

CAconnexion™ Version 1.2

RELEASE NOTES | AUGUST 25, 2010

OVERVIEW: CAconnexion™ is a web-based sales automation tool that allows dealerships to monitor salesmen activities. Developed off of the Splendid CRM platform, which is a market leader in CRM platforms, CAconnexion is a sales automation tool that helps a dealer:

- Enhance follow-up by tracking prospective and sold customers
- Keep salesmen accountable for their leads and sold customers
- Automatically load customer information from a dealership's DMS

CAconnexion integrates with our CAprospect™ and/or CRcontact™ products to ensure the optimal contact management program for prospects and sold customers.

PURPOSE: In an ongoing effort to continue to provide you with the tools you need to effectively manage your customers we have made further enhancements to the CAconnexion web application you are using. We have and will continue to listen to you the user and make the necessary changes you may recommend. The implementation of these enhancements is immediate and you will notice a couple of new things that you will find make CAconnexion v1.2 even easier to use. They are;

- We have enabled the “**email**” button on the customer information page when an email address is available and populated in the address area for the customer. You can now simply click on the email button to send this customer an email without having to switch screens.
- Once an email is sent by you it will not appear in the dashboard as it has previously.
- Both the “**save**” button under vehicle info and the “**save note**” button will save the notes you entered for a customer. Previously only the “**save note**” button would save the new note.
- For “admin” users the “tree” of staff members utilizing the system will now be sorted and listed in alphabetical order.
- All vehicle sales will now appear on the dashboard 3 days after the customer purchase date, for you to make that initial customer satisfaction call.

We trust these enhancements will meet your satisfaction. We will continue to listen to you and work to make the CAconnexion application your reliable tool for customer follow-up. Please email any feedback to info@cmsdealer.com or contact your Service Representative.

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