM. Over time we have also realized a lot of benefits with the overall ease in using the system. It is a much more dynamic system than what we were used to, especially with the excellent drill down capabilities to get to the details.

*Greg Runde  
GM - Owner  
Runde Auto Group*

*Switched from Dubuque Data Systems in 2006*

**Q: Who made the decision to switch to XSELLERATOR?**

**A:** The General Manager, Controller & Fixed Operations Manager.

**Q: Was the switch over easy?**

**A:** Very easy!

**Q: What made it easy?**

**A:** We did training sessions while we were still on R&R, and by the time we switched we were fairly accustomed to the processes we needed to do.

*Wayne Wiberg  
Fixed Ops Manager  
Larsen Auto Center*

*Switched from Reynolds & Reynolds ERA in 2008*

Every single dealership surveyed responded **YES** to  
 “Would you make the same decision to switch to Quorum’s XSELLERATOR again?”

**What are you waiting for?**