

MESSAGE FROM MAURY

We are in the process of releasing XSELLERATOR™ version 4.86. Please watch for the release notes that will be sent to the designated Primary Contact at your dealership as well as posted to the new DRC. In addition, dealers subscribed to eQUIP should look at the March eQUIP calendar for the V4.86 series of web overview sessions by department. Of course, all eQUIP sessions are recorded so that you can watch them later if you miss them or want to review them again.

In this article, I am focusing on how we conduct new releases of XSELLERATOR. We are making a significant change and will be sending out smaller versions more often, rather than fewer releases with many changes and new functions. Because the versions will be small they will be easier to test, easier to understand (think bite-sized versions) and we will be able to get changes to dealerships faster vs. waiting for 6 to 8 months for a change that is in a larger version release.

Currently, version 4.87 is going through internal testing and should be ready for general release in March 2018. In order to release versions more often we made the following changes within Quorum to allow new versions of our software to be delivered quickly, reliably with minimal issues for your dealership.

- Testing software – we acquired and configured testing software that automatically runs many test cases on the XSELLERATOR software for each version we release. This helps us to readily identify issues before we release the version to the first pilot store.
- Testing environments – we rebuilt all our internal test environments so they exactly match your dealerships' servers.
- Version install and patching processes – these have been completely automated for consistency of version and patch releases.
- New Development – we improved the process for designing new changes and ensured that every change has more detailed specifications, pre-written test cases and a better review of the new feature prior to releasing the change.

My next webcast (in April) will highlight my favorite core DMS changes for each dealership department as continuing to focus on improvements and enhancements of the day-to-day dealership functions in XSELLERATOR is a strategic part of our software development priorities.

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

Sincerely,



Maury Marks
President & Chief Executive Officer



next webcast with Maury

Thursday, April 12, 2018

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



[Register Here](#)

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



[Register Here](#)

QUICK TIP:

Did you know... In the criteria page for all of the CORE XSELLERATOR reports, there is a Save As button and a Print Cover Page. The Save As button is designed to allow the user to save certain criteria as a custom report so that there is no need to enter the same information over and over again each time you run the report. To use, simply enter the parameters you desire, click the Save As button and you will be prompted to name the new report. That report will then show up in your reports list. If you wanted to print a cover page, there is a check box in each criteria page to print a cover page, date and time when the report was ran as well as the name of the report. This will save some time for reports you commonly use with the same set of criteria.

SHOW **NADA** 2018

LAS VEGAS • EXPO MARCH 23-25

If you are headed to NADA 2018 in Las Vegas this coming March, you must schedule a time to **visit with us at Booth #3693C** to see what's new with Quorum and XSELLERATOR.

Visit www.QuorumDMS.com/NADA2018 to select your time.

If you haven't already heard, you will receive a \$50 gift card for pre-scheduling your time with us when you attend your demo.

Quorum is also a proud sponsor of **Canada Night NAD'eh**. This event began in 2016, took a year off to help celebrate the CADA 75th Anniversary in 2017, and resumes again in 2018 at Vinyl at The Hard Rock.

Canada Night NADA *eh* 2018

Thursday, March 22 from 8:30 p.m. to 11:00 p.m.

Alan Doyle (from Great Big Sea & a Newfoundlander) and the Beautiful Gypsies will perform.

We hope to see you there!

Meet **ROXANNA** BROWNE



ROXANNA is our Accounting Support Team Lead. She started with Quorum in our St John's office in May 2007. She started as an Accounting Support Specialist-Level 1 and was promoted to Team Lead in November 2011. Before Quorum, Roxanna spent 10 years in a Chrysler dealership accounting office. Doing everything from payroll to financial statements. Over the years, Roxanna has been involved in many projects, including eQUIP webinars; payroll setups, flex reports; and on-site visits.

Roxanna's pride and joy is her 19 year old daughter, Haley, and her new puppy, Kiwi. She was born and raised in the outports of Newfoundland's Avalon peninsula. Roxanna has a great love of music (all types), reading, gardening and binge watching Netflix! She has recently become a camper and has joined the many people in camping in her 5th wheel in a park just outside of St. John's. Now she looks forward to the spring to start camping and enjoying the quiet and beauty of Newfoundland.

