

# Gillrie

CONSULTING

GILLRIE IS THE NATION'S  
LEADING DEALERSHIP  
TECHNOLOGY CONSULTANT



## INITIAL REVIEW

- REVIEW CURRENT SOFTWARE CONFIGURATION
- PROVIDE PRICING BENCHMARKS FOR CURRENT SETUP
- IDENTIFY POTENTIAL OVERLAP AND OPPORTUNITIES FOR SAVINGS
- DISCUSS DMS SOLUTIONS VS 3RD PARTY PROVIDERS



## DEMO & CONFIGURATION

- UPDATE ON ALL MAJOR DMS PROVIDERS
- DEMO QUESTIONS & STRUCTURE
- PROPOSAL ANALYSIS INCLUDING SIDE-BY-SIDE COMPARISON WITH CURRENT BILL
- PRODUCT REVIEW TO ENSURE BEST FIT



## NEGOTIATION

- CUSTOM NEGOTIATION STRATEGIES
- UPFRONT AND MONTHLY PRICING BENCHMARKS
- CONTRACT REVIEW WITH UNIQUE ADDENDA
- FULL REVIEW OF ALL DOCUMENTATION



## MONITORING

- COMPARISON OF BILL TO NEW CONTRACT
- ANNUAL BILLING REVIEW
- PRICING BENCHMARKS AND CONTRACT REVIEW
- IMPORTANT INDUSTRY UPDATES

NEGOTIATE WITH CONFIDENCE