



HARNESSING MODERN TECHNOLOGY

Reduce Fixed Costs and Boost Per-Vehicle Profits



Utilizing Current Technology in Today's Dealerships

Eliminating Inefficiencies and Saving Time



ELIMINATE INEFFICIENCIES
AND SAVE TIME



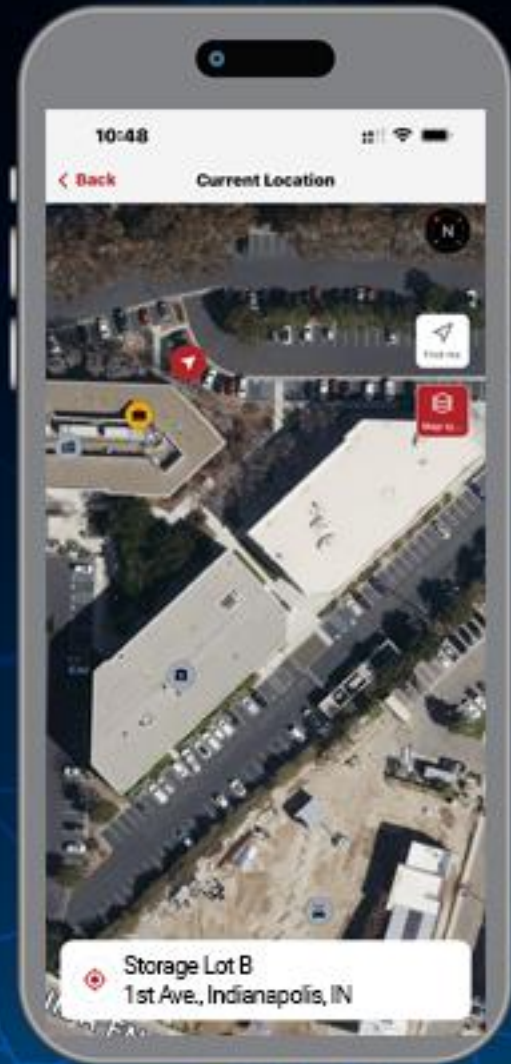
LOWER OPERATING
COSTS



IMPROVE CUSTOMER
SATISFACTION



Real-Time Visibility



- Instantly locate vehicles
- Reduce time searching for cars
- Enhance customer experience
- Build customer loyalty



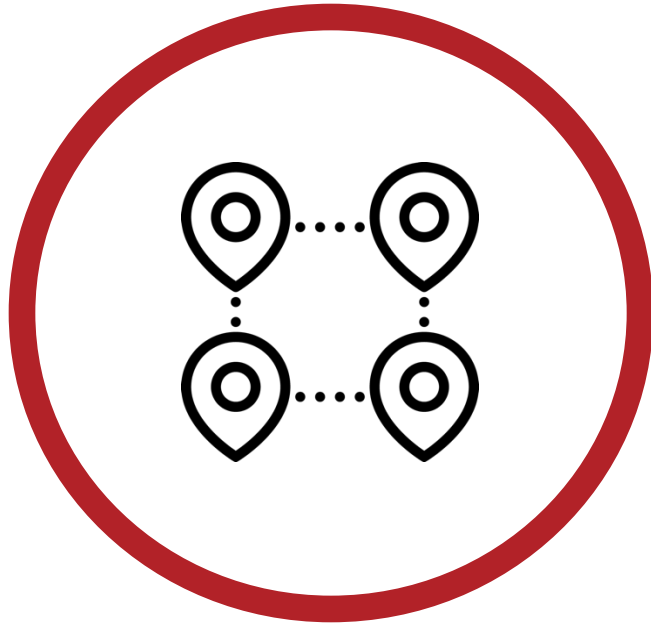
A Case for Smart Battery Management

- Average cost per battery replacement = \$200 (not including labor fees)
- Independent dealerships with ~20-30 vehicles in inventory
- Data shows ~ 1 in 4 vehicles per month need batteries replaced

Smart GPS Battery Management can Save Independent Dealers up to \$11,520-\$17,280 Annually

