

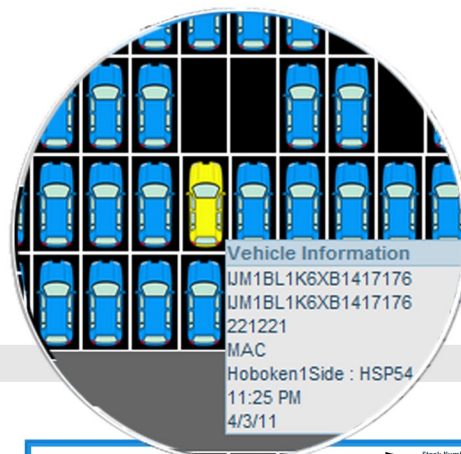


VEHICLE LOCATION, SECURITY, WORKFLOW MGMT...

#2 Technology at NADA
Automotive News

THE T3 VEHICLE TAG

- Near Slot-Level Accuracy
- Motion Security Sensor
- Rear-View Mounted Electronic Security Cable
- Electronic Workflow Status Indicator
- 1/4 Mile Antenna Range



MAJOR BENEFITS FOR SALES

Boost sales by finding the exact vehicle a customer wants without delay across one lot or multiple lots (in all weather and light conditions)

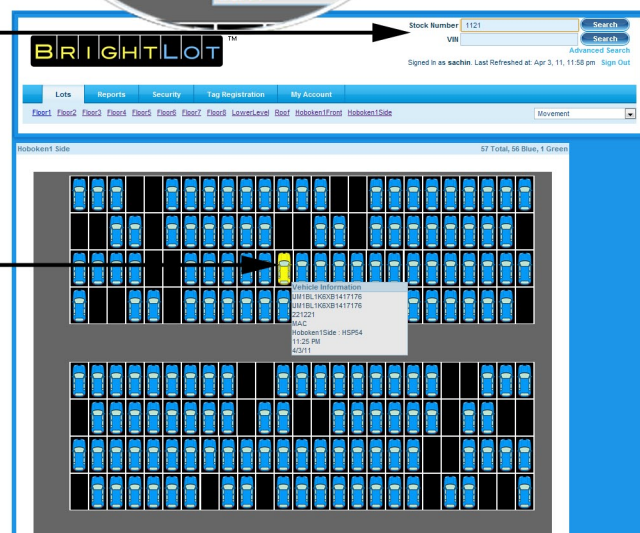
Search for similar vehicles by Make, Model, Year or Prep Status

Receive **workflow alerts when final prep is complete for a customer delivery** (when the prep department flips the electronic indicator to green, the salesperson will receive an email)

View **number of test drives per month** by Make, Model and Year

Search

Find



MAJOR BENEFITS FOR SECURITY

Receive **off lot alerts** when a vehicle has been off lot for more than scheduled time (identify missing vehicles quickly and increase the chance of recovery)

Eliminate employee misuse or "borrowing" of customer and inventory vehicles

Receive **overnight vehicle movement ("budge") alerts**

Receive **unauthorized tag detach alerts** and **tag tamper alerts**



MAJOR BENEFITS FOR MANAGEMENT

Check on all of your inventory in an instant - find out which vehicles are off lot and how long each one has been off lot

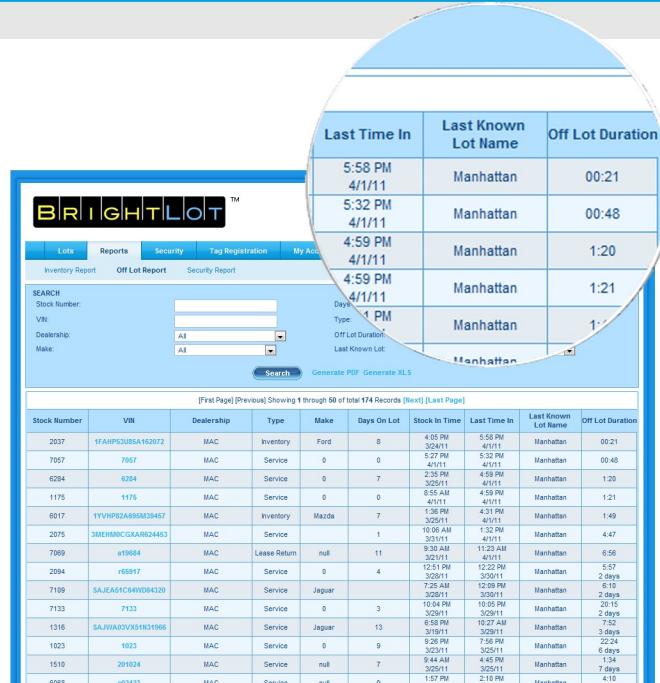
Perform **real-time physical floorplan audits**

View **vehicle aging** by **Make, Model, Location** and more

Increase **employee productivity** by establishing tighter controls

Improve **employee satisfaction**

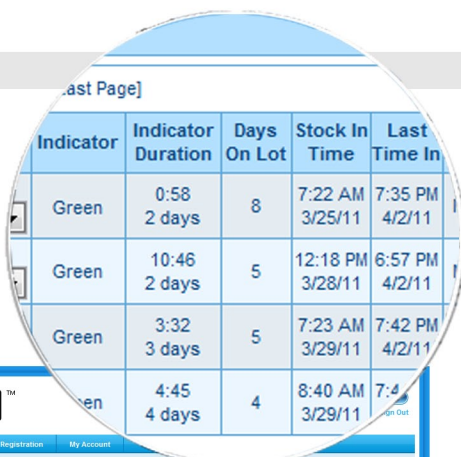
Receive **notifications** when **inventory vehicles** have been on lot for more than 60 days, **service vehicles** have not been completed after 7 days, **inventory vehicles** have not been prepped after 2 days or **lease returns** have not been picked up after 15 days



Last Time In	Last Known Lot Name	Off Lot Duration
5:58 PM 4/1/11	Manhattan	00:21
5:32 PM 4/1/11	Manhattan	00:48
4:59 PM 4/1/11	Manhattan	1:20
4:59 PM 4/1/11	Manhattan	1:21
4:11 PM 4/1/11	Manhattan	1:...

