

Global Dealer Management Market 2018 by Manufacturers, Countries, Type and Application, Forecast to 2023

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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.

Scope of the Report:

This report studies the Dealer Management market status and outlook of Global and



major regions, from angles of players, countries, product types and end industries; this report analyzes the top players in global market, and splits the Dealer Management market by product type and applications/end industries.

Growing challenges in manufacturing, consumer goods, and automobile sectors related to handling multiple levels of dealers/distributors globally or locally has given rise to dedicated dealer management systems. These systems are designed to integrate original equipment manufacturers (OEMs), dealer networks, and end-customers. Features such as inventory management and finance & accounting management are helping businesses to streamline various processes. The dealer management systems smartly streamline the distributor's entire operations and focus on customer relations. DMS delivers enriched experience to businesses and helps them to improve responsiveness, processing times, and increase work productivity. It enhances corporate performance by optimizing and managing business processes. It is a process that offers services similar to total quality management and is backed by technology support.

The dealer management systems market is anticipated to witness immense growth opportunities as end-users such as automotive enterprises specialize in value added services such as telematics services, cyber security, and connected car platforms. These platforms are anticipated to provide immense growth opportunities to the market with the growing need to automate processes. Furthermore, organizations are expected to invest in effective technologies to enable automated operations by adopting dealer management systems, cloud based deployment models, and mobile apps for efficient management. Further, cloud based deployment provides subscription based business models and ensures minimal investment and reduces total cost of ownership (TCO). Digital transformation in the automotive industry is also expected to lead to increasing opportunities for the dealer management system market.

The global Dealer Management market is valued at xx million USD in 2017 and is expected to reach xx million USD by the end of 2023, growing at a CAGR of xx% between 2017 and 2023.

The Asia-Pacific will occupy for more market share in following years, especially in China, also fast growing India and Southeast Asia regions.

North America, especially The United States, will still play an important role which cannot be ignored. Any changes from United States might affect the development trend of Dealer Management.

Europe also play important roles in global market, with market size of xx million USD in 2017 and will be xx million USD in 2023, with a CAGR of xx%.

Market Segment by Companies, this report covers



IBM

CA

Cox Automotive

CDK Global

Reynolds and Reynolds

RouteOne

DealerSocket

Internet Brands

Dominion Enterprises

Wipro

Epicor

SAP

Market Segment by Regions, regional analysis covers

North America (United States, Canada and Mexico)

Europe (Germany, France, UK, Russia and Italy)

Asia-Pacific (China, Japan, Korea, India and Southeast Asia)

South America (Brazil, Argentina, Colombia)

Middle East and Africa (Saudi Arabia, UAE, Egypt, Nigeria and South Africa)

Market Segment by Type, covers



On-premise

Cloud

Market Segment by Applications, can be divided into

Automotive

Retail

Manufacturing

Others



Contents

1 DEALER MANAGEMENT MARKET OVERVIEW

- 1.1 Product Overview and Scope of Dealer Management
- 1.2 Classification of Dealer Management by Types
- 1.2.1 Global Dealer Management Revenue Comparison by Types (2017-2023)
- 1.2.2 Global Dealer Management Revenue Market Share by Types in 2017
- 1.2.3 On-premise
- 1.2.4 Cloud
- 1.3 Global Dealer Management Market by Application

1.3.1 Global Dealer Management Market Size and Market Share Comparison by Applications (2013-2023)

- 1.3.2 Automotive
- 1.3.3 Retail
- 1.3.4 Manufacturing
- 1.3.5 Others

1.4 Global Dealer Management Market by Regions

1.4.1 Global Dealer Management Market Size (Million USD) Comparison by Regions (2013-2023)

1.4.1 North America (USA, Canada and Mexico) Dealer Management Status and Prospect (2013-2023)

1.4.2 Europe (Germany, France, UK, Russia and Italy) Dealer Management Status and Prospect (2013-2023)

1.4.3 Asia-Pacific (China, Japan, Korea, India and Southeast Asia) Dealer Management Status and Prospect (2013-2023)

1.4.4 South America (Brazil, Argentina, Colombia) Dealer Management Status and Prospect (2013-2023)

1.4.5 Middle East and Africa (Saudi Arabia, UAE, Egypt, Nigeria and South Africa) Dealer Management Status and Prospect (2013-2023)

