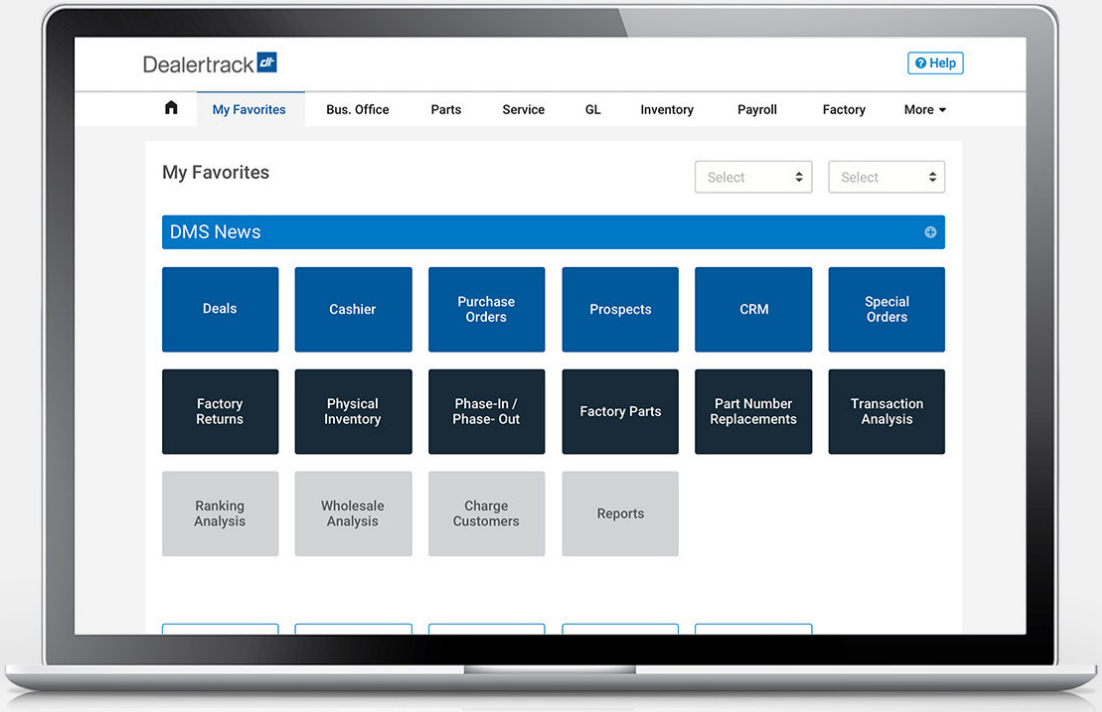


A DMS DESIGNED FOR THE FUTURE

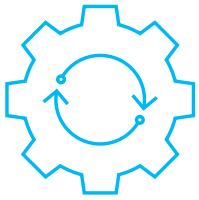
Dealertrack DMS

TECHNOLOGY THAT DRIVES YOU.



INNOVATION AND PARTNERSHIP COME STANDARD

Dealertrack DMS gives dealerships the platform they need to grow without the complexity and cost of other systems. Our cloud-based solution transforms your business with simple, connected processes, open integration, and intelligent technology.



OUR PRODUCT

- All the functionality you need is wrapped into our core offering—no more paying to upgrade for features that should be included.
- Make faster, better business decisions with real-time information.
- Full-featured integrations with your OEM and between all your departments, which produce efficiency and promote profitability.



OUR PLATFORM

- An easy-to-use interface and ongoing employee support will simplify your business processes and allow you to hire people based on their dealership fit and not their system experience.
- Our industry-leading cloud-based DMS gives you secure access to your information anytime and anywhere.
- Our secure, open vendor integration platform known as Opentrack gives you control of your data and the freedom to choose the vendors that work best for your business.

