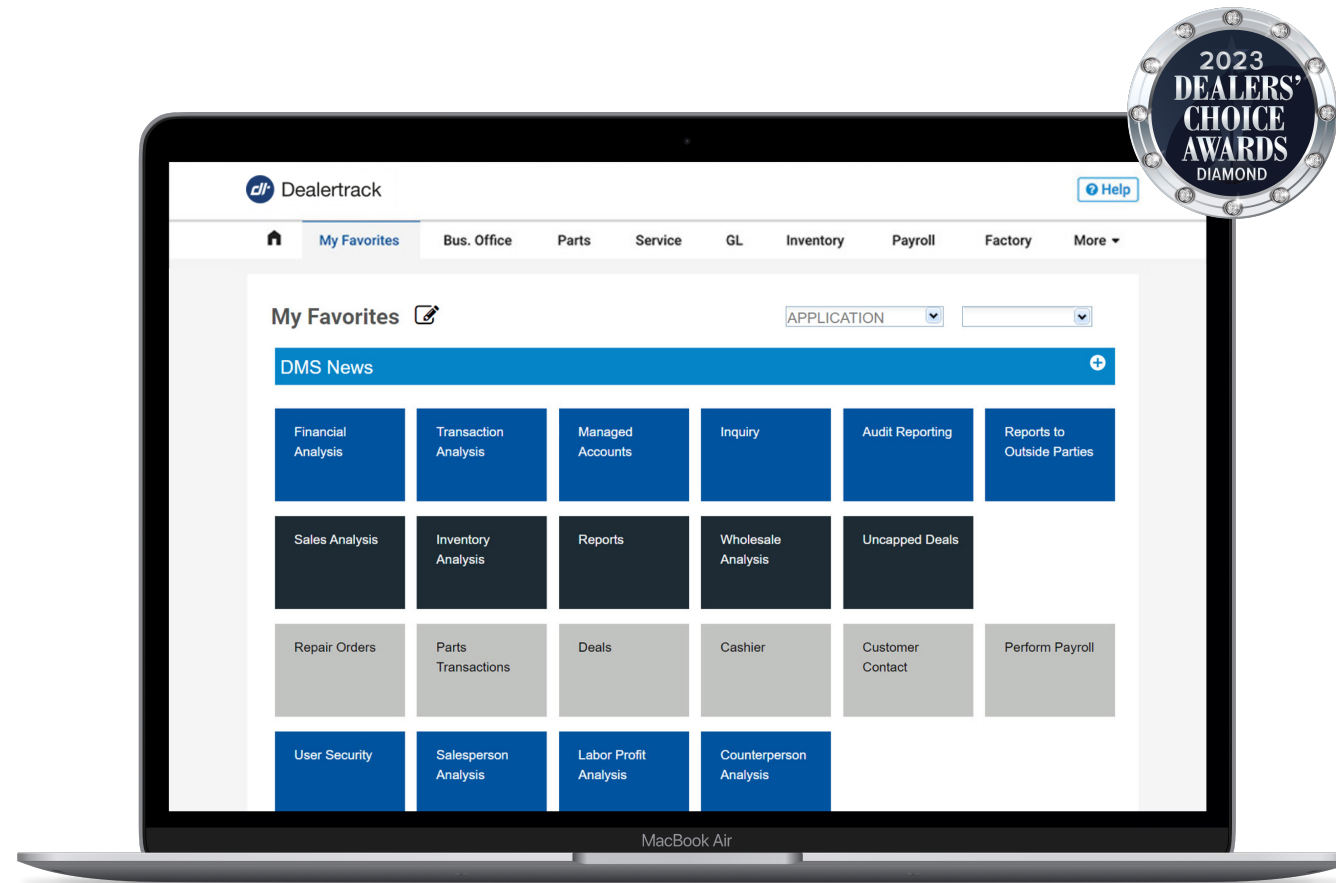


Thriving dealerships have flexible technology





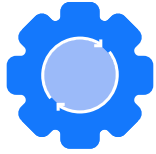
Dealertrack DMS helps build flexible, adaptable dealerships that thrive in the face of change

Rated the #1 easiest-to-use DMS

Dealertrack DMS is the only dealer management system built to enable reliable, affordable connectivity with a dealership's best-in-class solutions across sales & marketing, fixed ops, inventory management, accounting and more.

It's the flexible DMS solution that lets you, not your DMS provider, decide how best to run your business.





