

I The Big Problem We Solve

Our Outside In, Inside Out Approach to Digital Retailing

A//

Hey Car Buyer. Have questions? We have answers.

- What's my credit score? Can I get financing?
- What's my Trade-in worth?
- Can I trust this dealership?

A//

Total Loss Protection (GAP)

A//

What do you want to do?

- personalized payment
- a payment calculator

Our Promise

**Better leads. More conversions.
An easier way to sell from anywhere.**

The world has changed



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Car buyers are expecting better

In 2019, the average car buyer spent **12 hours** researching, and **3 hours** in the dealership finalizing the deal. ⁽¹⁾

The Digital economy and Covid-19 have accelerated the need for a car buying process that more efficiently delivers greater value to the consumer.

(1) 2020 Cox Automotive Car Buyer Journey





Disruptors are putting the car buyer first

Non-traditional solutions are providing a stress-free experience by taking a customer-centric approach where dealers have not.

	Remote-first	Transparent F&I	Single Point	Single Price
	✓	✓	✓	✓
	✓	✓	✓	✓
	✓	✓	✓	✓
	✗	✗	?	?

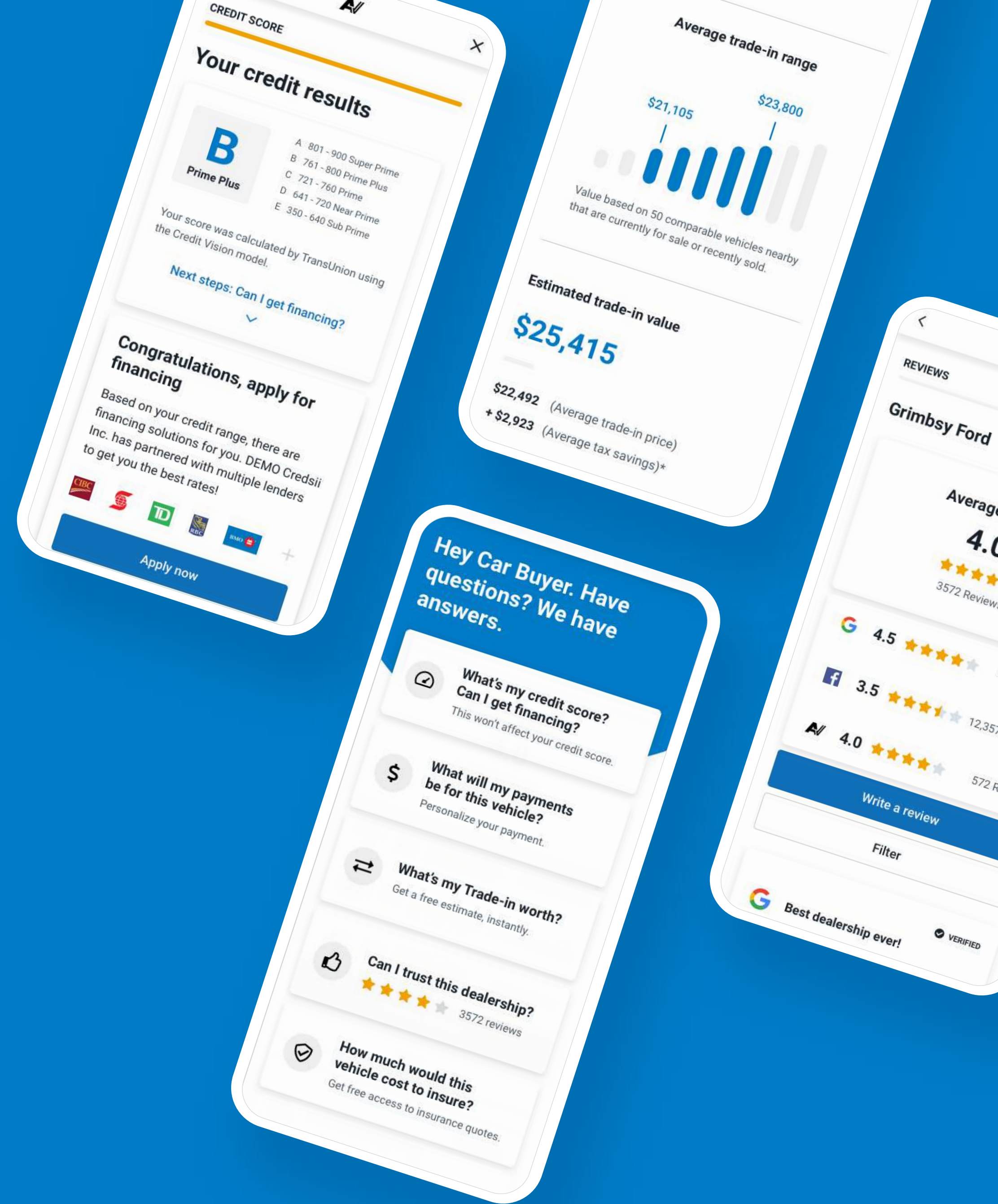


An opportunity for the dealer

Dealers can build upon their existing infrastructure to provide a hybrid experience that accommodates any car buyer, and keeps ahead of the disruptors.



That's where AutoVerify comes in.



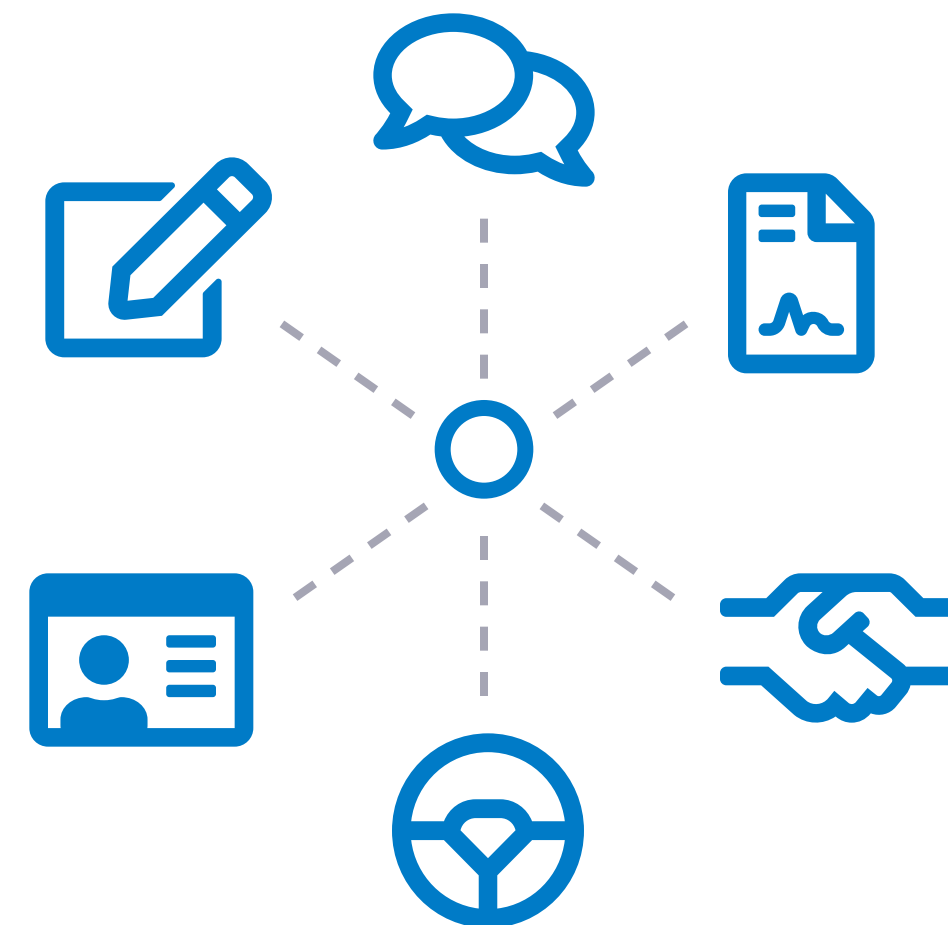
We enhance and simplify remote selling

Dealers are not Amazon. Vehicle sales are more complicated. The majority of consumers will not put a vehicle in an “online shopping cart” and pay for it with a credit card.

