2017

Apps Empowered™

EMPOWER

Driving Value Through the Entire Organization

Creating “One Dominion”

Nichole Browning

Digital Deployment & Support Manager, Dominion Dealer Solutions

QUICK BASE

Introduction

Nichole Browning

Digital Deployment & Support Manager

Dominion Dealer Solutions

Nichole.browning@drivedominion.com

317-428-6058 (o)

AGENDA

1. Fun Facts
2. What is Dominion & Products
3. My Quick Base Story
4. Quick Base our Hero (Success Story!)
5. Individual Quick Base Apps
6. The birth of “One Dominion”

Fun Facts

QUICK BASE

Fun Facts

1. Enjoy riding my motorcycle
   - Rode the Dragon!
2. From Wisconsin and Packer Fan
3. Have a Bachelor of Science in OLS from Purdue and going for my Masters in Management at WGU

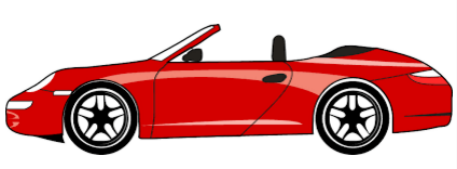
2 Dominion Dealer Solutions

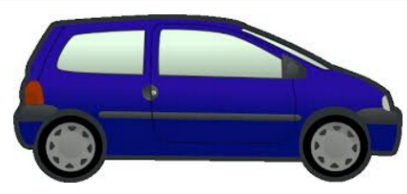
QUICK BASE

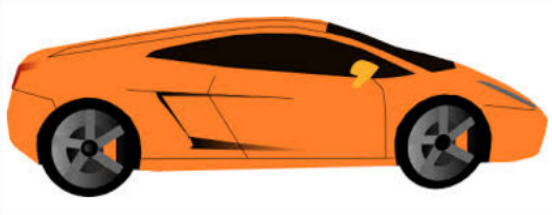
What is Dominion?

Mission: Our mission is to help car dealers attract, retain, and service customers for life.

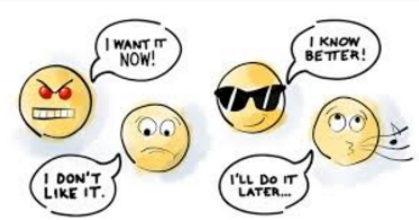
http://www.drivedominion.com/







① Our Products



Prime Response®

DominionCRM

DominionDMS

Responsive Websites

Inventory

DealActivator™

Marketing Services

EMPOWER

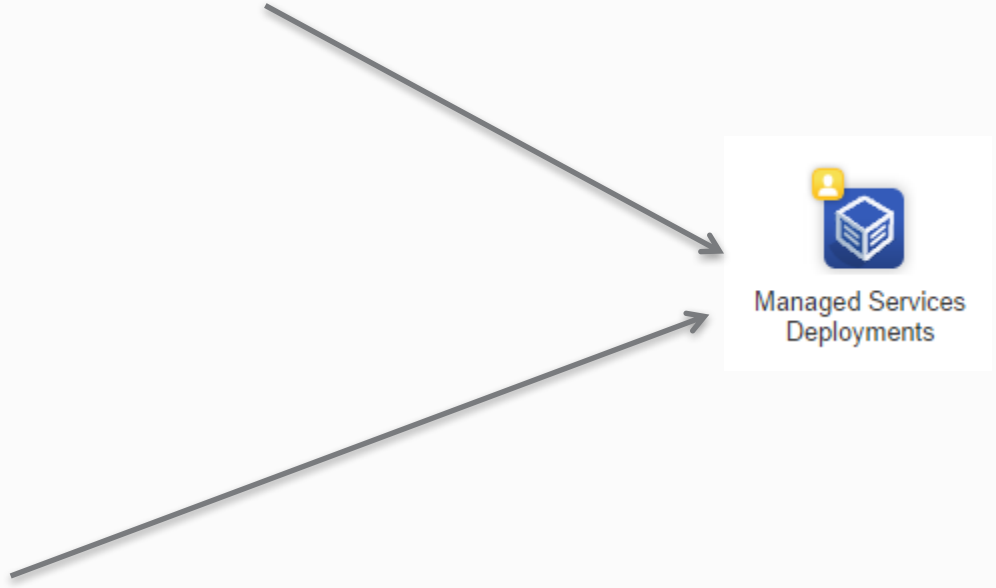
#EMPOWER2017

3 My QuickBase Story

QUICK BASE

How I started with QuickBase

1. Started tracking Deployment tasks (started in January 2015)
2. Prime deployment
3. Managed Service Deploy.
4. VinVelocity Deploy.
5. Newsletter Deploy.
6. PBM Deployments.
7. SMS Texting Deploy.



4 QuickBase To The Rescue

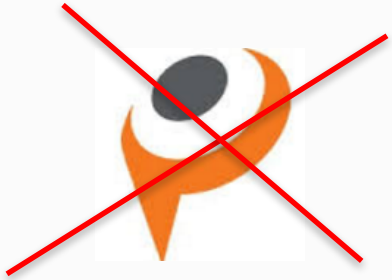
QUICK BASE

The Issue

$~1.5 million dollars monthly revenue

Prior 3 years same issue lost $~500,000 monthly

Solutions

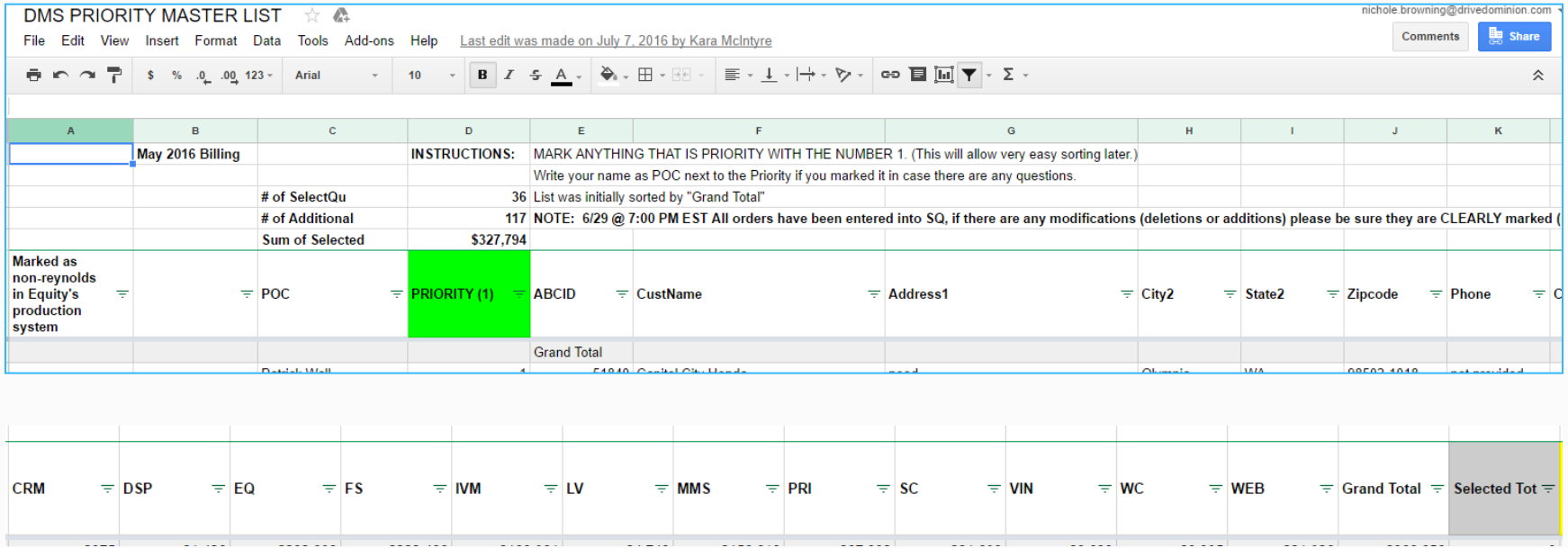


- Parature
- DDSSync
- Quick Base

Quick Base

DMS Priority Master List

Currently using Google Doc



DMS PRIORITY MASTER LIST

nichole.browning@drivedominion.com

File Edit View Insert Format Data Tools Add-ons Help Last edit was made on July 7, 2016 by Kara McIntyre

Comments Share

	May 2016 Billing		INSTRUCTIONS:	MARK ANYTHING THAT IS PRIORITY WITH THE NUMBER 1. (This will allow very easy sorting later.)							
				Write your name as POC next to the Priority if you marked it in case there are any questions.							
		# of SelectQu	36	List was initially sorted by "Grand Total"							
		# of Additional	117	NOTE: 6/29 @ 7:00 PM EST All orders have been entered into SQ, if there are any modifications (deletions or additions) please be sure they are CLEARLY marked (							
		Sum of Selected	$327,794								
Marked as non-reynolds in Equity's production system		POC	PRIORITY (1)	ABCID	CustName	Address1	City2	State2	Zipcode	Phone	C
				Grand Total							

CRM	DSP	EQ	FS	IVM	LV	MMS	PRI	SC	VIN	WC	WEB	Grand Total	Selected Tot

DMS Priority Master List … cont.

Date Called	DDS Employee	Type of Action Taken	NOTES	ABCID	DA_Deale	DealerPhoneNum	OEMDealerContact	OEMDealerContactEmail	Dealer IT Contact
				Grand Total					

IT Contact Phone Number	Additional Contact Information	Dominion Equity Specialist	Equity Specialist Email

39 Columns!

Migration Records Table

1-200 of 622 Records — All

Date Modified	Product Owns	PRIORITY (1)	Customer Name	Assigned To	Status	CRM	DSP	EQ	FS	IVM	LV	MMS	PRI	SC	VIN	WC	WEB	assigned to email address	assigned to phone number	SQ - Dealer Issues Date	SQ ID
10-14-2016 03:58 PM	Prime (Patrick)		Capitol City Honda	Mike Lazzari	Closed - No Longer a Customer		$773					$8498	$587		$4800		$1297	michael.lazzari@drivedominion.com	(413) 327-3087		
08-15-2016 01:36 PM	Shelley (Combined)		O'brien Hyundai Mitsubishi Sub		Closed - Different Data Source	$350		$1095		$648		$6419	$575	$1674				polling@getauto.com	(800) 647-8425		
08-30-2016 11:01 AM	Equity / Prime		Med Center Mazda	SelectQu	Completed SQ Set Up		$653	$1095				$1382	$1699		$2000		$1413	steve.sapponaro@drivedominion.com	(856) 832-2222		
07-13-2016 08:17 PM	Shelley (Combined)		Troy Honda	SELECTQU STAFF	Completed SQ Set Up			$1095	$416	$199		$1561	$1199				$2794	polling@getauto.com	(800) 647-8425		
07-13-2016 08:17 PM	Prime (Patrick)		Premier Kia Lufkin	SELECTQU STAFF	Completed SQ Set Up					$868		$4293	$499				$1399				
07-22-2016 03:13 PM	Shelley (Combined)		Ben Mynatt Nissan	SELECTQU STAFF	Completed SQ Set Up			$1095	$1041	$768		$3454					$699	support@selectqu.com	(856) 832-2222		

Migration App was born!