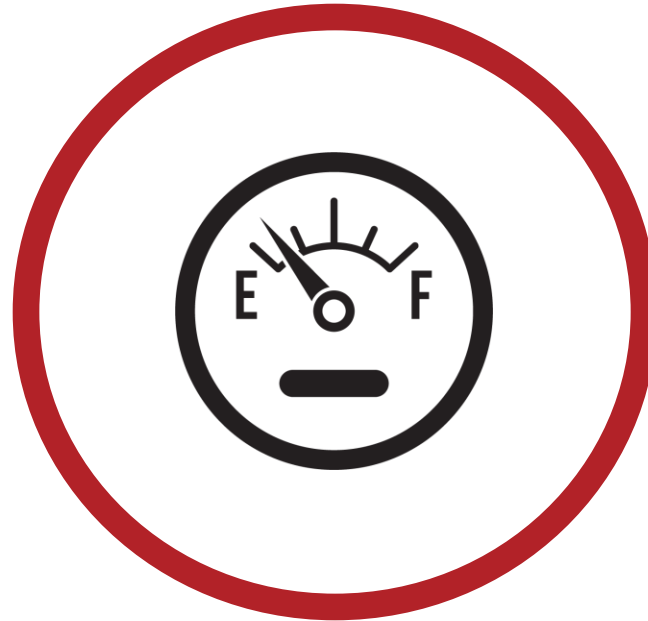


Comprehensive Telematics Benefits



REAL-TIME LOCATION

Monitor any recon facility.
Track company, demo, loaner vehicles.
Simplify floor plan audits.



FUEL LEVEL

Ensure vehicles are
ready for test drives.
Improve customer service.



AUTO DEALER INSURANCE

Save up to \$250-\$6,000+*
per year on insurance premiums.



Vehicle Theft: A Growing Problem

1 Million+ Vehicles Stolen in 2023 | 40% of thefts happen at dealerships

Top 10 Auto Theft Hotspots - AZ

| | | | |
|----|----------|-----|------------|
| 1. | Phoenix | 6. | Scottsdale |
| 2. | Tucson | 7. | Yuma |
| 3. | Mesa | 8. | Chandler |
| 4. | Glendale | 9. | Peoria |
| 5. | Tempe | 10. | Avondale |

14,681 vehicles reported stolen in AZ in 2023 | ~ \$52.8 M in Losses

Average Loss Per Stolen Vehicle ~ **\$9,000**



The Hidden Costs of Vehicle Theft

How Delays in Recovery Drive Up Costs & Losses



Vehicles recovered within 48 hours usually have minimal damage and are intact, making recovery more cost-effective.



After a week, stolen vehicles are often stripped, damaged, or abandoned, leading to high repair costs or total loss.



At this stage, vehicles are usually heavily damaged or stripped, with repair costs often exceeding insured (if any) value.



Reduce Losses Due to Auto Theft

Advanced GPS Lot Management Technology



Sends tech alerts to if after-hours movement or unauthorized vehicle use is detected.



Provides real-time vehicle tracking and location information, increasing the chances of recovery significantly.

