

## **Dealer LOGIX<sup>®</sup> SaaS Sales Process for Service Drives Moves to Hybrid Open Source Model**

*Independent software companies and third parties now have the capability to develop features and services that integrate with the Dealer LOGIX<sup>®</sup> sales process for auto dealership service drives. This new advancement comes as the Software as a Service (SaaS) sales process moves toward a hybrid open source development model.*

([PRWeb](#)) January 14, 2009 -- Dealer LOGIX<sup>®</sup>, the premier Software as a Service ([SaaS](#)) sales process for auto dealership service drives, announces its movement toward a Hybrid Open Source development model. The move is designed to allow Dealer LOGIX<sup>®</sup> business partners and independent software development houses the opportunity to develop features and services that integrate with or leverage Dealer LOGIX's<sup>®</sup> core software system.

"Delivered as [Software as a Service](#), the Dealer LOGIX<sup>®</sup> sales process provides the ability to rapidly implement new features for clients in this demanding market," says Mark Brandon, president of software company Flat Hat Systems, and creator of the Dealer LOGIX<sup>®</sup> system. "With the transition to a hybrid open source development model, Dealer LOGIX<sup>®</sup> business partners and independent software developers have the ability to create customized programs for the Dealer LOGIX<sup>®</sup> system, programs that could offer even greater value and service to service drives, customers and dealerships' bottom lines."

To facilitate the transition to an [open source](#) platform, Flat Hat Systems has implemented a world class software development environment utilizing Subversion and Team City software tools. This combination of tools allows Flat Hat Systems to open the development environment to the development community while maintaining tight control over quality and security.

The Dealer LOGIX<sup>®</sup> sales process uses a systems approach to service drive sales, ensuring every customer is presented with consistent maintenance options, as determined by the dealership.

Products and services are "packaged" to give the customer a clear choice for maintaining his or her vehicle, while maximizing service drive revenue. Packaging products with a proven SaaS sales process and technology enables dealerships to build and solidify a loyal customer base, because the sales process is both engaging and easy for customers to understand.

The ease of understanding and a proven, repeatable sales process provided by the Dealer LOGIX<sup>®</sup> sales process also helps dealerships maximize revenue at every customer visit and increase hours per repair order. With Dealer LOGIX<sup>®</sup>, sales drive management can maintain full control of the sales process by receiving daily process compliance reports that show which sales advisors are using the process and how they're doing. Management then has the opportunity to use this information to increase sales before the month ends.

As a 100 percent Web-hosted service with no software to install or update, anyone can master the Dealer LOGIX<sup>®</sup> sales process in minutes.



For more information about Dealer LOGIX®, the premier SaaS sales process for dealership service drives, or for more information about its move to a hybrid [open source](#) development model, visit <http://www.dealerlogix.com/index.php>.

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