

**2021**



**SENSUS**

**YOUR AUTOMOTIVE TECHNOLOGY  
PARTNER IN DIGITAL TRANSFORMATION**

# ABOUT US

**Your automotive technology partner in digital transformation**

Sensus provides products & solutions that digitally enhance the dealership and service center environment online & in-store.

We offer the largest range of Automotive digital products that improve how you communicate with customers, run your dealership and service vehicles.

By partnering with renowned automotive technology providers worldwide, Sensus brings together a suite of digital products & solutions that enhance,

**Customer experience - Lead generation - Sales conversion**  
**Staff performance – Business management**

Sensus is based in the Middle east with staff located throughout the MENA region and Asia.

Currently, Sensus has customers spanning across 19 countries, three continents and growing.



# OUR TECHNOLOGY

The latest technology, together in one place.

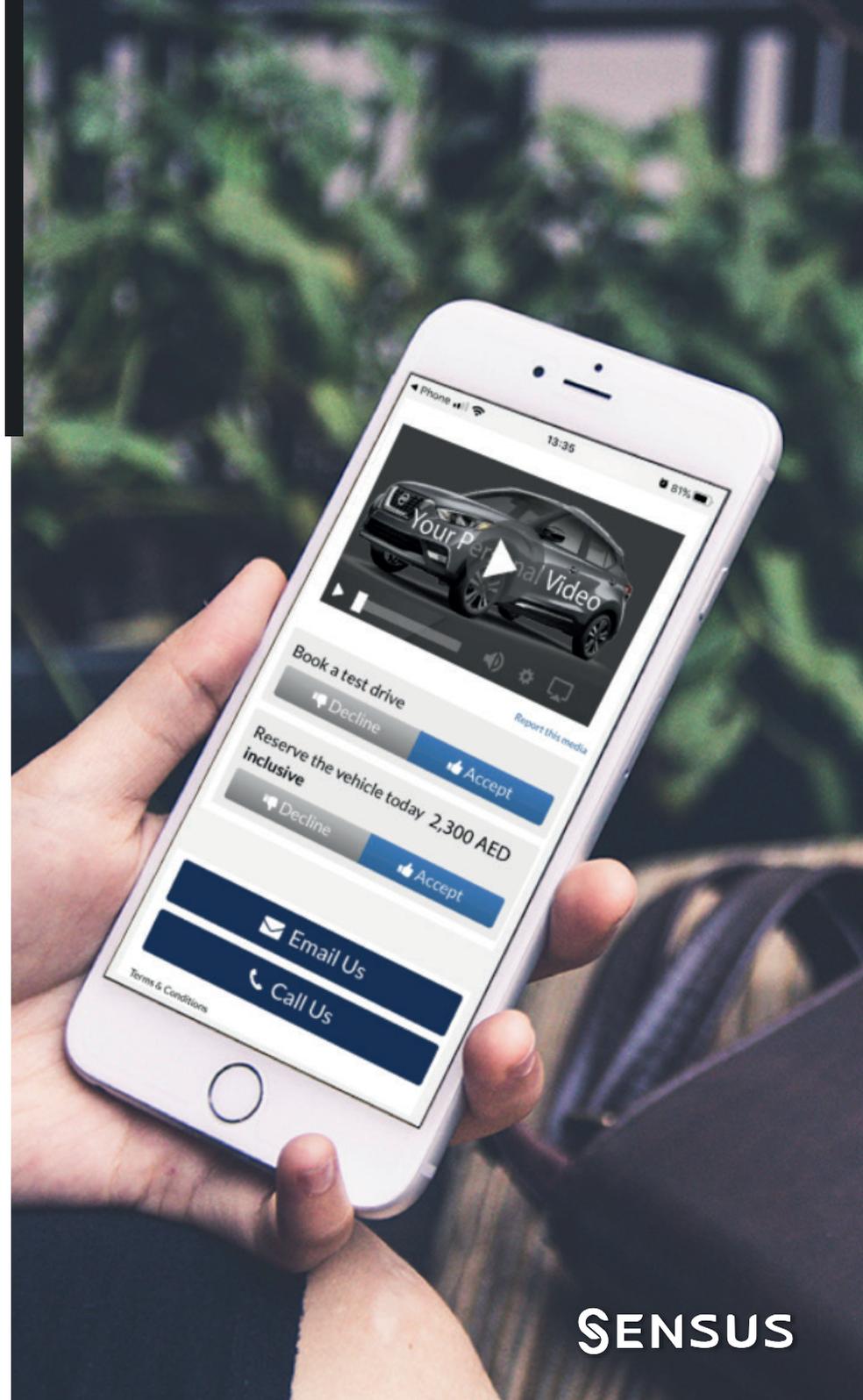
The Sensus model eliminates the hassle of dealing with multiple technology supplier channels by creating one central point of communication, streamlining the process of digitalising your whole business.