Home | Users | Records | Email List | Summary Dealer Table | New Table

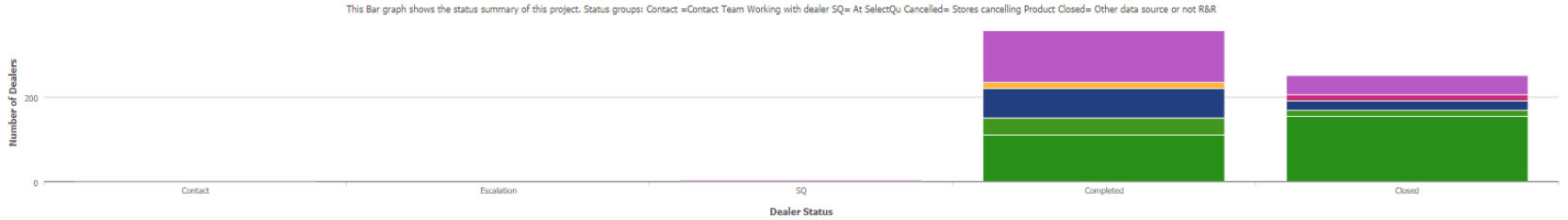
SelectQu Migration
SETTINGS

Default Dashboard

Summary Report

Product Owns	Cancelled	Equity (Amy V)	Equity / Prime	Not Reynolds	Prime (Patrick)	Shelley (Combined)	Shelley (INV)	Totals
Status	Number of Records	Number of Records	Number of Records	Number of Records	Number of Records	Number of Records	Number of Records	Number of Records
Contact Team - Initial contact being made	-	-	-	-	-	1	-	1
Contact Team - Still need right person	-	-	-	-	-	-	1	1
Contact Team - Working with right person	-	1	-	-	-	-	-	1
Contact Team - SQ Returning to DDS	-	2	-	-	1	1	-	4
Escalation Team - Uninterested Dealers (Escalation needed)	-	-	-	-	-	-	1	1
SQ - Sent to SelectQu	-	2	-	-	-	-	-	2
SQ - Dealer Issues	-	2	-	-	-	-	-	2
Completed SQ Set Up	-	122	13	-	70	40	109	354
Closed - Different Data Source	-	32	-	13	15	11	139	210
Closed - No Longer a Customer	7	13	1	1	7	3	14	46
Totals (26 groups)	7	174	14	14	93	56	264	622

Stacked Bar Graph - Status Summary



Reports = People were Accountable

Summary Report

Product Owns	Cancelled	Equity (Amy V)	Equity / Prime	Not Reynolds	Prime (Patrick)	Shelley (Combined)	Shelley (INV)	Totals
Status	Number of Records	Number of Records	Number of Records	Number of Records	Number of Records	Number of Records	Number of Records	Number of Records
Contact Team - Initial contact being made	-	-	-	-	-	1	-	1
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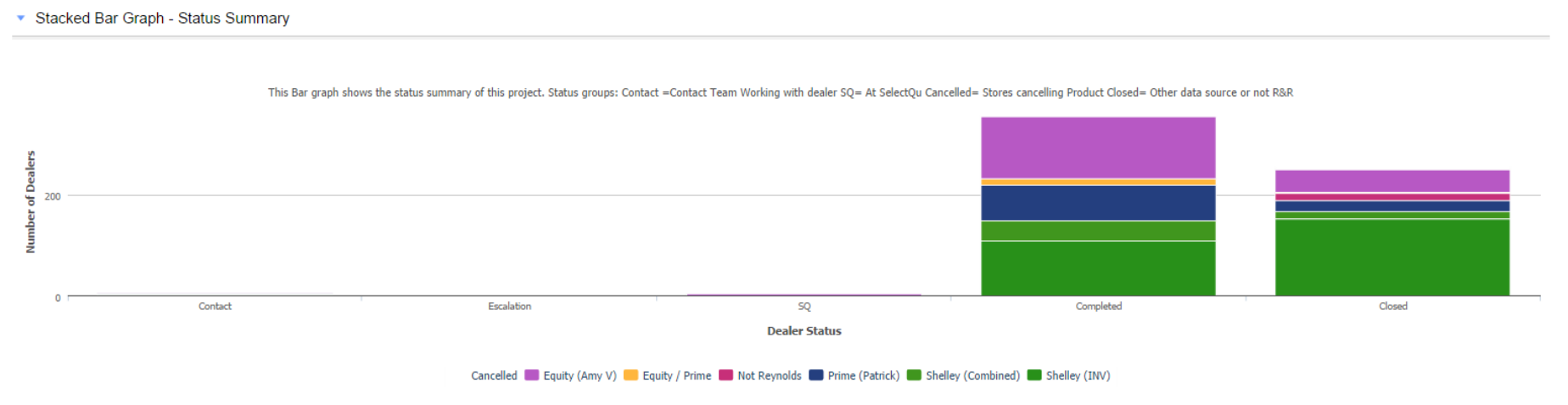
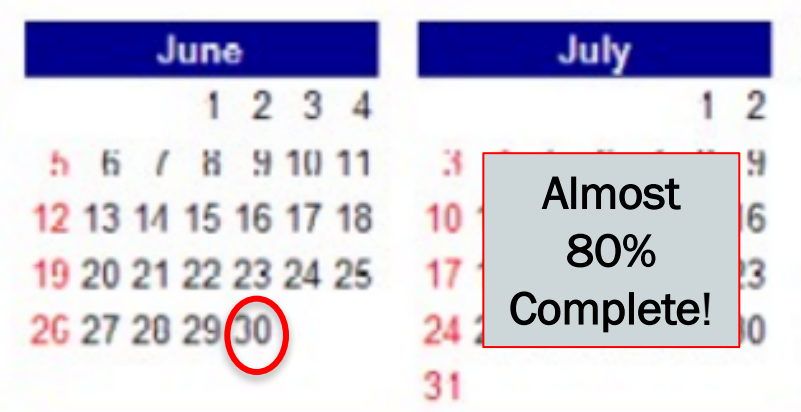
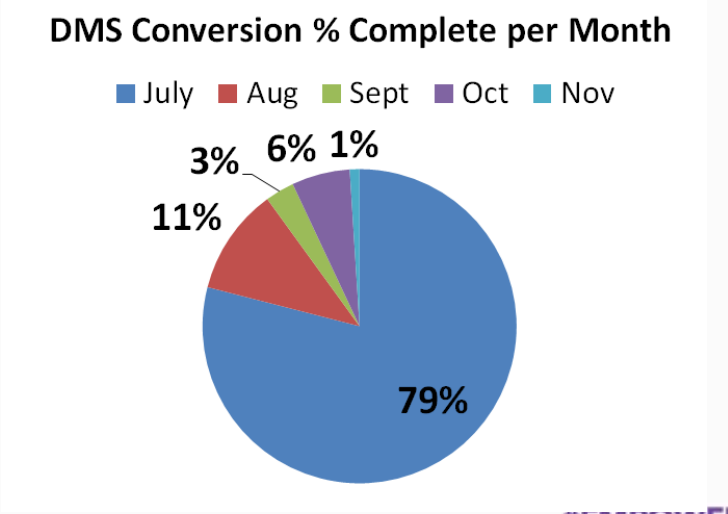
At the End!


Stacked Bar Graph - Status Summary
This Bar graph shows the status summary of this project. Status groups: Contact =Contact Team Working with dealer SQ= At SelectQu Cancelled= Stores cancelling Product Closed= Other data source or not R&R
Number of Dealers
200
0
Contact
Escalation
SQ
Completed
Closed
Dealer Status
Cancelled
Equity (Amy V)
Equity / Prime
Not Reynolds
Prime (Patrick)
Shelley (Combined)
Shelley (INV)

Results



- Set up June 30th
- July & ~80% completed
- Only lost $~70,000 monthly NOT $~500,000



Statements of Truth

"Quick Base turned a corporate nightmare into a high paced success story saving over a million dollars monthly revenue."

"The automated reports in Quick Base facilitated real time communication across the country."

"The ease of uploading an excel file to create a custom app resulted in an immediately responsive corporate reaction. As a result, we were able to take action on day one rather than be stalled in strategy."

"Quick Base is a software solution that facilitated my plan to move from theory and hope to results immediately."

What Else could Quick Base do?

What else could Quick Base do?