Our product

- A DMS designed to help, not hurt, your bottom line. Unlike other top DMS providers, Dealertrack offers an open platform without charging hidden fees so you can continue to work with your preferred partners.
- An end-to-end solution that modernizes your dealership's operations and improves your bottom line. With our cloud-based technology you can upgrade your processes, get multiple stores on the same page, and operate more efficiently—and more profitably.



Our platform

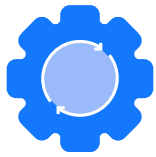
- Our intuitive DMS makes systems easier for you and your staff to learn, implement, and use. Real-time information lets you know where your investment stands at every moment, easy systems mean fewer keystrokes, and remote cloud access lets you use Dealertrack DMS securely from anywhere.
- Experience powerful functionality that improves workflow and operational efficiencies across your dealership and within specific departments, from accounting and inventory management to OEM templates and parts processing.
- Allow current team members to transition seamlessly with intuitive systems, web-based training, and onboarding support. Plus, new recruits can be up-to-speed and productive much faster without any previous experience with the DMS.



Our partnership

- Our Performance Managers and support teams are catalysts for broad operational change. Going beyond software, they teach you how to leverage the capabilities of Dealertrack DMS to improve usage, create structure where it's lacking, and simplify processes already in place.
- Be valued like a true partner. You won't feel tied down by unreasonable contract terms—and there are no hidden fees or add-on charges to take you by surprise.
- Leverage a wide range of tools and resources that provide you with knowledge, ideas, and answers. This vast set of resources is available 24/7 online and designed to help improve your use of the tool, share experiences in a larger support community, and make it easier to bring new employees up to speed quickly.





Our product

Gain greater control over your business with software that was designed to grow with you

Streamline key department processes, attain greater insight into your business, and make decisions based on real-time information—all so you can drive profitable growth.

#1

easiest-to-use DMS

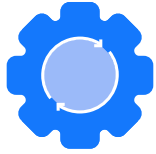
CAI Retail Brand Health Study - July 2023

77%

of dealers say they are more efficient using Dealertrack

Based on a survey of 264 Dealertrack dealer customers, October 2023



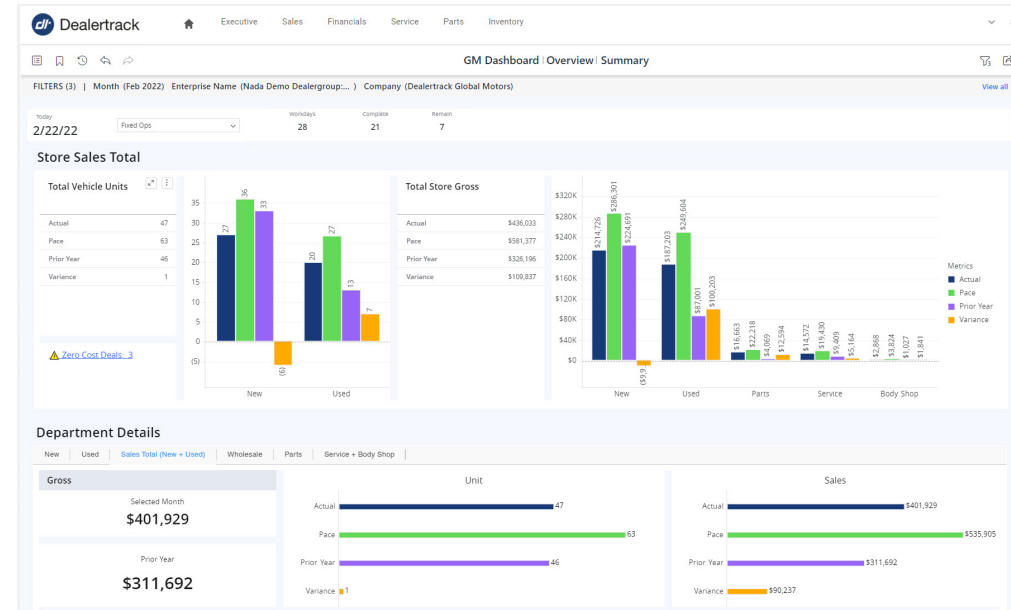


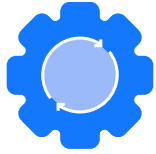
Our product

Simplified accounting & reporting

Dealertrack DMS delivers complete visibility into your dealership's financial position, paving the way for strategic action. With our flexible Dealer Management System, you maintain greater control with software designed to grow with you. Dealertrack DMS provides:

- Modern accounting, payment and reconciliation processes.
- Actionable business insights that drive informed decisions and growth.





