**FOR IMMEDIATE RELEASE**

**Dominion Dealer Solutions’ Web ControlTM Partners with CalldripTM to Provide Telephony for Automotive Lead Management**

*Provides dealers the ability to seamlessly work leads from call to sale*

**Norfolk, VA – June 6, 2017-** Dominion Dealer Solutions announced today that its web-based automotive internet lead management (ILM) and customer relationship management (CRM) solution, Web Control, has joined with Calldrip to provide near instant connection with potential customers.

Dealers using both Web Control and Calldrip will notice that these platforms simultaneously sync leads, notes and call information, as well as real-time customer appointments. Customer information updated in one program is immediately available in the other. This saves time for automotive dealerships using both products.

"Calldrip gives Web Control dealers an unprecedented rapid response capability. Dealers are no longer concerned about pursuing the second or third round of follow-ups on leads. Instead, they’re focused on having enough reps to answer the phones," noted John “TD” Scheuren, general manager of Web Control at Dominion Dealer Solutions.

As leads come into the dealership, a call with the customer’s information is routed by Calldrip to either a sales or BDC representative. Once a representative at the dealership hears the lead information, a new call is triggered to the potential customer within 60 seconds to set up an appointment. The call is recorded, scored and saved in Web Control for future training and follow-up at the dealership.

“We couldn’t be more excited to announce this partnership with Dominion Dealer Solutions,” noted Brock Jackson, co-founder and chief marketing officer for Calldrip. “Today’s buyers demand world-class service. By combining Web Control’s expertise in lead management and dealer services with Calldrip’s vision of rapid lead response, our dealers will be able to provide the perfect sales experience at just the right moment.”

Calldrip is available as an add-on feature for both franchise and independent dealerships using Web Control’s lead management system. Product specialists from Dominion Dealer Solutions will be available at Booth #1325 and from Calldrip at Booth #1830 during the 2017 NIADA Conference & Expo in Las Vegas to showcase this integration or answer any questions. For more information on the benefits of the Web Control and Calldrip for your automotive dealership, please call 877-421-1040.

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**About Dominion Dealer Solutions**

Dominion Dealer Solutions improves dealers' lives by developing advanced technologies including: reputation and social media management, responsive websites, digital advertising, SEO, SEM, multi-channel marketing, and custom market reports. Coupled with award-winning lead management, inventory merchandising, equity mining, customer relationship (CRM) and dealer management (DMS) solutions, Dominion redefines automotive retail by delivering first-class customer experiences for today's automotive dealerships. Based in Norfolk, Virginia, every OEM and over 10,000 U.S. dealers depend on Dominion's foundation of innovation, integrity, excellence and teamwork to provide them with results at every turn. For more information, visit our [website](http://www.drivedominion.com/), like us on [Facebook](http://www.facebook.com/dominiondealersolutions), [Pinterest](http://www.pinterest.com/dominionds) or [YouTube](http://www.youtube.com/dominiondealer), or follow us on [Twitter](http://www.twitter.com/dominiondealer).

**About Dominion Enterprises**

Dominion Enterprises is a leading online marketing and software services company offering client solutions across multiple targeted business verticals.  Our widely recognized B2C web and mobile portals, including ForRent.com, Homes.com, and CycleTrader.com, generate nearly 30 million unique visits monthly. Our B2B cloud SaaS solutions directly support clients in establishing their online and mobile brands, generating leads, and managing customer relationships.  Dominion Enterprises has more than 40 businesses and 3,000 employees in our Norfolk, Va. home office, across the U.S., and internationally.

**About Calldrip**

For more than 10 years, Calldrip has been dedicated to helping businesses respond immediately to new inquiries. We have leveraged this experience to develop our suite of sales automation tools and have now deployed this technology to thousands of customers worldwide. By triggering a phone call between your sales team and your prospect while they are still on your website, we are able to increase conversations by as much as 900%. The privately held, fast-growing company is based in Salt Lake City, Utah. For more information, visit <http://www.calldrip.com>.

**Media Contact:**

Dominion Dealer Solutions

Peyton Hoffman

Director of Public Relations and Event Management

757.351.7271

Peyton.hoffman@drivedominion.com