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# Dealer Management Industry Research Report 2024

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## Abstracts

‘DMS’ is a widely used acronym in the auto dealer industry that stands for dealer management system. A DMS is traditionally known as a software platform dealers use for managing their vehicle inventory, deals (cash, finance, wholesale, buy here pay here (BHPH), etc.), customer information, credit reports and printing paperwork.

In the past, many dealers found the need to login to separate software systems to truly run their business. On top of a traditional dealer management system platform, a dealer may need to login to another system to submit deals to lenders, another to manage their customer communication (CRM) and yet another to manage their website and online marketing and possibly more.

Today, with the advancement in software integrations and partnerships, a DMS can finally achieve its true purpose of helping dealers manage their entire business from a single login platform. Integrations help converge these processes and data into a centralized hub of tools, resulting in better organization, efficiency and ultimately more deals. An example of this could be a dealer receives an internet lead from their website or car listing site which is fed directly into the dealer management system as a new prospect. The system would automatically assign the new lead to a sales person for them to work through the sales process. Pulling a credit report, searching through available inventory, structuring a deal and even printing the final sales contracts are all done within the same system. These new capabilities make all of your business information more accessible, significantly improve business efficiency and reduce data entry points and potential errors.

According to APO Research, The global Dealer Management market was valued at US$ million in 2023 and is anticipated to reach US$ million by 2030, witnessing a CAGR of xx% during the forecast period 2024-2030.

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Global Dealer Management key players include SAP, CDK Global, Siemens PLM Software, Dassault Systems, etc. Global top four manufacturers hold a share over 40%.

In terms of application, the largest application is Auto Parts, with a share over 80%, followed by Automotive Manufactures.

Report Scope

This report aims to provide a comprehensive presentation of the global market for Dealer Management, with both quantitative and qualitative analysis, to help readers develop business/growth strategies, assess the market competitive situation, analyze their position in the current marketplace, and make informed business decisions regarding Dealer Management.

The Dealer Management market size, estimations, and forecasts are provided in terms of revenue ($ millions), considering 2023 as the base year, with history and forecast data for the period from 2019 to 2030. This report segments the global Dealer Management market comprehensively. Regional market sizes, concerning products by Type, by Application, and by players, are also provided. For a more in-depth understanding of the market, the report provides profiles of the competitive landscape, key competitors, and their respective market ranks. The report also discusses technological trends and new product developments.

Key Companies & Market Share Insights

In this section, the readers will gain an understanding of the key players competing. This report has studied the key growth strategies, such as innovative trends and developments, intensification of product portfolio, mergers and acquisitions, collaborations, new product innovation, and geographical expansion, undertaken by these participants to maintain their presence. Apart from business strategies, the study includes current developments and key financials. The readers will also get access to the data related to global revenue, price, and sales by manufacturers for the period 2019-2024. This all-inclusive report will certainly serve the clients to stay updated and make effective decisions in their businesses. Some of the prominent players reviewed in the research report include:

SAP

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CDK Global

Siemens PLM Software

Dassault Systems

Autodesk

Cox Automotive

Oracle

Microsoft

Reynolds & Reynolds

Dealer Management segment by Type

On-Premise

Cloud

Dealer Management Segment by Application

Auto Parts

Automotive Manufactures

Dealer Management Segment by Region

North America

United States

Canada

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Europe

Germany

France

UK

Italy

Russia

Nordic Countries

Rest of Europe

Asia-Pacific

China

Japan

South Korea

Southeast Asia

India

Australia

Rest of Asia

Latin America

Mexico

Brazil

Rest of Latin America

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Middle East & Africa

Turkey

Saudi Arabia

UAE

Rest of MEA

Key Drivers & Barriers

High-impact rendering factors and drivers have been studied in this report to aid the readers to understand the general development. Moreover, the report includes restraints and challenges that may act as stumbling blocks on the way of the players. This will assist the users to be attentive and make informed decisions related to business. Specialists have also laid their focus on the upcoming business prospects.

Reasons to Buy This Report

1. This report will help the readers to understand the competition within the industries and strategies for the competitive environment to enhance the potential profit. The report also focuses on the competitive landscape of the global Dealer Management market, and introduces in detail the market share, industry ranking, competitor ecosystem, market performance, new product development, operation situation, expansion, and acquisition. etc. of the main players, which helps the readers to identify the main competitors and deeply understand the competition pattern of the market.

2. This report will help stakeholders to understand the global industry status and trends of Dealer Management and provides them with information on key market drivers, restraints, challenges, and opportunities.

3. This report will help stakeholders to understand competitors better and gain more insights to strengthen their position in their businesses. The competitive landscape section includes the market share and rank (in volume and value), competitor ecosystem, new product development, expansion, and acquisition.

