How Manheim Transformed Operations and Improved Profitability with Data-Driven Lot Management

Managing Massive Volume and Short Sales Cycles

At any given moment, Manheim has well over 500,000 vehicles on site and more inventory coming in and going out every day. Yet the auction house lacked a system that could effectively track all inventory, let alone harness the power of the data for insights into more efficient operations.

"Possibly the smoothest deployment to date! Kudos to the staff here and our partners at Cox 2M for the attention to detail and the effort it took to get this milestone achieved!"

__ Dan Barber,
Director, Operational Excellence

Manheim executives had high expectations for a lot management solution: accuracy in tracking the millions of cars that cycle through the company's lots annually; scalability to cover a nationwide network of sites; rapid mobilization to avoid workflow interruption; capability to support third-party and customer self-service; and data intelligence to drive operational improvement.

Data-Driven Efficiency + Custom Implementation

To integrate data-driven efficiency into existing lot management protocols, Manheim leaders opted for a tailored implementation of LotVision. Working with Manheim, our LotVision professionals installed tracking devices in approximately 30,000 vehicles at one site within six hours as a proof of concept.

Within a week of installing LotVision, the lost car problem was solved. And the ability to capture and analyze onboard diagnostics (OBD) readings and vehicle battery levels remotely ensured every vehicle was road-ready – improving customer experience and boosting satisfaction ratings.

To date, the lot management platform has been mobilized at all Manheim sites. Using the data from these sensors and the LotVision platform, Manheim managers and lot-staff can work faster, smarter, and more efficiently.

✓ 30,000 tracking devices installed within six hours

✓ Actionable live workflow data available immediately at deployment

✓ 3rd-party and customer self-serviceability

Achieving Peak Inventory Operational Efficiency with LotVision

Improved Bottom Line

LotVision increased speed-to-sale, reduced operating costs, and identified centers of best practice, enabling the business to hit revenue and operational goals.

Data-Driven Operational Improvements

Managers have the data they need to rapidly find opportunities within vehicle path workflows to improve efficiency, eliminate duplicate effort, accelerate speed-to-market, and reduce cost.

Better Customer Experience

Through LotVision's intuitive software, continuous vehicle location, and active status monitoring, customers get their cars faster and ready to drive every time.