8. DealActivator Deployments (redesign)

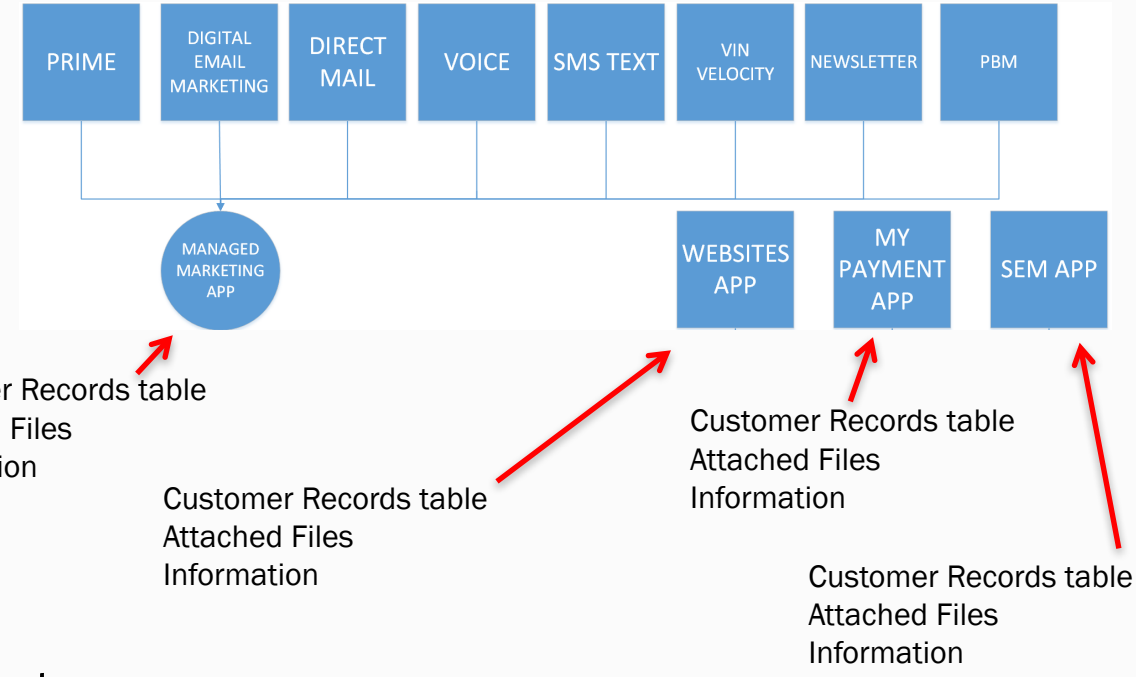
9. Created SoftCredit DealActivator Conversion project App

10. Conquest deployment (Direct Mail) added to Managed App

Growing so much, more apps, more information

Needed to be more organized!

My Issue

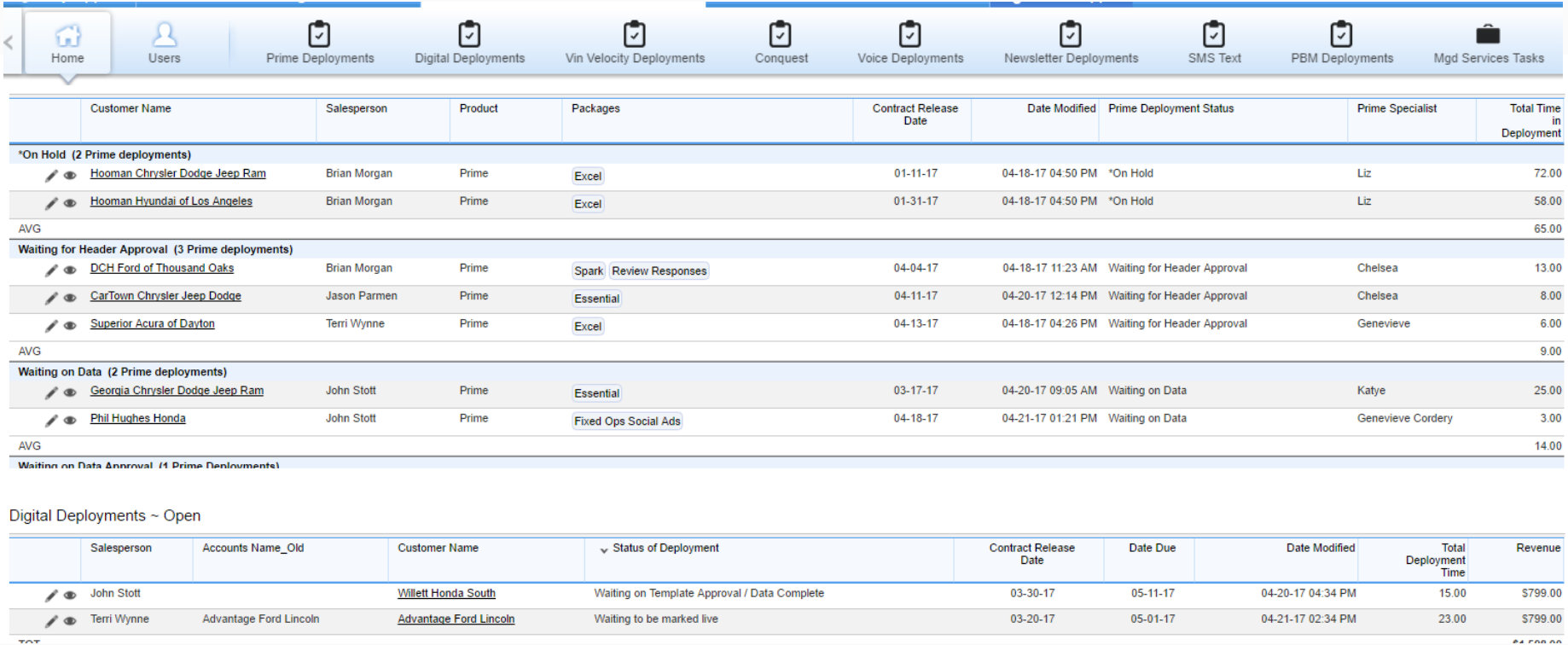


- Multiple places to look for info
- Entering same customer info in separate apps
- Multiple products, multiple apps, multiple updates…. Oh my!!
- Multiple Reports Sent = 1 for each table.

5 The Individual Apps

QUICK BASE

Managed Services App



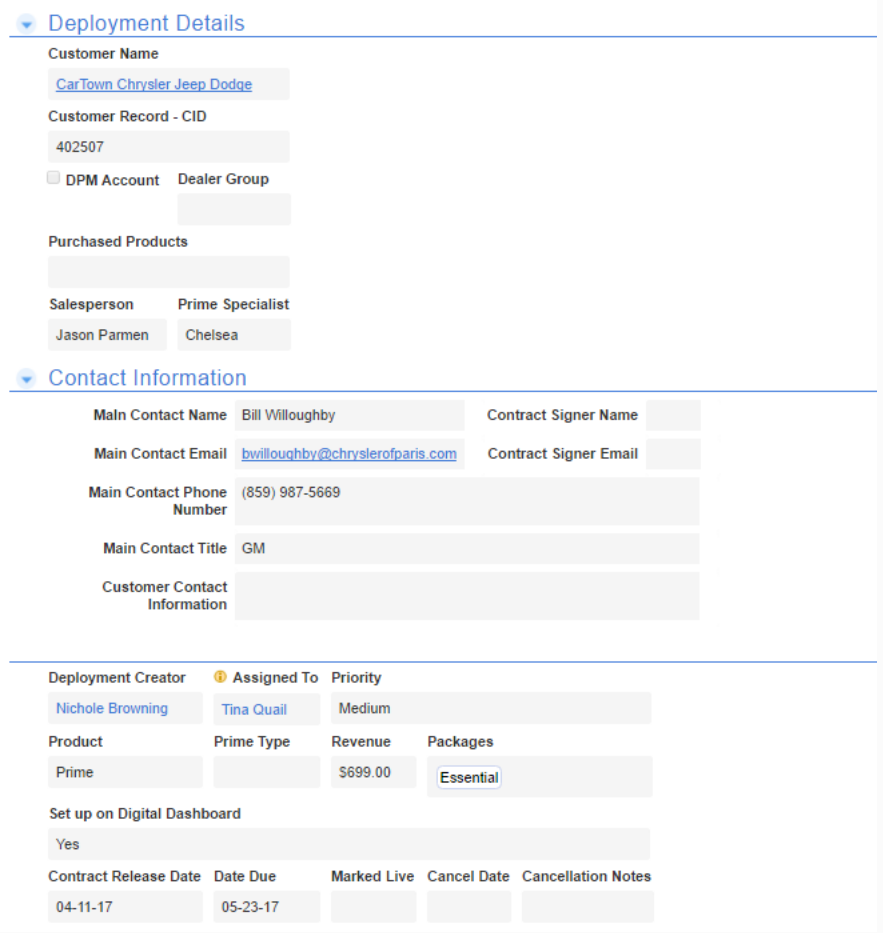
Home | Users | Prime Deployments | Digital Deployments | Vin Velocity Deployments | Conquest | Voice Deployments | Newsletter Deployments | SMS Text | PBM Deployments | Mgd Services Tasks

	Customer Name	Salesperson	Product	Packages	Contract Release Date	Date Modified	Prime Deployment Status	Prime Specialist	Total Time in Deployment
***On Hold (2 Prime deployments)**									
	Hooman Chrysler Dodge Jeep Ram	Brian Morgan	Prime	Excel	01-11-17	04-18-17 04:50 PM	*On Hold	Liz	72.00
	Hooman Hyundai of Los Angeles	Brian Morgan	Prime	Excel	01-31-17	04-18-17 04:50 PM	*On Hold	Liz	58.00
AVG									65.00
Waiting for Header Approval (3 Prime deployments)									
	DCH Ford of Thousand Oaks	Brian Morgan	Prime	Spark, Review Responses	04-04-17	04-18-17 11:23 AM	Waiting for Header Approval	Chelsea	13.00
	CarTown Chrysler Jeep Dodge	Jason Parmen	Prime	Essential	04-11-17	04-20-17 12:14 PM	Waiting for Header Approval	Chelsea	8.00
	Superior Acura of Dayton	Terri Wynne	Prime	Excel	04-13-17	04-18-17 04:26 PM	Waiting for Header Approval	Genevieve	6.00
AVG									9.00
Waiting on Data (2 Prime deployments)									
	Georgia Chrysler Dodge Jeep Ram	John Stott	Prime	Essential	03-17-17	04-20-17 09:05 AM	Waiting on Data	Katye	25.00
	Phil Hughes Honda	John Stott	Prime	Fixed Ops Social Ads	04-18-17	04-21-17 01:21 PM	Waiting on Data	Genevieve Cordery	3.00
AVG									14.00
Waiting on Data Approval (1 Prime Deployments)									

Digital Deployments ~ Open

	Salesperson	Accounts Name_Old	Customer Name	Status of Deployment	Contract Release Date	Date Due	Date Modified	Total Deployment Time	Revenue
	John Stott		Willett Honda South	Waiting on Template Approval / Data Complete	03-30-17	05-11-17	04-20-17 04:34 PM	15.00	$799.00
	Terri Wynne	Advantage Ford Lincoln	Advantage Ford Lincoln	Waiting to be marked live	03-20-17	05-01-17	04-21-17 02:34 PM	23.00	$799.00
TOT									$1,598.00

