DealerwebShowroom

Integrated.
Powerful.
Fast.

DealerwebShowroom
Sales
Management
Support
Dashboard
Dealerweb
Today's Orders
Outstanding Activity
Today
Tomorrow
Completed Activity
Today
Yesterday
Enquiries
Leads
Used Stock
Outstanding Offers
P/Ex Due In
Prospect Calls
Sales Month To Date
Order Analysis Month To Date
DealerwebShowroom
MENU
Customer Summary
Back
Summary
Wanted
GDPR & Preferences
Internal Message
FCA 1
FCA 2
Customer
Mr John Web
Contacts
Demo
Contact
Enquiry
Communication

Drive dealership success with the UK's most trusted showroom lead management system

Dealerweb Showroom is the ultimate sales process and enquiry management system built for the automotive sector by industry experts.

Dealerweb Showroom's easy and intuitive interface enables sales departments to more effectively manage leads, create customer offers, build customer orders, administer vehicle finance, and plan outbound marketing campaigns. What's more, our real-time reporting facility provides a comprehensive analysis of productivity and profitability levels.

Dealerweb Showroom can become the central hub for your sales operations through its ability to integrate with other systems - from finance, warranty and compliance providers to your DMS.

With over 15 years' experience working with all types of retailer (from manufacturers, to national groups, to single site businesses) we appreciate that no two sales processes are the same. Our modular approach and use of cloud technology has therefore culminated in a system that can be built as a bespoke solution and adapted to any sales process.

Keep it simple
Keep it fast

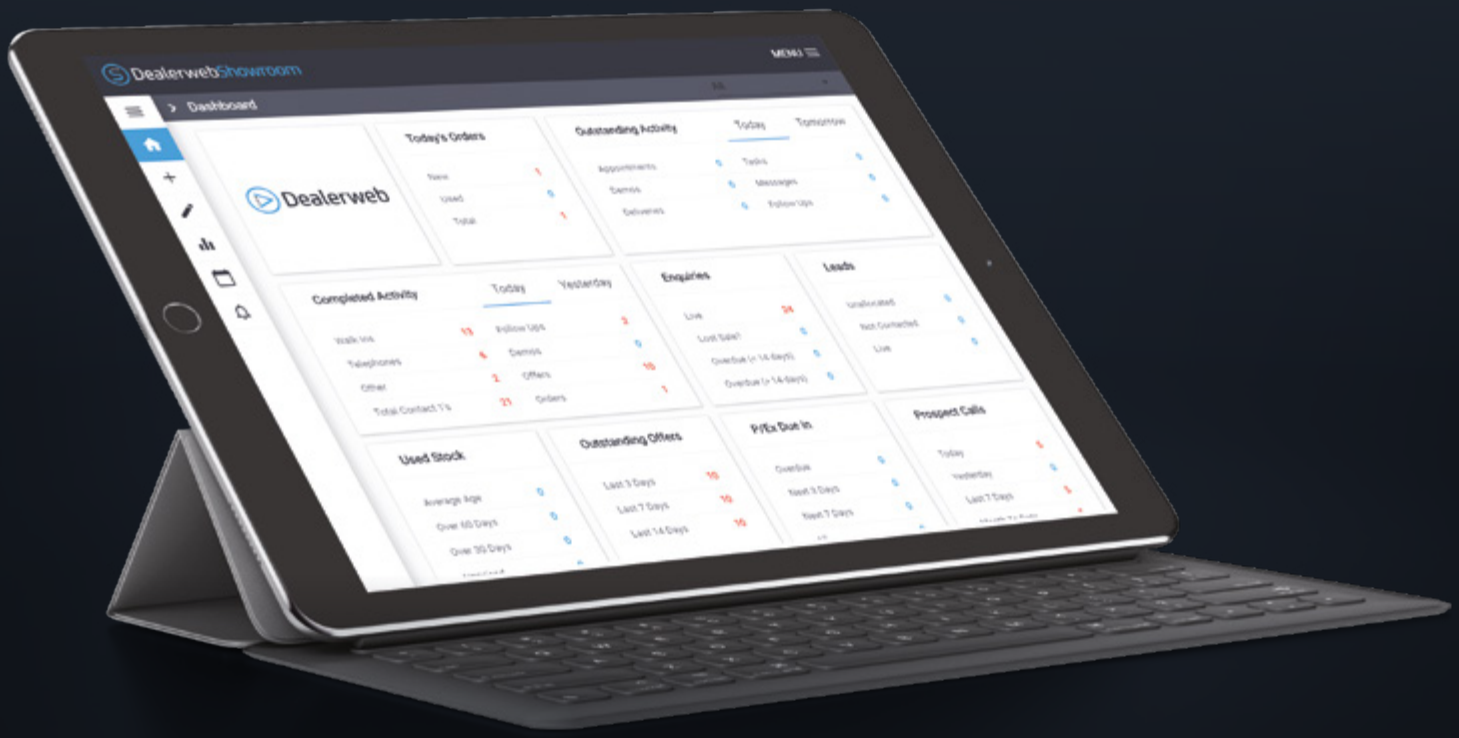
‘Keep it simple and keep it fast’ is one of our founding philosophies. There are so many systems on the market that are complex and slow and therefore laid to waste. In the business of fast-paced automotive retailing, a system must be easy and quick enough to support and meet the rigorous demands of the customer and the sales team.