1.5 Global Market Size of Dealer Management (2013-2023)

2 MANUFACTURERS PROFILES

2.1 IBM

2.1.1 Business Overview

2.1.2 Dealer Management Type and Applications

- 2.1.2.1 Product A
- 2.1.2.2 Product B

Global Dealer Management Market 2018 by Manufacturers, Countries, Type and Application, Forecast to 2023



2.1.3 IBM Dealer Management Revenue, Gross Margin and Market Share (2016-2017) 2.2 CA

- 2.2.1 Business Overview
- 2.2.2 Dealer Management Type and Applications
- 2.2.2.1 Product A
- 2.2.2.2 Product B

2.2.3 CA Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

- 2.3 Cox Automotive
 - 2.3.1 Business Overview
 - 2.3.2 Dealer Management Type and Applications
 - 2.3.2.1 Product A
 - 2.3.2.2 Product B

2.3.3 Cox Automotive Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

- 2.4 CDK Global
- 2.4.1 Business Overview
- 2.4.2 Dealer Management Type and Applications
- 2.4.2.1 Product A
- 2.4.2.2 Product B

2.4.3 CDK Global Dealer Management Revenue, Gross Margin and Market Share

(2016-2017)

- 2.5 Reynolds and Reynolds
 - 2.5.1 Business Overview
 - 2.5.2 Dealer Management Type and Applications
 - 2.5.2.1 Product A
 - 2.5.2.2 Product B

2.5.3 Reynolds and Reynolds Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

- 2.6 RouteOne
 - 2.6.1 Business Overview
 - 2.6.2 Dealer Management Type and Applications
 - 2.6.2.1 Product A
 - 2.6.2.2 Product B

2.6.3 RouteOne Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

2.7 DealerSocket

- 2.7.1 Business Overview
- 2.7.2 Dealer Management Type and Applications
- 2.7.2.1 Product A



2.7.2.2 Product B

2.7.3 DealerSocket Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

2.8 Internet Brands

2.8.1 Business Overview

2.8.2 Dealer Management Type and Applications

2.8.2.1 Product A

2.8.2.2 Product B

2.8.3 Internet Brands Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

2.9 Dominion Enterprises

2.9.1 Business Overview

2.9.2 Dealer Management Type and Applications

2.9.2.1 Product A

2.9.2.2 Product B

2.9.3 Dominion Enterprises Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

2.10 Wipro

2.10.1 Business Overview

2.10.2 Dealer Management Type and Applications

2.10.2.1 Product A

2.10.2.2 Product B

2.10.3 Wipro Dealer Management Revenue, Gross Margin and Market Share

(2016-2017)

2.11 Epicor

2.11.1 Business Overview

2.11.2 Dealer Management Type and Applications

2.11.2.1 Product A

2.11.2.2 Product B

2.11.3 Epicor Dealer Management Revenue, Gross Margin and Market Share

(2016-2017)

2.12 SAP

2.12.1 Business Overview

2.12.2 Dealer Management Type and Applications

2.12.2.1 Product A

2.12.2.2 Product B

2.12.3 SAP Dealer Management Revenue, Gross Margin and Market Share (2016-2017)



3 GLOBAL DEALER MANAGEMENT MARKET COMPETITION, BY PLAYERS

3.1 Global Dealer Management Revenue and Share by Players (2013-2018)

- 3.2 Market Concentration Rate
- 3.2.1 Top 5 Dealer Management Players Market Share
- 3.2.2 Top 10 Dealer Management Players Market Share
- 3.3 Market Competition Trend

4 GLOBAL DEALER MANAGEMENT MARKET SIZE BY REGIONS

- 4.1 Global Dealer Management Revenue and Market Share by Regions
- 4.2 North America Dealer Management Revenue and Growth Rate (2013-2018)
- 4.3 Europe Dealer Management Revenue and Growth Rate (2013-2018)
- 4.4 Asia-Pacific Dealer Management Revenue and Growth Rate (2013-2018)
- 4.5 South America Dealer Management Revenue and Growth Rate (2013-2018)
- 4.6 Middle East and Africa Dealer Management Revenue and Growth Rate (2013-2018)

5 NORTH AMERICA DEALER MANAGEMENT REVENUE BY COUNTRIES

- 5.1 North America Dealer Management Revenue by Countries (2013-2018)
- 5.2 USA Dealer Management Revenue and Growth Rate (2013-2018)
- 5.3 Canada Dealer Management Revenue and Growth Rate (2013-2018)
- 5.4 Mexico Dealer Management Revenue and Growth Rate (2013-2018)