Our product

Simplified accounting & reporting

- Significantly reduce month-end close times and increase productivity with an accounting application that provides meaningful insight into transactions, account balances, and dealership performance.
- Improve efficiency and eliminate errors with our robust transaction routing capabilities that allow you to post from where the actual transaction occurred, whether a deal, RO, or simple cash receipt.
- Access critical information about common financial activities and pinpoint issues that require attention using our intuitive user interface.
- Advanced reporting and analytics capabilities elevate the most relevant measures of dealership health by department, and help you identify opportunities for growth.

Opt	Date	Description	Control	Document	Amount	Days
	02/16/22	HAMILTON, RONALD	JLN7943	JLN7943	28225.86	13
	02/18/22	THOMAS, ANDREA B	DD0807	DD0807	54182.28	11
	02/18/22	JACOBS, AMY F	JLU7961	JLU7961	18094.60	11
	02/21/22	GRANT, GARY	KS513518	KS513518	29455.48	8
	02/21/22	MARQUEZ, CHRIS G	KC702871A	KC702871A	17734.15	8
	02/22/22	SMART, JEFF	MT5923	MT5923	22526.83	7
	02/22/22	BROWN, JAN P	MT7977	MT7977	19422.24	7
	02/22/22	LANSING, HANNAH	JLN6943	JLN6943	34005.73	7
	02/23/22	LANGSTON, HAI D	CJT899	CJT899	19914.37	6
	02/23/22	TEBBS, JEFF	BG02241	BG02241	21420.72	6
	02/23/22	FOSTER, TESS	JLN8222	JLN8222	34004.96	6
	02/24/22	TEBBS, JEFF	BG0224	BG0224	13926.16	5
	02/28/22	BARNES, ALEXIS K	JLN2302	JLN2302	25521.93	1
	02/28/22	LEWIS, MATTHEW T	KN768356	KN768356	27592.41	1

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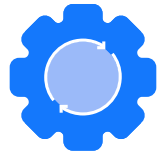
Gerald Nissan

Real-time data allows us to react immediately. You have the right information to make the correct decisions.

—

Dean Collins
Operating Partner





Our product

Dealertrack

Help

Deal

Buyer

Trades

PDI

Disclosure

Recap

Summary

Commissions

Forms

Business Office

LEWIS, MATTHEW T

1415 ANGELUS DR, DRAPER, UT, 84020

Home: 215-861-8217 Cell: 215-912-4188

Email: MATTHEW.LEWIS@EMAIL.COM

County: SALT LAKE

Stock # JB2381

U 17 FORD F-150

1FTEW1EGXH72381

Deal Information

Deal Status: Financed

Work in Process

Retail

Lease

List

37750.00

Price

37000.00

Down

3000.00

Trade

20225.00

Payoff

6435.00

Function

Rebate

APR

5.750

Term

60

Days

45

Tax

1258.36

Tax Group

Texas State Tax

AMOS/Opt

1044.00

Insurance

Accessories

Serv Cont

1325.00

Fee\$/Lender

222.50

Sale Date

02/21/22

Deliver

02/21/22

First Payment

04/07/22

Lender

US BANK

Discount

750.00

Payment/Options

463.46

M

Other / Salespeople

Odometer

51227

Trade Desc

KN627709A 16 NISSAN PATHFINDER

PDI

NATIONWIDE

CG4376FI1427WP6438

Permit#/Exp

Salesperson1

670

Salesperson2

F&I Manager

514

Sales Manager

424

670

24059X86A000MSRP37750

Save

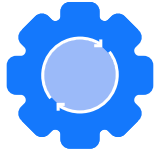
Exit

Cancel

Coordinated business office

Dealertrack DMS enhances all of your critical Sales and F&I transaction processes to drive deal efficiency. With integrated workflows, you'll close more deals in less time while maintaining profits and enhancing your customer experience.





Our product

Coordinated business office

- Open vehicle items? Not a problem. Our intuitive deal screen allows your managers to know each vehicle's true cost with our work-in-process alert feature. With one click, you can identify precisely how much money you've invested in the vehicle, ensuring you never lose money on a deal again.
- Track customer loyalty, then translate that into improved experience for priority customers and increased profits for your company.
- Leverage your VinSolutions CRM or desking solution to push all customer and deal data to your DMS. With our platform's open integration, all data is transferred in real-time, minimizing errors and saving time on redundant data entry.
- Reduce the paper churn and showcase a new, streamlined customer experience by using our digital suite of tools to finalize the deal with electronic and remote signing opportunities.