Online Selling



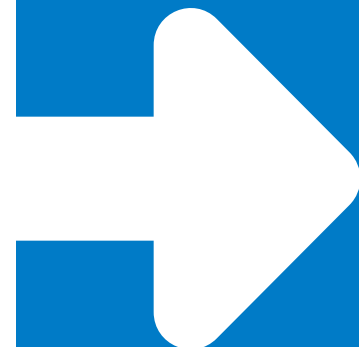
Remote Selling



Outside In

Providing value in exchange for personal info, creating high-quality website leads

- ✓ Higher website conversion
- ✓ Value for value
- ✓ Credit-first interactions
- ✓ Transaction transparency



Inside out

Making in-dealership info accessible and collaborative for the remote car buyer

- ✓ Truly remote selling
- ✓ Penny perfect
- ✓ Supports single-point process
- ✓ Future proofs dealer

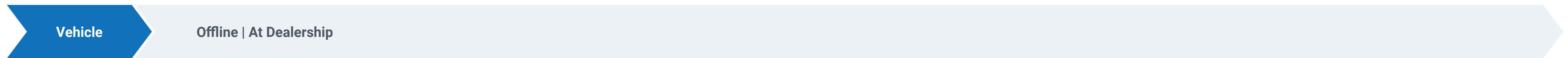


Flexible, collaborative remote and in-store selling

Providing customers **choice** around how far they want to take the transaction.

Providing dealers **solutions** that future proof their business. **Providing a better overall experience.**