Sensus has built strong long lasting relationships with leading automotive technology providers worldwide and has built a reputation on integrity, transparency and trust.

**We have been chosen as the exclusive partner in the Middle East, Asia & Africa by a number of world-class software and technology providers.**

When it comes to digital, it's constantly evolving, so it's vital you are aware of the latest market trends and technology advancement to ensure you have a competitor advantage.

The Sensus model allows for growth and new technology, welcoming new product lines where needed and constantly aligning customers with digital advancement.



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# SOLUTIONS TO SUIT YOUR BUSINESS

It's essential to take a holistic approach when digitalising your business.

Sensus looks at your business as a whole and assess the best solutions for each department collectively to tailor digital products and solutions to suit your business and your vision.

Assessing each of the touchpoints that connect your organisation from pre-sales to aftersales and ensures your online and offline departments connect seamlessly.



Dealer Management  
System



Aftersales  
Technology



Showroom  
Technology



Lead Generators



Online Retailing



Business Management

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# SENSUS

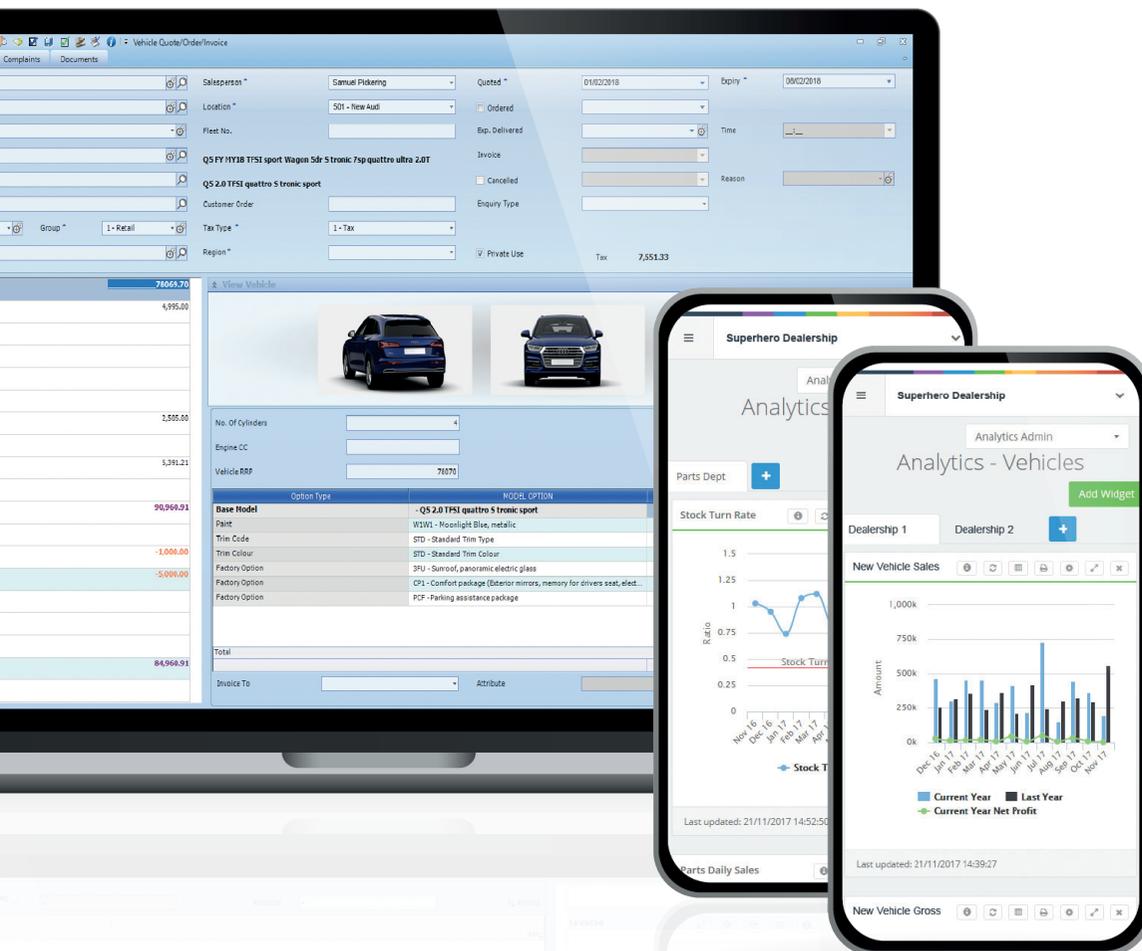
# TITAN DEALER MANAGEMENT SYSTEM

The leading developer and supplier of cloud-based software solutions for automotive dealers and manufacturers.

When choosing a Dealer Management System for your business, it is essential to select a DMS built and equipped for constant growth within the industry, a system that allows you to manage your entire business from a single login platform.

Titan DMS is a leading developer and supplier of cloud-based software solutions for automotive dealers and manufacturers.

The Titan Dealer Management System is designed for global application and has been adopted by dealerships covering over 45 different automotive brands throughout Australia, Europe, South Africa, Asia, and the Middle East.



# A COMPLETE DEALER MANAGEMENT SYSTEM THAT CONNECTS EVERY DEPARTMENT OF YOUR BUSINESS.

Making it easy manage your entire business from one single log in platform allowing you access vital data and make informed business decisions.



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**Middle East Features**