The screenshot shows the Dealertrack Business Office interface. A 'Vehicle Cost Detail' window is open, displaying a table of costs. The table has columns for Opt, Document, Date, Jrn, Description, and Amount. The data shows a total cost of 33200.00, with a WIP of 450.00, Pack/Hb of 900.00, and an Adj Cost of 34550.00. The table lists three items: a PVI for 33200.00, an Open Repair Order for 150.00, and an Open Purchase Order for 300.00. The window has buttons for Ok, Open RO, Appointments, Open PO, and Cancel. The background shows the Dealertrack Business Office header with user information for Adam Hatch and a sidebar with navigation options like Deal, Buyer, Trades, PDI, Disclosure, Recap, Summary, Commit, and Forms.

Opt	Document	Date	Jrn	Description	Amount
<input type="checkbox"/>	HA043548	10/02/17	PVI	1HGCR3F96HA043548	33200.00
<input type="checkbox"/>	61080170			Open Repair Order	150.00
<input type="checkbox"/>	71028217	10/02/17		Open Purchase Order	300.00



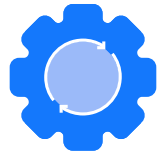
Fowler Auto Group

Dealertrack's capability has shortened time in a lot of areas that employees use to process customer information.

-

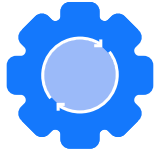
Jonathan Fowler
VP Operations





Efficient fixed operations

The Power of One | Cox Automotive



Our product

Efficient fixed operations

- Increase revenue and bring your Parts and Service departments together with streamlined workflows and functionality.
- Perform every job function from a single screen allowing service writers, technicians, and counterpersons to focus more on their customers.
- Get up-to-the minute snapshots of your Fixed Ops performance with real-time analysis of labor profit and parts inventory.
- Prioritize day-to-day activities with intuitive user interfaces that provide real-time information about common service activities and pinpoint issues that require attention.
- Accelerate RO creation and customer loyalty with on-screen management tools. Easily see service contract information, customer value, and service history, all from one screen.

Dealertrack DMS 360

Parts Transactions View a tour SPO - Unfilled Launch Catalog

Counter Sale Counterperson: Josh Bickerton Actions Print

Name: GRAFFS AUTOMOTIVE Quote Number: Q000450141 Invoice #: 7735
A/R #: BT22204 PO #: 7735
A/R Terms: Net Due 30 Days Make/Model: VIN:
Email: FRED.GRAFF@EMAIL.COM
Phone: (253) 854-2241
Price Level: PL-19
Sale Type: Wholesale

Opt	Part Number/Description	Bin/Shelf	Qty/Avl	List	Net	Ext	Action
<input type="checkbox"/>	460109BP1A CYL BRAK MASTER	SPORD	1/ 1	491.54	393.23	393.23	
<input type="checkbox"/>	3455289900 INSULATOR	130	1/ 5	15.25	12.20	12.20	
<input type="checkbox"/>	3601141F0A SWITCH ASSY-PARKING BRAKE	134	1/ 1	68.00	54.40	54.40	
<input type="checkbox"/>	15010AC70A PUMP-OIL	SPORD	1/EP	684.45	547.56	547.56	
Purchase Order 71036521-LAKE POINT NISSAN							
Promo Messages: Brake Special							
<input type="checkbox"/>	Freight Out: Deliver					10.00	
<div>Previous Next</div>							
Function NS				Freight: 10.00 Fees/Discounts:			

”

San Tan Ford

It's got all the tools you need to do your job every day. We definitely plan on staying with them for a long time.

-

John Bernath

Director of Fixed Operations





Our platform

Cloud computing is now a reality for all dealers

Cloud computing is now a reality for dealers of all sizes. Cloud-based DMS platforms are secure, reliable, scalable, and available from any device at any time. The result is increased productivity, lower costs, and seamless, open integration.