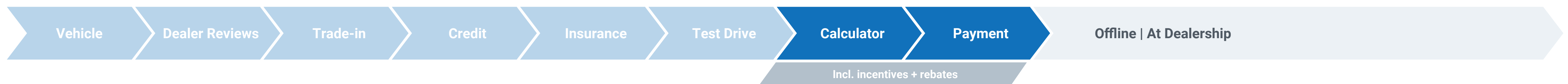
Digital Merchandising



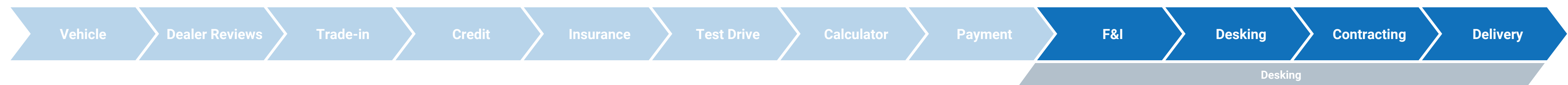
Digital Research



E-Commerce



Digital Desking

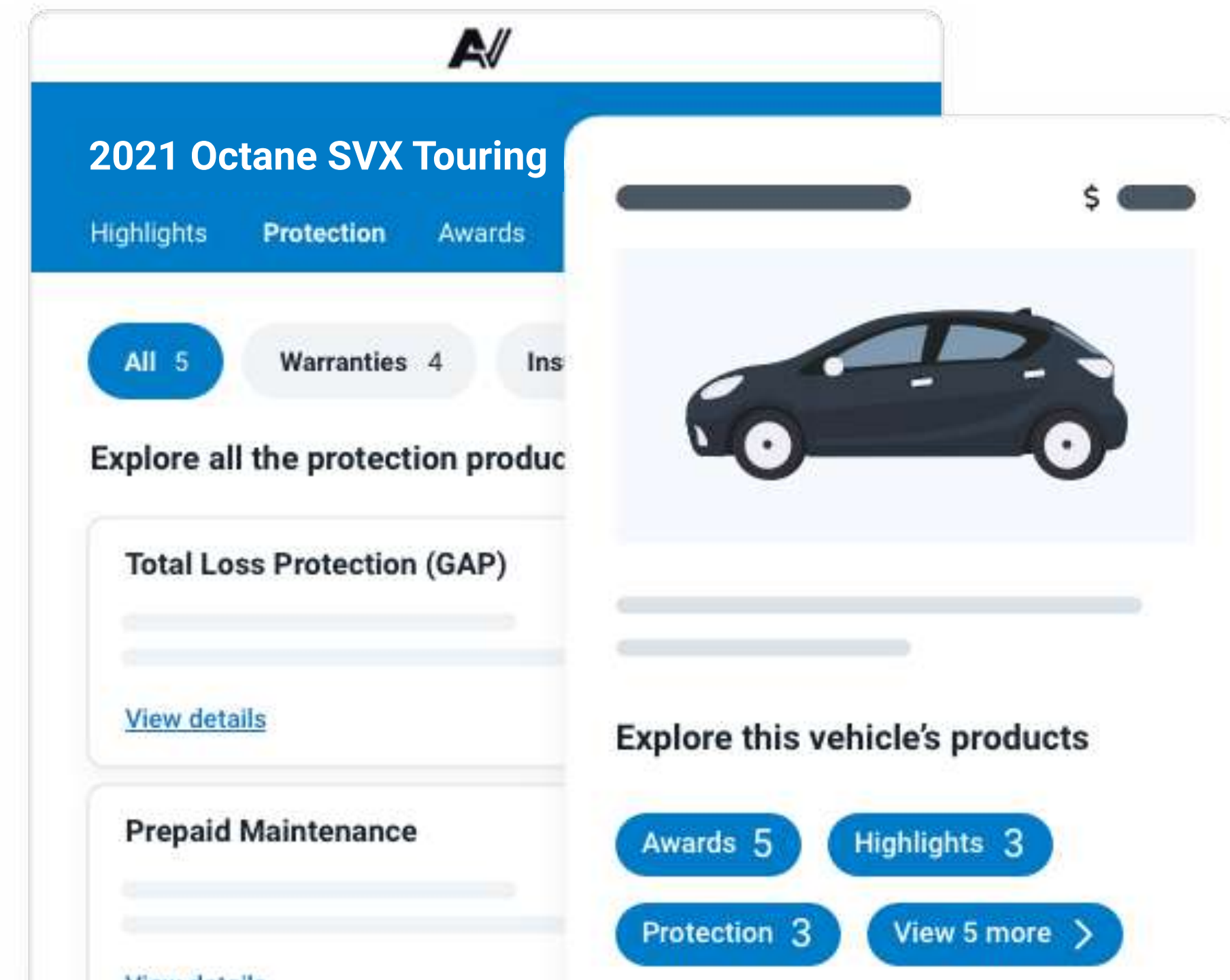




Digital Merchandising

A “Freemium” digital merchandising tool that highlights what makes a specific piece of inventory unique and brings “Back-of-House” functions to the digital “Front-of-House”.