Titan DMS has had additional elements tailored specifically for dealerships in the Middle East. These elements are fundamental to the day-to-day operations of a dealership, removing the need to find inefficient and expensive workarounds.

These developments, which are standard in the core Titan DMS system, increase efficiency and utilization of the system through a number of operational developments and the following solutions.

**Benefits**

- Enter & store data in Arabic
- Arabic printing available
- Consumer financing
- Vehicle rental
- Vehicle leasing
- Tools management
- Service contract management
- Local currency conversion

It's the attention to small details that makes a big difference!





### Cloud Based Software

Built on the latest technology stack, Titan DMS' cloud-based system has been specifically designed to evolve with industry changes and advancements in technology.

Delivering a dealer management system through an SaaS model, Titan DMS provides real time access to all users throughout the entire business, whether that be a small showroom, or a multi-site, multi-franchise dealership.

### Benefits

- Flexible system which is ready to evolve with technology advancements
- Ongoing upgrades to keep up with industry changes
- No further cost to system upgrades
- No downtime for system upgrades

### Open Platform

One of the benefits of using the Titan Dealer Management System is that it's built on an open platform.

By integrating with key third-party suppliers and manufacturers alike, Titan DMS creates a connected dealer environment, consolidating processes to minimise data entry and maximising efficiencies.

Running on a DMS without this technology could impede future growth, and restrict you from unifying other systems in the business. Digital innovation is inevitable, making it vital that the DMS running your dealership is ready to connect with new technology and advancements in the industry.

### Benefits

- Integrates your online store to your dealership
- Available to connect to already used systems in your business

Give your business improved efficiency with greater visibility.

## Advanced technologies

Digital advancements have been accelerated significantly due to the pandemic, and dealer systems must be able to adapt accordingly.

Titan uses only the latest technologies available to ensure that our solutions are not just the most functional in the market, but also the most robust.

Using the latest tools also ensures that the investment made into Titan products are appropriate for the dealership today and long into the future.