Customer Information



Deployment Details

Customer Name
CarTown Chrysler Jeep Dodge

Customer Record - CID
402507

DPM Account | Dealer Group

Purchased Products

Salesperson	Prime Specialist
Jason Parmen	Chelsea

Contact Information

Main Contact Name	Bill Willoughby	Contract Signer Name	
Main Contact Email	bwilloughby@chryslerofparis.com	Contract Signer Email	
Main Contact Phone Number	(859) 987-5669		
Main Contact Title	GM		
Customer Contact Information			

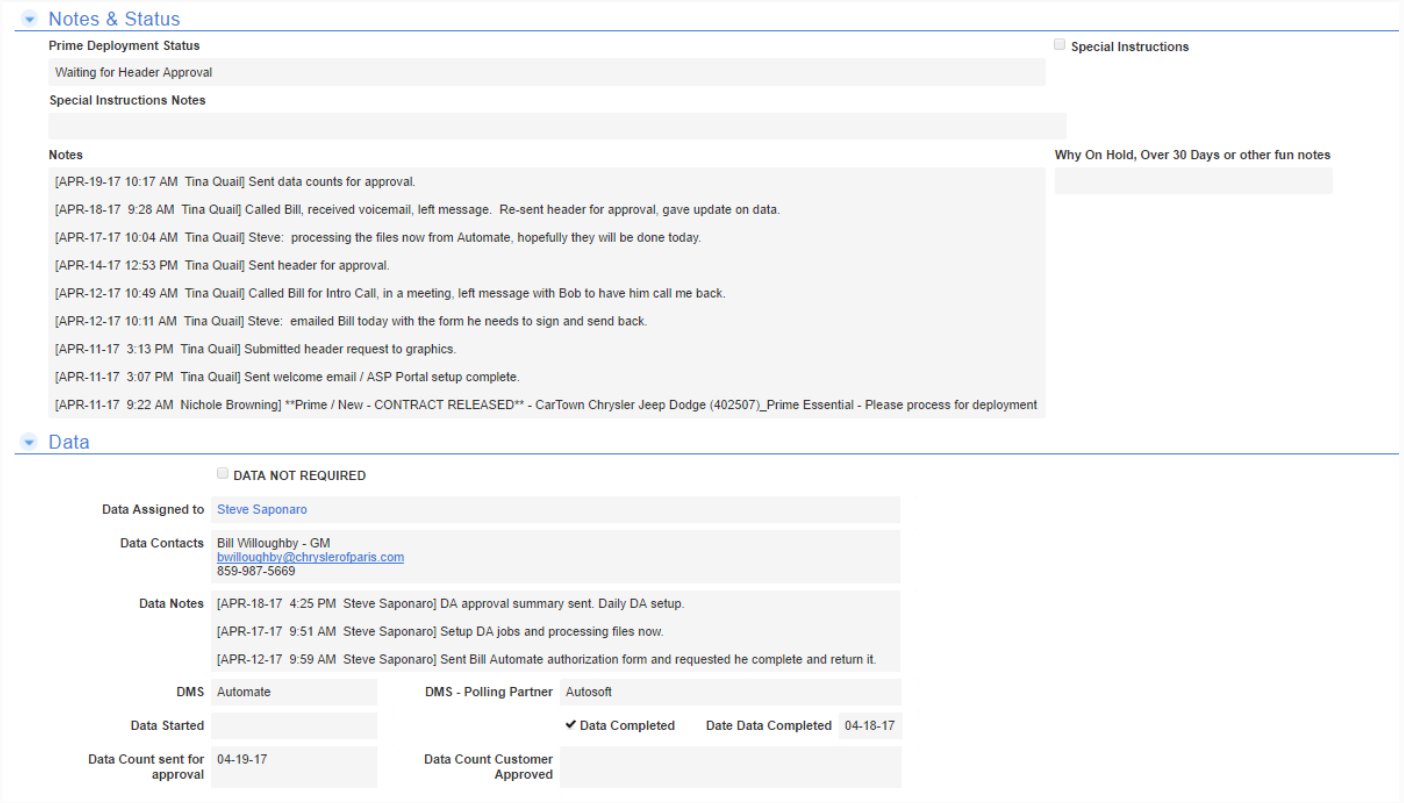
Deployment Creator	Assigned To	Priority
Nichole Browning	Tina Quail	Medium

Product	Prime Type	Revenue	Packages
Prime		$699.00	Essential

Set up on Digital Dashboard
Yes

Contract Release Date	Date Due	Marked Live	Cancel Date	Cancellation Notes
04-11-17	05-23-17			

Notes & Statuses



Notes & Status

Prime Deployment Status

Waiting for Header Approval

Special Instructions

Special Instructions Notes

Notes

[APR-19-17 10:17 AM Tina Quail] Sent data counts for approval.

[APR-18-17 9:28 AM Tina Quail] Called Bill, received voicemail, left message. Re-sent header for approval, gave update on data.

[APR-17-17 10:04 AM Tina Quail] Steve: processing the files now from Automate, hopefully they will be done today.

[APR-14-17 12:53 PM Tina Quail] Sent header for approval.

[APR-12-17 10:49 AM Tina Quail] Called Bill for Intro Call, in a meeting, left message with Bob to have him call me back.

[APR-12-17 10:11 AM Tina Quail] Steve: emailed Bill today with the form he needs to sign and send back.

[APR-11-17 3:13 PM Tina Quail] Submitted header request to graphics.

[APR-11-17 3:07 PM Tina Quail] Sent welcome email / ASP Portal setup complete.

[APR-11-17 9:22 AM Nichole Browning] **Prime / New - CONTRACT RELEASED** - CarTown Chrysler Jeep Dodge (402507)_Prime Essential - Please process for deployment

Why On Hold, Over 30 Days or other fun notes

Data

DATA NOT REQUIRED

Data Assigned to: Steve Saponaro

Data Contacts: Bill Willoughby - GM
bwilloughby@chryslerofparis.com
859-987-5669

Data Notes:
[APR-18-17 4:25 PM Steve Saponaro] DA approval summary sent. Daily DA setup.
[APR-17-17 9:51 AM Steve Saponaro] Setup DA jobs and processing files now.
[APR-12-17 9:59 AM Steve Saponaro] Sent Bill Automate authorization form and requested he complete and return it.

DMS: Automate

DMS - Polling Partner: Autosoft

Data Started:

✔ Data Completed

Date Data Completed: 04-18-17

Data Count sent for approval: 04-19-17

Data Count Customer Approved:

Deployment Start & End Times

Initial Setup Tasks

Intro Email Completed	04-11-17	Intro Call Completed	04-12-17
ASP / Portal Setup Sent	04-11-17	ASP / Portal Setup Complete	04-11-17

Header Tasks

☐ Header / Email / Sur / Camp. NOT REQUIRED

Header request sent to Graphics	04-11-17	Header Received from Graphics	04-13-17
Header Sent to Customer for Approval	04-14-17	Header Approval Received	

Campaign & Surveys

Email/ Survey/ Camp. request sent to Deploy.		Email/Survey/Camp. Received from Deploy.	
Email/Survey/Camp. sent for Approval		Email/ Survey/ Camp. Approved	

Social Add On Tasks

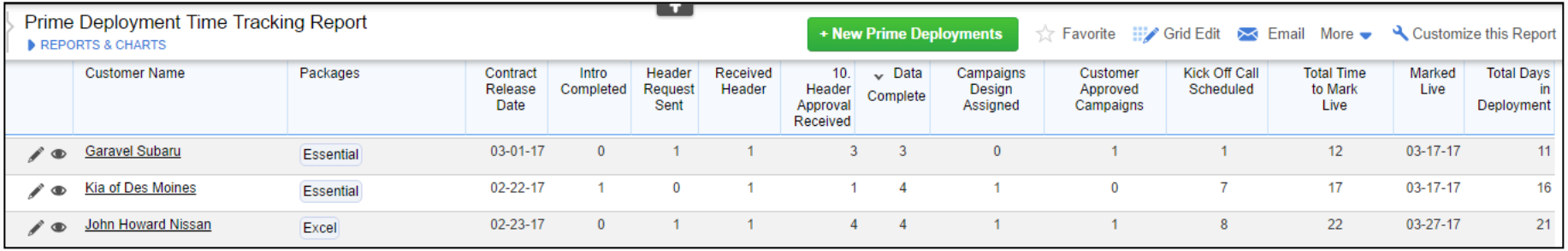
FB Integration Started		FB Integration Completed	
FB Pixel Creation Started		FB Pixel Creation Completed	
FB Pixel Installed on Website Started		FB Pixel Installed on Website Completed	
FB Audience Built Started		FB Audience Built Complete	
Review Site Login			

Kick Off / Training Call

☐ Specialist Completing Call

Digital Dashboard Request Sent			
Kick Off / Training Call Scheduled		Kick Off / Training Call Completed	
Sync Contract Product Name added Account			

