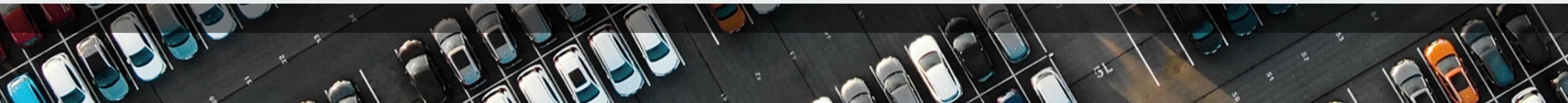


## Intelligent lot management for automotive dealers

Historically low inventory and a tight labor market make it more important than ever to prioritize selling the cars you have, creating demand for cars you don't yet have, and keeping understaffed operations humming.

**LotVision can help you advance each of these business goals – right now.**



## Find VIN-verified vehicles instantly

The endless search for vehicles is one of the most frustrating parts of running a dealership.

LotVision, the modern lot management platform, delivers the location of any vehicle in your dealership's inventory to a mobile device or desktop in real time. It's accurate to the vehicle's lot, row and space. LotVision also provides VIN-verified vehicle health data, alerting you if the vehicle's battery or other systems need attention prior to a test drive, transfer, or sale.

LotVision helps your sales team prioritize current inventory by presenting immediately available alternatives in instances when the customer's preferred vehicle is not available.

**» Cut time tracking and retrieving vehicles by as much as 73%<sup>1</sup>**

### Challenge

Identifying, locating, and preparing a vehicle for a test drive can keep clients waiting even in the best cases. Between checking inventory online, confirming availability with the sales manager, finding the key and running to get the vehicle, the delay can easily frustrate a waiting client or even sidetrack a sale.

### Solution

With LotVision, your team can quickly and easily verify a vehicle via the VIN and know its location to within 10 feet. They also can confirm remotely that it's road ready, whether for a test drive or delivery on a signed contract.



# Gain operational insights for greater efficiency

In addition to locating vehicles, LotVision gives you detailed visibility into your operations to help you optimize your workflows for maximum efficiency. It features easily configurable zone settings that you can align with your processes to:

- **Spot workflow bottlenecks** with reports on how much time vehicles spend in each zone;
- **Prioritize customer satisfaction** by tracking a specific vehicle through your workflow for on-time delivery;
- **Streamline inventory audits** with real-time information instead of manual data entry; and
- **Prevent theft** with alerts of unusual or unauthorized vehicle movement between or out of zones.

In each case, LotVision arms you with the business intelligence you need to lead a more efficient and effective dealership.

» *Conduct inventory audits and reconciliation up to 70% faster<sup>1</sup>*

## Challenge

Reconciling inventory audits with the various departmental counts, many of which are manually created, can easily claim hours from the day, and are still subject to human error.

## Solution

With LotVision, data is collected in real time. Not only does this improve the speed and accuracy of your audits, it provides a single source of truth for your inventory in which your entire organization can be confident.



# Achieve full coverage with smart sensors

LotVision's rugged and reusable in-vehicle sensors make tracking vehicles easy and efficient. Our sensors can be paired with a vehicle in less than a minute and without any special tools, making it a simple task for any team member.

A spectrum of connectivity options ensures full coverage and offers a cost-effective vehicle tracking and inventory management experience for any size dealership:

- Low-powered **LoRa connectivity** for dealer properties with a single large lot or multiple lots in a single location;
- **Bluetooth-enabled connections** to locate vehicles hidden from view in underground garages and parking decks; and
- **Cellular connectivity** to track vehicles leaving your premises for third-party sites.

» *Full deployment in less than three weeks<sup>1</sup>*

## Challenge

The logistics of implementing new technology at a dealership can be complicated and at times, feel counterproductive – pulling staff from the sales floor for training; systems downtime for installation and integration; and ramp-up time for everyone to learn a new way of doing things.

## Solution

With LotVision, installation is quick and integration is seamless. Vehicles are paired with sensors in under 60 seconds each and data is immediately available. The application's intuitive interface has employees up and running quickly via independent tutorials instead of time-intensive, full-staff training sessions.



# Move more inventory, make more money

In a business with so many moving parts and so little room for error, anything that allows your team to do their jobs faster and better provides a significant competitive advantage.

LotVision does both. It eliminates the endless vehicle searching that frustrates already overworked staff and frees employees to focus more on high value, customer-centric activities. It also streamlines regular reporting tasks while delivering the most current and accurate business and operational insights that drive greater profitability.

» *Shorten sales cycles by as much as a week<sup>1</sup>*

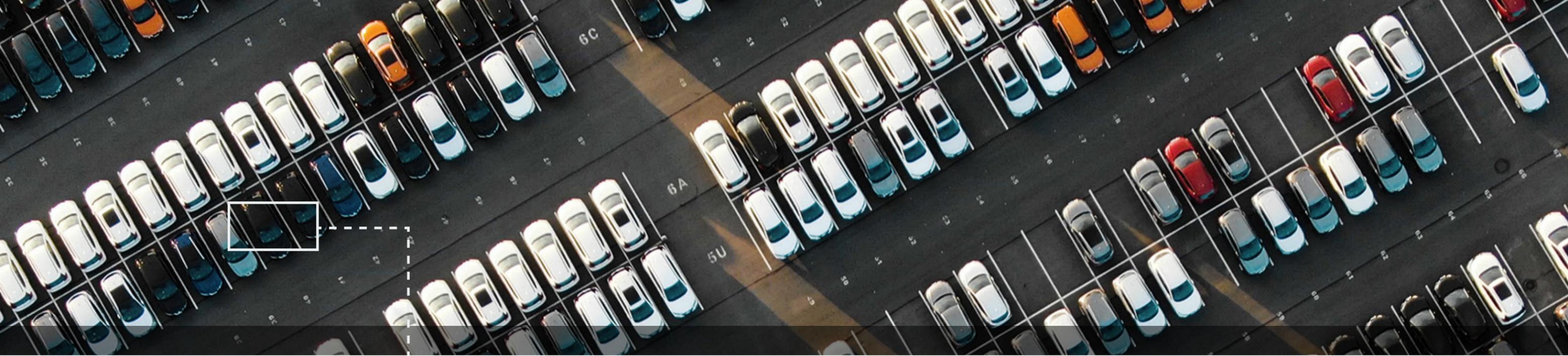
## Challenge

Whether it's a trailer of new inventory, a lot of used vehicles headed to auction, or very full service bays, tracking inventory through the various workflows of your dealership is complex and time-consuming. It's inevitable that some things get missed or overlooked.

## Solution

With LotVision, you can easily account for every vehicle in your inventory from the palm of your hand. In just a couple of clicks, you'll know what vehicles are where, how long they've been there and where they're headed next – as well as if action is needed to keep them moving.





## Proven vehicle tracking and inventory management solution from a trusted market leader

LotVision currently tracks more than 565,000 vehicles at 87 sites across North America. Built specifically to meet the vehicle tracking and inventory management demands of automotive businesses, LotVision is an integrated technology platform developed by Cox 2M, where we're committed to improving business by seamlessly connecting people and things.

<sup>1</sup> Source: 2022 Hobson and Company's independent research of LotVision clients across the country.