## Dealer Analytics

Using an integrated, cross-department, cloud-based Dealer Management System combines your whole business data in once place, gathering enormous amounts of data every day, allowing for greater reporting capabilities within the DMS to monitor and manage the business.

In many cases, there is simply too much data for one person or department to analyse, highlighting missed opportunities for process improvement and cost savings.

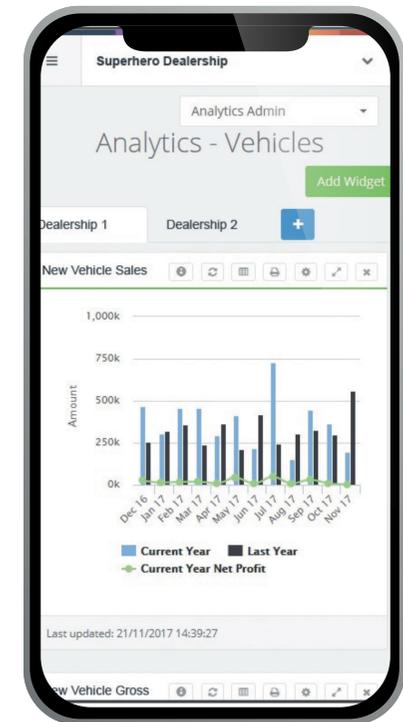
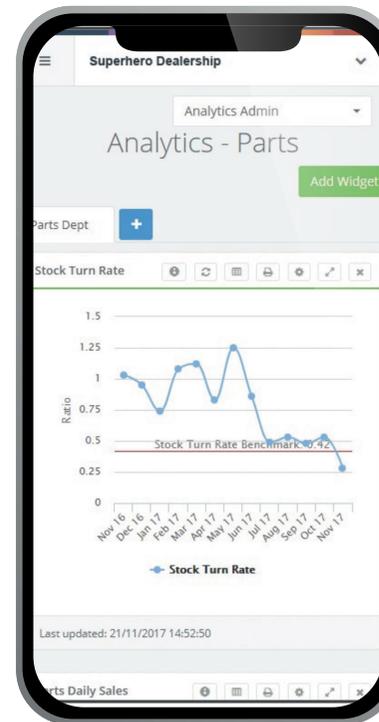
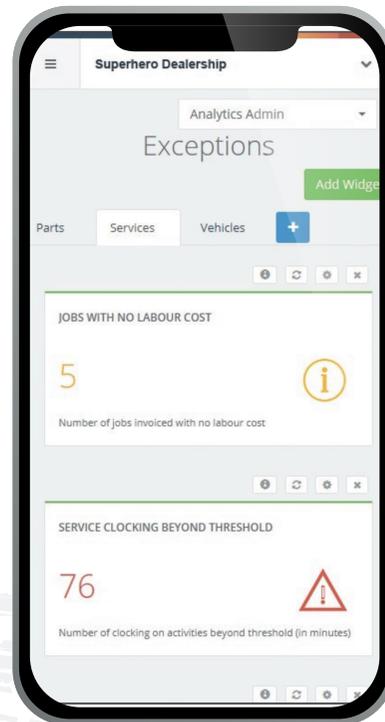
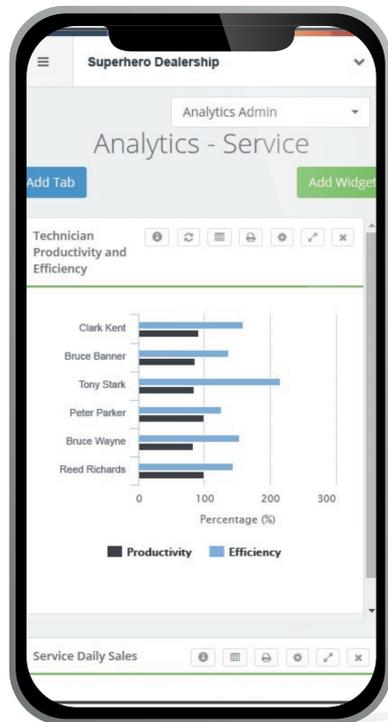
**Receive business data anywhere at any time, with Dealer Analytics.**

Dealer Analytics bridges the gap, crunching the numbers within the DMS to provide snapshots of key performance areas across multiple departments and dealerships.