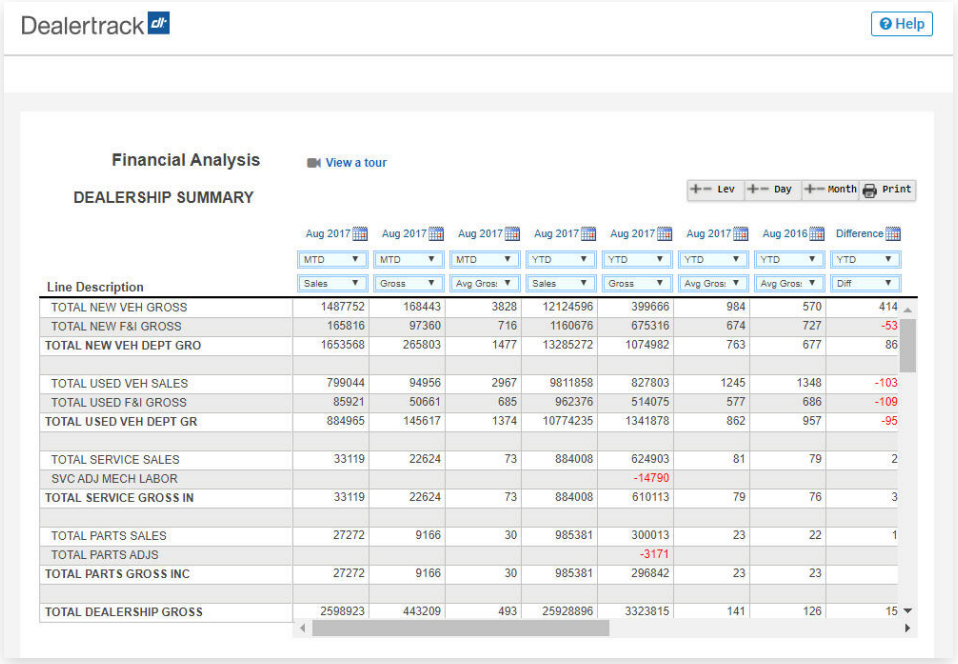


OUR PARTNERSHIP

- We don't lock dealers into long-term contracts and we don't use auto-renew clauses or charge hidden fees.
- We provide a dedicated performance manager—an industry expert to help you improve performance and get the most out of your DMS.
- Led by an experienced implementation team, our proven method for DMS migration ensures a seamless and enjoyable transition by accounting for each dealer's unique processes, goals, and culture.

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.



Line Description	Aug 2017 MTD Sales	Aug 2017 MTD Gross	Aug 2017 MTD Avg Gross	Aug 2017 YTD Sales	Aug 2017 YTD Gross	Aug 2017 YTD Avg Gross	Aug 2016 YTD Avg Gross	Difference YTD Diff
TOTAL NEW VEH GROSS	1487752	168443	3828	12124596	399666	984	570	414
TOTAL NEW F&I GROSS	165816	97360	716	1160676	675316	674	727	-53
TOTAL NEW VEH DEPT GRO	1653568	265803	1477	13285272	1074982	763	677	86
TOTAL USED VEH SALES	799044	94956	2967	9811858	827803	1245	1348	-103
TOTAL USED F&I GROSS	85921	50661	685	962376	514075	577	686	-109
TOTAL USED VEH DEPT GR	884965	145617	1374	10774235	1341878	862	957	-95
TOTAL SERVICE SALES	33119	22624	73	884008	624903	81	79	2
SVC ADJ MECH LABOR					-14790			
TOTAL SERVICE GROSS IN	33119	22624	73	884008	610113	79	76	3
TOTAL PARTS SALES	27272	9166	30	985381	300013	23	22	1
TOTAL PARTS ADJS					-3171			
TOTAL PARTS GROSS INC	27272	9166	30	985381	296842	23	23	
TOTAL DEALERSHIP GROSS	2598923	443209	493	25928896	3323815	141	126	15

