DIS offers new integration suite

Integration to a dealer's DMS is crucial to increase productivity and accuracy, insists Tom Hope, DIS president.

"Integration can involve many areas of an enterprise resource planning software suite and it requires a constant focus aligning application software with these ever-changing business needs," he says.

Hope says DIS has developed a new software integration suite delivering "bi-directional communication" with third-party industry vendors. He explains that these vendors are normally looking to partner with a DMS to supply and extract valuable information in the form of data to improve their products and eliminate duplicate entry on behalf of dealer personnel.

"This greatly enriches the user experience for both software offerings as information will now flow seamlessly between both systems and the users get the updated information immediately," he says.

These integrations are designed to be within user workflow processes to minimize duplicate and multiple screen entry.

To date, DIS has added two new partners offering bi-directional communication as part of their software offering.

XTIME

Xtime's multi-channel service scheduling enables service appointments to be made via the web, mobile and phone, and continues to grow in popularity throughout the OEM Canadian dealer body. It is used by over 7,000 dealers in North America, and many OEMs have endorsed this system.

"DIS has met the needs of our dealers by offering full bi-directional integration to Xtime at no extra charge to the dealer," he says.

DEALERSOCKET

This popular sales and service CRM has proven its benefits for both franchise and independent dealerships across Canada. DIS now provides bi-directional integration to DealerSocket at no charge to DMS customers.

Hope goes on to say that along with the new integration suite, DIS has also been busy adding a new major Canadian OEM certification.

"This initiative combined state-of-the-art development tools working in conjunction with a totally redesigned, brand new interface offering from Nissan Canada," he says.

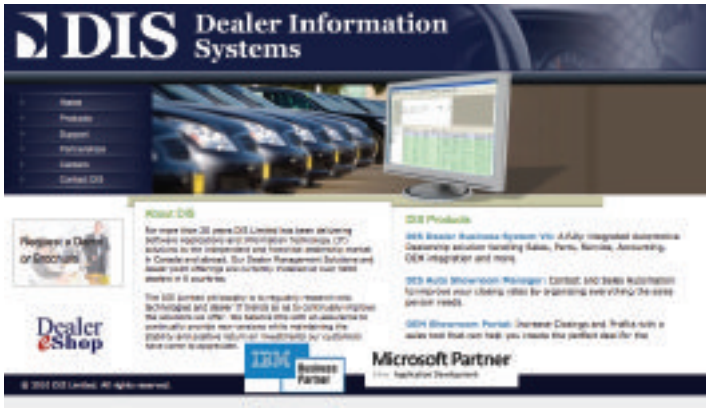
NISSAN CANADA

Nissan Canada has certified DIS for integration with its dealer communication systems (DCS). This includes the Infiniti luxury brand along with the Nissan nameplate.

"This already robust software offering is now available to any Nissan affiliated franchise in Canada," he says. "Nissan Canada historically would only allow its dealers to interface using a single DMS.

Hope says the automaker decided to give dealers a more competitive offering and opened up its certification requirements for the DCS to other DMS providers. Nissan also completely redesigned its DCS integration points with the DMS and replaced the over 20 year-old proprietary system that had been written and used by its mandated DMS vendor.

"By certifying multiple vendors, Nissan Canada now offers new choices and opportunities for the Canadian dealers. DIS includes complete integration from our DMS to Nissan/Infiniti DCS at no extra charge," he says.

DIS is a Canadian software provider of dealer management systems serving the Canadian automotive market for over 30 years.

The DMS package includes accounting, payroll, sales, in-house leasing, service, ERO, service dispatching, parts invoicing and inventory control as well as the OEM DCS. CAW