# Trucks & buses sales factsheet

From obsolete sales tactics to the fulfillment of growth visions



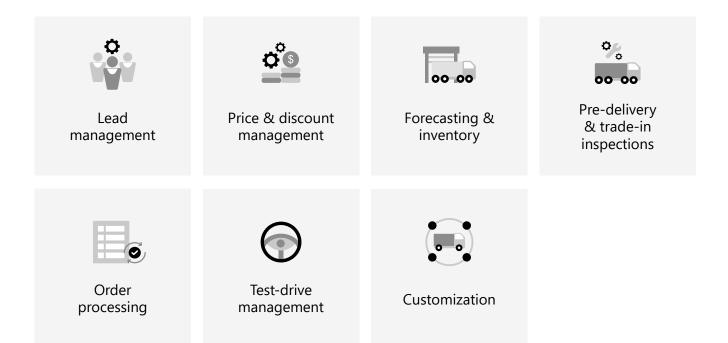


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# Sales challenges faced by trucks & buses businesses

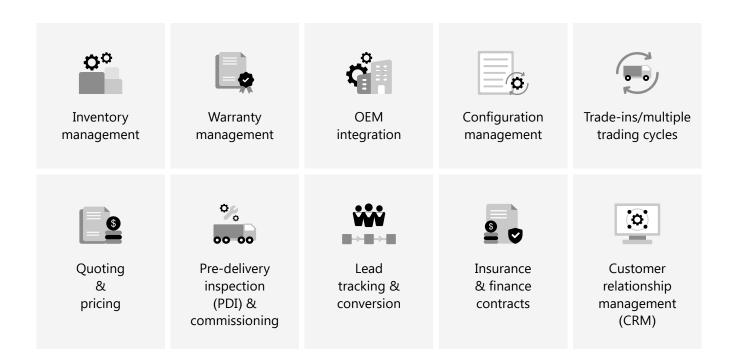


# Seamless sales operations from beginning to end with A365

A365 enhances the engagement between businesses with their customers. It utilizes engaging and hyper-personalized interactions to provide unparalleled customer experience at every touchpoint, creating a more convenient path to purchase, simultaneously building trust and brand loyalty. With A365, businesses can leverage advanced technologies and analytics to drive shorter, faster, and more tailored customer engagement. This helps businesses redefine their sales strategy by expeditiously automating customer engagement, driving unique marketing campaigns, and accelerating the conversion of potential leads.



## A365 trucks & buses sales features



## A365 trucks & buses sales functionality coverage



### Sales management

#### Quote & fulfill new vehicles sales

Quotes and fulfills new vehicles sales, ensuring customer satisfaction and streamlined transactions.

#### Quote & sell used vehicles

Simplifies the process of quoting and selling used vehicles for a hassle-free customer experience.

#### Virtual dealer

Leverages the power of a virtual dealership for an enhanced and convenient customer experience.

#### Manage campaigns & opportunities

Enhances campaign and opportunity management for better customer engagement and revenue growth.

#### Manage customer contracts

Optimizes customer contract management with advanced tracking and features.

#### **Accessories & attachments**

Manages accessories and attachments for a comprehensive product range.

#### **Maintain prices & agreements**

Maintains prices and agreements to ensure accurate and transparent transactions.

#### Manage customer loyalty

Optimizes customer loyalty programs and initiatives for enhanced customer relations.

#### Quote & sell services

Simplifies the process of quoting and selling services, meeting customer needs efficiently.

#### Special prices for competitive parts

Offers special pricing for competitive parts to attract and retain customers.

#### Demo & loan vehicles

Manages demo and loan vehicles for enhanced customer experiences.

#### Predict fleet renewal

Predicts fleet renewal needs, ensuring proactive customer service.

#### **Business development center**

Leverage a business development center for enhanced customer relations and growth opportunities.

#### Multiple makes, models & configurations

Manages multiple makes, models, and configurations seamlessly for a diverse product offering.

#### Used vehicle sales

Simplifies used vehicle sales processes for efficient transactions and customer satisfaction.

#### Insurance & finance contracts

Simplifies insurance and finance contract management for a transparent and customerfriendly experience.

#### Vehicle configuration options

Optimizes vehicle configuration options to meet specific customer requirements.

#### Engineering-to-order

Manages engineering-to-order processes for customized vehicle solutions.

#### Sales pricing management

Streamlines sales pricing management for accurate and competitive offerings.

#### Trade-ins/multiple trading cycles

Streamlines trade-ins with support for multiple trading cycles, ensuring flexibility.

#### **Custodians-owners & drivers management**

Manage custodians, owners, and drivers for better asset control.

#### Warranty sales

Optimizes warranty sales for enhanced product support and customer satisfaction.

#### PDI & vehicles commissioning

Manages pre-delivery inspections and vehicle commissioning for quality assurance.

#### Assembled-to-order

Optimizes assembled-to-order procedures for efficient vehicle assembly.

#### Customer data & segmentation

Utilizes customer data and segmentation for personalized and effective marketing strategies.

#### Trade-in & sell vehicles (new and used)

Streamlines the trade-in and sales process for both new and used vehicles, enhancing customer convenience.

#### CKD

Manages completely knocked down (CKD) assembly processes for customized vehicle solutions.

#### Customer 360°

Provides a comprehensive 360° view of customers for better service and relationship management.

#### Service agreements

Optimizes service agreement management for superior service delivery and customer loyalty.

#### **Bodybuilder planning**

Streamlines bodybuilder planning for efficient vehicle customization.

#### Manufactured-to-order

Streamlines manufactured-to-order processes for tailored vehicle manufacturing.

#### **Custom vehicle homologation**

Streamlines custom vehicle homologation processes for efficient compliance and delivery.

#### Vehicle registration process

Simplifies the vehicle registration process for customer convenience and compliance.

#### Delivery plan

Optimizes delivery planning for efficient and on-time vehicle deliveries.

## Maintain sales, franchise & commission configuration

Manages sales, franchise, and commission configurations with precision and efficiency.





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