App Reporting

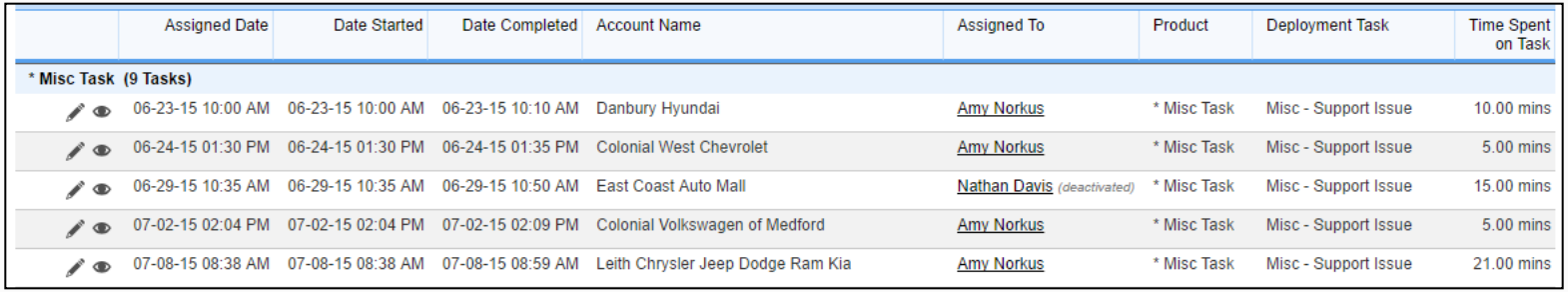


Prime Deployment Time Tracking Report

REPORTS & CHARTS

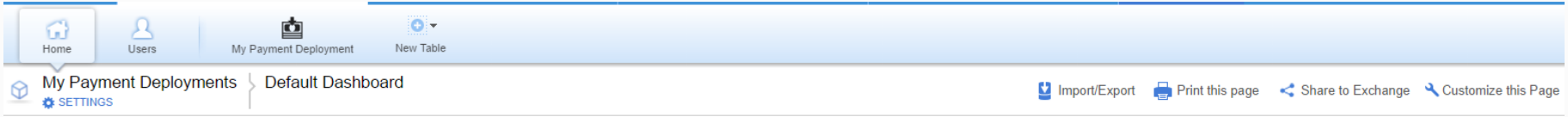
+ New Prime Deployments | Favorite | Grid Edit | Email | More | Customize this Report

Customer Name	Packages	Contract Release Date	Intro Completed	Header Request Sent	Received Header	10. Header Approval Received	Data Complete	Campaigns Design Assigned	Customer Approved Campaigns	Kick Off Call Scheduled	Total Time to Mark Live	Marked Live	Total Days in Deployment
Garavel Subaru	Essential	03-01-17	0	1	1	3	3	0	1	1	12	03-17-17	11
Kia of Des Moines	Essential	02-22-17	1	0	1	1	4	1	0	7	17	03-17-17	16
John Howard Nissan	Excel	02-23-17	0	1	1	4	4	1	1	8	22	03-27-17	21



Assigned Date	Date Started	Date Completed	Account Name	Assigned To	Product	Deployment Task	Time Spent on Task
*** Misc Task (9 Tasks)**							
06-23-15 10:00 AM	06-23-15 10:00 AM	06-23-15 10:10 AM	Danbury Hyundai	Amy Norkus	* Misc Task	Misc - Support Issue	10.00 mins
06-24-15 01:30 PM	06-24-15 01:30 PM	06-24-15 01:35 PM	Colonial West Chevrolet	Amy Norkus	* Misc Task	Misc - Support Issue	5.00 mins
06-29-15 10:35 AM	06-29-15 10:35 AM	06-29-15 10:50 AM	East Coast Auto Mall	Nathan Davis *(deactivated)*	* Misc Task	Misc - Support Issue	15.00 mins
07-02-15 02:04 PM	07-02-15 02:04 PM	07-02-15 02:09 PM	Colonial Volkswagen of Medford	Amy Norkus	* Misc Task	Misc - Support Issue	5.00 mins
07-08-15 08:38 AM	07-08-15 08:38 AM	07-08-15 08:59 AM	Leith Chrysler Jeep Dodge Ram Kia	Amy Norkus	* Misc Task	Misc - Support Issue	21.00 mins

My Payment



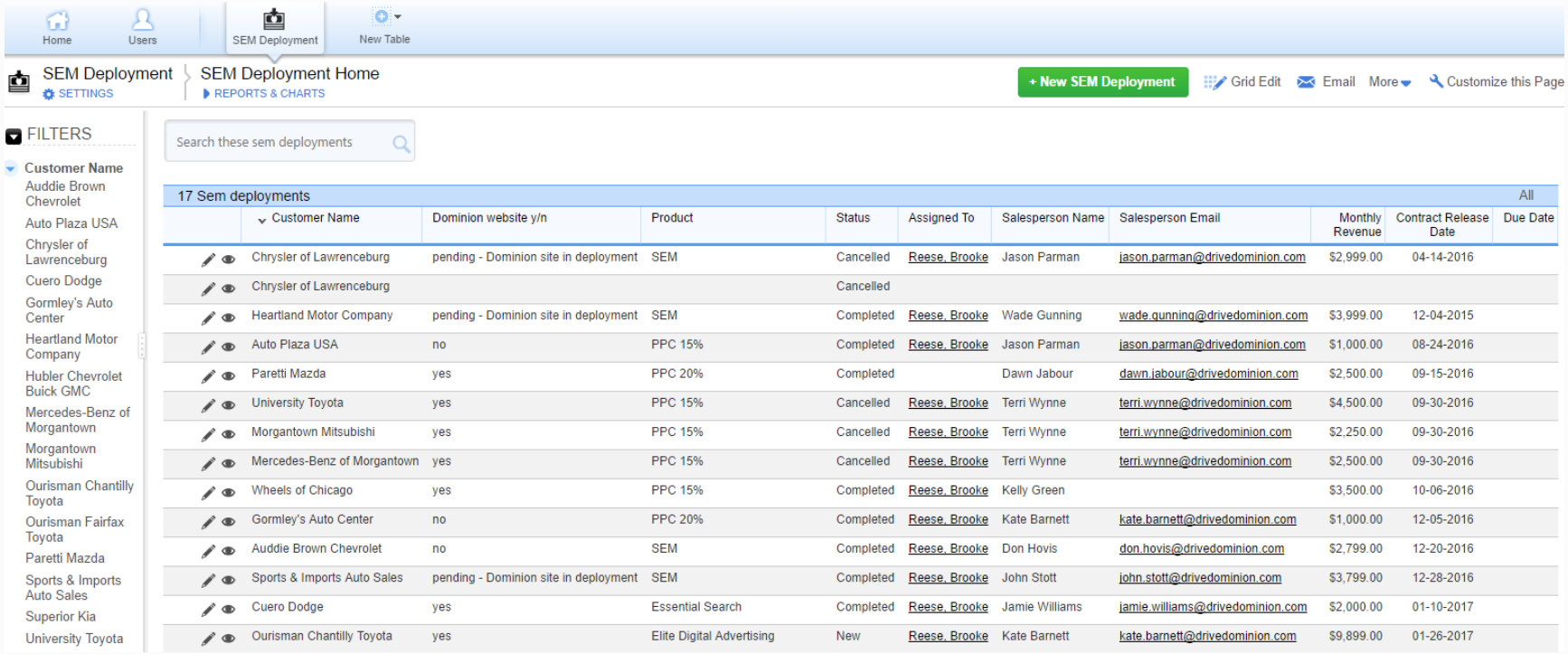
New Deployment

New My Payment Deployment

My Payment - Open Deployments

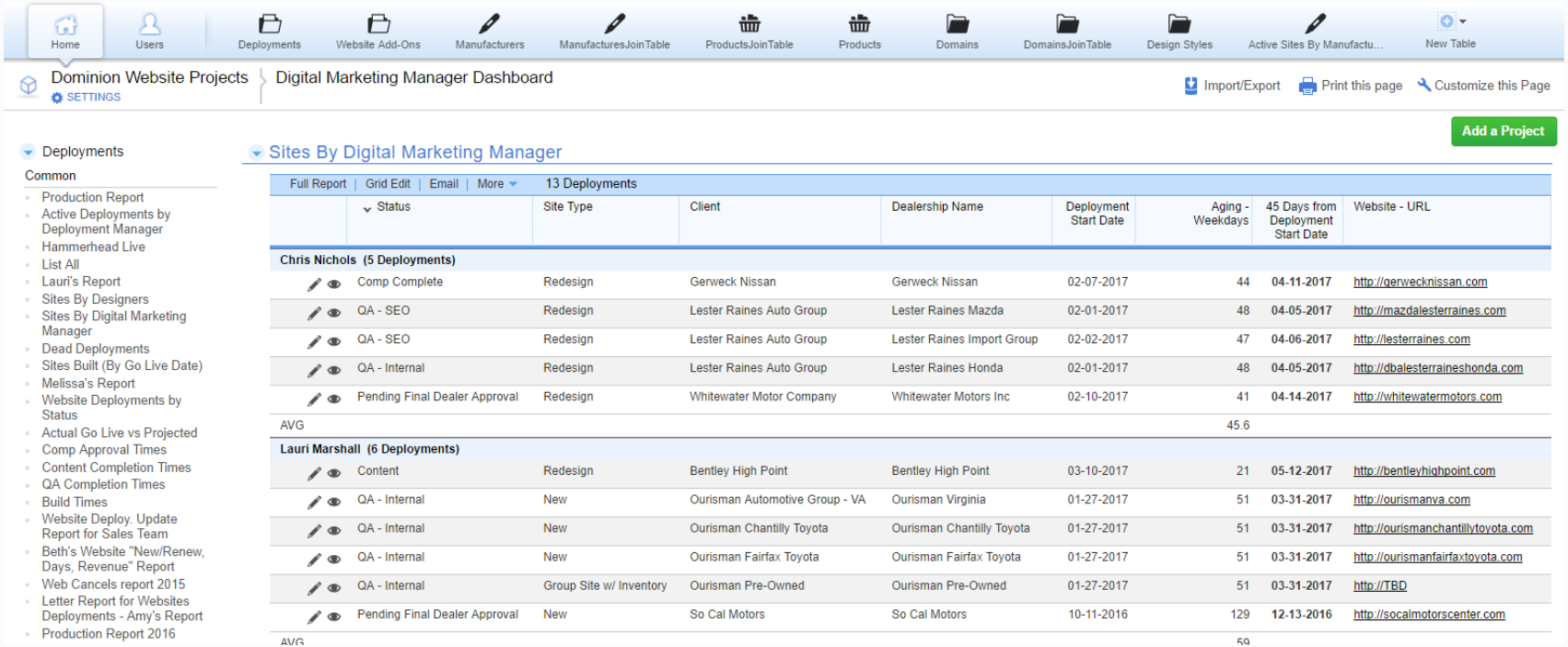
	Customer Name	Salesperson Name	Status	Contract Release Date	Due Date	Most Recent Notes	Total Days in Deployment
	Donnell Ford	Terri Wynne	Sent to TransUnion for processing	01-25-2017		APR-11-17 Lauri Marshall] emailed kacy for an update. they did not take them live yesterday because there was an inconsistency in payments between srp and vdp.	54
	Donnell Ford Lincoln Mercury	Terri Wynne	Sent to TransUnion for processing	01-25-2017		APR-11-17 Lauri Marshall] davey was a no show. sent a meeting reminder, left a voice mail and sent a follow up email.	54
	Duval Honda	Mark Busby	Sent to TransUnion for processing	10-20-2016		FEB-15-17 Marci Trares] I called Clay on his cell phone. The answering machine said it was too full to accept messages. So then I called the store. The person who answered said Clay was not available and that I could email him. So I sent him an email that said we will begin billing for this product regardless once it reaches 120 days, and it's at the 84-day mark. I'd like to get this product set up to your liking and answer any questions you may have.	123
	Preston KIA	Terri Wynne	Sent to TransUnion for processing	01-23-2017		APR-06-17 Marci Trares] Dealer did not show for training. Trying to reschedule.	56
	Superior Hyundai of Beavercreek	Terri Wynne	Sent to TransUnion for processing	03-24-2017		APR-03-17 Marci Trares] Sent info to Transunion. Does not want to go live until May 1.	12
	Chevrolet of	Kate Barnett	Need dealer to	02-06-2017		APR-07-17 Marci Trares] Called and left a message for our contact today she was supposed to get on a call with me at 11. No show.	46