6 EUROPE DEALER MANAGEMENT REVENUE BY COUNTRIES

- 6.1 Europe Dealer Management Revenue by Countries (2013-2018)
- 6.2 Germany Dealer Management Revenue and Growth Rate (2013-2018)
- 6.3 UK Dealer Management Revenue and Growth Rate (2013-2018)
- 6.4 France Dealer Management Revenue and Growth Rate (2013-2018)
- 6.5 Russia Dealer Management Revenue and Growth Rate (2013-2018)
- 6.6 Italy Dealer Management Revenue and Growth Rate (2013-2018)

7 ASIA-PACIFIC DEALER MANAGEMENT REVENUE BY COUNTRIES

- 7.1 Asia-Pacific Dealer Management Revenue by Countries (2013-2018)
- 7.2 China Dealer Management Revenue and Growth Rate (2013-2018)
- 7.3 Japan Dealer Management Revenue and Growth Rate (2013-2018)
- 7.4 Korea Dealer Management Revenue and Growth Rate (2013-2018)



7.5 India Dealer Management Revenue and Growth Rate (2013-2018)7.6 Southeast Asia Dealer Management Revenue and Growth Rate (2013-2018)

8 SOUTH AMERICA DEALER MANAGEMENT REVENUE BY COUNTRIES

- 8.1 South America Dealer Management Revenue by Countries (2013-2018)
- 8.2 Brazil Dealer Management Revenue and Growth Rate (2013-2018)
- 8.3 Argentina Dealer Management Revenue and Growth Rate (2013-2018)
- 8.4 Colombia Dealer Management Revenue and Growth Rate (2013-2018)

9 MIDDLE EAST AND AFRICA REVENUE DEALER MANAGEMENT BY COUNTRIES

- 9.1 Middle East and Africa Dealer Management Revenue by Countries (2013-2018)
- 9.2 Saudi Arabia Dealer Management Revenue and Growth Rate (2013-2018)
- 9.3 UAE Dealer Management Revenue and Growth Rate (2013-2018)
- 9.4 Egypt Dealer Management Revenue and Growth Rate (2013-2018)
- 9.5 Nigeria Dealer Management Revenue and Growth Rate (2013-2018)
- 9.6 South Africa Dealer Management Revenue and Growth Rate (2013-2018)

10 GLOBAL DEALER MANAGEMENT MARKET SEGMENT BY TYPE

10.1 Global Dealer Management Revenue and Market Share by Type (2013-2018)

- 10.2 Global Dealer Management Market Forecast by Type (2018-2023)
- 10.3 On-premise Revenue Growth Rate (2013-2023)
- 10.4 Cloud Revenue Growth Rate (2013-2023)

11 GLOBAL DEALER MANAGEMENT MARKET SEGMENT BY APPLICATION

- 11.1 Global Dealer Management Revenue Market Share by Application (2013-2018)
- 11.2 Dealer Management Market Forecast by Application (2018-2023)
- 11.3 Automotive Revenue Growth (2013-2018)
- 11.4 Retail Revenue Growth (2013-2018)
- 11.5 Manufacturing Revenue Growth (2013-2018)
- 11.6 Others Revenue Growth (2013-2018)

12 GLOBAL DEALER MANAGEMENT MARKET SIZE FORECAST (2018-2023)

12.1 Global Dealer Management Market Size Forecast (2018-2023)



12.2 Global Dealer Management Market Forecast by Regions (2018-2023)
12.3 North America Dealer Management Revenue Market Forecast (2018-2023)
12.4 Europe Dealer Management Revenue Market Forecast (2018-2023)
12.5 Asia-Pacific Dealer Management Revenue Market Forecast (2018-2023)
12.6 South America Dealer Management Revenue Market Forecast (2018-2023)
12.7 Middle East and Africa Dealer Management Revenue Market Forecast (2018-2023)

