

Global Automotive Dealer Management Systems (DMS) Market Research Report 2024(Status and Outlook)

<https://marketpublishers.com/r/G499C4DD54B2EN.html>

Date: November 2024

Pages: 132

Price: US\$ 3,200.00 (Single User License)

ID: G499C4DD54B2EN

Abstracts

Report Overview

Car dealer software, also known as Automotive Dealer Management System (DMS), includes products that assist in the operations of automobile retailers. These products can assist with both front- and back-office tasks and may provide tools for inventory, cost calculation, financing, and authorization—for both cars and customers (e.g., credit reports, accident history, etc.). Car dealer software tools can also offer features for preparing, tracking, and storing warranty information, sales contracts, auto repairs, appraisals, and recurring e-payments. Car dealer products are typically used by the sales team and office administrators in new or used car dealerships. Car dealer solutions may integrate with or offer features of billing software, inventory management software, website builder software, or CRM software.

The global Automotive Dealer Management Systems (DMS) market was valued at USD 7424.44 million in 2021 and is expected to reach USD 11573.02 million by the end of 2028, growing at a CAGR of 6.48% between 2022 and 2028. Effective and Growing need for efficient management coupled with high consumer demand for personal and commercial vehicles are the core drivers currently driving the Automotive Dealer Management Systems market. On the one hand, due to the growing need to manage vehicle transactions effectively and efficiently, DMS software is growing in popularity due to real-time insights, simpler business operations, and engaging customer communication, thereby driving the global automotive dealership market over the next five years Management Systems Market Growth. On the other hand, high consumer demand for personal and commercial vehicles due to rising personal disposable income and rapid urbanization is driving the sales of vehicles, which in turn is expected to drive

the growth of the car dealership management system market.

Furthermore, technological advancements in DMS incorporating artificial intelligence and data analytics capabilities, growth in internet access and emergence of technological advancements in the ICT industry are also important drivers for the Automotive Dealer Management Systems market.

At the same time, the expansion of the dealership management system market is hampered by security concerns arising from the lack of cybersecurity solutions. Cyber-attacks pose a threat and restrain the overall growth of the global car dealership management market. Difficult trade-offs between low cost and flexibility, concerns over cybersecurity and data security, stringent regulations, and impact of the COVID-19 pandemic are also acting as some hindrances to the growth of the Automotive Dealer Management Systems market.

Segment by Type, the Automotive Dealer Management Systems (DMS) can be split into Cloud-based, On-premise, etc. Cloud-based segment is now at its peak and has captured 80.73% market share in 2021. The reason behind this is simple: Cloud software is cheaper than on-premises software. Moreover, solid network infrastructure in developed countries also supports the adoption of cloud software. Many companies plan to invest heavily in the latest software to quickly migrate to modern platforms integrated with best-in-class features. The use of cloud software is increasing rapidly mainly due to the benefits that cloud technology brings to businesses. These advantages include easy support and maintenance, fast setup and deployment, easy upgrades, and broad availability. With the growing demand for web-based auto dealership software, most dealership management system vendors now offer cloud-based software.

Divided by application scenarios, the Automotive Dealer Management Systems (DMS) market can be divided into New Car Dealers, Used Car Dealers, and Others. For a long time, the New Car Dealers market has dominated the market, and its market share has reached 65.82% in 2021, which is much higher than the 26.49% of the Used Car Dealers market. In the forecast period of 2022-2028, as the growth rate of the new car market size slows down, the market size of the Used Car Dealers market will usher in a higher growth rate, reaching a CAGR of 8.50%.

On basis of geography, Automotive Dealer Management Systems (DMS) market is segmented into North America, Europe, Asia-Pacific, South America, Middle East and Africa, etc. The North America market now occupies more than 40% of the market

share in all highest in the region. This is related to the huge size of the local auto market.

Asia Pacific is likely to be an important region in the future of the Automotive Dealer Management Systems market, registering the highest CAGR of 9.81% during the forecast period. Highly connected and developed economies of Southeast Asian countries and rising awareness about dealer management systems are driving the growth of the market. Additionally, new government programs and regulations are expected to aid industry expansion. It is estimated due to the high production of automobiles in the region. For example, China produced about 1.5 million passenger vehicles in August 2021, increasing to 1.7 million in September 2021. The Automotive Dealer Management Systems market in South America, Middle East and Africa is also likely to witness rapid growth in the near future.

Currently, the global Automotive Dealer Management Systems market is not highly concentrated. The indicators CR5 and HHI used to measure market concentration have reached 50.32% and 6.14% in 2021. Key players in the global Automotive Dealer Management Systems market are placing greater emphasis on improving the quality of services they provide. To achieve this, they are increasing capital inflows into R&D operations. Moreover, several companies in the global dealer management system market are increasing their participation in new product launch events. In addition to this, some stakeholders are putting more emphasis on making their products as cost-effective as possible. Key players in the Automotive Dealer Management Systems market include CDK Global, Reynolds and Reynolds, T-Systems, Cox Automotive(Dealertrack), Dominion Enterprises, NEC Corporation, vAuto Inc, Autosoft, Vinsolutions Connect CRM, PBS Systems, DealerSocket, Routeone, Wipro, Tekion, Imaweb, Incadea, Pinewood Technologies and Yonyou Auto Information Technology.