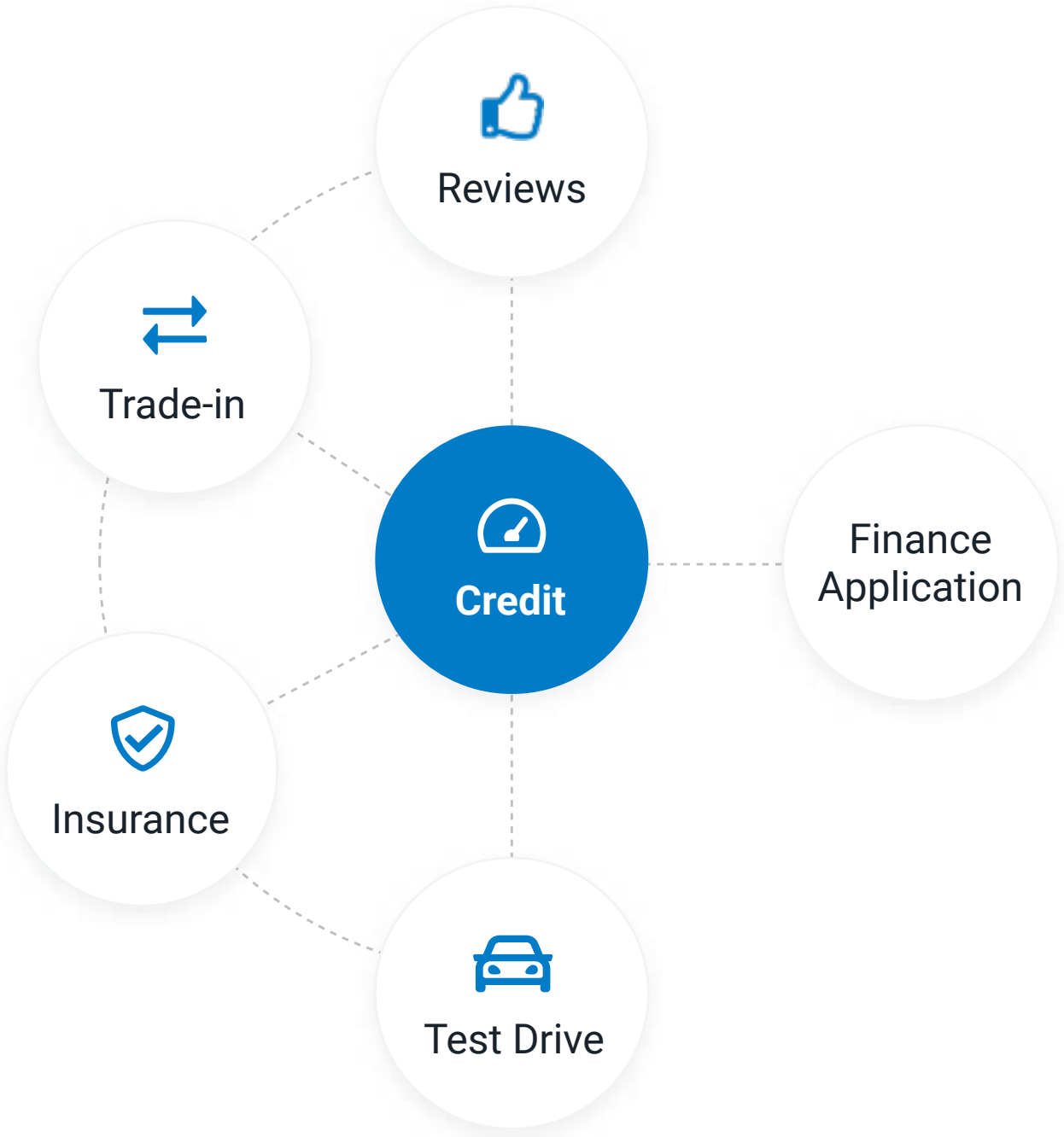
- ✔ Gives dealers the ability to lead from value instead of the consumer leading from price.
- ✔ Provides consumers with a DIY research tool to understand the value of the vehicle and drive more urgency.





Digital Research

AutoVerify Digital Research answers the questions on the car buyer's mind, leading them down the funnel.



INSURANCE QUOTE

Your quote

John, we searched the top ten Canadian insurers to find these rates. A Hub customer service representative will be in touch with you to help you get the best rate.

Here are the rates we found for you:

- [intact]** \$1500/year or \$125/month
Intact Insurance quote
- AVIVA** \$1500/year or \$125/month
Aviva quote
- economical** \$1500/year or \$125/month
Economical Insurance quote

Next steps:

2021 Octane SVX Touring

Average trade-in range

Value based on 50 comparable vehicles nearby that are currently for sale or recently sold.

Estimated trade-in value

\$25,415

REVIEWS

Anytown Dealership

See what our customers have to say about us.

