



**FOR IMMEDIATE RELEASE**

Contact: Andree Dolan, The TM Group, 888.482.2864 or [andreed@tmgroupinc.com](mailto:andreed@tmgroupinc.com)

**The TM Group Announces a New Partnership with Elva DMS,  
An End-to-End Vehicle Dealer Management Solution for Microsoft Dynamics NAV**

**Farmington Hills, Mich., November 7, 2011** The TM Group, a nationally acclaimed Microsoft ERP and CRM partner, is announcing a new partnership with Elva Baltic Vehicle Dealer Management Solution (Elva DMS). The certified solution is a Microsoft Dynamics NAV-based solution and includes end-to-end functionality that an auto or other vehicle sales and service organization requires, including vehicle sales, service management, service scheduler, spare part sales, time control, CRM and accounting management. To see a quick video about the solution, visit <http://www.youtube.com/watch?v=azL6AmZDLio>.

The Elva DMS solution is ideally suited for all types of vehicle sales and service organizations, including those for new and used car and truck dealerships; recreational vehicles; public transportation; aviation; boats and other marine vehicles; garden equipment; and warehousing equipment. Dealers and service organizations face many multifaceted business challenges such as stock and resource planning, large product and job catalogues, and staff management as well as manufacturer requirements.

“The TM Group has a long history of working with distributors in the automotive and logistics industry and we are very excited to offer the Elva DMS and Microsoft Dynamics NAV solution,” says Judy Thomas, president of The TM Group. “The automation, integration, and comprehensive features of Elva DMS will be of great value to our clients in this important space.”

“Although new to the United States, Elva DMS is a mature software solution with many implementations for European dealers,” explains Raimonds Dilsons, development director of automotive industry solutions for Elva DMS. “We serve vehicle dealers of various makes including Bentley, Volkswagen, Mercedes-Benz, Hyundai, Nissan, Volvo, Yamaha, Mitsubishi Motors, and Peugeot. It is also used by several independent vehicle service companies and spare part traders. We have a great reputation in our industry.”

The Elva DMS (Dealer Management Solution) for Microsoft Dynamics NAV with The TM Group’s implementation, development, and services ensures:

- Coordinated work in both service and parts
- User friendly car sales management
- Full historical log of both the vehicle and a client including information about a car owner, service history, warranties, and insurance
- Better service work management including automatic spare part ordering, and status tracking of ordered spare parts
- Monitoring of service technician employees productivity
- Integration of parts and labor operations catalogues from original equipment manufacturers and independent providers
- Integrated financial and accounting bookkeeping
- Accurate multi-site operational and financial consolidated reporting

The TM Group, Inc.  
34705 W. Twelve Mile Rd, Suite 371  
Farmington Hills, MI 48331  
888.482.2864 (office) [www.tmgroupinc.com](http://www.tmgroupinc.com)



- Improved information for budget planning and analysis
- Easier to use software because it utilizes Microsoft Windows and Office based technology that will be more familiar to new, younger employees than most preexisting DMS solutions
- Multi-currency rates and reporting
- The elimination of having to double enter key business data
- Timely observation of resource loading
- The ability to change the system in the future if requirements of manufacturers change – and they will change
- Invoices for insurers, settlements of accounts on warrantees, recall repair management

For more information about Elva DMS (Dealer Management Solution) with integrated Microsoft Dynamics NAV financials, please contact Ken Jacobsen of The TM Group, at [kenj@tmgroupinc.com](mailto:kenj@tmgroupinc.com) or call 888.482.2864.

### About The TM Group

The TM Group, Inc., founded in 1984, is a leading Microsoft ERP & CRM Dual Gold Certified partner with core expertise in the Microsoft Dynamics business solutions offering including Microsoft Dynamics NAV, Microsoft Dynamics GP, Microsoft Dynamics SL and Microsoft Dynamics CRM. The TM Group is also certified for the Information Worker, Portals and Collaboration and Small Business Specialist competencies, and offers advanced technical expertise in Microsoft Office SharePoint Portal Server, Microsoft .Net Development and SQL Reporting Services. The recipient of over 65 awards, The TM Group has been a Microsoft Dynamics President's Club member for 20 years, as well as a 9-year Inner Circle and Chairman's Club member and Partner of the Year. The TM Group provides a comprehensive range of technology consulting services including software evaluation and selection, custom development, implementation and support. It has corporate offices in Farmington Hills, Michigan, and a satellite office in Grand Rapids, Michigan and serves hundreds of clients throughout North America. For more information, visit <http://www.tmgroupinc.com>.

### About Elva Baltic

Elva Baltic Vehicle Dealer Management Solution (Elva DMS) is a flexible and easy-to-use business solution for the automotive industry, provided by the Elva Baltic Company and distributed worldwide through its certified partner network. Elva Baltic is an international IT company located in Tallinn, Estonia, and Vilnius, Lithuania, with headquarters in Riga, Latvia. The company was founded in 2004 and is a leading Microsoft ERP Gold Certified partner in Eastern Europe focused on Microsoft Dynamics business solutions - Microsoft Dynamics NAV, Microsoft Dynamics AX and Microsoft Dynamics CRM. The company also offers advanced technical expertise in Microsoft SharePoint, Microsoft SQL Server Development and Optimization, Microsoft .Net Development, various business intelligence (BI) solutions and provides SaaS (Software as a service) model as well. Elva Baltic, with more than 50 employees, has delivered 300 successful ERP implementations. Elva Baltic is a recipient of numerous key awards from Microsoft, including being named **Microsoft Partner of the Year 2011** and a **Microsoft Dynamics President's Club** winner many times. The company was also recognized with the **Microsoft Partners Distinction Award 2011** at the Microsoft Latvian partner conference. For more information about Elva Baltic visit: <http://www.elvabaltic.com> and for details on the Elva DMS solution, visit: <http://www.elvadms.com>.

##

The TM Group, Inc.  
34705 W. Twelve Mile Rd, Suite 371  
Farmington Hills, MI 48331  
888.482.2864 (office) [www.tmgroupinc.com](http://www.tmgroupinc.com)