Responsive retailers need a responsive system

In a recent Dealerweb survey, we found that 41% of motorists use a mobile or tablet when making an enquiry.

But it's not just customers who are turning to mobile devices. More and more retailers are stepping away from their desks and taking their lead management to the showroom floor.

We have therefore ensured that Dealerweb Showroom is fully responsive on mobile devices, meaning our users have a seamless journey from desktop to tablet.

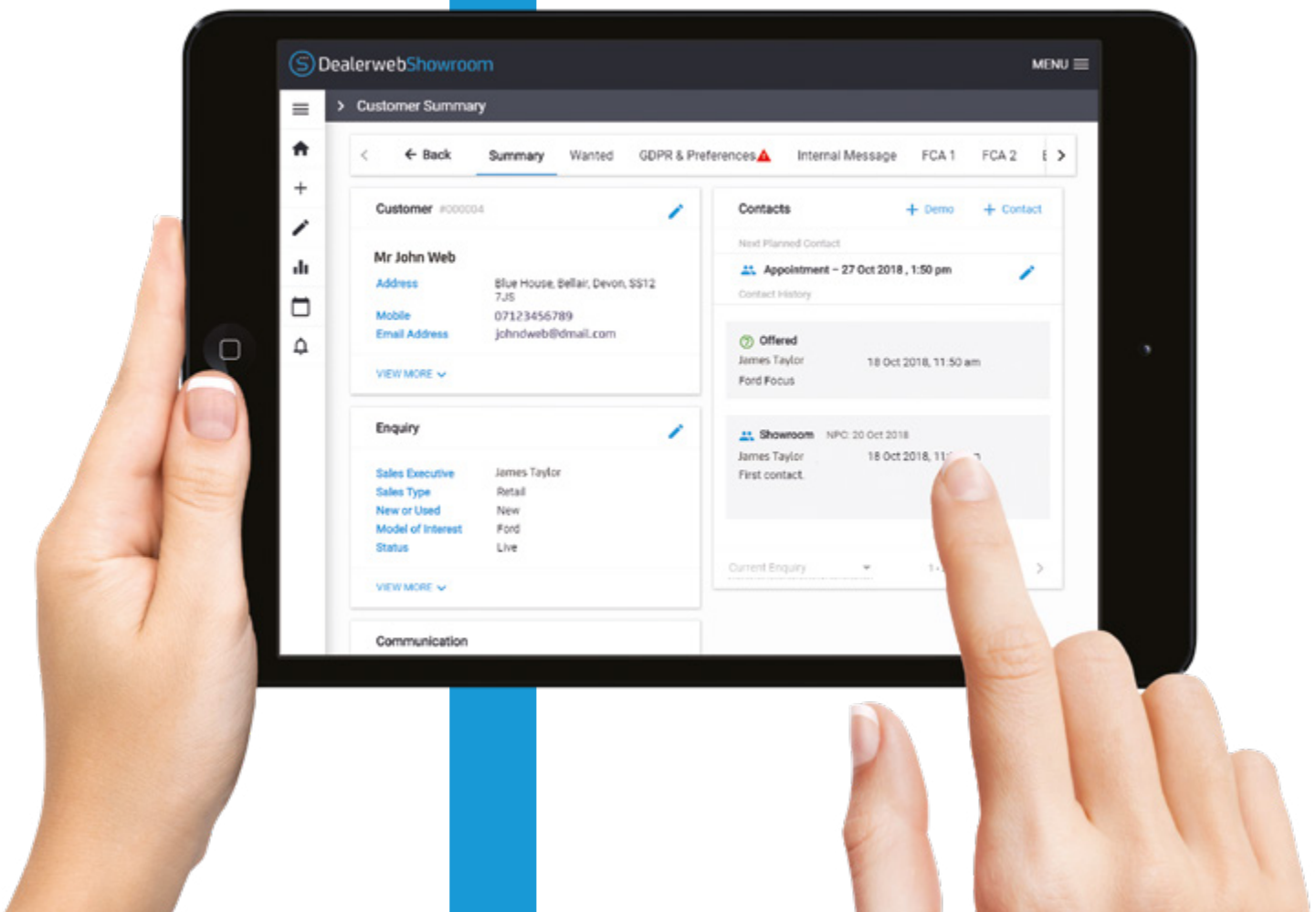


Enquiry Builder

Sales enquiries are captured in Dealerweb Showroom in a matter of seconds.

The diary and follow-up module ensures that all leads are contacted in a timely manner as and when promised.

The diary also automatically prompts sales staff when a planned customer activity is due – whether it be a follow-up, a vehicle delivery or simply a text message. Managers can oversee all planned sales staff activity in one simple screen, ensuring that all customer promises are kept and no opportunities are missed.



Deal Builder

Dealerweb Showroom enables customer interaction in the buying process through its totally integrated offer and order creator. Sales staff can enhance the customers' overall buying and dealership experience by seamlessly guiding them through the purchase process.

This can then be professionally finished-off with fully automated and well-presented documentation including offers and vehicle order forms in a few clicks.

Profit Builder & Dealbooks

Our fully integrated F&I and profit calculation module gives sales managers unparalleled control when it comes to deal configuration and profit control. With new vehicle margins built in and used vehicle data pulled from the DMS, Dealerweb Showroom provides a full profit breakdown at the point of building a customer offer.

Finance schemes and products are integral, giving a profit position that includes the full spectrum of available products. Our profit calculator has a direct impact on margin retention, helping to ensure that all potential profit opportunities have been fully maximised.

Automated real-time DOC reporting and forecasting is made possible with Dealerweb Showroom. Saving vast amounts of sales management time, our Dealbooks module automatically extracts the figures calculated during the offer/order process to provide a live profit reporting suite.

When it comes to profit reporting – we offer the facility to build bespoke reports to suit any business's needs.

Dealerweb Pro

Our native iPad appraisal app ensures a simple, efficient and professional approach to trade-in appraisals. Completed appraisals seamlessly synchronise with the Dealerweb Showroom customer record, including photos, recorded damage and all vehicle condition information.

Receipt Module

Reduce administration time and ensure full visibility over monies received against order with our Receipt Module. The module provides a comprehensive report analysis which details activity by individual user, saving time when reconciling monies received. A time and date-stamped pdf receipt is generated and printed quickly and easily.