\$32k

savings per year on hidden fees

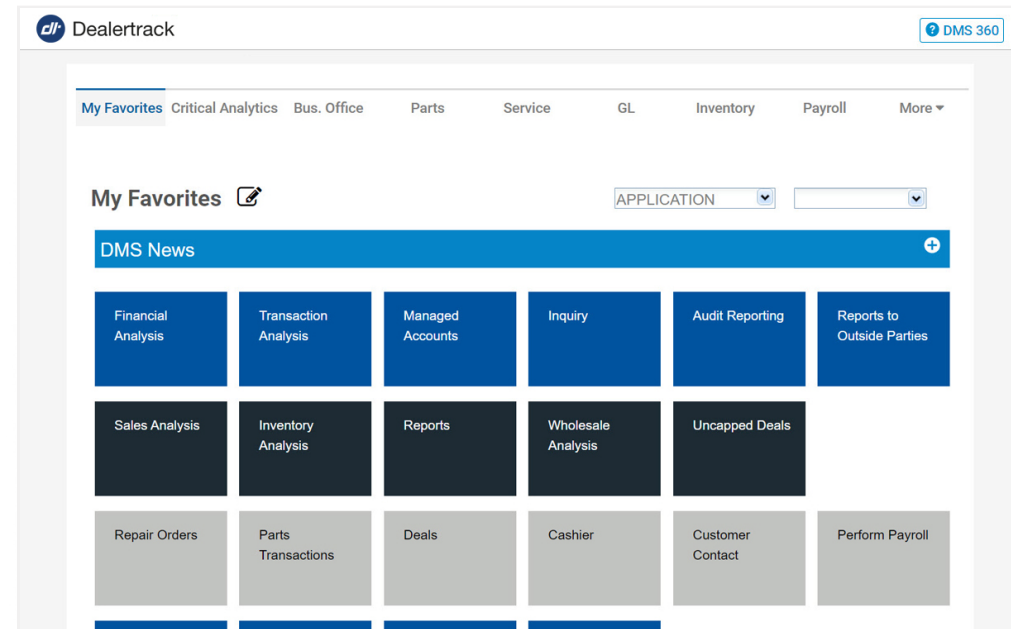
Based on average spend per dealership of \$2,691 per month over 12 months for non-Dealertrack DMS dealers using Xtime, Vin-Solutions, vAuto, HomeNet, Dealertrack F&I and Dealertrack Serve Pro from June 2022 – July 2023.





Our platform

- Never wait for upgrades as new technology and enhancements become available. The technology is always on, always backed up, and always secure.
- Easily onboard and train new employees with intelligent technology and an intuitive user experience.
- Work seamlessly and simplify your existing business process flows with the vendors you choose using our Opentrack platform.
- Control access to your data and save with an integration platform designed to reduce vendor integration fees.



Acura of Glendale

If we don't invest in technology, the market passes us by. It's critical that our staff has the tools that they need. Dealertrack provides us a very easy-to-use, simple solution.

—

Jeanne Brewer
General Manager





Our partnership

We're looking for more than a business relationship and a long-term contract

We believe in building partnerships built on trust, transparency, and the assurance that we will always deliver market-leading technologies backed by exceptional service.

As a committed, consultative partner, our proprietary support and training programs help your employees become better at their jobs. We put experienced, dedicated Performance Managers inside dealerships to help navigate challenges and complexity and enact operational change. With flexible, dealer-centric contract terms, we are not only easy to use, but also easy to do business with.

10+yrs

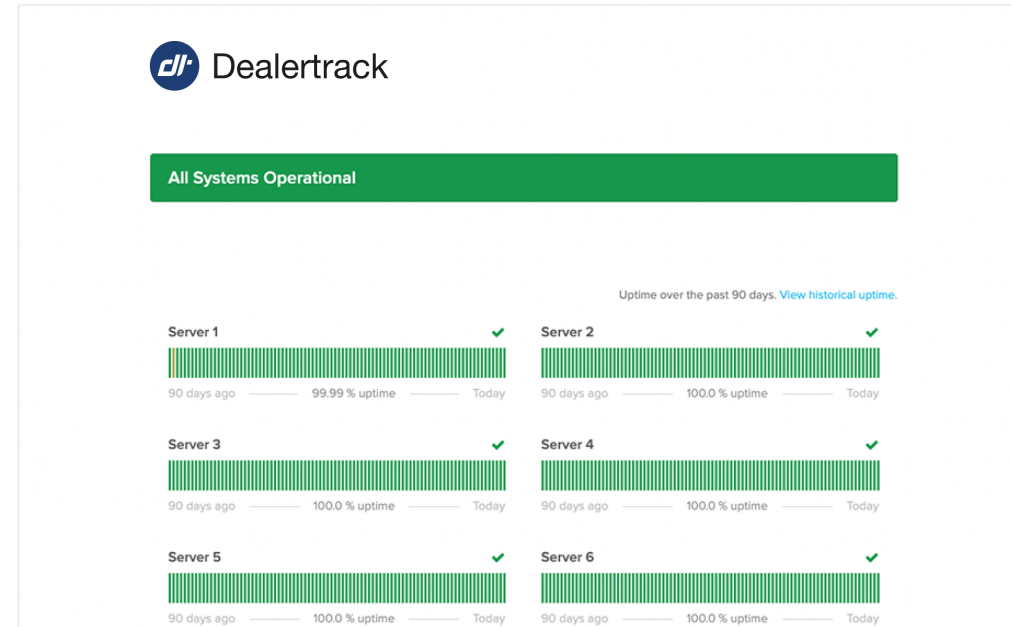
Average dealership management experience.





