



**Advectus**

# Unleashing the DMS

For Today's Heavy  
Equipment Dealerships

Heavy Equipment DMS Edition

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# Unleashing the DMS

Advectus is a groundbreaking, cloud-based Dealership Management System that transforms the DMS experience for Heavy Truck dealers. Built from the ground-up leveraging Oracle NetSuite’s state-of-the-art “One-Data-Model” technology, Advectus delivers a robust suite of integrated applications that provide access to business-critical information to all parts of your operation at any time, from any place, on any device. Advectus adapts to your current best practice processes while enhancing your operational efficiency. Ultimately, Advectus helps you build stronger, more profitable relationships with clients by improving the customer experience.

## Better Visibility, Better Efficiency, Better Decisions



### LOWERS TOTAL COST OF OWNERSHIP

- Eliminates costly hardware upgrades
- Reduces employee maintenance & administrative time
- Enterprise-class data privacy, data management & security
- Eliminates the need for dedicated computer space
- Seamlessly delivers new releases



### SINGLE DATABASE THAT DELIVERS a 360° VIEW OF YOUR CLIENTS

- Truck/Equipment history
- Revenue and payment history
- Service history
- Survey and complaint history
- Contact history & future contact schedules
- Sales quotes & order history
- Fleet history & connections



### THE INDUSTRY’S MOST ADVANCED DMS TECHNOLOGY

- Delivers real-time business insights - anytime, anywhere, on any device
- Allows seamless bi-directional third-party integration with today's state-of-the-art technology
- Enables hiring regardless of prior DMS experience
- Provides role-based user set-up
- Easily aligns with your best-practice processes through the flexible setup



"It's helping us reinvent our business. With Advectus, we can discover new ways of doing things, and we don't have to stick to the old ways of having to follow what the software offers. Advectus lets us unleash our creativity and power to make a difference and impact our business."

**JAVIER DIAZ | CEO**

Ricardo Perez, S.A. | Hino Trucks Distributor Panama



# A Whole New Way of Thinking About DMS

## CUSTOMERS

- Real-time customer information helps you understand the path your client has travelled and maps the most efficient way to keep your customer satisfied.
- Immediate access to client history, service history, past and future contacts, survey results, payment history, and the client’s value to your business. Advectus provides the tools to deliver exceptional customer experience.
- Conversion of more leads to opportunities, more prospects to sales, and more sales into life-long clients.
- Flexibility to adopt best-practice processes vs. adapting your methods to match rigid DMS requirements.

## Sales

- Flexibility to adapt to your best practice processes vs. adopting methods mandated by the DMS.
- The industry’s most agile solution enables you to quickly shift strategies, add KPI’s, and marketing campaigns.
- Access anytime, anywhere, and on any device.

