

# 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



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