Our partnership

- We earn your business every month with short-term contracts and dealer-friendly DMS pricing.
- Gone are the days of hidden fees, print fees, and costly required hardware—all the features and functionality are included in our core package.
- Jumpstart your DMS and transform your business by collaborating with our expert Performance Managers to receive guidance and industry best practices.
- Keep your business running smoothly throughout your DMS transition by relying on our proven process.
- Leverage our commitment to transparency and our DMS Health Site to stay informed of upcoming maintenance and improvements in order to alleviate potential confusion and downtime.



Acura of Glendale

If we don't invest in technology, the market passes us by. It's critical that our staff has the tools that they need. Dealertrack provides us a very easy-to-use, simple solution.

—

Jeanne Brewer
General Manager





Doing business with Cox Automotive

As the market evolves, you'll need a partner with a history of identifying emerging trends and investing in technology upgrades. Instead of focusing on a single solution, Cox Automotive considers the purposeful connections between all of your dealership tools, so you can be more efficient and more successful in every area of your operations.



Committed

to driving success across the entire automotive industry.



Reputation

for establishing true partnerships with dealers nationwide.



History of first-to-market

best-of-breed solutions for emerging industry challenges.



Unmatched investment

in technology development and upgrades.



Family owned & operated

since 1898.



Dealer.com



Dealertrack



vAuto



xtime



VinSolutions

Autotrader



Kelley Blue Book



Manheim



NextGear Capital



Fleet Services





Additional offerings

Cox Automotive offers an integrated suite of optional software solutions that complement the Dealertrack DMS and add functionality to your business operation. From credit card processing to vehicle bar code scanning, and everything in between, we offer affordable solutions that enhance your workflow.

Document Management

Our flexible document management solution can improve dealership efficiency by simplifying search, storage, and retrieval and offering automated document capture along with simplified digital workflows, department-level retention controls, and compliance management.

Critical Analytics

Our role-specific reporting solution helps measure and identify opportunities for growth by pulling insights from across your dealership into easy-to-read dashboards and reporting modules.

Payment Solutions

Provides a singular way to request and receive digital payments; cascading all updates to the General Ledger. Our Payment Solutions helps dealerships ensure efficient delivery and resolution of Service Invoices along with Accounts Receivable statements, while offering convenient payment options for consumers.

Parts Wizard

Streamline your parts receiving process by scanning and posting parts orders directly into Dealertrack DMS.

Digital Contracting Integration

Simplify the way you sign and manage every deal through strategic integrations with Dealertrack F&I.

Hardware

Certified hardware the easy way.

Labor Time Guides

Increase warranty submission efficiency with accurate, OEM-supplied time guides.

Payroll and HR Management

Powered by a real-time integration with Netchex, our comprehensive payroll and HR solution streamlines administrative tasks, eliminates manual spreadsheet and systems management, and reduces costly errors.

Service Dispatching

Maintain control of your shop and boost technician productivity with a fully integrated Repair Order dispatching solution.

Service Price Guides

Improve customer satisfaction with more accurate service repair quotes.

Vehicle Wizard

Manage and track new and used vehicles with a comprehensive lot management tool.

Opentrack Integration

Benefit from certified, secure data integration between Dealertrack DMS and over 200 third-party vendors.





Innovation through integration

Dealertrack DMS is the only solution that helps dealers control their own destiny with easy-to-learn software, open integrations, connected processes, and intelligent, cloud-based technology.

Dealertrack DMS allows dealers to improve efficiency and profitability throughout their entire dealership operation and thrive in an ever-changing automotive market.

Dealertrack DMS is part of a connected ecosystem of retail solutions from Cox Automotive.

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www.dealertrack.com