Marketing suite

Whether by email or SMS, our fully interactive marketing module makes it easy to communicate with a selected customer or prospect group from within your Dealerweb Showroom database. Within minutes of receiving a manufacturer offer or having built an internal marketing campaign, the system can send a communication to a specific target group, keeping you a step ahead of the competition.

When it comes to data responsibility, Dealerweb Showroom has built-in systems to help ensure GDPR compliance when managing customer records, creating audit logs, recording marketing preferences and much more.

What's more, our ISO 27001 standard for information security management gives added reassurance to our users, as it plays a key role in ensuring our own systems and processes comply fully with GDPR.

Integrated call recording

Whether training and coaching or measuring and monitoring, access to call information has never been so simple. Utilising the very latest in call-recording technology, our cloud-based product provides value for money and a functionality-rich solution, avoiding the need to invest in expensive call recording hardware.

Having complete transparency and control over in-bound sales enquiry activity is key, with Dealerweb Showroom recording all calls generated from carefully placed telephone numbers. A clever 'matching' report allows sales managers to easily identify sales enquiries that have not been captured on Dealerweb Showroom.

The outbound recording function features state-of-the-art 'Click to Call' technology. In fact, tracking and monitoring sales follow-up and prospecting activity has never been easier. An intuitive call log provides real-time access to outbound call activity and calls can be played back at the touch of a button. Dealerweb Showroom even stores call information against each customer record!

Powerful real-time reporting to support data-driven decisions

- Enquiry Listing
- Lost Sale Log
- Daily Activity Log
- Enquiry Log
- Outstanding Offers
- Used Vehicle Stock List
- Extended Sales Report
- Demonstration Log
- Sales Report
- Order List
- Enquiry Funnel Report
- Lost Sales Analysis
- Preparation Report
- Part Exchange Search
- Used Wanted Report
- Dealbook Report

Our real-time management-reporting suite provides live metrics on all aspects of sales department performance. From enquiry levels, test drives, sales and conversion ratios to average profit per unit and finance penetration, the system's reporting suite offers a 360 degree analysis of your sales department.

With information at your fingertips and no more than a button click away, Dealerweb Showroom's full-spectrum sales funnel analysis allows you to identify potential improvement areas. After all, if you can't measure it, you can't improve it!

A system designed with integration in mind

Fight the headache of double-keying and give your staff more time to get on with the business of selling cars. Dealerweb Showroom makes the user and customer experience as seamless as possible through various third-party integrations, including DMSs, dealer websites, VRM look-up providers, vehicle valuation services, FCA systems and finance to name a few.

Saving time through making Dealerweb Showroom a true ‘one stop shop’ will enhance the efficiency of your sales department, leaving them with more time to ensure that every sales opportunity is maximised.

Empowering your whole team

Sales Executives

- Log new enquiries
- P/X appraisals
- Organise activity

Sales Managers

- Create offers
- Manage team KPIs
- Monitor stock

Dealer Principals

- Monitor site performance
- Generate reports
- Set sales benchmarks

Testimonials

"*Designed by motor trade specialists, Dealerweb has created for us a bespoke enquiry management system that enables us to drive the performance of every Sales Executive every day. Simple to operate on the sales floor with reporting that provides accurate management information – at JCT600 we live by it every day.*"

Chief Executive
JCT600

"*Dealerweb's software allows us to meet the specific demands of our sales and management staff across the country, while also consolidating the varying processes for the many different brands we supply.*

We've been particularly pleased with how easy it is to use the software and its various functionalities, for staff at all levels. In particular, the reporting facility makes it far easier for our management teams to follow exactly what's happening in real-time at an individual dealership level."

Commercial Director
Jardine Motor Group

"*Dealerweb enables us to bring a range of functions together in one place, for a large number of dealerships and wide range of brands. We were impressed by the level of control and reporting detail provided, and it will make every aspect of the new and used car sales funnels easier to manage.*"

Managing Director
Sinclair Group

About Dealerweb

Founded in 2003, Dealerweb is the market-leading provider of enquiry management systems in the UK, helping retailers sell more vehicles, more profitably and with exceptional customer satisfaction.