## Benefits

- Real time data rather than overnight.
- Live snapshot of your whole business.
- Drill-down capabilities for actionable intelligence.
- Exception reporting identifies hidden abnormalities.
- Access to data in any locations with internet access.
- Not reliant on staff to put together manual reports.
- Access data on a desktop or mobile app.

**Complex data made simple!**



## Showroom

Titan Showroom is an integrated sales solution that allows for complete control and visibility of the entire sales process, bringing manufacturer data to life through point-and-click functions.

From the first moment a customer makes contact with the dealership, right through to a signed contract (and beyond), Titan Showroom provides the tools to maximise process efficiencies whilst ensuring a positive customer experience.

**Titan DMS provides a complete and integrated way for salespeople to control the sales process, produce contracts and manage costs and profitability**

## Benefits

- Single click invoicing to general ledger
- Automatic production of service repair orders for accessory and pre-delivery work
- View profitability as deals are built
- Approval stages built into the sales process
- Point-and-click windows-based functionality

The screenshot displays the 'Vehicle Quote/Order/Invoice' window. The top section contains form fields for Customer (Tony Stark), Salesperson (Samuel Pickering), Quoted date (01/02/2018), and Expiry (08/02/2018). Below this, there are fields for Fleet, Vehicle ID (355664708), Model Id (PY88AY18), Deal No., Sales Type (R - Retail), Group (1 - Retail), Driver, Location (501 - New Audi), Fleet No., Customer Order (QS 2.0 TFSI quattro S tronic sport), Tax Type (1 - Tax), and Region. A 'Private Use' checkbox is checked, and the tax amount is 7,551.33.

The bottom section features a 'View Vehicle' gallery with three images of a blue Audi SUV. Below the gallery, there are input fields for 'No. Of Cylinders' (4), 'Engine CC', and 'Vehicle RRP' (71070). A table lists vehicle options:

| Option Type    | MODEL OPTION   | Price     | Printed |
|----------------|--|-----------|---------|
| Base Model     | QS 2.0 TFSI quattro S tronic sport   | 71,338.80 | [✓]     |
| Paint          | W181 - Moonlight Blue, metallic  | 1,420.00  | [✓]     |
| Tire Code      | STD - Standard Tire Type   | 0.00      | [✓]     |
| Tire Colour    | STD - Standard Tire Colour   | 0.00      | [✓]     |
| Factory Option | SRU - Sunroof, panoramic electric glass                                    | 2,461.50  | [✓]     |
| Factory Option | CP1 - Comfort package (Exterior mirrors, memory for drivers seat, elect... | 1,100.00  | [✓]     |
| Factory Option | PCF - Parking assistance package   | 950.00    | [✓]     |
| Total          |  | 78,269.30 |         |

The bottom right of the screen shows 'Invoice To' and 'Attribute' dropdowns, and a 'Separate Invoice' checkbox.

DEALER  
MANAGEMENT  
SYSTEM

## Customer Relationship Management (CRM)

Increase your customer retention and manufacturer CSI through an integrated CRM module within the DMS.

Developing customer campaigns from within Titan DMS enables you to automate your customer experience based on the specific requirements of your dealership and the manufacturer.

Oversee every message being sent or automate it completely for no staff involvement.

### The integrated campaign designer allows dealerships to

- Implement consistent customer service processes across all departments
- Send communications direct from within the DMS
- Automatically record all forms of contact with the customer
- Have a thorough and complete customer history.