SEM



Customer Name	Dominion website y/n	Product	Status	Assigned To	Salesperson Name	Salesperson Email	Monthly Revenue	Contract Release Date	Due Date
Chrysler of Lawrenceburg	pending - Dominion site in deployment	SEM	Cancelled	Reese, Brooke	Jason Parman	jason.parman@drivedominion.com	$2,999.00	04-14-2016	
Chrysler of Lawrenceburg			Cancelled						
Heartland Motor Company	pending - Dominion site in deployment	SEM	Completed	Reese, Brooke	Wade Gunning	wade.gunning@drivedominion.com	$3,999.00	12-04-2015	
Auto Plaza USA	no	PPC 15%	Completed	Reese, Brooke	Jason Parman	jason.parman@drivedominion.com	$1,000.00	08-24-2016	
Paretti Mazda	yes	PPC 20%	Completed		Dawn Jabour	dawn.jabour@drivedominion.com	$2,500.00	09-15-2016	
University Toyota	yes	PPC 15%	Cancelled	Reese, Brooke	Terri Wynne	terri.wynne@drivedominion.com	$4,500.00	09-30-2016	
Morgantown Mitsubishi	yes	PPC 15%	Cancelled	Reese, Brooke	Terri Wynne	terri.wynne@drivedominion.com	$2,250.00	09-30-2016	
Mercedes-Benz of Morgantown	yes	PPC 15%	Cancelled	Reese, Brooke	Terri Wynne	terri.wynne@drivedominion.com	$2,500.00	09-30-2016	
Wheels of Chicago	yes	PPC 15%	Completed	Reese, Brooke	Kelly Green		$3,500.00	10-06-2016	
Gormley's Auto Center	no	PPC 20%	Completed	Reese, Brooke	Kate Barnett	kate.barnett@drivedominion.com	$1,000.00	12-05-2016	
Auddie Brown Chevrolet	no	SEM	Completed	Reese, Brooke	Don Hovis	don.hovis@drivedominion.com	$2,799.00	12-20-2016	
Sports & Imports Auto Sales	pending - Dominion site in deployment	SEM	Completed	Reese, Brooke	John Stott	john.stott@drivedominion.com	$3,799.00	12-28-2016	
Cuero Dodge	yes	Essential Search	Completed	Reese, Brooke	Jamie Williams	jamie.williams@drivedominion.com	$2,000.00	01-10-2017	
Ourisman Chantilly Toyota	yes	Elite Digital Advertising	New	Reese, Brooke	Kate Barnett	kate.barnett@drivedominion.com	$9,899.00	01-26-2017	

Website


Home
Users
Deployments
Website Add-Ons
Manufacturers
ManufacturesJoinTable
ProductsJoinTable
Products
Domains
DomainsJoinTable
Design Styles
Active Sites By Manufactu...
New Table
Dominion Website Projects
SETTINGS
Digital Marketing Manager Dashboard
Import/Export
Print this page
Customize this Page
Add a Project
Deployments
Common
Production Report
Active Deployments by Deployment Manager
Hammerhead Live
List All
Lauri's Report
Sites By Designers
Sites By Digital Marketing Manager
Dead Deployments
Sites Built (By Go Live Date)
Melissa's Report
Website Deployments by Status
Actual Go Live vs Projected
Comp Approval Times
Content Completion Times
QA Completion Times
Build Times
Website Deploy. Update Report for Sales Team
Beth's Website "New/Renew, Days, Revenue" Report
Web Cancels report 2015
Letter Report for Websites Deployments - Amy's Report
Production Report 2016
Sites By Digital Marketing Manager
Full Report | Grid Edit | Email | More
13 Deployments
Status
Site Type
Client
Dealership Name
Deployment Start Date
Aging - Weekdays
45 Days from Deployment Start Date
Website - URL
Chris Nichols (5 Deployments)
Comp Complete | Redesign | Gerweck Nissan | Gerweck Nissan | 02-07-2017 | 44 | 04-11-2017 | http://gerwecknissan.com
QA - SEO | Redesign | Lester Raines Auto Group | Lester Raines Mazda | 02-01-2017 | 48 | 04-05-2017 | http://mazdalesterraines.com
QA - SEO | Redesign | Lester Raines Auto Group | Lester Raines Import Group | 02-02-2017 | 47 | 04-06-2017 | http://lesterraines.com
QA - Internal | Redesign | Lester Raines Auto Group | Lester Raines Honda | 02-01-2017 | 48 | 04-05-2017 | http://dbalesterraineshonda.com
Pending Final Dealer Approval | Redesign | Whitewater Motor Company | Whitewater Motors Inc | 02-10-2017 | 41 | 04-14-2017 | http://whitewatermotors.com
AVG 45.6
Lauri Marshall (6 Deployments)
Content | Redesign | Bentley High Point | Bentley High Point | 03-10-2017 | 21 | 05-12-2017 | http://bentleyhighpoint.com
QA - Internal | New | Ourisman Automotive Group - VA | Ourisman Virginia | 01-27-2017 | 51 | 03-31-2017 | http://ourismanva.com
QA - Internal | New | Ourisman Chantilly Toyota | Ourisman Chantilly Toyota | 01-27-2017 | 51 | 03-31-2017 | http://ourismanchantillytoyota.com
QA - Internal | New | Ourisman Fairfax Toyota | Ourisman Fairfax Toyota | 01-27-2017 | 51 | 03-31-2017 | http://ourismanfairfaxtoyota.com
QA - Internal | Group Site w/ Inventory | Ourisman Pre-Owned | Ourisman Pre-Owned | 01-27-2017 | 51 | 03-31-2017 | http://TBD
Pending Final Dealer Approval | New | So Cal Motors | So Cal Motors | 10-11-2016 | 129 | 12-13-2016 | http://socalmotorscenter.com
AVG 59

Multip

Managed Services Deployments: Vin Velocity Deployments
Click here to see this report in QuickBase.

Full Report | Grid Edit — Status of Deployment is not 'Live' AND ... — 4 Vinvelocity deployments

	Customer Name	Account	Salesperson	Status of Deployment	Contract	Date	Date	Marketing ger	Product	Total Time in Deployment	Revenue
										1	$2,000.00
										1	$2,000.00

nichole.browning @ drivedominion.com (via QuickBase) notify@quickbase.com via drivedominion.com — 5:50 AM (10 hours ago)
to dmdominion

Dear DM Dominion,

Attached is the daily Website Deployment Status Repor

Dominion Website
Click here to see this

Open Data Items for Pri

nichole.browning @ dri

Full Report | Grid Edit

	Salesperson

MyPayment Deployment Daily Report — Trash x

nichole.browning @ drivedominion.com (via QuickBase) <notify@quickbase.com> — 4:26 AM (12 hours ago)
to me

Dear Nichole Browning,

Attached is the daily MyPayment Deployment Status Report. Please review and contact Marci Trares if you have questions or concerns.

SEM Deployment Daily Report — Trash x

nichole.browning @ drivedominion.com (via QuickBase) notify@quickbase.com via drivedominion.com — 4:57 AM (11 hours ago)

Managed Services Deployments: Digital Deployments
Click here to see this report in QuickBase.

Full Report | Grid Edit — Status of Deployment is not 'Live' AND ... — 2 Digital deploymentses

	Salesperson	Accounts Name_Old	Customer Name	Status of Deployment	Contract Release Date	Date Due	Date Modified	Total Deployment Time	Revenue
	John Stott		Willett Honda South	Waiting on Template Approval / Data Complete	03-30-17	05-11-17	04-20-17 04:34 PM	15.00	$799.00
	Terri Wynne	Advantage Ford Lincoln	Advantage Ford Lincoln	Waiting to be marked live	03-20-17	05-01-17	04-21-17 02:34 PM	23.00	$799.00
TOT									$1,598.00
AVG								19.00	

If you have trouble using the link above, copy and paste the following Web address into the address bar of your browser:
https://dds.quickbase.com/db/bkmjeciyi?a=q&qid=5

For more information about QuickBase, visit https://dds.quickbase.com

This is an automated email from a QuickBase application. If you feel that you received this email in error, please contact the application's manager, nichole.browning@drivedominion.com

Different Ideas

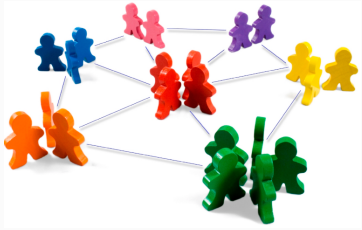
- Do I start from scratch?
  - Redoing app so everything is together
    - Records would be too long with all the deployments
    - Too much change for other departments, change in processes that were working
- Combined all apps together?
  - Existing App – which one, too many changes for that app.
  - New App – if I could just pull information from all the other apps, nothing would change and our information would all be together

6 Birth of One Dominion

QUICK BASE

How to start?