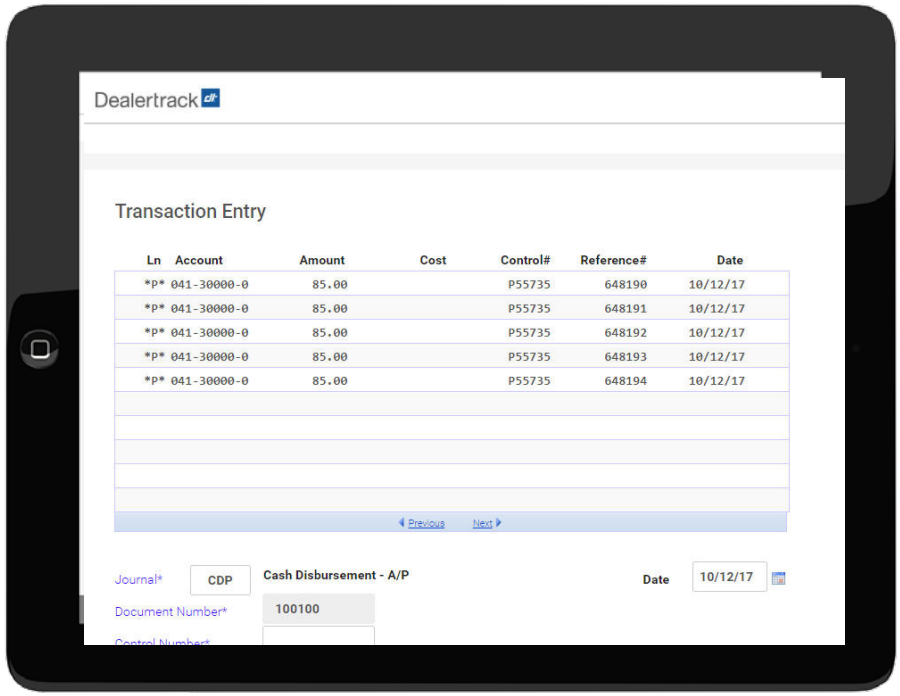
Accounting & Reporting

Dealertrack DMS delivers full visibility into a dealership's financial position, reducing the amount of time spent managing accounts so you can spend more time thinking strategically.

OUR PRODUCT

Accounting & Reporting

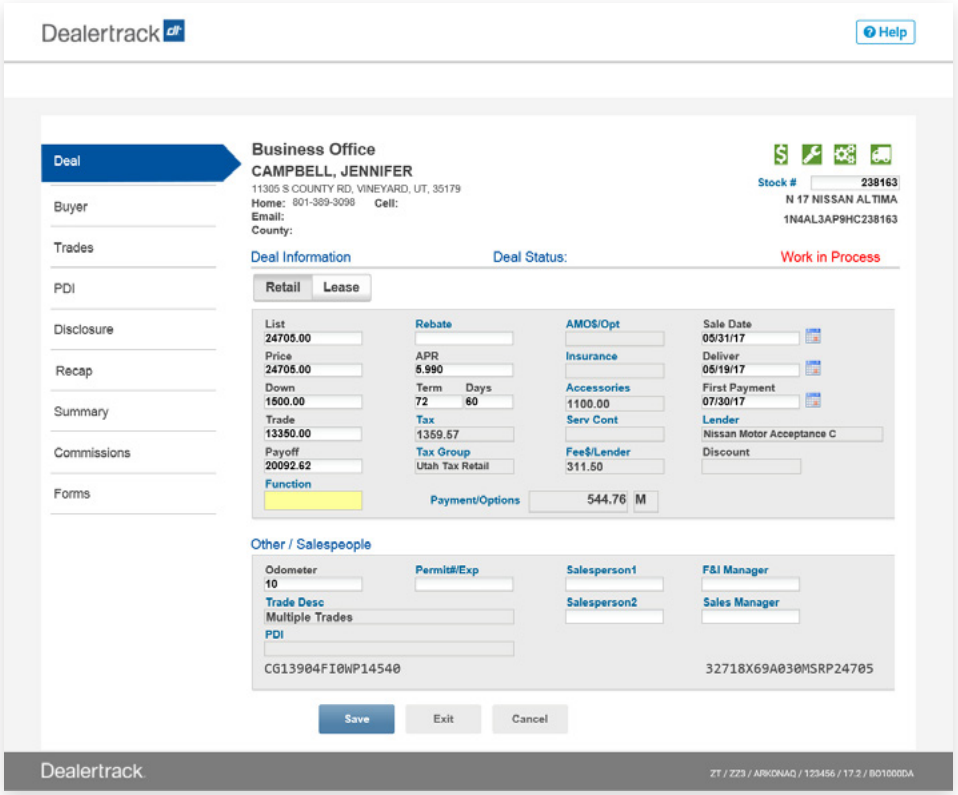
- Significantly reduce month-end close times and increase productivity with an accounting application that provides up-to-the minute insight into transactions, account balances, and dealership performance.
- Improve efficiency and eliminate errors with our robust transaction routing capabilities that allow you to post from where the actual transaction occurred, whether a deal, RO, or simple cash receipt.
- Access up-to-the-minute information about common financial activities and pinpoint issues that require attention using our intuitive user interface. Users can easily dive into underlying transactions, reports, and application functions to quickly gain insight and resolve issues.
- Effortlessly create, customize, and schedule the reports you need in the format you want, making it easier to control and analyze your business in real time.



