



SELF-ASSESSMENT

Is Your Dealership Ready for Automotive Intelligence?

A 10-point check list to help you honestly assess where your dealership stands today and where AI could actually make a difference.

The Readiness Checklist

Answer honestly. This isn't a sales pitch dressed up as a quiz — it's a genuine starting point for figuring out where the gaps are before you start looking at solutions.

SALES & CUSTOMER RESPONSE

- ☐ **1. Follow-up happens within hours, not days,** for every enquiry — regardless of who's on shift.
- ☐ **2. Your team can quickly see** which leads are actually showing buying intent, without digging through separate systems.
- ☐ **3. Email replies to customers** are fast and consistent, even when your busiest salesperson is off.

OPERATIONS & VISIBILITY

- ☐ **4. Managers can get a clear, trusted view** of what's happening across sales, service and accounts without chasing three different people.
- ☐ **5. Information isn't duplicated or re-typed** between systems as a job moves through the dealership.
- ☐ **6. Telephone calls are logged properly,** so nothing important gets lost between a call ending and a follow-up happening.

WORKSHOP & PARTS

- ☐ **7. Parts identification and stock checks** don't rely on manual lookup for every job.
- ☐ **8. Invoice processing** doesn't create a backlog of manual admin for your accounts team.

TEAM & ADOPTION

- ☐ **9. Your team trusts the system enough** to actually rely on it, rather than keeping their own spreadsheets "just in case."
- ☐ **10. You could confidently say** your DMS is helping the business decide what needs attention next — not just recording what already happened.



How to read your results

8-10 checked: Your dealership has a strong foundation. Automotive Intelligence could sharpen what's already working well.

4-7 checked: You're managing, but there are real gaps costing time and visibility every week.

0-3 checked: Your systems are likely creating more work than they're saving — this is worth a proper conversation.

See what Automotive Intelligence looks like in practice

Navigator.Ai is built around real dealership workflows — sales, service, workshop, accounts and parts.

[Book a Navigator.Ai Demo → dmsnavigator.com](https://dmsnavigator.com)