### SMS feature creates and delivers messages from within the system, allowing for

- New customer acknowledgement, welcome message
- Service reminders and notifications on parts arrival
- Account follow up as well as emailing suppliers
- Promotional announcements and events



DEALER  
MANAGEMENT  
SYSTEM

## Service Center

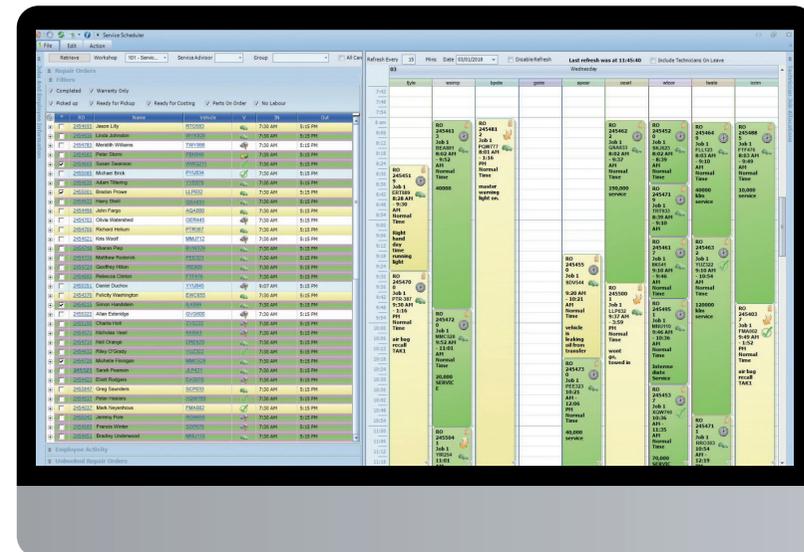
Employing a windows-based point-and-click interface, Titan brings the traditional paper-based service center up to speed with the rest of the dealership.

Titan uses innovative design and technology to integrate service with all other departments to maximise efficiency through automated processes.

## Benefits

- Workshop booking
- Full costing and processing through to the General Ledger
- Integration with manufacturers service menus
- Brings labour, parts and sundry requirements into a point-and-click interface
- Single-screen technician site overview
- Management of workshop loading and work identification
- Point-and-click windows-based functionality

DEALER  
MANAGEMENT  
SYSTEM



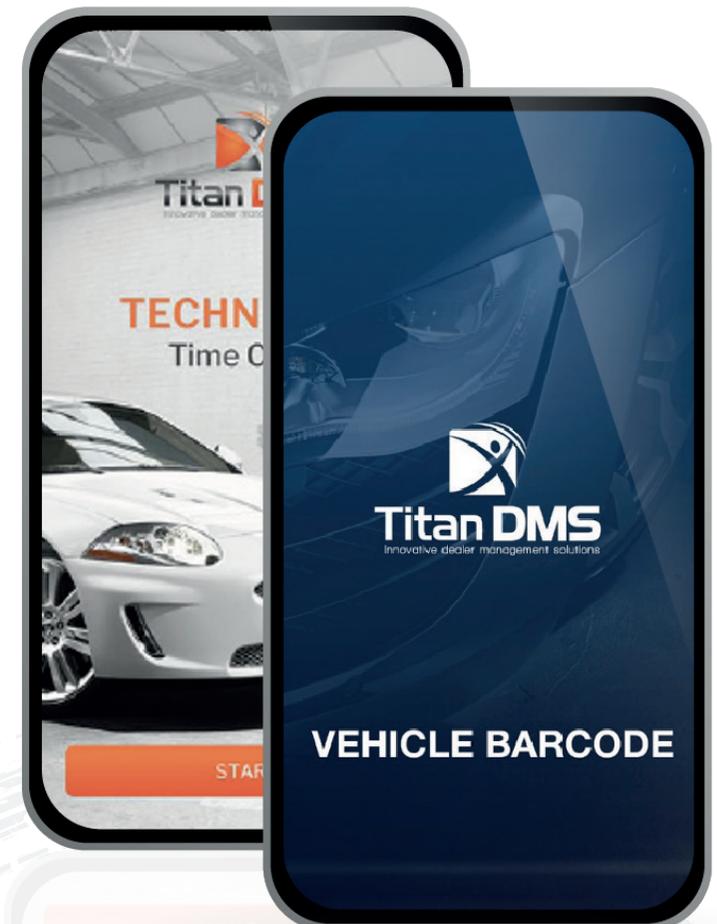
**Titan does it all. Addressing all requirements for the busiest of service departments, Titan gives visibility of technician and job status in a way that makes the control and monitoring of a workshop simple.**

Add efficiency to the process by streamlining technician clocking through the Technician Timeclock mobile app.

