dealerBest

CAR DEALER: DIGITALIZATION FROM INSIDE OUT

Learning Session Digitalization | Guillermo Díaz Flores | 18th May 2019

SPAIN A STRANGE CASE

To understand the complexity of the digitalization process in Spain we have to take a look at the given conditions.

- **Administration and bureaucracy** – interacting of different actors, taxes vary with the operation and inefficient traffic authority.

- **Used car transfer –** depends on autonomous regions, original documents needed and if done C2C more time is involved.

- **New cars registration –** depends on central state and municipalities, previous work by car dealers needed, impossible to be done by costumers.

- **Implications -** the automotive companies are, in fact, true administrative offices.

CAR DEALERS CORE OF OUR BUSINESS

- **Bigger Picture -** day by day, month by month, compulsory standards, workflows affected by several agents and forced decisions.

- **Workflows -** folders full of documents travel through different departments, problems in coordination and communication result inefficient and time consuming.

- **Opportunities -** escape from paper depending dynamics, take advantage and collect data propperly, be faster and more efficient, design sales procedures according to new costumer mentality.

CAR MANUFACTURERS ADAPT OR DIE

- **The bigger picture** - uncertainty on fleet configuration, changing standards and strategies and new business models.

- **Workflows** - full of requirements, many agents interacting between car dealers and manufacturer, digital philosophy only focused on costumers and arbitrary audit processes.

- **Opportunities** - lead processes, networking with same brand colleagues, if something is not provided or missing, **create it!**
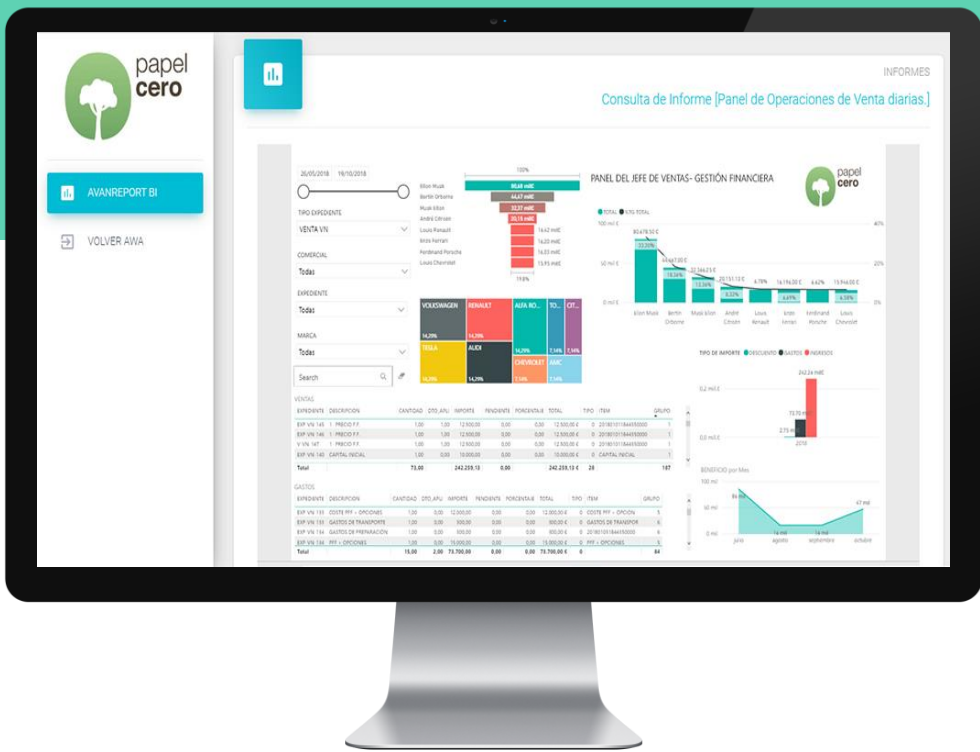
OUR SOLUTION:
PAPEL CERO

All-in-one tool where we unify our know-how in digitalization and in car document management.

