



Auto/Mate Announces Integration with QuickScreen from 700Credit

Integration Provides Auto Dealers with Prescreen Access to Consumer Credit Profiles

ALBANY, NY, UNITED STATES,
September 19, 2016 /EINPresswire.com/
-- Auto/Mate Dealership Systems
announced today that its [dealership](#)



[management system](#) (DMS) is fully integrated with QuickScreen from 700Credit, a prescreening tool that allows auto dealers to instantly access customers' credit profiles, right from within their CRM. Auto dealers using Auto/Mate's Automotive Management Productivity Suite (AMPS) and 700Credit's consumer credit reporting and compliance products will benefit from the convenience and increased customer satisfaction that the integration offers.

“

Having access to a customer's credit information before the deal means the salesperson doesn't have to ask intrusive questions, which increases customer satisfaction

Mike Esposito, President and CEO of Auto/Mate

"Having access to a customer's credit information before the deal means the salesperson doesn't have to ask intrusive questions, which increases customer satisfaction," said Mike Esposito, President and CEO of Auto/Mate. "The QuickScreen button is now visible in our CRM and with a simple click, a customer's credit information can be pulled and saved into that record."

"With QuickScreen integrated into Auto/Mate's CRM, salespeople no longer have to jump in and out of applications, which significantly speeds up the sales process," said Ken

Hill, Managing Director of 700Credit. "If you're trying to reduce your store's purchase time from four to two hours, or even one hour, a prescreening tool is a must."

With just a name and phone number, QuickScreen performs a soft pull on the customer's credit data. No social security numbers or date-of-birth are required. A soft pull does not register on the customer's credit report as an official credit check, so there is no adverse affect on their score. However, to stay in compliance 700Credit does send the customer a firm offer of credit informing them they have been pre-qualified for a loan.

Auto/Mate's CRM, Customer/Mate, is a comprehensive CRM solution that allows dealers to track prospects, respond to internet and OEM leads, plus create and implement all the follow-up plans needed to connect with customers. Customer/Mate also has CarFax®, AutoCheck®, and NADA Book Out® integrations.

For more information, visit <http://www.automate.com> or call 877-829-7020.

About 700Credit

700Credit is the automotive industry's leading solution for credit reporting and compliance products and services. Products and services offered include credit reports, OFAC compliance, adverse action, fraud detection, score disclosure, online credit applications and more. 700Credit exists to provide its clients with the highest quality data in the most time efficient manner possible. For more information, visit: www.700credit.com.

About Auto/Mate

Auto/Mate Dealership Systems is a leading provider of dealership management system (DMS) software to retail automotive dealerships, typically saving dealers thousands of dollars per month from their current provider. Our Automotive Management Productivity Suite (AMPS) is a user-friendly, feature-rich DMS in use by more than 1,200 auto dealers nationwide. Auto/Mate has received DrivingSales Dealer Satisfaction Awards in 2012, 2013, 2014 and 2015.

Auto/Mate's employees have more than 940 years of combined experience working in franchised auto dealerships, the foundation of its "Designed By Car People For Car People™" slogan. Auto/Mate is committed to winning its customers' business each and every month with no long-term contracts and free software upgrades. For more information follow us on Twitter @AutoMateDMS and subscribe to our blog at www.automate.com/blog.

Holly Forsberg
Carter West Public Relations
602-680-8960
email us here

This press release can be viewed online at: <http://www.einpresswire.com>

Disclaimer: If you have any questions regarding information in this press release please contact the company listed in the press release. Please do not contact EIN Presswire. We will be unable to assist you with your inquiry. EIN Presswire disclaims any content contained in these releases.

© 1995-2016 IPD Group, Inc. All Right Reserved.