- Drew out maps
- Created Test Apps
- Learned a lot about relationships
- Syncing tables.
- Learned a lot about WebHooks

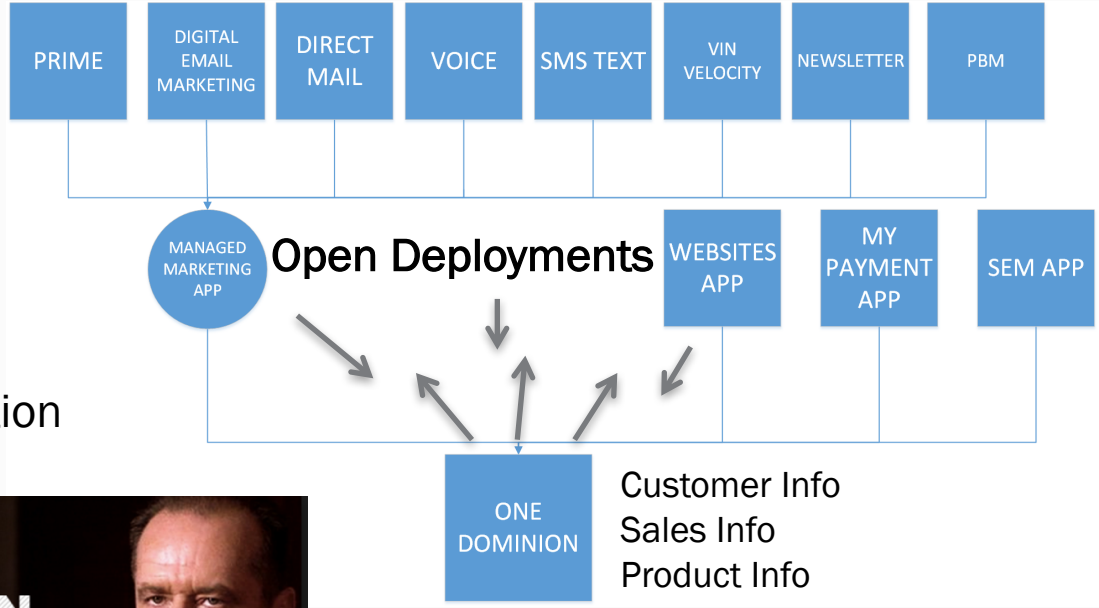


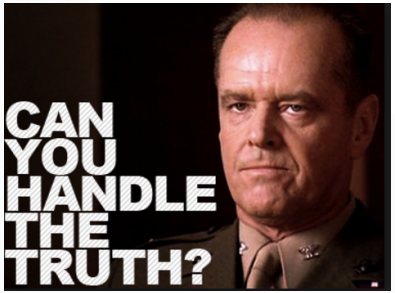
RESULT = ONE DOMINION = One Source of Truth

Using Relationships & Syncing

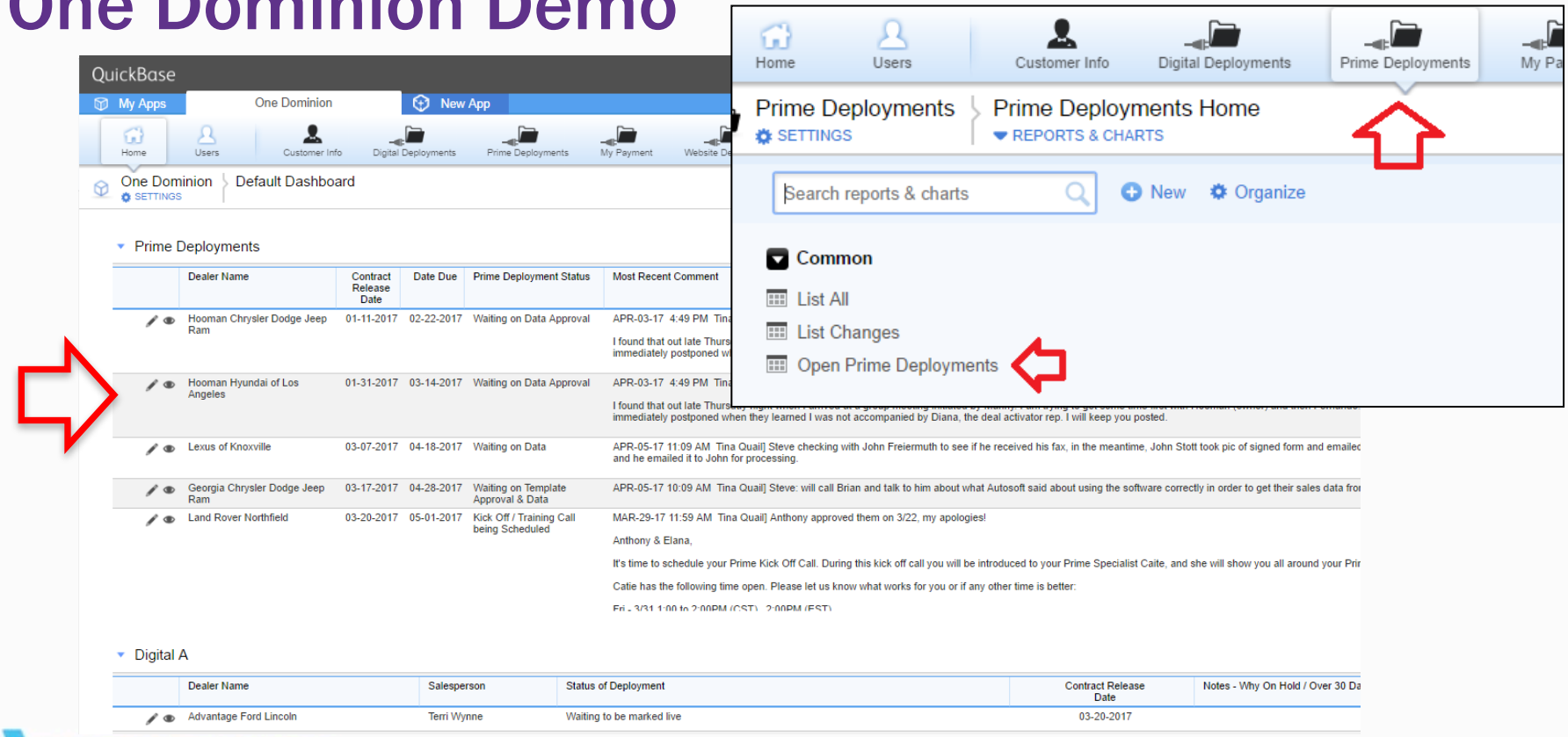
Apps push information to One Dominion

One Dominion shares information with all other apps.





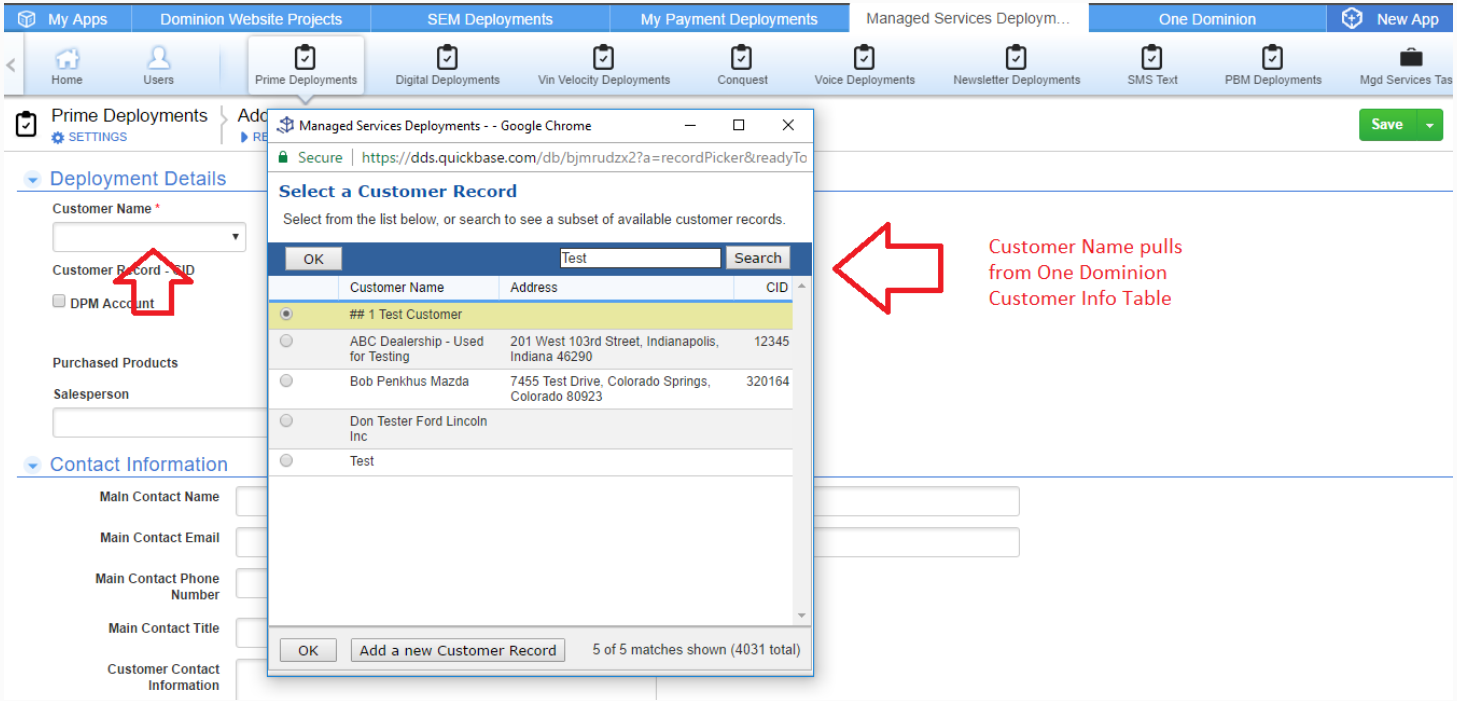
One Dominion Demo



EMPOWER

#EMPOWER2017

Creating New Deployment

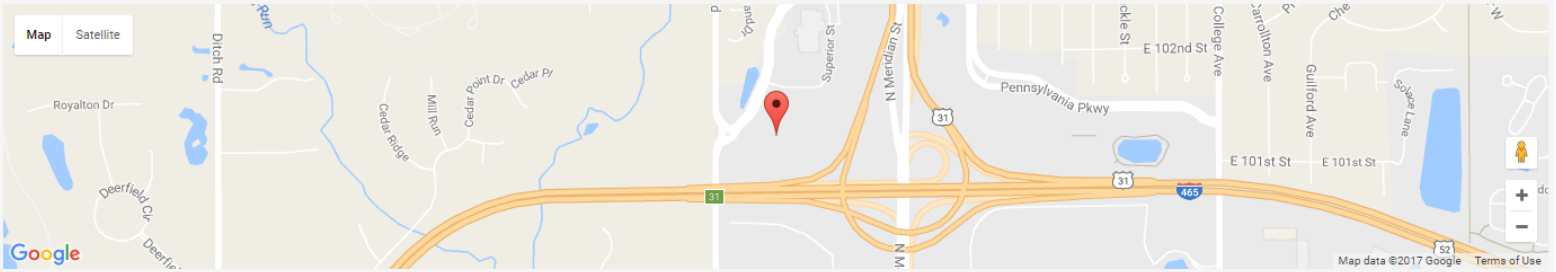


One Dominion = Customer Info

Customer Info
SETTINGS
REPORTS & CHARTS
+ New Customer Record
Edit
Email
More
Customize this Form
Prev | Return