- Digitalize every document
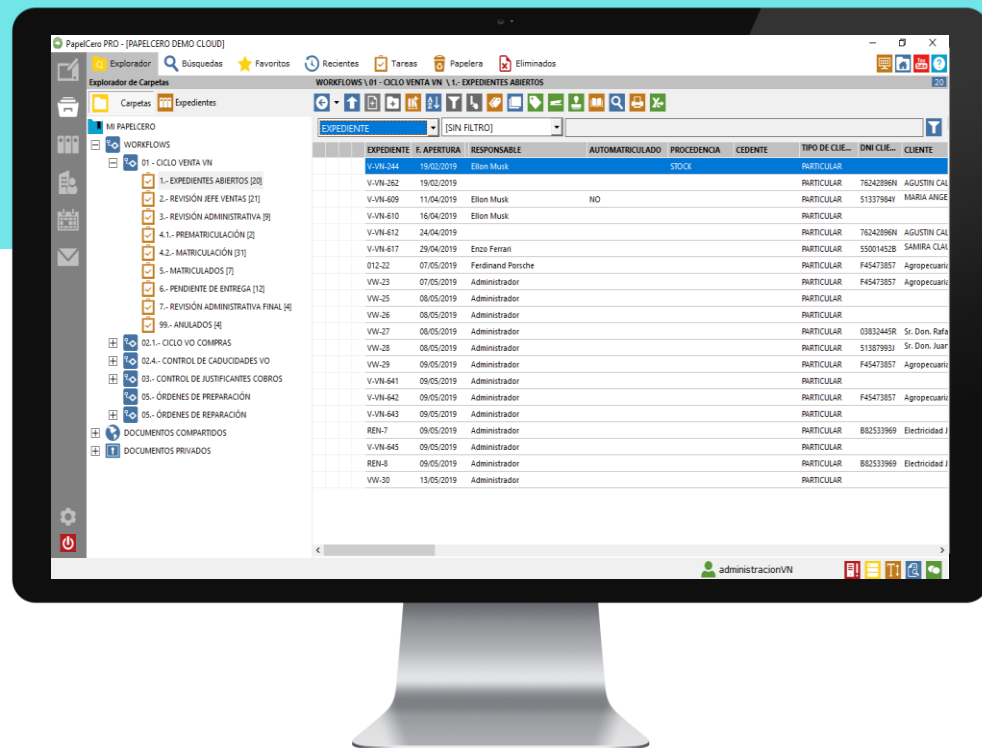- Big data
- Workflow processes
- Data analysis

Plus: Save tons of paper and time.

OUR SOLUTION: PAPEL CERO

It can be used in all areas of a car dealer.

- Sales procedures
- Financial analysis
- After sales
- HR documents
- Invoices
- Legal documents
- Library

WHAT YOU GAIN

Since 2016, 50 cars dealers all across Spain have been using our tool. Our software is in permanent development as we collect data and suggestions directly from our clients.

- Depend no longer on paper
- Receive, collect, analyse and structure every data
- Better communication and coordination between different departments
- Save time and resources

Paycar
C2C online sales process

First platform which allows used cars to be transfered 100% online, no documents are required.
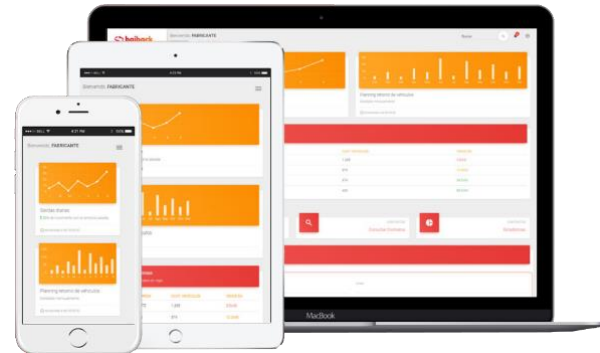Online payment and car status verification included.
Fast, secure and already in use.