13 RESEARCH FINDINGS AND CONCLUSION

14 APPENDIX

14.1 Methodology 14.2 Data Source



List Of Tables

LIST OF TABLES AND FIGURES

Figure Dealer Management Picture Table Product Specifications of Dealer Management Table Global Dealer Management and Revenue (Million USD) Market Split by Product Type Figure Global Dealer Management Revenue Market Share by Types in 2017 Figure On-premise Picture **Figure Cloud Picture** Table Global Dealer Management Revenue (Million USD) by Application (2013-2023) Figure Dealer Management Revenue Market Share by Applications in 2017 Figure Automotive Picture **Figure Retail Picture Figure Manufacturing Picture** Figure Others Picture Table Global Market Dealer Management Revenue (Million USD) Comparison by Regions 2013-2023 Figure North America Dealer Management Revenue (Million USD) and Growth Rate (2013 - 2023)Figure Europe Dealer Management Revenue (Million USD) and Growth Rate (2013 - 2023)Figure Asia-Pacific Dealer Management Revenue (Million USD) and Growth Rate (2013 - 2023)Figure South America Dealer Management Revenue (Million USD) and Growth Rate (2013 - 2023)Figure Middle East and Africa Dealer Management Revenue (Million USD) and Growth Rate (2013-2023) Figure Global Dealer Management Revenue (Million USD) and Growth Rate (2013-2023)Table IBM Basic Information, Manufacturing Base and Competitors Table IBM Dealer Management Type and Applications Table IBM Dealer Management Revenue, Gross Margin and Market Share (2016-2017) Table CA Basic Information, Manufacturing Base and Competitors Table CA Dealer Management Type and Applications Table CA Dealer Management Revenue, Gross Margin and Market Share (2016-2017) Table Cox Automotive Basic Information, Manufacturing Base and Competitors Table Cox Automotive Dealer Management Type and Applications



Table Cox Automotive Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table CDK Global Basic Information, Manufacturing Base and Competitors

Table CDK Global Dealer Management Type and Applications

Table CDK Global Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table Reynolds and Reynolds Basic Information, Manufacturing Base and Competitors Table Reynolds and Reynolds Dealer Management Type and Applications

Table Reynolds and Reynolds Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table RouteOne Basic Information, Manufacturing Base and Competitors

Table RouteOne Dealer Management Type and Applications

Table RouteOne Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table DealerSocket Basic Information, Manufacturing Base and Competitors

Table DealerSocket Dealer Management Type and Applications

Table DealerSocket Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table Internet Brands Basic Information, Manufacturing Base and Competitors

Table Internet Brands Dealer Management Type and Applications

Table Internet Brands Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table Dominion Enterprises Basic Information, Manufacturing Base and Competitors Table Dominion Enterprises Dealer Management Type and Applications

Table Dominion Enterprises Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table Wipro Basic Information, Manufacturing Base and Competitors

Table Wipro Dealer Management Type and Applications

Table Wipro Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table Epicor Basic Information, Manufacturing Base and Competitors

Table Epicor Dealer Management Type and Applications

Table Epicor Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table SAP Basic Information, Manufacturing Base and Competitors

Table SAP Dealer Management Type and Applications

Table SAP Dealer Management Revenue, Gross Margin and Market Share (2016-2017)

Table Global Dealer Management Revenue (Million USD) by Players (2013-2018)

Table Global Dealer Management Revenue Share by Players (2013-2018)



Figure Global Dealer Management Revenue Share by Players in 2016 Figure Global Dealer Management Revenue Share by Players in 2017 Figure Global Top 5 Players Dealer Management Revenue Market Share in 2017 Figure Global Top 10 Players Dealer Management Revenue Market Share in 2017 Figure Global Dealer Management Revenue (Million USD) and Growth Rate (%) (2013-2018)

Table Global Dealer Management Revenue (Million USD) by Regions (2013-2018) Table Global Dealer Management Revenue Market Share by Regions (2013-2018) Figure Global Dealer Management Revenue Market Share by Regions in 2017 Figure Global Dealer Management Revenue Market Share by Regions in 2017 Figure North America Dealer Management Revenue and Growth Rate (2013-2018) Figure Europe Dealer Management Revenue and Growth Rate (2013-2018) Figure Asia-Pacific Dealer Management Revenue and Growth Rate (2013-2018) Figure South America Dealer Management Revenue and Growth Rate (2013-2018) Figure South America Dealer Management Revenue and Growth Rate (2013-2018) Figure Middle East and Africa Dealer Management Revenue and Growth Rate (2013-2018)

Table North America Dealer Management Revenue by Countries (2013-2018) Table North America Dealer Management Revenue Market Share by Countries (2013-2018)

Figure North America Dealer Management Revenue Market Share by Countries (2013-2018)

