

Auto/Mate Announces West Coast Expansion

New customer support and installation teams in Arizona will accommodate growing demand from auto dealers nationwide



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announced today it will open a new office in Chandler, AZ in late Q2 of 2019. The expansion to the west coast is in response to the rapid growth Auto/Mate has experienced since a planned acquisition by CDK Global fell through in March 2018. Since that announcement, pent-up demand for Auto/Mate's dealership management system (DMS) by auto dealers has spurred double-digit growth in new orders and installations.

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Mike Esposito, president and CEO of Auto/Mate

“Although we've had a record year, we are growing the company in a controlled manner to ensure that our dealers continue to receive the top-rated support we're known for,” said Mike Esposito, president and CEO of Auto/Mate. “That said, we're already in 49 states and with increased demand in the midwestern and western regions, it's time we had a presence there.”

The west coast location will allow Auto/Mate to leverage

Arizona's talent pool. The Chandler office will be staffed primarily with customer support and installation teams, and Auto/Mate anticipates hiring 15 to 20 people by year's end. In addition, at least seven employees at the Albany, NY office have volunteered to transfer to Arizona.

“The thing that really drives us is our [culture](#). Our customers, vendors and employees all love Auto/Mate's culture, so that's an important priority for us,” said Esposito. “Having a team of current employees relocate will help transfer that culture to the new office.”

In New York's capital region, Auto/Mate has been [recognized](#) as a “Best Place to Work” nine years straight, and a “Top Workplace” eight years in a row. “Our philosophy is simple,” said Esposito. “If you have happy employees, you have happy customers.”

For information about current job openings, please visit <https://www.automate.com/careers/>

For more information visit Booth #2301S at the NADA Convention & Expo in San Francisco, CA. To schedule an appointment, visit <https://www.automate.com/nada/>

About Auto/Mate

Auto/Mate Dealership Systems is a leading provider of dealership management system software to retail automotive dealerships, typically saving dealers thousands of dollars per month from their current provider. AMPS® is a user-friendly, feature-rich DMS in use by more than 1,400 auto dealers nationwide. Auto/Mate has received multiple consecutive DrivingSales Dealer Satisfaction Awards.

Auto/Mate's employees have more than 1,200 years of combined experience working in franchised auto dealerships, the foundation of its 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.

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