Quikly
Car sharing system
for car dealers
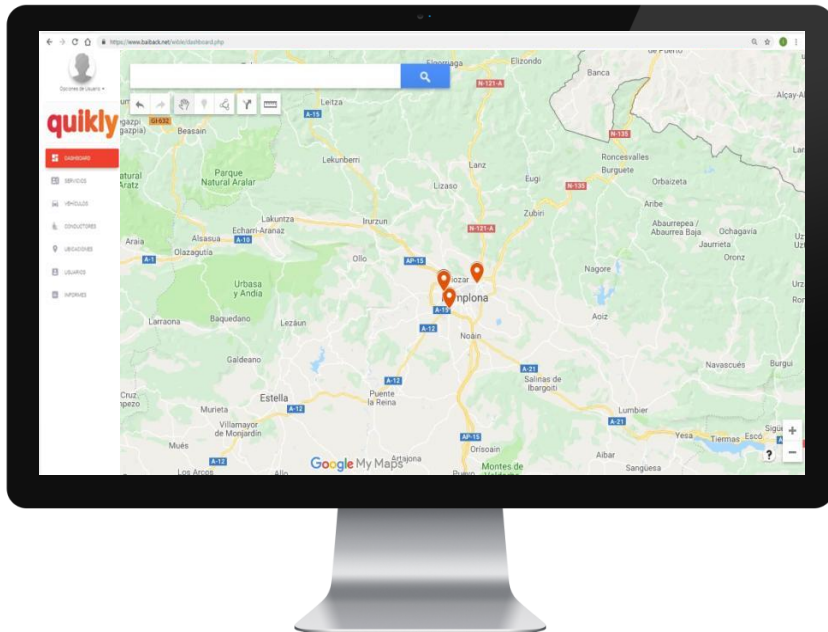
First online platform
exclusively designed for car
dealers. Management system
for car dealers and app for
users.
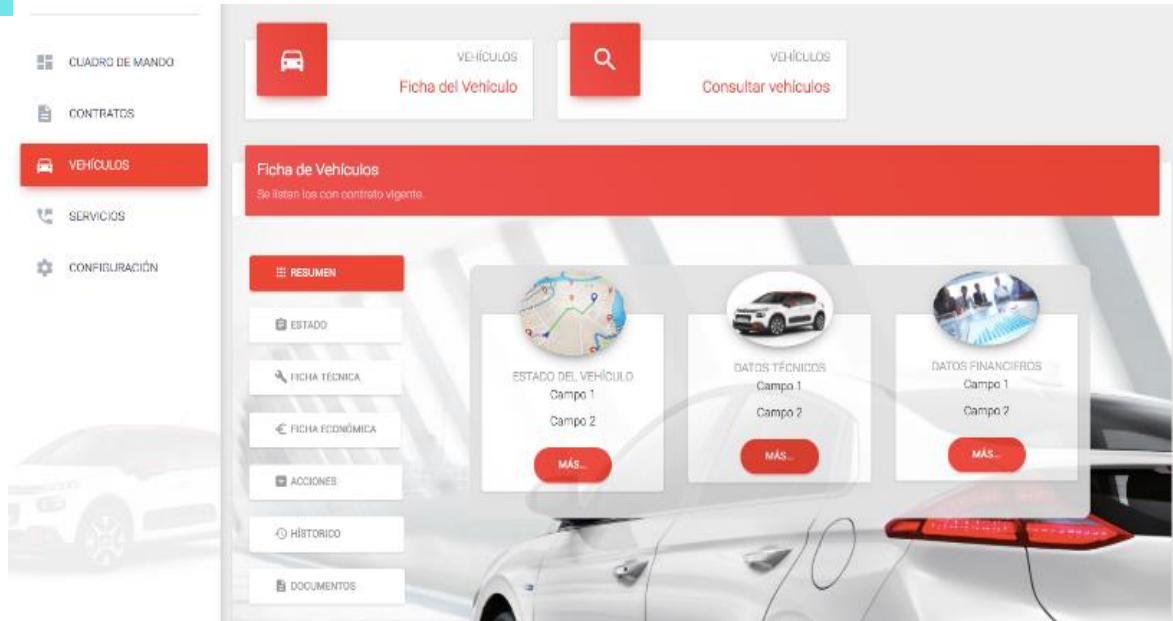
Baiback Conect Fleet management system

A powerful software which integrates all services.

dealerBest

Guillermo Díaz Flores
Documental Management

guillermo.diaz@dealerbest.com
+ 34 620 285 323

Check us out on: www.dealerbest.com

Thank you!