

Global Automotive Dealer Management System Market Size Study, by Component (Hardware, Software and Services), by Deployment (On-Cloud, On-Premise), by Application (Customer Relationship Management, Dealer Tracking, Inventory Management, Finance & Sales, Others), and Regional Forecasts 2022-2032

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Abstracts

The Global Automotive Dealer Management System Market was valued at approximately USD 4.84 billion in 2023 and is expected to grow at a robust CAGR of 9.92 % during the forecast period from 2024-2032. Automotive dealership management systems are comprehensive solutions designed to streamline dealership operations while enhancing the customer experience. These systems cater to various applications, including sales, service, inventory management, customer relations, insurance, financing, and accounting, making them indispensable tools for modern dealerships. This growth is propelled by the increasing demand for cloud-based dealer management systems, surging global automobile sales, and the integration of advanced AI and ML capabilities.

The demand for cloud-based automotive dealer management systems is increasing as these solutions enable more efficient operations compared to on-premises systems. Cloud-based systems facilitate seamless scalability and reduce upfront costs. They also enhance inter-departmental collaboration and offer real-time data management, which is crucial for providing efficient client services. For instance, Tata Motors' transition to Oracle Cloud Infrastructure for its dealer management system has significantly improved sales performance monitoring and communication across its network. However, high costs and rising security concerns present challenges, the market is poised for growth due to the escalating trend of remote working and the strategic

utilization of automotive dealer management system data for informed decision-making.

The key region in the Global Automotive Dealer Management System (DMS) Market includes North America, Europe, Asia Pacific, Latin America, and Middle East & Africa. In 2023, North dominates the market in terms of revenue due to its advanced technological infrastructure, extensive automotive industry presence, and stringent regulatory standards. The region's large market size and high adoption rates of integrated DMS solutions contribute to its leadership. Key factors include the demand for efficient inventory management, streamlined sales processes, and compliance with industry regulations. Additionally, the concentration of leading DMS providers and continuous innovation further solidifies North America's dominant position in driving the evolution and adoption of automotive DMS solutions globally. Furthermore, the Asia Pacific expected fastest CAGR during the forecast period 2024-2032.

Major market players included in this report are:

Wipro

Oracle

CDK Global LLC

Dealertrack, Inc.

Elva DMS

Quorum Information Technologies Inc.

Irium Software

Autosoft Inc.

GaragePlug Inc.

The Reynolds and Reynolds Company

Tata Motors

Tesla, Inc.

General Motors

Ford

Chrysler

The detailed segments and sub-segment of the market are explained below:

By Component:

Hardware

Software and Services

By Deployment:

On-Cloud

On-Premise

By Application:

Customer Relationship Management

Dealer Tracking

Inventory Management

Finance & Sales

Others

By Region:

North America

U.S.

Canada

Europe

UK

Germany

France

Spain

Italy

ROE

Asia Pacific

China

India

Japan

Australia

South Korea

RoAPAC

Latin America

Brazil

Mexico

Rest of Latin America

Middle East & Africa

Saudi Arabia

South Africa

RoMEA

Years considered for the study are as follows:

Historical year – 2022

Base year – 2023

Forecast period – 2024 to 2032

Key Takeaways:

Market Estimates & Forecast for 10 years from 2022 to 2032.

Annualized revenues and regional level analysis for each market segment.

Detailed analysis of geographical landscape with country level analysis of major regions.

Competitive landscape with information on major players in the market.

Analysis of key business strategies and recommendations on future market approach.

Analysis of competitive structure of the market.

Demand side and supply side analysis of the market.

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