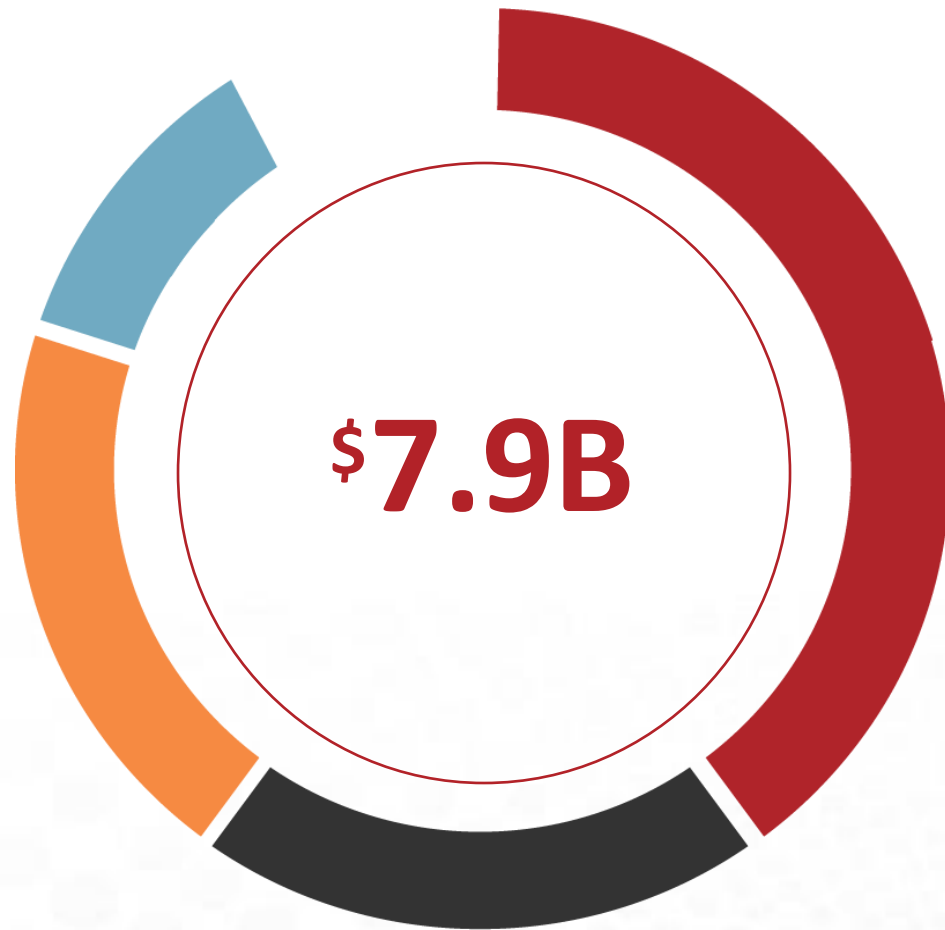


Delivers valuable insights to law enforcement to aid in vehicle recovery.



Loss Prevention and Fraud Reduction

Arizona ranks 15th in the nation for fraud per capita



Fraud Loss Exposure in 2023

| | |
|---------------------------------|---------|
| • Income & Employment Fraud | \$3.6 B |
| • Identity Theft | \$1.0 B |
| • Synthetic/Credit Repair Fraud | \$2.3 B |
| • Straw Borrower | \$400 M |
| • Dealer/Powerbooking Fraud | \$600 M |

On Average, Independent Dealerships Have Higher Early Payment Default Rates Than Franchise Dealerships



Reduce Recon Expenses Due to Theft, Fraud

Save \$100s Per Vehicle with Lot Management

- Reconditioning costs typically range from \$1,000 to \$2,500 per vehicle, depending on the extent of damage and repairs.
- Lot management technology can reduce these costs by 10-30%, saving an estimated \$100 to \$750 per vehicle by preventing damage and speeding up recovery.
- Efficient lot management boosts operational performance and accelerates the remarketing process!



Increase Per-Vehicle Profits



**Utilize Lot Management
Technology as a –
Connected Car App**



**Noncancelable
Product sold
through various
departments**

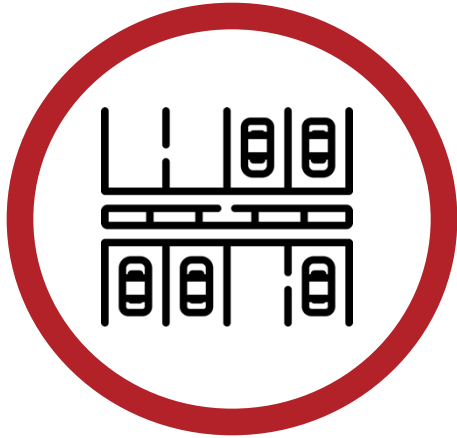


**Boost Per Unit
Sold Profit by
\$750+**



The Real Value of Lot Management Technology

Boost Inventory Turn, Save Time, Cut Fixed Ops Costs Generate More Profit!



Cut Fixed Ops Costs

- ✓ **Lower Insurance Premiums:** Save \$6,000+ annually.
- ✓ **Battery Management:** Save \$11,520-\$17,280 per year.



Save Time & Reduce Losses

- ✓ **Stolen Vehicle Recovery:** Prevent or mitigate ~\$9,000 in losses per stolen vehicle.
- ✓ **Fraud Prevention:** Protect against thousands in losses and reputational damage.
- ✓ **Reduce Recon Costs Due to Theft & Fraud:** Save \$100-\$750 per vehicle.



Increase Profits

- ✓ **Boost Per-Vehicle Margins:** Add noncancelable hard add-ons to increase profits.
- ✓ **Grow F&I Revenue:** Add \$750+ in F&I profits per vehicle sold.