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

–Dean Collins, Operating Partner, Gerald Nissan

OUR PRODUCT



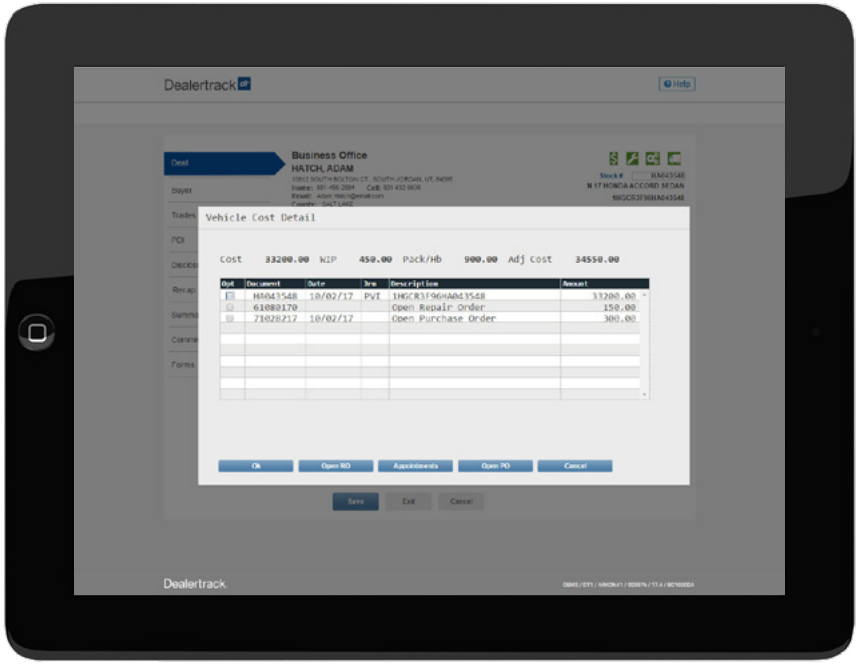
Business Office

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

Business Office

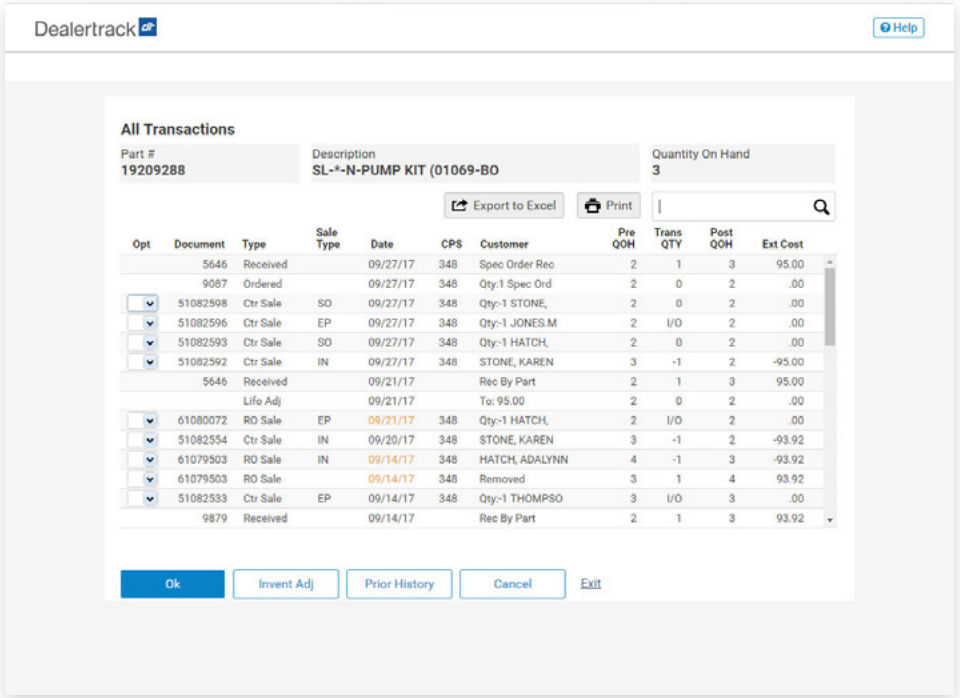
- Open vehicle items? Not a problem. Our intuitive deal screen allows your managers to know each vehicle's true cost with our work-in-process alert feature. With one click, you can identify precisely how much money you've invested in the vehicle, ensuring you never lose money on a deal again.
- Track customer loyalty, then translate that into improved experience for priority customers and increased profits for your company.
- Leverage your 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.
- Eliminate the paper churn and showcase a new customer experience by using our electronic signature to finalize the deal on a tablet and to email the signed forms to your customers.