Stock Number	VIN	Dealership	Type	Make	Days On Lot	Stock In Time	Last Time In	Last Known Lot Name	Off Lot Duration
2037	1FAHP3JUBA162072	MAC	Inventory	Ford	8	4:05 PM 3/24/11	5:58 PM 4/1/11	Manhattan	00:21
7057	7057	MAC	Service	0	0	5:27 PM 4/1/11	5:32 PM 4/1/11	Manhattan	00:48
6284	6284	MAC	Service	0	7	2:35 PM 3/25/11	4:59 PM 4/1/11	Manhattan	1:20
1175	1175	MAC	Service	0	0	8:55 AM 4/1/11	4:59 PM 4/1/11	Manhattan	1:21
6917	1YVHP2A695M39457	MAC	Inventory	Mazda	7	1:36 PM 3/25/11	4:11 PM 4/1/11	Manhattan	1:49
2075	3BEH8BCXAR634463	MAC	Service		1	10:05 AM 3/25/11	1:52 PM 4/1/11	Manhattan	4:47
7069	u19094	MAC	Lease Return	null	11	9:30 AM 3/25/11	11:23 AM 4/1/11	Manhattan	8:58
2084	u69917	MAC	Service	0	4	3/29/11	12:22 PM 3/30/11	Manhattan	5:57 2 days
7109	SAJKA1C84V084320	MAC	Service	Jaguar		7:25 AM 3/29/11	12:09 PM 3/30/11	Manhattan	6:10 2 days
7133	7133	MAC	Service	0	3	10:54 PM 3/29/11	10:05 PM 3/30/11	Manhattan	20:15 2 days
1316	SAJWAD3VX51631986	MAC	Service	Jaguar	13	6:58 PM 3/19/11	10:27 AM 3/29/11	Manhattan	7:52 3 days
1023	1023	MAC	Service	0	9	9:26 PM 3/22/11	7:56 PM 3/25/11	Manhattan	22:24 6 days
1510	201024	MAC	Service	null	7	9:44 AM 3/25/11	4:45 PM 3/25/11	Manhattan	1:54 7 days
6068	u02423	MAC	Service	null	9	1:51 PM 3/25/11	2:10 PM 3/25/11	Manhattan	4:15 4 days

Off Lot Report
(sorted by off lot duration)



Indicator	Indicator Duration	Days On Lot	Stock In Time	Last Time In
Green	0:58 2 days	8	7:22 AM 3/25/11	7:35 PM 4/2/11
Green	10:46 2 days	5	12:18 PM 3/28/11	6:57 PM 4/2/11
Green	3:32 3 days	5	7:23 AM 3/29/11	7:42 PM 4/2/11
Green	4:45 4 days	4	8:40 AM 3/29/11	7:44 PM 4/2/11



Stock Number	VIN	Dealership	Type	Service Writer	Service ID	Make	Indicator	Indicator Duration	Days On Lot	Stock In Time	Last Time In	Lot Name	Slot Name
8165	JYV13M672462050464	MAC	Service	Michael Holland		Not Assigned	Green	0:58 2 days	8	7:22 AM 3/25/11	7:35 PM 4/2/11	Manhattan	3P61
1145	SAL5C25458A722194	MAC	Service	Michael Holland		Not Assigned	Green	10:46 2 days	5	12:18 PM 3/28/11	6:57 PM 4/2/11	Manhattan	3P66
2053	SAL5F25406A934211	MAC	Service	Michael Holland		Not Assigned	Green	3:32 3 days	5	7:23 AM 3/29/11	7:42 PM 4/2/11	Manhattan	3P27
2087	SAL5E11406A150697	MAC	Service	Michael Holland		Not Assigned	Green	4:45 4 days	4	8:40 AM 3/29/11	7:44 PM 4/2/11	Manhattan	3P43

Completed Vehicles Report
(filtered by service writer)

MAJOR BENEFITS FOR SERVICE

Sell more **service hours** by keeping your **service techs** productive, not looking for vehicles

Improve **cash flow** with **each service writer** receiving a **list of completed vehicles** that have not been picked up after 1 day

Receive **off lot alerts** when vehicles have been at the **body or glass shop** for more than **scheduled time**, and receive **lot arrival alerts** when vehicles come back from body or glass shop

View **vehicle location history** and verify that vehicles have been to the car wash, DMV inspection area or other special areas

Notify customers without delay when **vehicle is ready for pickup** (when the service tech flips the electronic indicator to green, the service writer will receive an email)

Find cleaned and prepped loaners online without searching the lot (once a loaner has been cleaned and prepped, the indicator is flipped to green)

Decrease your loaner fleet size by increasing the utilization rate (clean and prep loaners promptly, identify missing loaners quickly)

Eliminate customer wait time at the end of the day and increase CSI by reducing vehicle search time