

ASP Managed Services *SUCCESS STORY*

C. Harper Chevrolet Belle Vernon, PA

C. Harper, a Chevrolet, Buick, Kia, Pontiac, Cadillac, and Ford dealer, has been doing business in Pennsylvania for 20 years, and has been a loyal ADP Dealer Services customer.

In 1984, the dealership purchased an ADP server to run its Dealer Management System (DMS). Since that time technology has changed dramatically. New Hardware and Software products to run fast, powerful DMS systems are now available.

And more than that, as C. Harper was to learn, they wouldn't have to worry about trying to manage their system and IT infrastructure themselves. When the dealership staff learned about ADP's off-site DMS solution, ASP Managed Services, they were very intrigued...they would now be able to focus on their core dealership activities.



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ASP Managed Services

SUCCESS STORY



Making the decision to go off-site with ASP Managed Services

Not only would C. Harper be able to focus on its core activities, but the new system would utilize the latest DMS technology, offering more power, speed and software capabilities than ever before. And beyond that, they wouldn't have to worry about the day-to-day maintenance of the system and software.

ADP staff would take care of everything, including managing the system, customizing the hardware and software to fit their needs, installing a high-speed connection and monitoring of the network 24 hours a day. When C. Harper learned they could receive the same functionality of their current system but with all the computing and maintenance managed at the ADP off-site location,

“We don't have to worry about the day-to-day system management.”

*Jim Waters, Controller
C. Harper Chevrolet*

the decision to go with ASP Managed Services was an easy one to make.

The trouble-free working environment enabled quick response to dealer needs

After a quick and seamless installation process, the staff was amazed at the speed of the new system and its ability to quickly jump between programs, manufacturer sites and the Internet. C. Harper is also utilizing ASP for Internet access across the same circuit that connects the dealership to the ADP Data Center and DMS access. This eliminated the need for C. Harper to pay a phone company for a separate connection to the Internet. Also, the ASP solution includes Internet filtering in the data center which blocks access to inappropriate websites.

“We don't have to worry about the day-to-day system management and we love the fact that all our system issues are handled! ASP Managed Services has saved us so much time that we can now fully utilize the power of the system instead of managing it,” Waters explains.

Data security no longer an issue

Secure data is of great concern to any dealership and feeling confident that you have a stable, secure platform is equally important. “With ASP Managed Services we knew our data was safe, secure and in very dependable hands,” Waters continues. “Having a team of qualified personnel manage the entire IT infrastructure helped us use the extra time to focus on our business.”

