

Kubota Aftersales Solution Conference 2020

Every once in a while a new event comes along that gets the entire industry talking. It was clear to see that when Kubota announced their Aftersales Solutions Conference earlier in 2020 it was going to be an exciting and anticipated event. Every Kubota dealer from around the country was talking about the event, and clearly anticipation was high for what Kubota had planned.

Catalyst were pleased to be invited by Kubota to this event, recognised as a key supplier to their dealers that they believe to be integral in improving aftersales processes within the dealership.

It was clear upon arrival that the anticipation and buzz surrounding the event was well placed as the dealership staff came flooding into the suppliers tent when the doors opened on Monday afternoon. For the rest of the afternoon, the Catalyst team were kept busy talking to dealership staff about how our system could help them succeed. There was even time to catch up with some old friends, including Kubota Parts Support Manager, Carey Crisp, who was part of the team responsible for the planning of the event.

The next 3 days remained just as busy, and it was good to see a completely different crowd of people at the event every day, clearly interest in attending the event had been incredibly high.

Catalyst would like to thank everyone that visited our stand during the show, with a special thanks to everyone at Kubota for hosting such an exciting and constructive event for the industry.



Catalyst Announced as Gold Sponsors of Service Dealer Awards 2020

Catalyst are pleased to announce we will once again be supporting the Service Dealer Conference and Awards, returning as Gold Sponsors.

This will be Catalyst's third year as Gold Sponsors of the event, and every year we look forward to returning to what promises to be a forward-thinking, beneficial day for everyone involved.

Along with sponsorship of the event, Catalyst are pleased to also be continuing our sponsorship of the 'Star of the Dealership' award, an award that reminds us all that every member of the team has a role to play in delivering success.



Service Dealer Awards & Conference 2020 will take place at the Oxford Belfry on the 19th November.

We look forward to seeing you there!

A Word From Charles

It's been a bit damp over the past couple of months! Being near the River Soar here in Mountsorrel can make it a challenge to get into work through the flooding.

Fortunately our premises are sufficiently far away that we don't get flooded ourselves, but our sympathies go out to those of you who have suffered from flooding. Hopefully the rain will stop soon....



We have had some challenges in support over the past couple of months and are recruiting at the moment to maintain and improve our service. It will be interesting to see what the effect will be of our exit from the EU on employment and business in general. One area that continues to grow is online sales – if you want to sell items online through your website, we can offer a simple and cost-effective way for you to start doing so using our Platinum Web Shop. You can set up the website categories and the items that go into those categories with all the relevant details and media from inside Platinum quickly and easily and have this up and running very quickly. Please contact your account manager or the sales department for more information on this. It will provide you with another outlet for your business.

We are continuing to add features to Platinum Online so please keep yourself abreast of developments via either the website, the news feed or from Help, Software Support from inside Platinum itself. You can now create new prospects in addition to updating existing records. Please remember that you can carry out live parts stock checks in Platinum Online so keeping your stock accurate is much easier – use the "Lucky Dip" option to get a suggested list of items to check. Checking 10-15 items a week will make a big difference to the accuracy of your stock and will be quick and easy. You also have reporting available inside Platinum Online so you can create the reports that you want and run them wherever you are to keep yourself up to date with the information that you need at your fingertips.

Please also make sure that you keep your system up to date with the latest Platinum releases. Updates and modifications are being released regularly once they have been tested and checked, and it will benefit you greatly to keep your system up to date. Use the "Help", "Software Support", "What's new in Platinum" area from the taskbar in Platinum itself to see what has been released. You can also download a programme update at any time from "Help", "Software Support", "Download latest version" or from the website. Just remember that everyone has to be logged out to run an update.

As ever, Your Success is Our Priority.



February Platinum Updates

Throughout the past month we have added multiple new features to both our desktop and online platforms. All updates can be found on the 'Platinum Updates' page of our website, or by scanning the QR code below.

One of the many updates is the ability to remove workshop parts from a job should they not be in use. This is another step forward in giving technicians the ability to stay connected to the office wherever they are.

Other updates include the ability to create a brand new prospect directly from a smartphone or tablet, perfect for sales staff who are regularly on the road.



For more information about any of the new Platinum updates please contact our sales team, who will be happy to help.



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Curling in Stirling with BAGMA 2020

At the beginning of February the Catalyst team headed to Scotland for the annual BAGMA curling event held at the Forthbank Stadium, Stirling.

This was Catalyst's second year at the event, and after such a great time in 2019 the team were delighted to be invited along for a second year.

The day started with a BAGMA regional meeting, also held at the stadium. This meeting was a great opportunity for BAGMA members to meet and discuss recent issues in the trade, as well as network and meet some new people.



After the informative meeting, it was time to head out on to the ice for some competitive yet friendly curling. After curling everybody headed to the stadium bar for a drink and the trophy ceremony.

Catalyst would like to thank BAGMA for hosting this great annual event which once again brought likeminded people from the industry together for a great day out.

Get Ahead with Catalyst Training Courses!

Platinum DMS is a software that is constantly evolving, we're regularly releasing new features designed to help your business succeed. Even seasoned users may be missing out on some of the new time-saving features they simply may not be aware of.

Our Platinum training courses cover a wide range of aspects within the Platinum system, from workshop management and vehicle sales, through to accounts, customer retention and so much more!

Here are just a few upcoming training courses we have in 2020. If you can't see a training course you're looking for feel free to contact our sales team, who will help find the right course for you.

Stock Control in a Day
Tuesday 17th March

Customer Retention Centre
Tuesday 28th April

Report Generator - So Simple
Tuesday 2nd June

Unit Sales in a Day
Tuesday 14th April

Stock Control in a Day
Tuesday 19th May

Unit Sales in a Day
Tuesday 9th June

A Guide to Workshop Control
Tuesday 21st April

The Joy of Accounts
Tuesday 26th May

A Guide to Workshop Control
Tuesday 16th June



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