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4. This report stays updated with novel technology integration, features, and the latest developments in the market

5. This report helps stakeholders to gain insights into which regions to target globally

6. This report helps stakeholders to gain insights into the end-user perception concerning the adoption of Dealer Management.

7. This report helps stakeholders to identify some of the key players in the market and understand their valuable contribution.

Chapter Outline

Chapter 1: Research objectives, research methods, data sources, data cross-validation;

Chapter 2: Introduces the report scope of the report, executive summary of different market segments (product type, application, etc), including the market size of each market segment, future development potential, and so on. It offers a high-level view of the current state of the market and its likely evolution in the short to mid-term, and long term.

Chapter 3: Provides the analysis of various market segments product types, covering the market size and development potential of each market segment, to help readers find the blue ocean market in different market segments.

Chapter 4: Provides the analysis of various market segments application, covering the market size and development potential of each market segment, to help readers find the blue ocean market in different downstream markets.

Chapter 5: Introduces executive summary of global market size, regional market size, this section also introduces the market dynamics, latest developments of the market, the driving factors and restrictive factors of the market, the challenges and risks faced by companies in the industry, and the analysis of relevant policies in the industry.

Chapter 6: Detailed analysis of Dealer Management companies' competitive landscape, revenue market share, latest development plan, merger, and acquisition information, etc.

Chapter 7, 8, 9, 10, 11: North America, Europe, Asia Pacific, Latin America, Middle East

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and Africa segment by country. It provides a quantitative analysis of the market size and development potential of each region and its main countries and introduces the market development, future development prospects, market space, and capacity of each country in the world.

Chapter 12: Provides profiles of key players, introducing the basic situation of the main companies in the market in detail, including revenue, gross margin, product introduction, recent development, etc.

Chapter 13: The main points and conclusions of the report.

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# Contents

## 1 PREFACE

1.1 Scope of Report
1.2 Reasons for Doing This Study
1.3 Research Methodology
1.4 Research Process
1.5 Data Source
  1.5.1 Secondary Sources
  1.5.2 Primary Sources

## 2 MARKET OVERVIEW

2.1 Product Definition
2.2 Dealer Management by Type
  2.2.1 Market Value Comparison by Type (2019 VS 2023 VS 2030)
  2.2.2 On-Premise
  2.2.3 Cloud
2.3 Dealer Management by Application
  2.3.1 Market Value Comparison by Application (2019 VS 2023 VS 2030)
  2.3.2 Auto Parts
  2.3.3 Automotive Manufactures
2.4 Assumptions and Limitations

## 3 DEALER MANAGEMENT BREAKDOWN DATA BY TYPE

3.1 Global Dealer Management Historic Market Size by Type (2019-2024)
3.2 Global Dealer Management Forecasted Market Size by Type (2025-2030)

## 4 DEALER MANAGEMENT BREAKDOWN DATA BY APPLICATION

4.1 Global Dealer Management Historic Market Size by Application (2019-2024)
4.2 Global Dealer Management Forecasted Market Size by Application (2019-2024)

## 5 GLOBAL GROWTH TRENDS

5.1 Global Dealer Management Market Perspective (2019-2030)
5.2 Global Dealer Management Growth Trends by Region

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5.2.1 Global Dealer Management Market Size by Region: 2019 VS 2023 VS 2030
5.2.2 Dealer Management Historic Market Size by Region (2019-2024)
5.2.3 Dealer Management Forecasted Market Size by Region (2025-2030)
5.3 Dealer Management Market Dynamics
5.3.1 Dealer Management Industry Trends
5.3.2 Dealer Management Market Drivers
5.3.3 Dealer Management Market Challenges
5.3.4 Dealer Management Market Restraints

**6 MARKET COMPETITIVE LANDSCAPE BY PLAYERS**

6.1 Global Top Dealer Management Players by Revenue
6.1.1 Global Top Dealer Management Players by Revenue (2019-2024)
6.1.2 Global Dealer Management Revenue Market Share by Players (2019-2024)
6.2 Global Dealer Management Industry Players Ranking, 2022 VS 2023 VS 2024
6.3 Global Key Players of Dealer Management Head office and Area Served
6.4 Global Dealer Management Players, Product Type & Application
6.5 Global Dealer Management Players, Date of Enter into This Industry
6.6 Global Dealer Management Market CR5 and HHI
6.7 Global Players Mergers & Acquisition

**7 NORTH AMERICA**

7.1 North America Dealer Management Market Size (2019-2030)
7.2 North America Dealer Management Market Growth Rate by Country: 2019 VS 2023 VS 2030
7.3 North America Dealer Management Market Size by Country (2019-2024)
7.4 North America Dealer Management Market Size by Country (2025-2030)
7.5 United States
7.6 Canada