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

–Jonathan Fowler, VP Operations, Fowler Auto Group

OUR PRODUCT



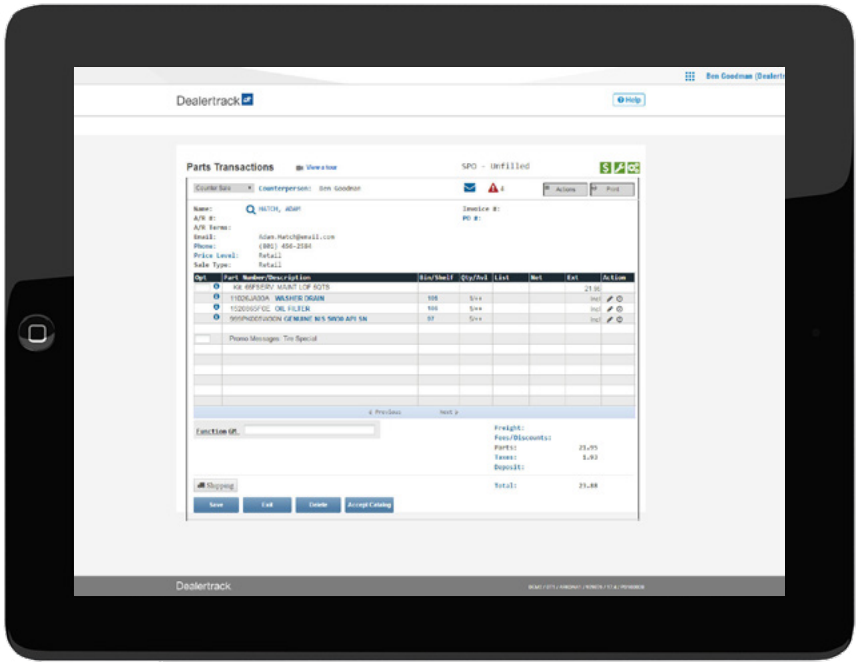
Fixed Operations

When it comes to fixed operations, we know that speed and efficiency mean higher revenue for your parts and service departments. That's why we aim to standardize business processes, consolidate functions and systems, and automate to reduce rework and errors.

OUR PRODUCT

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, service history, all from one screen.



"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, San Tan Ford

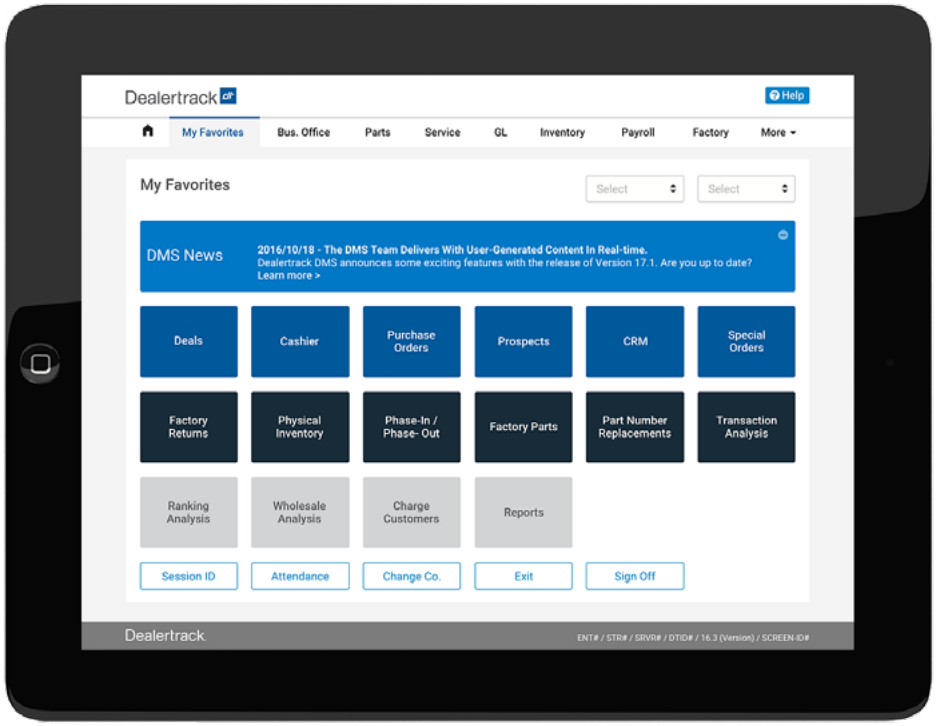


PLATFORM

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.