Our comprehensive industry experience, along with the skills of our high-calibre software specialists, has resulted in Dealerweb becoming the much-favoured supplier of automotive retail sales software solutions at all levels of the retail motor industry.

Our commitment to customer satisfaction is paramount, especially when it comes to delivering on promises. Our national account management team are always on hand and backed-up by a full spectrum of user support services, ranging from system training to sales and lead management system consultancy.

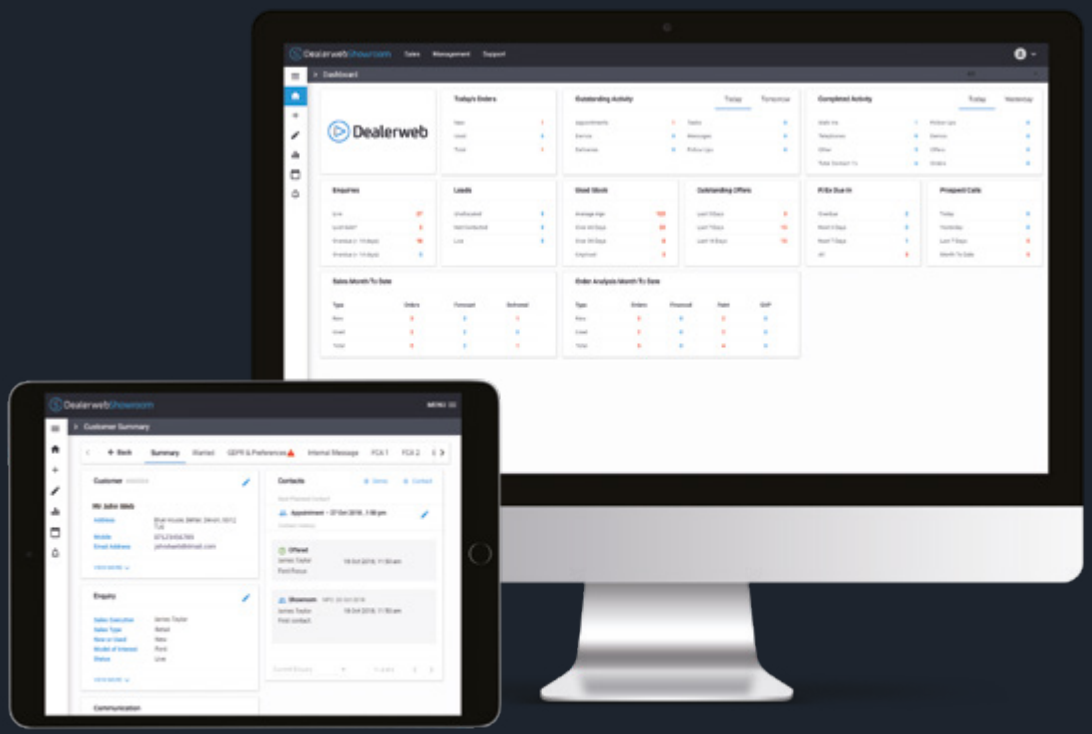
In this past year alone, we are proud to have helped over 13,000 users successfully process over 3 million leads in over 1,500 dealerships globally.

For more information, or to arrange a demo, get in touch at:

Phone: +44 (0)1392 247477
Email: info@8technology.com
Web: www.dealerweb.org

The Showroom advantage

- Easy to use
- Real-time reporting suite
- Build offers
- Sales funnel analysis
- Powerful sales diary
- Stock feed
- Marketing suite - SMS, emails & phone
- Postcode lookup
- Fully responsive on all devices
- Effortless third-party integration
- Create orders
- Vehicle configurator
- iPad appraisal app
- Profit reporting
- Manage staff leave
- Receipt module



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