**8 EUROPE**

8.1 Europe Dealer Management Market Size (2019-2030)
8.2 Europe Dealer Management Market Growth Rate by Country: 2019 VS 2023 VS 2030
8.3 Europe Dealer Management Market Size by Country (2019-2024)
8.4 Europe Dealer Management Market Size by Country (2025-2030)
8.5 Germany

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8.6 France
8.7 U.K.
8.8 Italy
8.9 Russia
8.10 Nordic Countries

**9 ASIA-PACIFIC**

9.1 Asia-Pacific Dealer Management Market Size (2019-2030)
9.2 Asia-Pacific Dealer Management Market Growth Rate by Country: 2019 VS 2023 VS 2030
9.3 Asia-Pacific Dealer Management Market Size by Country (2019-2024)
9.4 Asia-Pacific Dealer Management Market Size by Country (2025-2030)
9.5 China
9.6 Japan
9.7 South Korea
9.8 Southeast Asia
9.9 India
9.10 Australia

**10 LATIN AMERICA**

10.1 Latin America Dealer Management Market Size (2019-2030)
10.2 Latin America Dealer Management Market Growth Rate by Country: 2019 VS 2023 VS 2030
10.3 Latin America Dealer Management Market Size by Country (2019-2024)
10.4 Latin America Dealer Management Market Size by Country (2025-2030)
10.5 Mexico
10.6 Brazil

**11 MIDDLE EAST & AFRICA**

11.1 Middle East & Africa Dealer Management Market Size (2019-2030)
11.2 Middle East & Africa Dealer Management Market Growth Rate by Country: 2019 VS 2023 VS 2030
11.3 Middle East & Africa Dealer Management Market Size by Country (2019-2024)
11.4 Middle East & Africa Dealer Management Market Size by Country (2025-2030)
11.5 Turkey
11.6 Saudi Arabia

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11.7 UAE

**12 PLAYERS PROFILED**

12.1 SAP
12.1.1 SAP Company Information
12.1.2 SAP Business Overview
12.1.3 SAP Revenue in Dealer Management Business (2019-2024)
12.1.4 SAP Dealer Management Product Portfolio
12.1.5 SAP Recent Developments
12.2 CDK Global
12.2.1 CDK Global Company Information
12.2.2 CDK Global Business Overview
12.2.3 CDK Global Revenue in Dealer Management Business (2019-2024)
12.2.4 CDK Global Dealer Management Product Portfolio
12.2.5 CDK Global Recent Developments
12.3 Siemens PLM Software
12.3.1 Siemens PLM Software Company Information
12.3.2 Siemens PLM Software Business Overview
12.3.3 Siemens PLM Software Revenue in Dealer Management Business (2019-2024)
12.3.4 Siemens PLM Software Dealer Management Product Portfolio
12.3.5 Siemens PLM Software Recent Developments
12.4 Dassault Systems
12.4.1 Dassault Systems Company Information
12.4.2 Dassault Systems Business Overview
12.4.3 Dassault Systems Revenue in Dealer Management Business (2019-2024)
12.4.4 Dassault Systems Dealer Management Product Portfolio
12.4.5 Dassault Systems Recent Developments
12.5 Autodesk
12.5.1 Autodesk Company Information
12.5.2 Autodesk Business Overview
12.5.3 Autodesk Revenue in Dealer Management Business (2019-2024)
12.5.4 Autodesk Dealer Management Product Portfolio
12.5.5 Autodesk Recent Developments
12.6 Cox Automotive
12.6.1 Cox Automotive Company Information
12.6.2 Cox Automotive Business Overview
12.6.3 Cox Automotive Revenue in Dealer Management Business (2019-2024)
12.6.4 Cox Automotive Dealer Management Product Portfolio

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12.6.5 Cox Automotive Recent Developments
12.7 Oracle
12.7.1 Oracle Company Information
12.7.2 Oracle Business Overview
12.7.3 Oracle Revenue in Dealer Management Business (2019-2024)
12.7.4 Oracle Dealer Management Product Portfolio
12.7.5 Oracle Recent Developments
12.8 Microsoft
12.8.1 Microsoft Company Information
12.8.2 Microsoft Business Overview
12.8.3 Microsoft Revenue in Dealer Management Business (2019-2024)
12.8.4 Microsoft Dealer Management Product Portfolio
12.8.5 Microsoft Recent Developments
12.9 Reynolds & Reynolds
12.9.1 Reynolds & Reynolds Company Information
12.9.2 Reynolds & Reynolds Business Overview
12.9.3 Reynolds & Reynolds Revenue in Dealer Management Business (2019-2024)
12.9.4 Reynolds & Reynolds Dealer Management Product Portfolio
12.9.5 Reynolds & Reynolds Recent Developments

**13 REPORT CONCLUSION**

**14 DISCLAIMER**

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