



AllenFord

DQMS-Web
Dealer Quote Management System

KEVIN JAMES
technology designed to put you
in control

DQMS-Web Case Study



DQMS-Web is a Cloud Solution that primarily allows fleet sales staff to quickly create and accurately manage quotations and large orders in eight simple steps.

Allen Ford UK and DQMS (Dealership Quote Management System)

For over ten years, Allen Ford UK used the on-premise Dealership Quotation Management Solution developed and supported by Kevin James Ltd (KJL). Even after a decade they remained happy with the solution, noting integration with Microsoft products and the ease of creating complex fleet quotations (based on an eight step start-to-finish design) as key reasons for not switching to a larger and more complicated software package.

However, following updates to site locations and increased investment in technology across the group, the need for a Cloud-based solution became more critical. Where originally the IT setup had focused around desktop computers and static locations, users were now commonly based at different sites all over the UK - regularly needing quick access to customer details on mobile devices or updating quotes while off-site.

"Our fleet sales teams were keen users of the DQMS legacy solution and enjoyed all of the features it offered. However, we felt that we had now outgrown the solution as we added more sales teams to our organisational unit. We approached the team at KJL to see if they would lift the DQMS solution onto a web based platform."

Richard Arnold - Allen Ford UK - Group Fleet Director

Evolving to DQMS-Web: Leading Innovation for Car Industry Software

KJL cited three core areas for improvement. This would ensure that the software offered real upgrades to operations, and would allow Allen Ford UK to take full advantage of new sales opportunities while keeping costs under control.

1. Cloud-based Access

Cloud-based access to the quotation system and the ability to update order information from anywhere, on any device. Full encryption and monitoring for end-to-end security.

2. CAP Integration

Full integration of CAP related services allows users to build full quotations based on live manufacturer pricing and available factory fitted options in minutes, from anywhere.

3. CRM & Integration

Outlook calendar; live pricing from the Allen Ford UK website; Mailchimp remarketing; delivery scheduling; reminders; real-time management reporting and custom dashboard.

Upgrading the solution from a legacy (on-premise) setup to a cutting-edge web-based solution which included these new features took around twelve months, with two additional months testing with sales teams around the UK.

To find out more, visit:
www.kjlt.co.uk

Email us at:
info@kjlt.co.uk

Or give us a call on:
01268 627111

Quotes Edit Quotation

Step 1 Customers Step 2 Vehicle Details

Step 8 Printing

QReference KJL0006_S4

Deal status Order

Invoice to Gary J...



| | |
|---|--|
| Customer/Address | |
| Gary Jones Plastering, 1 Haskins, , Stanford-le-hope, Essex, SS17 7JG | |

Contact Details

For the attention of : Gary Jones
Prepared by : Gerald Butler
Email: gjones@allenford.co.uk

New Vehicle Details

| | | | |
|-----------------|---------------------------|--------------|-----------|
| Make | FORD | Bodystyle | Hatchback |
| Model | ECOSPORT DIESEL HATCHBACK | Transmission | Manual |
| Eng Variant | 1.5 TDCI 95 Zetec 5dr | Fuel | Diesel |
| Output | 95 | CO2 | 115 |
| Colour | Black | Trim | Matching |
| Vehicle Mileage | | Roof / WBase | /2519 |
| | | RRP £ | 13,345 |

Factory Fitted Options

No options specified!

Dealer Fitted Accessories

Making Complex Fleet Quotes and Orders Simple...

Average time required to complete a full quote: **2 minutes**



Working within the guidelines of these key areas, the solution was completed and rolled-out to the group. Within days, Sales teams were successfully building and signing off all types of orders and quotes, properly managing factors (such as tax and specification options) with increased speed and ease, while working on-the-go.

Following the initial successful introduction, the KJL development team used feedback to streamline the features. Working closely with Senior Management, KJL ensured the solution required little to no training and that any potential issues (with specific members of staff for instance) were managed effectively.

We were able to make a seamless transition from DQMS to DQMS-Web in a very short space of time. The users took to the new solution almost overnight. With the solution taking on a similar step by step quote and order creation as that of its previous version, it meant that we are now able to build quotes even quicker than we used to - all through a web solution. Furthermore, with the system being developed not just for desktops and laptops but mobile devices, it means we can even create a quote or order on the move within just a few minutes

Richard Arnold - Allen Ford UK - Group Fleet Director

AllenFord

SaaS: Perfect for the Automotive Industry

Any spec, device or location

SaaS, or Software as a Service, is delivered directly to devices from a dedicated off-site server. The cost of running and maintaining this setup is far less than on-premise. This is in part due to spreading the cost of equipment purchasing (reducing CAP-Ex) and security, but is also due to regular maintenance - ensuring

The Future of DQMS-Web

Development of the DQMS-Web platform is now entering phase II. This will see updates to functionality, including introduction of advanced setups for fleet sales. DQMS-Web stands apart from vehicle sales management solutions, with key process automation and full Ford system / DMS integration.

Key Features

- Web Solution - Anywhere Access
- Vehicle Pricing & Lookup
- Express Quote Generator
- Customer Relationship Management (CRM)
- Dashboard Management & Reporting (inc Excel export)
- Existing DMS Integration

To find out more, visit:
www.kjlt.co.uk

Email us at:
info@kjlt.co.uk

Or give us a call on:
01268 627111