PLATFORM

- Never wait and never pay extra for upgrades as new technology and enhancements become available. The technology is always on, always backed up, and always secure.
- Attract and easily train top talent—including tech-savvy millennials—with Intelligent technology and 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 cost with an integration platform designed to reduce vendor integration fees.



"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, Acura of Glendale

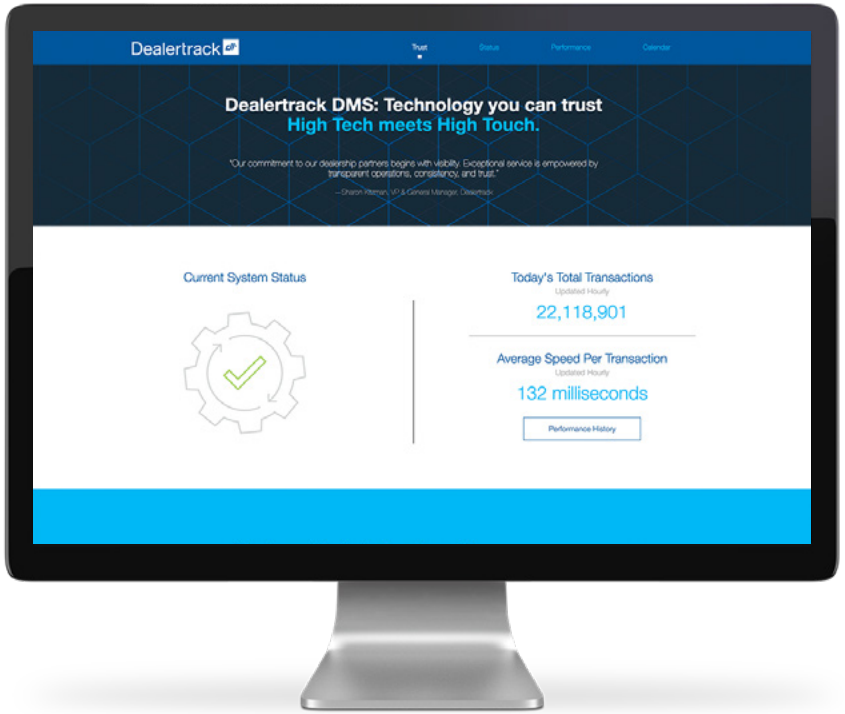


PARTNERSHIP

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.

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.



"Every dealer knows, it's all about people. That is the difference with Dealertrack and you can't put a dollar amount on that."

—Mike Tourtillott, Sisbaro Superstore

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.

- Family owned and operated since 1898.
- History of first-to-market, best-of-breed solutions for emerging industry challenges.
- Unmatched investment in technology development and upgrades.
- Reputation for establishing true partnerships with dealers nationwide.
- Committed to driving success across the entire automotive industry.

Autotrader
CLUTCH
DEALER.COM
Dealertrack
NEXTGEAR CAPITAL
HOMENET AUTOMOTIVE
F&I EXPRESS SIMPLIFY YOUR F&I
Manheim
Kelley Blue Book
PIVET
RIDEKLEEN
vAuto LIVE MARKET VIEW
VinSolutions
xtime

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 electronic key management to vehicle bar code scanning, and everything in between, we offer affordable solutions that enhance your workflow.

DMS Advanced Reporting
Create your own custom reports for informed decisions.

Credit Card Processing
Secure credit and debit card transaction processing.

Bar Code Scanning
Easily track and manage your parts inventory.

Daily Rental System
Create, track, and manage your vehicle rental agreements.

Document Management
Scan, auto-archive, and file documents for easy access.

Hardware
Certified hardware the easy way.

Key Tracking System
Key management for control and security.

Labor Time Guides
Submit accurate service claims for faster manufacturer payments.

Service Dispatching
Dispatch electronic repair orders from the Dealertrack DMS.

Service Price Guides
Improve customer satisfaction with more accurate service repair quotes.

INNOVATION THROUGH INTEGRATION

Dealertrack is a leading provider of digital solutions to the automotive retail industry. Our integrated and intuitive approach to products and service makes your workflows more efficient, transparent, and profitable. From Digital Retailing tools that bridge the gap between the online and in-store experience to the largest lender network in North America, we help enable the transformation of auto retailing through a comprehensive solution set spanning DMS, Sales and F&I, and Registration and Titling.

Dealtertrack, Inc.

13693 S. 200 W. Ste 600
Draper, UT 84020

888.365.1967
www.dealertrack.com

©2019 Dealertrack