



Auto/Mate Announces Integration of its DMS with DealerMine's 360-Degree CRM Solution

ALBANY, NY, UNITED STATES, June 12, 2017 /EINPresswire.com/ -- Auto/Mate Dealership Systems announced today that its dealership management system (DMS) is fully integrated with DealerMine, a leading automotive CRM and BDC solutions provider. Auto dealers that use both systems will benefit from the increased business intelligence that their DMS and CRM deliver via real-time data exchanges between the systems.



"We welcome DealerMine as an Open/Mate partner," said Mike Esposito, President and CEO of Auto/Mate. "DealerMine's CRM solution provides way more than just contact management; it provides dealers with the actionable data they need to increase their competitiveness at every stage of the sales and service cycle."

DealerMine is a 360-degree automotive CRM solution designed to accelerate revenue in both the sales and service departments. In sales DealerMine's CRM handles prospecting, lead management, desking, campaigns and more. In the service department it helps to drive traffic and maximize shop capacity with a comprehensive CRM for service BDC's, automated campaigns, service scheduling, online scheduling and telephony solutions. DealerMine's world class BDC works with dealerships to customize solutions to fit their process.

"We know the success of your business depends upon the relationships you've built with your clients. At DealerMine, we manage and mine your data to maximize the profitability of that precious customer base," says Jane Webb, DealerMine's Director of Sales & Marketing. "That leaves you free to do what you do best: connect with your customers."

Auto/Mate offers low-cost, seamless integration for third-party vendors with its Open/Mate program. Auto/Mate is an advocate of open standards integration as a way to increase competition, lower prices and improve the quality of products offered by all vendors.

Auto/Mate is the number one DMS vendor in customer satisfaction and provides a comprehensive DMS solution to over 1,350 dealerships, from large auto groups to single franchises.

For more information, visit <http://www.automate.com> or call 877-829-7020.

About DealerMine

DealerMine is an automotive CRM and BDC provider servicing auto dealerships in both the U.S. and Canada. Since 2001 it has focused on developing a single 360-degree solution that allows auto dealers to maximize every stage in the sales and service cycle. DealerMine's Sales CRM offers campaign management, prospecting, lead management, desking and more.

In the service department, DealerMine's Service CRM allows service BDC's to drive traffic and maximize shop capacity with powerful data mining technology, customer influence ratings, automated campaigns, online scheduling, telephony and more. DealerMine's world class BDC works with dealerships of all sizes to customize solutions to fit processes. DealerMine is currently integrated with all major DMS providers.

For more information visit <http://www.dealermine.service.com>

About Auto/Mate

Auto/Mate Dealership Systems is a leading provider of dealership management system (DMS) software to retail automotive dealerships, typically saving dealers thousands of dollars per month from their current provider. Our Automotive Management Productivity Suite (AMPS) is a user-friendly, feature-rich DMS in use by more than 1,350 auto dealers nationwide. Auto/Mate has received DrivingSales Dealer Satisfaction Awards every year from 2012 to 2016.

Auto/Mate's employees have more than 1,000 years of combined experience working in franchised auto dealerships, the foundation of its "Designed By Car People For Car People™" slogan. Auto/Mate is committed to winning its customers' business each and every month with no long-term contracts and free software upgrades. For more information follow us on Twitter @AutoMateDMS and subscribe to our blog at www.automate.com/blog.

Holly Forsberg
Carter West Public Relations
602-680-8960
email us here

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