## REPORTING

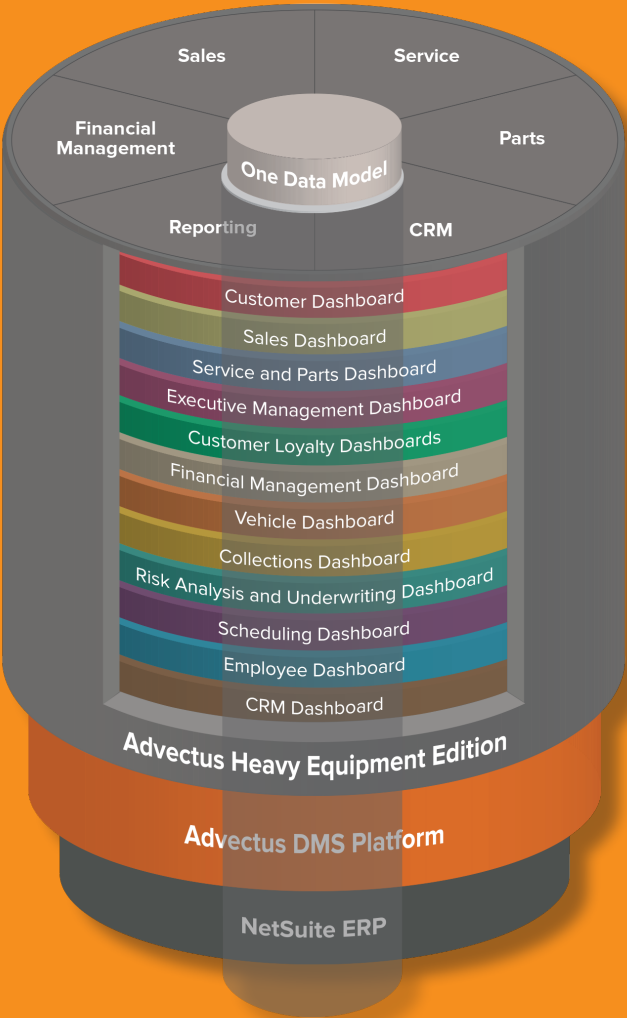
- Key Performance Indicators (KPIs) for Executives.
- User-defined, real-time data for executives available at any time, from anywhere, on any device.
- Built on Oracle NetSuite’s leading cloud-based ERP’s “One Data Model,” ensuring KPIs are always up-to-date.

## FINANCIAL MANAGEMENT

- Operational efficiencies allow you to get more done with your current staffing.
- Workflow processes initiated from a dashboard with KPI real-time reporting.
- Better visibility, better efficiency, better decisions - a better platform to meet your growth requirements.

## SERVICE and PARTS

- Information at the point-of-interaction enables you to make the right decision for the client and your business.
- Access anytime, anywhere, and on any device, allowing your mobile service teams to deliver on-location service to your clients.
- Real-time shop scheduling information improves service department efficiency and productivity.
- All service work is visible on one screen.
- Alerts provided for equipment in jeopardy of missing their promised time.
- Employees empowered to quickly and accurately answer customer inquiries about the status of equipment.



**ORACLE NETSUITE ONE DATA MODEL**



# Features

## Tools That Deliver An Exceptional Customer Experience

### TRUCK/EQUIPMENT ACQUISITION

- Truck/Equipment configurator
- NADA Commercial Truck Guides®
- Order specification replication
- OEM integration
- Mobile inspection tool (tablet or mobile phone)
- Equipment prep automation tools

### TRUCK/EQUIPMENT MANAGEMENT

- Core inventory management
- Part component tracking and control
- Engine and high-value overhaul management
- Track purchase status
- Capitalization control
- GPS Integration
- Cannibalization

### TRUCK/EQUIPMENT Sales

- Flexible sales process configuration
- Model-specific dealer sales packages
- PDI management
- Trade-in management tools
- Sales tools
- Quick deal calculation
- Multiple deal comparison
- Model comparison
- Discount management control
- Commission management
- Complete CRM integration

### CONTRACT MANAGEMENT

- Multiple frequency billing
- Advanced billing engine
- Flexible vehicle disposal options
- Credit bureaus
- Complete F&I module

### CRM

- Customer lifecycle management
- Internet lead integration
- Pipeline management
- Automatically assigns leads based on dealer processes
- Communication schedules and templates
- Flexibility to configure CRM to match dealer processes
- Automatic and automated lost lead follow-up
- Establish and track KPIs that reflect your processes

### SERVICE DEPARTMENT

- Service menus
- Service tablet
- Sublet management
- Electronic service scheduling
- Technician dispatching
- Mobile technician application
- Appointment management
- Preventive service maintenance management
- Service contract management
- Quality control management
- Technical recommendation module
- Service packages
- Recommended Services
- CRM capabilities including service reminders
- Recall control
- Pricing simulation and management
- Warranty management and reconciliation

### PARTS DEPARTMENT

- Supersession management
- ABC analysis
- Barcode integration
- Special order control
- Alternative part control
- Physical inventory module (stock and perpetual)
- Track client value (sales, returns, and profitability)
- CRM integration