NETWORKING TIP

Email Protection



Email should never be considered truly secure because once an email is sent: the sender loses control over the distribution. These are some of the best practices that you can incorporate into your daily routine to use email safely:

- Avoid emailing personal or confidential information whenever possible
- If it is necessary to transmit personal or confidential information via email, you should:
 - Ensure that the email is not accidentally sent to the wrong recipient
 - Reduce the number of recipients on a 'need to know' basis
 - Take all possible steps to mask or remove personal identifiers
 - Use a password protected (encrypted) zipped file
- Never email dealership information to your personal or home email account (e.g. G-mail, ISP email's, etc.)

Using Webmail Safely



Webmail allows an employee to access their email account from outside the network using the Internet. However, since the Internet is publicly accessible it is also unsecured. As such, users should exercise caution when using webmail. Here are some key points to consider:

- Do not access webmail on public computers (e.g. kiosks, public workstations, airports, hotel business center's etc.)
- If checking webmail on a non-work computer, you may only view attachments using the webmail viewer
 - clicking the file name in the email message will open the file in the viewer
- Never email dealership information to your personal or home email
- Do not save attachments when using webmail on non-dealership computers such as your home computer
- Ensure you completely log out of your account when no longer in use
- Close the web browser

4.86 HIGHLIGHTS

4.86 Highlights – With 4.86 we focused on smaller changes and enhancements, rather than larger projects. Below is just a sample of the items included in this version release.

General

- We have stretched many windows in XSELLERATOR in order to maximize the available real estate on wide screen monitors. Users can choose which format works best for them through "My Display Settings".

Accounting

- Internal Environment/Tire Levies can now be applied automatically to the correct Transaction Type in Work Orders, based on to the internal labour transaction type.
- A parts sales Transaction Type mapping window has been created which will allow users to set default mappings based on vehicle type and make.
- A new feature allows an account to be auto-allocated between different account/dept/rooftop combinations, not just departments of the same account.

Parts

- We have added an option to remove any special order reference so you can remove those part sales from the Part Sales list.
- We added a new Compact Pick Ticket Option. We eliminated some fields in this new option to allow more parts to fit on a page.
- We have added a new column for "Price Basis" to the Inventory Matrix Pricing Maintenance. This will allow dealers to select their pricing basis on each individual line.
- Chrysler Wholesale Compensation reporting is now integrated with XSELLERATOR. This nightly data feed compiles all eligible transactions so that appropriate compensation can be paid. We are also able to pull historical data upon request.

Sales

- An insurance admin fee and commission percentage are now able to be added to an insurance sale via the insurance company's description window. This fee will reflect on the insurance window as well as the recap window.
- We have added a new "Default Freight Charge" based on model code. Functionality is enabled through a new System Control setting, "Use Default Freight Charge", and managed through a new window accessed from the "Freight Charges" button on the Vehicle Sales Additional Charge Maintenance window.
- Multiple Business Managers can now be added to a vehicle sale and commission can be divided between them.

Service

- In version 4.86+, Un-posting details are now visible from the Window Object Security History of the work order (The F12 Button).
- There are now System Control Table flags to control 3rd party service appointment confirmations, reminders, and notifications. All dependencies between the 3 processes have now been removed.
- We have made significant enhancements to the Technician area of XSELLERATOR with over a dozen small changes targeted at improving Technician efficiency.

DID YOU KNOW QUORUM OFFERS...



Quorum offerings now include PC's and Laptops! Our Team has put together some basic configurations based on the activities the device would be used for. We also have the ability to offer custom specifications depending on your needs.

BASIC DEVICE:

The basic device configuration is suitable for most standard computing activities including remote desktop connections to the Quorum XSELLERATOR Server, basic word processing and basic spreadsheet activities, web browsing and email.

PERFORMANCE DEVICE:

The performance device configuration is suitable for advanced computing activities including remote desktop connections to the Quorum XSELLERATOR Server, advanced word processing, spreadsheet, and other office applications, web browsing, email and database activities. The performance configuration is also capable of some basic graphics activities.



Don't see what you want on the QStore or would like more information on a product? Contact us and we can find what you're looking for!

Contact Customer Solutions at

CustomerSolutions@QuorumDMS.com

or call

877.770.0036 ext 520

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