This report provides a deep insight into the global Automotive Dealer Management Systems (DMS) market covering all its essential aspects. This ranges from a macro overview of the market to micro details of the market size, competitive landscape, development trend, niche market, key market drivers and challenges, SWOT analysis, value chain analysis, etc.

The analysis helps the reader to shape the competition within the industries and strategies for the competitive environment to enhance the potential profit. Furthermore, it provides a simple framework for evaluating and accessing the position of the business organization. The report structure also focuses on the competitive landscape of the Global Automotive Dealer Management Systems (DMS) Market, this report introduces

in detail the market share, market performance, product situation, operation situation, etc. of the main players, which helps the readers in the industry to identify the main competitors and deeply understand the competition pattern of the market.

In a word, this report is a must-read for industry players, investors, researchers, consultants, business strategists, and all those who have any kind of stake or are planning to foray into the Automotive Dealer Management Systems (DMS) market in any manner.

Global Automotive Dealer Management Systems (DMS) Market: Market Segmentation Analysis

The research report includes specific segments by region (country), manufacturers, Type, and Application. Market segmentation creates subsets of a market based on product type, end-user or application, Geographic, and other factors. By understanding the market segments, the decision-maker can leverage this targeting in the product, sales, and marketing strategies. Market segments can power your product development cycles by informing how you create product offerings for different segments.

Key Company

CDK Global

Reynolds and Reynolds

T-Systems

Cox Automotive(Dealertrack)

Dominion Enterprises

NEC Corporation

vAuto Inc

Autosoft

Vinsolutions Connect CRM

PBS Systems

DealerSocket

Routeone

Wipro

Tekion

Imaweb

Incadea

Pinewood Technologies

Yonyou Auto Information Technology

Market Segmentation (by Type)

Cloud-based

On-premise

Market Segmentation (by Application)

New Car Dealers

Used Car Dealers

Others

Geographic Segmentation

North America (USA, Canada, Mexico)

Europe (Germany, UK, France, Russia, Italy, Rest of Europe)

Asia-Pacific (China, Japan, South Korea, India, Southeast Asia, Rest of Asia-

Pacific)

South America (Brazil, Argentina, Columbia, Rest of South America)

The Middle East and Africa (Saudi Arabia, UAE, Egypt, Nigeria, South Africa, Rest of MEA)

Key Benefits of This Market Research:

Industry drivers, restraints, and opportunities covered in the study

Neutral perspective on the market performance

Recent industry trends and developments

Competitive landscape & strategies of key players

Potential & niche segments and regions exhibiting promising growth covered

Historical, current, and projected market size, in terms of value

In-depth analysis of the Automotive Dealer Management Systems (DMS) Market

Overview of the regional outlook of the Automotive Dealer Management Systems (DMS) Market:

Key Reasons to Buy this Report:

Access to date statistics compiled by our researchers. These provide you with historical and forecast data, which is analyzed to tell you why your market is set to change

This enables you to anticipate market changes to remain ahead of your competitors

You will be able to copy data from the Excel spreadsheet straight into your marketing plans, business presentations, or other strategic documents

The concise analysis, clear graph, and table format will enable you to pinpoint the information you require quickly

Provision of market value (USD Billion) data for each segment and sub-segment

Indicates the region and segment that is expected to witness the fastest growth as well as to dominate the market

Analysis by geography highlighting the consumption of the product/service in the region as well as indicating the factors that are affecting the market within each region

Competitive landscape which incorporates the market ranking of the major players, along with new service/product launches, partnerships, business expansions, and acquisitions in the past five years of companies profiled

Extensive company profiles comprising of company overview, company insights, product benchmarking, and SWOT analysis for the major market players

The current as well as the future market outlook of the industry concerning recent developments which involve growth opportunities and drivers as well as challenges and restraints of both emerging as well as developed regions

Includes in-depth analysis of the market from various perspectives through Porter's five forces analysis

Provides insight into the market through Value Chain

Market dynamics scenario, along with growth opportunities of the market in the years to come

6-month post-sales analyst support

Customization of the Report

In case of any queries or customization requirements, please connect with our sales team, who will ensure that your requirements are met.

Chapter Outline

Chapter 1 mainly introduces the statistical scope of the report, market division standards, and market research methods.

Chapter 2 is an executive summary of different market segments (by region, 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 Automotive Dealer Management Systems (DMS) Market and its likely evolution in the short to mid-term, and long term.

Chapter 3 makes a detailed analysis of the market's competitive landscape of the market and provides the market share, capacity, output, price, latest development plan, merger, and acquisition information of the main manufacturers in the market.

Chapter 4 is the analysis of the whole market industrial chain, including the upstream and downstream of the industry, as well as Porter's five forces analysis.

Chapter 5 introduces the latest developments of the market, the driving factors and restrictive factors of the market, the challenges and risks faced by manufacturers in the industry, and the analysis of relevant policies in the industry.

Chapter 6 provides the analysis of various market segments according to 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 7 provides the analysis of various market segments according to 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 8 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 9 introduces the basic situation of the main companies in the market in detail, including product sales revenue, sales volume, price, gross profit margin, market share, product introduction, recent development, etc.

Chapter 10 provides a quantitative analysis of the market size and development potential of each region in the next five years.

Chapter 11 provides a quantitative analysis of the market size and development potential of each market segment (product type and application) in the next five years.

Chapter 12 is the main points and conclusions of the report.

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