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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 DealerConnect CRM/I to consolidate and organize your information in one convenient place.

A cloud-based CRM platform 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

Sales Pipeline

View and manage your sales pipeline on one 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.

sales@anvilappworks.com

763-273-4926 | **www.anvilappworks.com**

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