Best Practices

Selecting a GPS Lot Management Provider



Evaluate the Provider's
Track Record



Assess Integration
Capabilities



Check for
Scalability



Consider Data
Security and Privacy



Implementation
Strategy



Examine Support and
Training Services



Evaluate Cost
and ROI



Verify Geographical
Coverage



PRESENTED BY



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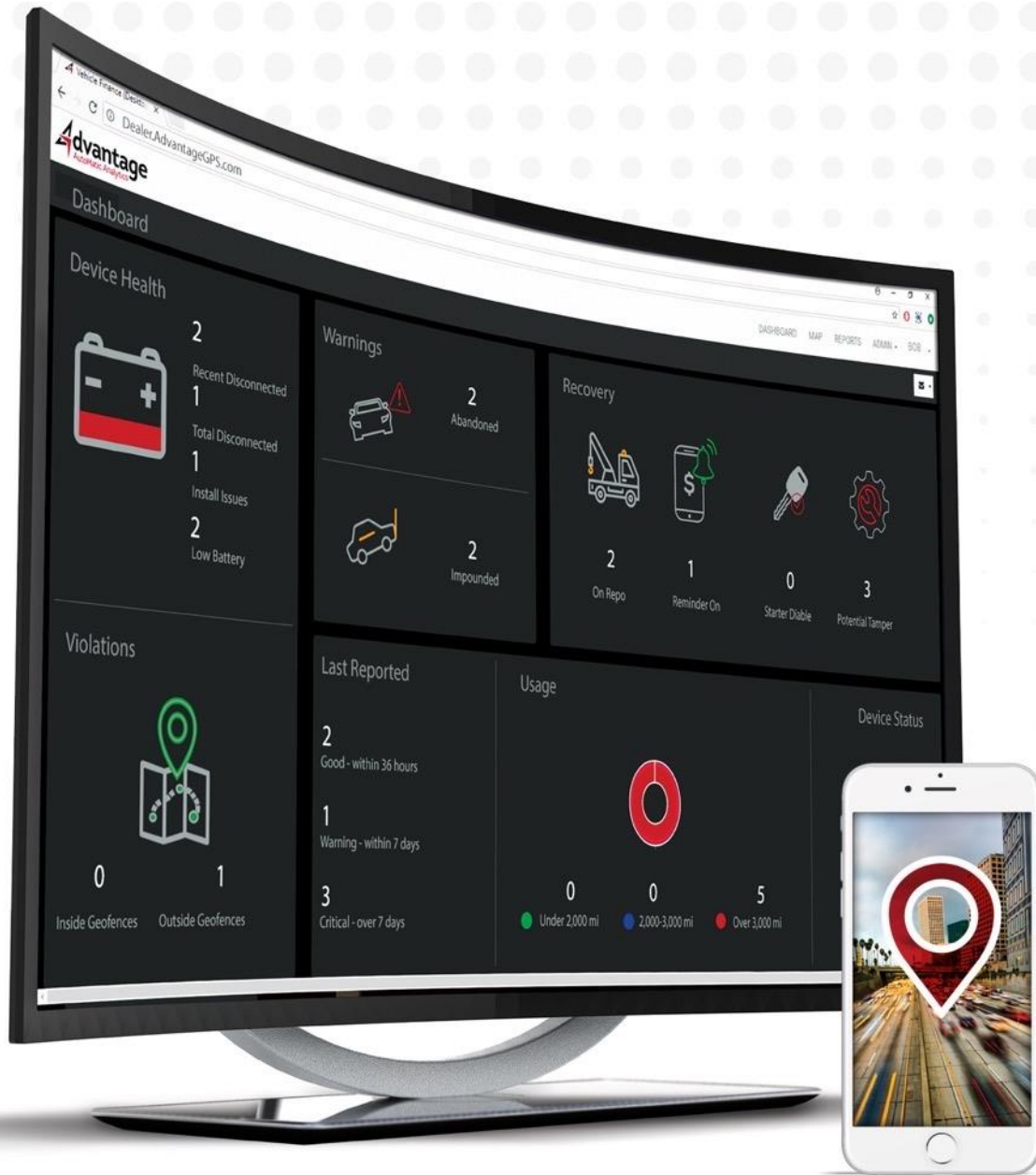
Michelle Jackson is a seasoned technology leader in the used car industry, currently serving as Executive Vice President of Sales for Advantage Automotive Analytic.

Jackson's career began at the grassroots level, where she developed a thorough understanding of team and client needs. She initially built call centers, trained collections teams, and formed new business partnerships in the automotive sector.

Her expertise in industry-specific challenges, strategic product development, and leadership led to her recruitment by Inilex in 2012. At Inilex, she established and led a subprime vehicle finance division, successfully overseeing product development and building a profitable reseller/agent channel.

Honored as a member of the 2020 class of Women in Automotive Finance, Jackson educates used car dealers and finance professionals nationwide on risk mitigation tools to reduce risks, boost profitability, and safeguard dealer assets.





SCAN ME