Customer Name	## 1 Test Customer	DPM Account			
Dealer Group		CID	123456	Salesperson	Bob Kia

Address: 201 West 103rd Street, Indianapolis, Indiana 46290

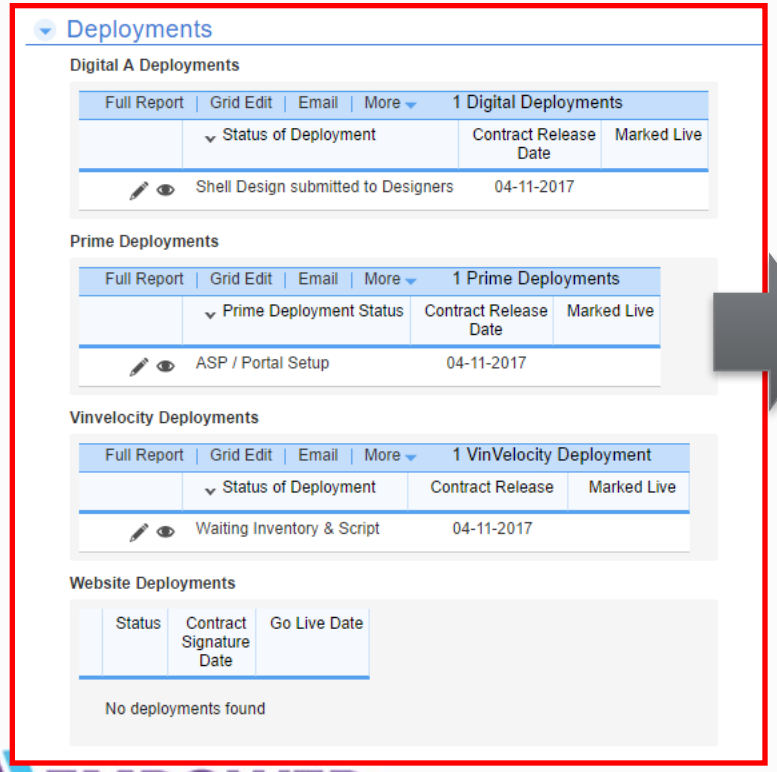


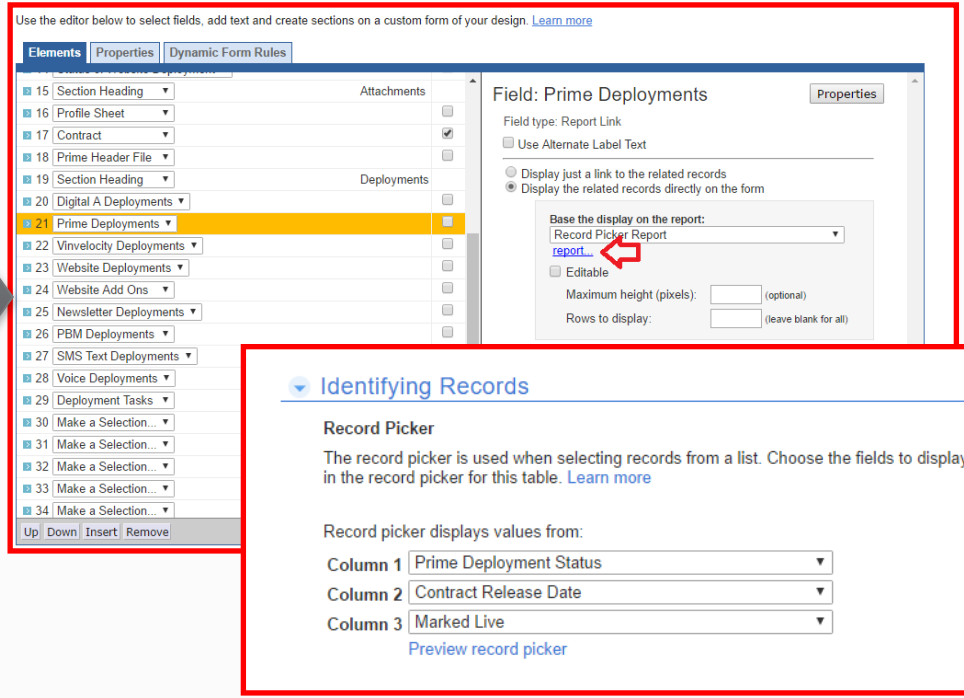
Status	In Progress								
Products Purchased	Digital - Email Marketing	VinVelocity - 1000	Websites	Prime - Excel					
Digital Email Status	Shell Design submitted to Designers	Status of Prime Deployment	NEW	Status of Vin Velocity Deployment	Waiting Inventory & Script	Status of My Payment Deployment		Status of SEM Deployment		Status of Website Deployment	Pending Intro Call

Attachments

Profile Sheet	CartownChryslerSetUpSheet.pdf Revisions	Contract	CarTown Chrysler Jeep Dodge_Prime Essential - Contract, Addendum %26 Terms.pdf Revisions
Prime Header File			

One Dominion = Customer Record Deployments





One Dominion Report

---------- MESSAGE ----------
Here's the "Open Total Deployment Report - All Deployments" report from the table "Customer Info" in "One Dominion"

One Dominion: Customer Info
Click here to see this report in Quick Base.

Full Report | Grid Edit — Status is 'In Progress' — 53 Customer records

	Customer Name	Marketing Email	Prime	My Payment	SEM	VinVelocity	Websites	Conquest
Kate Barnett (5 Customer records)								
	Ourisman Fairfax Toyota						**Contract Released**= 01-26-2017 **Status**= QA - Internal **Last Modified**= 04-17-2017 11:55 AM **Assigned to**= Lauri Marshall	
	Ourisman Chantilly Toyota						**Contract Released**= 01-26-2017 **Status**= QA - Internal **Last Modified**= 04-17-2017 11:54 AM **Assigned to**= Lauri Marshall	
	VIP Honda		**Contract Released**= 04-25-2017 **Status**= Need Files from Graphics **Last Modified**= 04-25-2017 03:34 PM **Assigned to**= Tina Quail Hover for notes	**Contract Released**= 04-25-2017 **Status**= New **Last Modified**= 04-25-2017 11:13 AM **Assigned to**= Cathie Anderson		**Contract Released**= 04-25-2017 **Status**= Need Google Analytics / GetAuto Setup **Last Modified**= 04-25-2017 03:32 PM **Assigned to**= Tina Quail Hover for notes		
	Georgia Chrysler Dodge Jeep Ram		**Contract Released**= 03-17-2017 **Status**= Waiting on Data **Last Modified**= 04-25-2017 02:09 PM **Assigned to**= Tina Quail Hover for notes					
	Serra Trussville KIA							

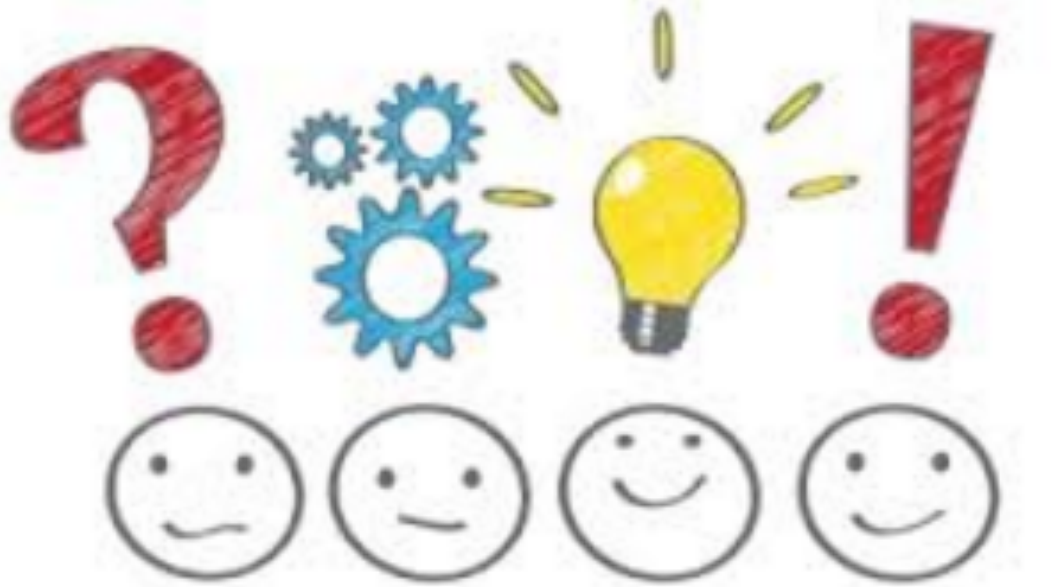
APR-24-17 10:02 AM Tina Quail] Steve: left Joe a vm on Friday to try to confirm if they converted all the deals over. Troy ran report again at Autosoft, still no history. Steve will try to reach Joe to confirm what they did.

What's Next?

Working on integration between Microsoft Dynmanics and Quick Base to pull information customer and account information, so no more manual data entry.

Quick Base

OEM Compliance Spreadsheets

Quick Base

Another DMS Conversion Project just came up last week!