



Starting at  
\$50/user/  
month

## DEALERCONNECT CRM/I

# The No. 1 Salesforce Solution for Equipment Dealers

DealerConnect CRM/I was created specifically for the needs of equipment dealerships. Using Salesforce® technology as it's framework, DealerConnect CRM/I brings an affordable CRM solution with inventory management built right in.

Whether your customer and inventory data are saved on spreadsheets or within another dealer business system, DealerConnect CRM/I brings the data together in one place. The result? One integrated tool with anywhere, anytime access to all your customer and inventory records.

**Quit shuffling paper and bouncing between systems. Use Anvil to consolidate and organize your information in one convenient place.**



### Anvil is a cloud-based CRM platform that offers:

- Faster deployment
- Automatic software updates
- Cost-effectiveness and scalability
- The ability to work from anywhere, on any device
- Increased collaboration

## DEALERCONNECT CRM/I:

# A better, more connected customer experience.



### CRM

A single view of customer data provides a 360-degree picture that can be shared across departments

- Record sales opportunities, service cases and marketing requests by customer or prospect
- Better customer service by recording call logs, follow up reminders and important dates
- Streamline internal communications and collaboration across departments



### Inventory

Track and manage inventory directly from your CRM

- Search for inventory easily, and quickly from anywhere, on any device
- Link customer inventory records directly to their account
- Report customer interest, number of quotes and aging stock units
- Provide customers with a quote from available inventory



### Order to Cash

Order to Cash (O2C) tracks each step in the purchase order (PO) process, from quote to settlement

- Easily locate customer quotes and POs within one system
- Guide the sales process and ensure critical steps are not missed
- Allows electronic approvals, eliminating paper forms
- Gives management real-time details on the pipeline of orders



### Visual Sales Pipeline

View and manage sales pipeline on one visual board

- Track deal status by group or individual to quickly identify potential roadblocks
- Visual prompts ensure sales opportunities are flagged for follow up
- Automation ensures all steps in the sales process are completed



### Analytics

Make faster, better decisions with data-driven insights into your dealership

- Ditch the cumbersome spreadsheets that quickly become outdated
- Visual dashboards capture significant amounts of valuable information that is easy to review
- Cloud-based analytics allow for real-time reporting with anywhere, anytime access

**Questions? Set up a free demo.**

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