



Woods & Seaton  
Automotive Systems & Communications Service

Reference Library - 2002 onwards

In addition, Briefings/Newsletters have been delivered each year.  
A summary list of topics is available on request.



March 2008 to February 2009 Subscription Year - Analyses supplied to Subscribers

1. International Dealer Systems Providers - SAP - Second Review - June 2008
2. GM's Global Dealer Systems Strategy - July 2008
3. Porsche Informatik - Importer, Dealer and Web systems - August 2008
4. International Sales Systems - November 2008
5. Mercedes-Benz - Global Dealer Systems - February 2009
6. North American Developments & Trends - "Smaller" DMS Providers - February 2008  
Initial two reviews of DSPs and their major customers...
  - DealerTrack-Arkona and Asbury Automotive Group Inc.
  - DealerBuilt-Lightyear and Don Wood Group

March 2007 to February 2008 Subscription Year - Analyses supplied to Subscribers

1. European Developments & Trends - Italy - June 2007
2. European Developments & Trends - OEM Integration with Dealers - June 2007
3. North American Developments & Trends - Arkona - a subsidiary of DealerTrack - July 2007
4. International Dealer Systems Providers - The "new" Incadea - September 2007
5. International Dealer Systems Providers - SAP - Initial Review - October 2007
6. International Dealer Systems Providers - Reynolds & Reynolds - European Operations - November 2007
7. International Service Systems - January 2008
8. North American Developments & Trends - Systems Interconnections - A changed situation - March 2008

March 2006 to February 2007 Subscription Year - Analyses supplied to Subscribers

1. European Developments & Trends - Volume 2 - Dealers & Groups - April 2006
2. European Developments & Trends - Volume 1 - The Market - June 2006
3. The growing array of European Specialist Dealer System Providers - July 2006
4. North American Developments & Trends - November 2006
5. Volume 1 - The Market, OEMs and Dealer Systems Providers
6. Volume 2 - OEM-Dealer Projects, Dealers & Groups
7. International Dealer Systems Providers - February 2007



March 2005 to February 2006 Subscription Year - Analyses supplied to Subscribers

1. European Dealers & Groups - IT and Organisation - April 2005
2. European Developments & Trends - Dealer IT Costs - April 2005
3. European Developments & Trends - Standards for Dealer IT - June 2005
4. European Dealer System providers in Car & Truck Dealer Networks - July 2005  
Developments & Trends in Automotive Retailing - North America - September 2005 (Total 267 Pages)
5. Volume 1 - The Market, Automakers, DMS & Specialist DSPs, Finance Acceptance Networks, Dealer IT Standards.
6. Volume 2 - Dealers, Groups, Stimulating Projects.
7. European Developments & Trends - On-line Parts Systems - January 2006

March 2004 to February 2005 Subscription Year - Analyses supplied to Subscribers

1. Importer Systems - April 2004
2. Automotive CRM, Internet & e-Commerce - Europe - July 2004
3. Developments & Trends in Automotive Retailing - North America - September 2004
  - Volume 1 - Market Overview, Automakers, Vendors, ASP, Leasing & Desking, Finance Acceptance Networks, Standards.
  - Volume 2 - Dealers, Groups, Stimulating Projects, Independents
4. Automotive Systems & Services in the UK - Market Overview - January 2005
5. IT & Business Processes in the European Independent Automotive Aftermarket - February 2005

March 2003 to February 2004 Subscription Year - Analyses supplied to Subscribers

1. Automotive CRM, Internet & e-Commerce - Europe - March 2003
  - Developments & Trends in Automotive Retailing - North America - September 2003
2. Volume 1 - Market Overview, Automakers, Vendors, ASP, Leasing & Desking, Finance Acceptance Networks, Standards.
3. Volume 2 - Interesting Dealers and Groups - including AutoNation review.
4. Automotive CRM, Internet & e-Commerce - North America - October 2003
5. Microsoft in Automotive Retailing Systems - October 2003
6. Developments & Trends in Automotive Retailing - Europe - January 2004
  - Volume 1 - Block Exemption, Executive Summary, Market Overview, Standards, Automaker Strategies, Legacy, new-generation and ERP DMS, Multi-national Vendors
  - Volume 2 - National Vendors, Progress with ERP, Progress with ASP, Dealers & Groups - Netherlands, Finland, Germany, MAN Trucks, Parts systems.
7. Volume 2 - National Vendors, Progress with ERP, Progress with ASP, Dealers & Groups - Netherlands, Finland, Germany, MAN Trucks, Parts systems.

March 2002 to February 2003 Subscription Year - Analyses supplied to Subscribers

1. Systems in Automotive Retailing - Italy and Spain - March 2002
2. F&I Systems in the UK - April 2002
3. North American Automotive Aftermarket - May 2002
- 4 & 5. Developments & Trends in Automotive Retailing - North America - August 2002
6. Automotive CRM, Internet & e-Commerce - North America - September 2002
- 7 & 8. Developments & Trends in Automotive Retailing - Europe - January 2003