

MESSAGE FROM MAURY

We are getting ready to release XSELLERATOR™ version 4.84 to our customers in June. Please watch for the release notes that are sent to the designated Primary Contact at your dealership. Plus, eEQUIP subscribed dealers should look to the eEQUIP calendar for the V4.84 Top Feature eEQUIP series of web overview sessions. Of course, all eEQUIP sessions are recorded so that you can watch them later if you miss them or want to review them again.

Our software development team is now primarily dedicated to working on XSELLERATOR version 4.85 to get ready for its release in the fall. This next version will have a large number of core DMS system feature changes – items to help you and your staff be more efficient and save time every day. My next webcast (in September) will highlight some of these core system changes and I will take you through my personal favorite, core DMS enhancements in each department.

Also in the next webcast, I will introduce a new checklist to help you determine which key components of XSELLERATOR your dealership is utilizing. This will help determine if you are truly using all the latest and greatest features in XSELLERATOR, and identify actions that you can take to benefit from the many money-making and customer satisfaction enhancing capabilities of the system.

To register for the webcast please see the registration information below.

I wish everyone at your dealership a safe and happy Summer!

Sincerely,



Maury Marks
President & Chief Executive Officer



next webcast with Maury

JOIN US Tuesday, September 19, 2017

USA Customers 10:00 am MDT
9:00 am PDT / 11:00 am CDT / Noon EDT

CDN Customers 1:00 pm MDT
Noon PDT / 1:00 pm CST / 2:00 pm CDT
3:00 pm EDT / 4:00 pm ADT / 4:30 pm NDT

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QUICK TIP:

Did you know... In XSELLERATOR we changed the location of the System Control Table Maintenance and placed it as an option under the Windows menu? This allows for easier access to this area. In addition to changing the location, we also augmented the security to objects in a variety of fields and windows inside of the System Control Table Maintenance, in order to limit user access in specific areas. Please contact Customer Support to find out more.

Meet **CARL** OGG

CARL started his career in the automotive world 23 years ago in his native country of Brazil. He sold vehicles for 2 years, then was promoted to Sales Manager over a team of 15. He always had a passion for vehicles in general, and when he moved to Canada he continued working in the industry.



After a year, Carl decided to take a break from the automotive industry and went to work for the Royal Bank of Canada as a Personal Financial Services Representative. Carl has always strived for success and decided to further his studies, in order to advance his career. After Carl obtained both his Investment Funds (IFC) and Personal Financial Planner (PFP) designations, he then started a new phase in his professional life within RBC as a Financial Planner. But his passion for the automotive world brought him back. Carl worked as a Sales Manager for RBC Indirect Lending; as a Business Development Manager for First Canadian Insurance Corporation; as a Finance Manager at Crowfoot Dodge; as a Director of Business development for Route One, and is currently the Supervisor for Quorum's Dealer Services Delivery team.

His passion for the automotive industry is only rivaled by his passion for teaching. Carl has been an instructor in several disciplines for the last 25 years. He enjoys meeting new people and creating positive relationships. For Carl, there is nothing more rewarding than knowing that he made a positive impact in someone's professional or personal life. Carl prides himself in the ability to positively impact business by researching and identifying potential areas of improvement, while creating solutions, implementing them and measuring the results to promote business growth and winning processes.

NETWORKING TIP

Using "Strong" Passwords

No matter how protected your computer is, there is always a way to gain complete access; your password. There are programs that hackers use that can crack passwords. This software guesses common passwords and can generate random ones and try them both.

One of the best defenses is a strong or complex password. To be sufficiently complex, a password should:

- Be 8 characters or longer
- Use a combination of upper, and lower case letters
- Include at least one number and or special character (@, #, \$, etc), punctuation and spaces

For example, \$m3llyC@t. This can make the password harder to guess and the longer the password the better.

A phrase or sentence is a good way to create passwords. They are hard to crack and easy to remember. For example, !L0v2G0lf

Things to avoid in passwords:

- Do not use the word "password" or any variation of it (one of the first things cracking programs do is try password)
- Avoid dictionary words.
- Do not use series like abc, 123 or 321
- Avoid kids or pet name. This is the first thing that someone who knows you will try.
- Do not write it down or post it in the office

Password



4.84 HIGHLIGHTS

Here is a sample of the small changes and fixes we have completed in 4.84.

Accounting

- Added the associate ID into the accounting statement print outs. Cash transactions can now be searched and filtered by associate ID. Associate ID will only appear when the setting is applied from System Control Maintenance.
- In 4.84 you will have the ability to import a General Journal Entry into XSELLERATOR from Excel.

Parts

- Fixed issue where the Inventory Invoice Report was showing 'Quote' status part sales. %Margin will now correctly show as a negative value if applicable. Negative values will also show up in red. The correct value will now be displayed for subtotal.
- The Catalogue Group # field in the Inventory Profile window is now editable.

Sales

- Vehicles: Changing Owner will now close all related open retention prospect tasks that are not appointments.
- Autovance Desk integration for looking up Vehicle Inventory will now include the Vehicle MSRP. We also have 3 new Autovance flags that will determine what vehicle price and MSRP's to send to them.

Service

- Service Quotes with warranty submission types now display all the price fields for reports.
- When adding a quote to a service appointment, the start time is calculated based on the previous estimated work time.
- Changes have been made to add new submission types for Customer Pay 2, Campaign 2, Extended Warranty 2, and Warranty 2.

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&

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GALAXY
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This lower cost bundle option allows for mobile connections to the Quorum server or use of the Quorum Mobile Platform Functions and is not recommended for environments wanting to use the device as a desktop replacement.

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- Stylus

OR

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or call
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