A dealership management system (DMS) or auto dealership management system may be a bundled management system created specifically for automotive business automobile dealer ships or massive instrumentality manufactures. Competition for market share is at an all-time high with unprecedented pressure to increase customer satisfaction while making sales and service structures and processes more efficient. There is enormous growth potential in emerging markets as they rapidly expand; however, mature markets continue to stagnate. This trend is driving automotive companies to innovate. Moreover, with access to more information and choices than ever before, customers are becoming increasingly fickle and brand agnostic.

**Problem statement**

Using the software, we can track the sales, service, spares, and account details, which can be viewed based on the vehicle or by the customer name for the future activities. This involves the service we are giving to the vehicle based on the warranty or paid service and the spares buying details which all maintained in the single software which gives the company growth as well as the proper system is maintained.

**Challenges**

Dealers and makers square measure perpetually yearning for ways in which to differentiate themselves to shoppers, by managing cost-efficient promoting and promotional campaigns and developing higher relationships. Once the deal is finished, dealerships grasp that they have to develop proactive, purposeful relationships with customers to stay them returning for service, after-market add-ons, and their next vehicle. Complicating matters further, manufacturers and dealers are experiencing complex market conditions, changing distribution networks, increased product complexity, and pressure on profit margins [4].

**Statement of assumption**

Using the software, we can track the sales, service, spares, and account details, which can be viewed based on the vehicle or by the customer name for the future activities. This involves the service we are giving to the vehicle based on the warranty or paid service and the spares buying details which all maintained in the single software which gives the company growth as well as the proper system is maintained [5,6].

**Aims and objectives**

**Aim**

The aim of the project is to auto dealer strength is in maintaining strong customer communications, which is vital in creating profitable long-term relationships. Auto dealer enables a dealer to sell more vehicles and maximize the profit from each sale. Auto dealer provides a single customer and vehicle database that is used across the entire dealership.

**Objective**

The objective is to plan an improved communication between totally different branches and with company to produce higher support to the client. It is having an in-depth management news for chase daily activities of the dealers and company like supported to do. Analysis report company/dealer might determine frequently showing issues in vehicle. The main objective of this method is to stay records of the entire inventory. Its’ support for inventory management helps you record and track materials on the idea of each amount and price.

**Overview of the proposed system**

The paper suggests the fully web-based application which is used for tracking sales, services, reports, leads, and accounts maintenance through online for automobile dealers. Better analysis of dealership profitability through retail sales, service, and parts analysis.

The features included E-mail, SMS alerts, reports, sales, purchase details, transaction, leads, and vehicle and parts ordering through E-mail. DMS Solution is designed for automotive industry, and it fully supports all business processes of vehicle dealers, workshops and service companies, used card traders, vehicle importers, and spare part traders.

**SYSTEM ANALYSIS**

**Existing system**

The existing system is not automated fully as only the accounts are automated with the accounting software. The customer follow-ups are maintained in Excel which will take more time to search from the long lists, and service details are not maintained through the system so it is very difficult to maintain the details. The customer details and feedbacks are maintained the manual record. As the current data are maintained through ledgers and excel sheet, so there are no proper reports for facilitation of the administration of the showroom.

**Problems in existing system**

As we know, a manual system is quite tedious, time-consuming, less efficient, and accurate in comparison to the computerized system. Hence, following are some disadvantages of the old system:

1. Time consuming.
2. Less accurate.
3. Less efficient.
4. Lot of paperwork.
5. Slow data processing.
7. Difficult to keep old records.

Proposed system

In this proposed method of ours separately developing the dealership management software which is based on the requirements from the dealership peoples from the car and bikes dealers. By differentiating the sales, service and spares details. As well the business improvements also could been evaluated by adding up the accounts modules which gives the full details of accounts maintenance. A web-based dealership management software was used to track the main dealer and sub-dealers. Here, the technology is used PHP, it can reduce the cost and increased efficiency, reduction in errors and design changes, better record keeping and compliance, open source, time consuming, and it is a secured. The scope of this technique is to supply user economical operating surroundings and additional output will be generated through this. This technique provides user-friendly interface leading to knowing every and each usability options.
of the system. This technique helps in chase records so past records will be verified through them and one will build choices supported the past records. This technique completes a really less time, leading to less time consumption and high level of potency. This system is developed in such how that even a naïve user can even operate the system simply. The calculations are made very quickly, and the records are directly saved into databases and the databases can be maintained for a longer period of time. Each record can be retrieved and can be verified for the future transactions. Furthermore, this system provides a high level of security for data leaking as only admin people can access the database and no changes can be made in it until it verifies the user login id and password. We also have operator login through which operator can take orders but cannot make changes in the database. Limited access is available to the operator.

Requirement specification
The necessities specification is a technical specification of requirements for the package merchandise. It is a primary step within the necessities analysis method and it lists the necessities of a specific code together with useful, performance, and security necessities. The necessities conjointly give usage eventualities from a user, an operational, and body perspective. The purpose of software requirement specification is to provide a detailed overview of the software project, its parameters, and goals. This describes the project target audience and its user interface, hardware, and software requirements. It defines how the client, team, and audience see the project and its functionality.

LITERATURE REVIEW
Automobile dealers with applying data envelopment analysis
This paper analyzes the operative performances of the 20 retailers of 2 Taiwanese automobile dealers supported the info enclosure analysis combined with the sensible expertise of the automotive trade. The paper selects vital input and output variables to gauge overall technical potency, pure technical potency, and scale potency for sleuthing the causes of unskillfulness and proposes the development comments on project management. The results indicate that there is a unit 5 retailers presenting relative potency at overall technical potency throughout the sample amount. The paper looks forward to construct a complete business operating performance model for enhancing the performances of retailers. The findings can provide useful suggestions for the managers of project management to focus on how to find and develop the maximum effectiveness by allocating useful human resources fitly for enhancing the operating efficiency on performance.