### **Mobility in the service center**

Understanding the value of a mobile society, Titan continues developing mobile solutions to enhance current DMS processes.

Technician Timeclock complements the Titan Clocking system by providing Technicians with a faster, and more personal clocking experience, which can be conducted offsite, or at the work bay.



## Parts

Regardless of the size of dealership, parts point of sale and inventory management is a high volume, fast moving area that requires streamlined processes and instant visibility.

Harnessing the power of technological advancements, Titan has spent a great deal of time developing and perfecting a stable base for high volumes of parts movement to meet current and future business needs. Titan Parts makes any parts process faster, simpler and more accurate than ever before.

Extensive shortcuts allow for the production of picking slips and invoices without using a mouse, making Titan Parts a benchmark system for high volume parts environments.

## Benefits

- Full pick, pack, receipting and put-away functions can be carried out
- Uses the latest in hand-held barcode scanning devices when combined with Titan's Parts Barcoding mobile solution
- Track efficiencies of warehouse pickers and ancillary staff
- A real-time view of what is happening within your warehouse environment.

**Titan warehousing functions reduce returns through miss-pick, and improve efficiencies through 'direct to picker' instructions and mobile label printing.**

**Titan provides visibility of the position of every part in your warehouse; is a part in a truck, a stillage, a staging area within the warehouse, or is it on the shelf?**

**All of this can now be monitored and fed back to those who need it, when they need it.**

The screenshot displays the 'Parts Query' interface for a Toyota part. The main data fields include:

- Supplier:** Toyota Motor Corp Pty Ltd
- Make:** TOYOTA
- Product Code:** 988T
- Store:** 142 - Parts Department - Toyota
- Part #:** 1423358748
- Classification:** 1
- Introduced:** 01/01/2010
- Stock Group:** T3
- Discount Group:** T3
- Pack Qty:** 1
- Deposit Amount:** 0.00
- Tax code:** GST - 10.00%

Below the main data fields are two tables for 'Superseded By' and 'Superseded' parts, each with columns for Part Item, Description, Created By, and Manual.

The bottom section of the interface contains several data tables:

| Price          | Margin Price | Tax Inc. | Tax Exc. |
|----------------|--------------|----------|----------|
| 0 - List       | 21.33        | 19.39    | 19.39    |
| 1 - Retail+    | 21.33        | 19.39    | 19.39    |
| 2 - Retail     | 21.33        | 19.39    | 19.39    |
| 3 - Do not use | 18.13        | 16.48    | 16.48    |
| 4 - Trade      | 18.13        | 16.48    | 16.48    |
| 5 - Internal   | 21.33        | 19.39    | 19.39    |
| 6 - Dealer     | 15.96        | 14.51    | 14.51    |
| 7 - Daily      | 14.51        | 13.19    | 13.19    |
| 8 - Stock      | 14.51        | 13.19    | 13.19    |

| Store | Multi-Store            | Movement   | Unfilled Suppliers | All Suppliers | Unfilled Customer Orders | Prices | Stock Take | Master |
|-------|------------------------|------------|--------------------|---------------|--------------------------|--------|------------|--------|
| 117   | Normal Bin             | 017105     |                    |               |                          |        |            |        |
| 138   | Bulk Bin               |            |                    |               |                          |        |            |        |
| 21    | Other Bin              |            |                    |               |                          |        |            |        |
| 0     | Last Issued            | 31/10/2017 |                    |               |                          |        |            |        |
| 0     | Previous Issued        | 31/10/2017 |                    |               |                          |        |            |        |
| 14    | Last Receipt           | 31/10/2017 |                    |               |                          |        |            |        |
| 5     | Last Ordered           | 31/10/2017 |                    |               |                          |        |            |        |
| 0     | Normal Bin Label Style |            |                    |               |                          |        |            |        |
| 0     | Bulk Bin Label Style   |            |                    |               |                          |        |            |        |
| 170   | Locator Lead Extract   |            |                    |               |                          |        |            |        |
| 170   | Date                   |            |                    |               |                          |        |            |        |
| 0     | Qty Available          |            |                    |               |                          |        |            |        |
| 170   | Bin location           |            |                    |               |                          |        |            |        |