Figure North America Dealer Management Revenue Market Share by Countries in 2017 Figure USA Dealer Management Revenue and Growth Rate (2013-2018) Figure Canada Dealer Management Revenue and Growth Rate (2013-2018) Figure Mexico Dealer Management Revenue and Growth Rate (2013-2018) Table Europe Dealer Management Revenue (Million USD) by Countries (2013-2018) Figure Europe Dealer Management Revenue Market Share by Countries (2013-2018) Figure Europe Dealer Management Revenue Market Share by Countries in 2017 Figure Germany Dealer Management Revenue Market Share by Countries in 2017 Figure Germany Dealer Management Revenue and Growth Rate (2013-2018) Figure UK Dealer Management Revenue and Growth Rate (2013-2018) Figure France Dealer Management Revenue and Growth Rate (2013-2018) Figure Russia Dealer Management Revenue and Growth Rate (2013-2018) Figure Russia Dealer Management Revenue and Growth Rate (2013-2018) Figure Russia Dealer Management Revenue and Growth Rate (2013-2018) Figure Russia Dealer Management Revenue and Growth Rate (2013-2018) Figure Russia Dealer Management Revenue and Growth Rate (2013-2018) Figure Italy Dealer Management Revenue and Growth Rate (2013-2018) (2013-2018)

Figure Asia-Pacific Dealer Management Revenue Market Share by Countries (2013-2018)

Figure Asia-Pacific Dealer Management Revenue Market Share by Countries in 2017 Figure China Dealer Management Revenue and Growth Rate (2013-2018)



Figure Japan Dealer Management Revenue and Growth Rate (2013-2018)
Figure Korea Dealer Management Revenue and Growth Rate (2013-2018)
Figure India Dealer Management Revenue and Growth Rate (2013-2018)
Figure Southeast Asia Dealer Management Revenue and Growth Rate (2013-2018)
Table South America Dealer Management Revenue by Countries (2013-2018)
Table South America Dealer Management Revenue Market Share by Countries (2013-2018)

Figure South America Dealer Management Revenue Market Share by Countries (2013-2018)

Figure South America Dealer Management Revenue Market Share by Countries in 2017

Figure Brazil Dealer Management Revenue and Growth Rate (2013-2018)

Figure Argentina Dealer Management Revenue and Growth Rate (2013-2018)

Figure Colombia Dealer Management Revenue and Growth Rate (2013-2018)

Table Middle East and Africa Dealer Management Revenue (Million USD) by Countries (2013-2018)

Table Middle East and Africa Dealer Management Revenue Market Share by Countries (2013-2018)

Figure Middle East and Africa Dealer Management Revenue Market Share by Countries (2013-2018)

Figure Middle East and Africa Dealer Management Revenue Market Share by Countries in 2017

Figure Saudi Arabia Dealer Management Revenue and Growth Rate (2013-2018) Figure UAE Dealer Management Revenue and Growth Rate (2013-2018) Figure Egypt Dealer Management Revenue and Growth Rate (2013-2018) Figure Nigeria Dealer Management Revenue and Growth Rate (2013-2018) Figure South Africa Dealer Management Revenue and Growth Rate (2013-2018) Table Global Dealer Management Revenue (Million USD) by Type (2013-2018) Table Global Dealer Management Revenue Share by Type (2013-2018) Figure Global Dealer Management Revenue Share by Type (2013-2018) Figure Global Dealer Management Revenue Share by Type in 2017 Table Global Dealer Management Revenue Forecast by Type (2018-2023) Figure Global Dealer Management Market Share Forecast by Type (2018-2023) Figure Global On-premise Revenue Growth Rate (2013-2018) Figure Global Cloud Revenue Growth Rate (2013-2018) Table Global Dealer Management Revenue by Application (2013-2018) Table Global Dealer Management Revenue Share by Application (2013-2018) Figure Global Dealer Management Revenue Share by Application (2013-2018) Figure Global Dealer Management Revenue Share by Application in 2017



Table Global Dealer Management Revenue Forecast by Application (2018-2023) Figure Global Dealer Management Market Share Forecast by Application (2018-2023) Figure Global Automotive Revenue Growth Rate (2013-2018) Figure Global Retail Revenue Growth Rate (2013-2018) Figure Global Manufacturing Revenue Growth Rate (2013-2018) Figure Global Others Revenue Growth Rate (2013-2018) Figure Global Dealer Management Revenue (Million USD) and Growth Rate Forecast (2018 - 2023)Table Global Dealer Management Revenue (Million USD) Forecast by Regions (2018-2023) Figure Global Dealer Management Revenue Market Share Forecast by Regions (2018-2023) Figure North America Dealer Management Revenue Market Forecast (2018-2023) Figure Europe Dealer Management Revenue Market Forecast (2018-2023) Figure Asia-Pacific Dealer Management Revenue Market Forecast (2018-2023) Figure South America Dealer Management Revenue Market Forecast (2018-2023) Figure Middle East and Africa Dealer Management Revenue Market Forecast (2018 - 2023)



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