Agility in auto dealers
Agile supply chain management (ASCM) progressively becomes a good and vital life to reinforce competitive advantage of enterprises that desire the support of agile data system to integrate their provide chain more effectively and quickly. Associate in nursing agile provide chain options model is developed to assist enterprises reach nimbleness in their provide chain management and integration by foretelling the important demand and choosing appropriate. This paper focuses on agility in the distribution system of automobile industry, in particular in their auto dealers, which are the main distribution channel of auto companies. As a result, the paper shows how agility can effect on having an integrated distribution chain management for auto industries and a responsive SCM for auto dealers.

ASCM to improve excellence competitive at car dealer company
This analysis target is to enhance excellence competitive of company, particularly Honda Auto mobile sale room residing in South Jakarta space. Chain management represents approach integrative or technique whenever knowledge sort used qualitative knowledge returning from answered of questionnaire respondent that later are
Feasibility analysis
As we know, each and every project needs to have a feasibility study for the complete understandability of the project. We will consider three types of feasibility study and they are technical feasibility, operational feasibility, and economic feasibility.

Technical feasibility
This new system needs six totally trained individuals to run the system dead: One admin person to take care of information and alternative five to handle the system interface and order creating things. As our existing system is only manual, thus would like a past investment of Rs 4,00,000 for the acquisition of six computers, five invoice printers, an electrostatic printer, AC and networking etc. It needs approximately 10,00,000 PA as a disbursal. With the on top of details, our system is technically possible as when finance 14,00,000 during year, the corporate continues to be saving Rs 15,00,000 PA.

Operational feasibility
The new solution is feasible in all sense, but operationally it is not. The new system commands the expulsion of at least 15 people from the company. It creates an environment of joblessness and fear among the employees. It can lead to an indefinite strike in the company also. Hence, the management must take corrective actions prior in advance to start the further proceedings.

Economic feasibility
With the manual system, the disbursal of the system is concerning 60,00,000 PA. This price contains regular payment of 25 folks, stationary, building rent, electricity, water, and phone. However, with the new system, this reoccurring price comes bent be concerning 20,00,000 PA. Then, the new system is economically possible.

IMPLEMENTATION OF THE SYSTEM
Introduction
For optimal sales and inventory management processes, you need robust functionality for managing your logistics facilities. Support for inventory management helps you record and track materials on the basis of both quantity and value. PHP and using java scripts management functions cover internal web-based HTML movements and storage. Using this software, we can reduce costs for PHP-open source software, transportation, order fulfillment, and material handling while improving customer service. You can significantly improve inventory turns, optimize the flow of goods, and shorten routes within your open source software or distribution center. Additional benefits of inventory management include improved cash flow visibility, and decision-making. This software is user-friendly and hence easy to use.
Advantage of dealer management system
1. Standardize business process at head.
2. Enhance dealer revenue and profitability.
4. Increase customer satisfaction.
5. Increase dealership efficiency.
6. Improve ability to manage performance with enhance brand value.
7. Easy accessibility of data and reports.
9. Vehicle and parts ordering through e-mail.

Technologies used
Introduction to PHP
PHP could be a server-side scripting language designed for internet development, however; conjointly used as a general programming language. As of January 2013, PHP was put in on quite 240 million websites (39% of these sampled) and a pair of 1 million internet servers. Originally created by Rasmus Lerdorf in 1995, the reference implementation of PHP is currently made by the PHP cluster, whereas PHP originally stood for private home page, it currently stands for PHP: machine-readable text preprocessor. PHP code is originally designed to be understood by an internet server with a PHP processor module that generates the ensuing website. PHP commands will be embedded directly into a hypertext markup language supply document instead of interpreting commands-line interface capability and may be utilized in standalone graphical applications. PHP is free software system discharged beneath the PHP License. PHP has been wide ported and utilized in standalone applications. PHP is free software system to be installed on different branches. The PHP platform runs efficiently (Windows, Linux, Unix, Mac OS X, etc.).

The PHP platform
• PHP runs on various platforms (Windows, Linux, Unix, Mac OS X, etc.).
• PHP is compatible with almost all servers used today (Apache, IIS, etc.).
• PHP supports a wide range of databases.
• PHP is free. Download it from the official PHP resource: www.php.net.
• PHP is easy to learn and runs efficiently on the server side.

CONCLUSION
A web-based application which is used for tracking sales, services, reports, leads, accounts maintenance through online for automobile dealers. Better analysis of dealership profitability through retail sales, service and parts analysis. The features included E-mail, SMS alerts, reports, sales, purchase details, transaction, leads and vehicle, and parts ordering through E-mail. DMS solution is designed for automotive industry, and it fully supports all business processes of vehicle dealers, workshops and service companies, used card traders, vehicle importers, and spare part traders. It is completely web-based solution, so it does not require software to be installed on different branches. The scope of the project includes that what all future enhancements can be done in this system to make it more feasible to use. Databases for different products range and storage can be provided, multilingual support can be provided so that it can be understandable by the person of any language, more graphics can be added to make it more user-friendly and understandable, manage, and backup versions of documents online.

Benefits
1. Manages track sales.
2. Manages contacts.
3. Manages accounts.
4. Manages opportunities.
5. Track product issues.
6. Track product features.
7. Manage product lifecycle.

REFERENCES