| Cur | Month  | Sales | Lost |
|-----|--------|-------|------|
| -1  | 0      | 0     | 0    |
| -2  | 0      | 0     | 0    |
| -3  | 343    | 0     | 0    |
| -4  | 296    | 0     | 0    |
| -5  | 297    | 0     | 0    |
| -6  | 350    | 0     | 0    |
| -7  | 329    | 0     | 0    |
| -8  | 413    | 0     | 0    |
| -9  | 279    | 1     | 0    |
| -10 | 415    | 0     | 0    |
| -11 | 342    | 0     | 0    |
| -12 | 292    | 1     | 0    |
| Avg | 258.15 | 0.15  | 0    |

## Accounts & Finance

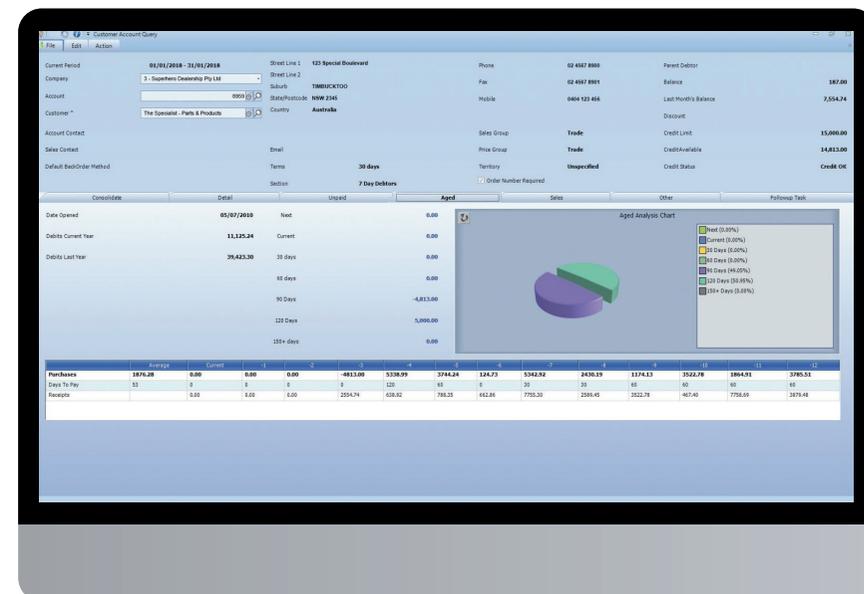
Accounting functions do not simply form an additional part of the DMS, they are a critical and integrated component that underlies the transactions within every department.

Titan DMS manages all areas of a dealership, from parts, service and sales right through to administration and finance.

### Benefits

- Caters for multi-company, multi-franchise, multi-departmental transactions.
- Real-time, with no end of day processing.
- Invoicing a transaction from any department will result in immediate updates of the accounting system
- Allows true visibility of the dealership at the accounts level.
- Fully general ledger
- Account's receivable
- Accounts payable

Whilst many dealerships have worked with off-the-shelf accounting packages in the past, Titan DMS ensures a healthy and viable financial position can be managed with minimal handling, regardless of whether the system is overseen by a top-level Financial Controller or operated by an Administrative Accounts person.



MANAGEMENT SYSTEM



# FIND OUT MORE

Your automotive technology partner in digital transformation

The Sensus team has an extensive background in working with some of the biggest names in the technology and automotive sector worldwide.

Our team understand that when customers are applying a new DMS, you need to consider the implementation process, change management, staff training and more.

At Sensus, we lead with those factors in mind.

To arrange a product demonstration and personalised discussion with one of our product experts, contact us via below.

 [contact@sensusuae.com](mailto:contact@sensusuae.com)

 +971 4887 9284

 /sensusdigitalsolutions

 [www.sensusuae.com](http://www.sensusuae.com)

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