Average rating

4.0

4353 reviews

- G** 4.5 ★★★★★ 2258 reviews
- f** 3.5 ★★★★★ 1003 reviews
- AV** 4.0 ★★★★★ 1092 reviews

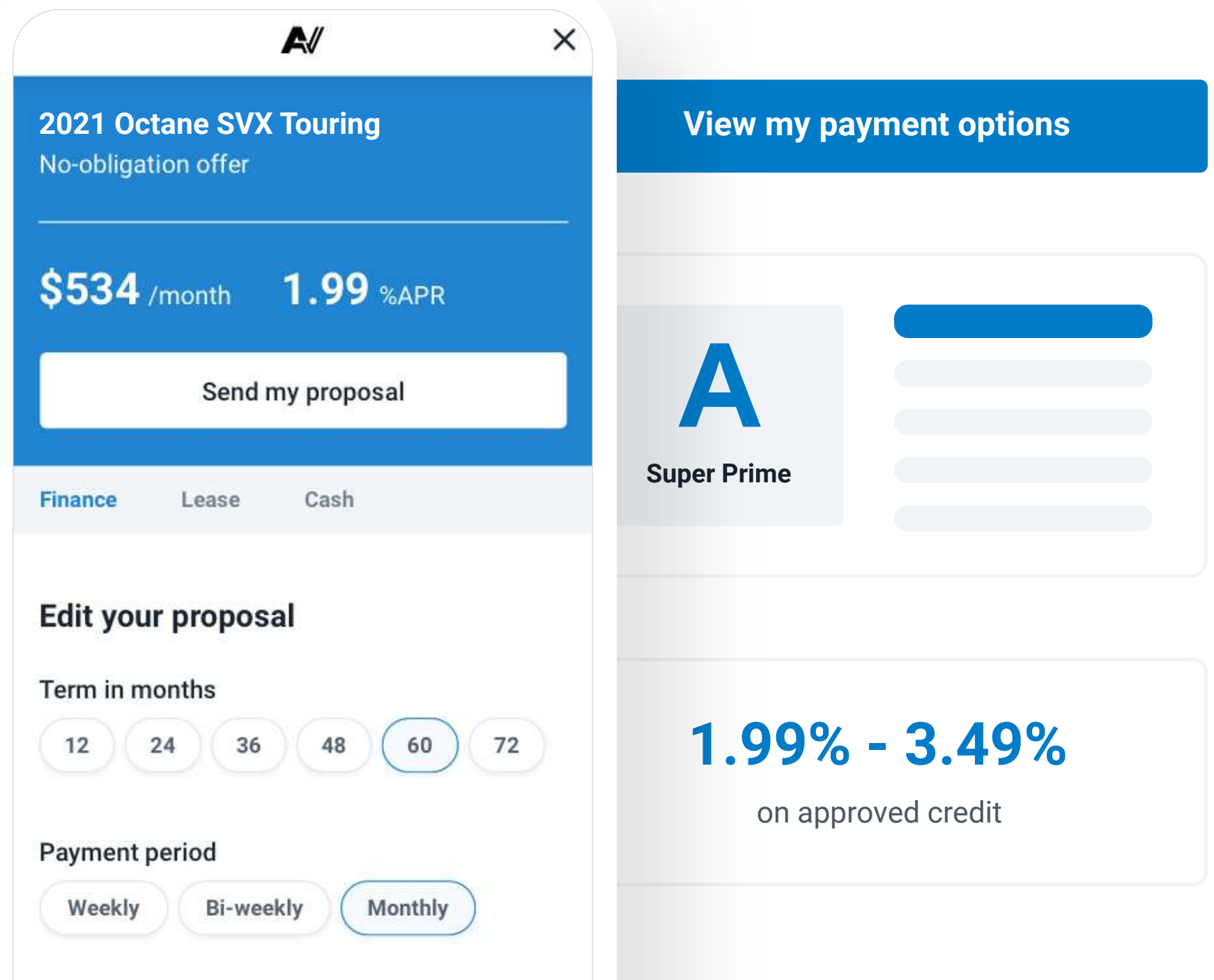
Filter reviews





E-Commerce

Our E-Commerce solution provides personalized payment estimates, enabling the car buyer to make their decision remotely.



- 1 Integrates with AutoVerify Digital Research tools
- 2 Options for prime and subprime customers
- 3 Best available interest rate displayed based on credit rating
- 4 Interest rate, trade-in, manufacturer rebates and provincial fees automatically added
- 5 Customize deal then directly apply for financing or make an offer



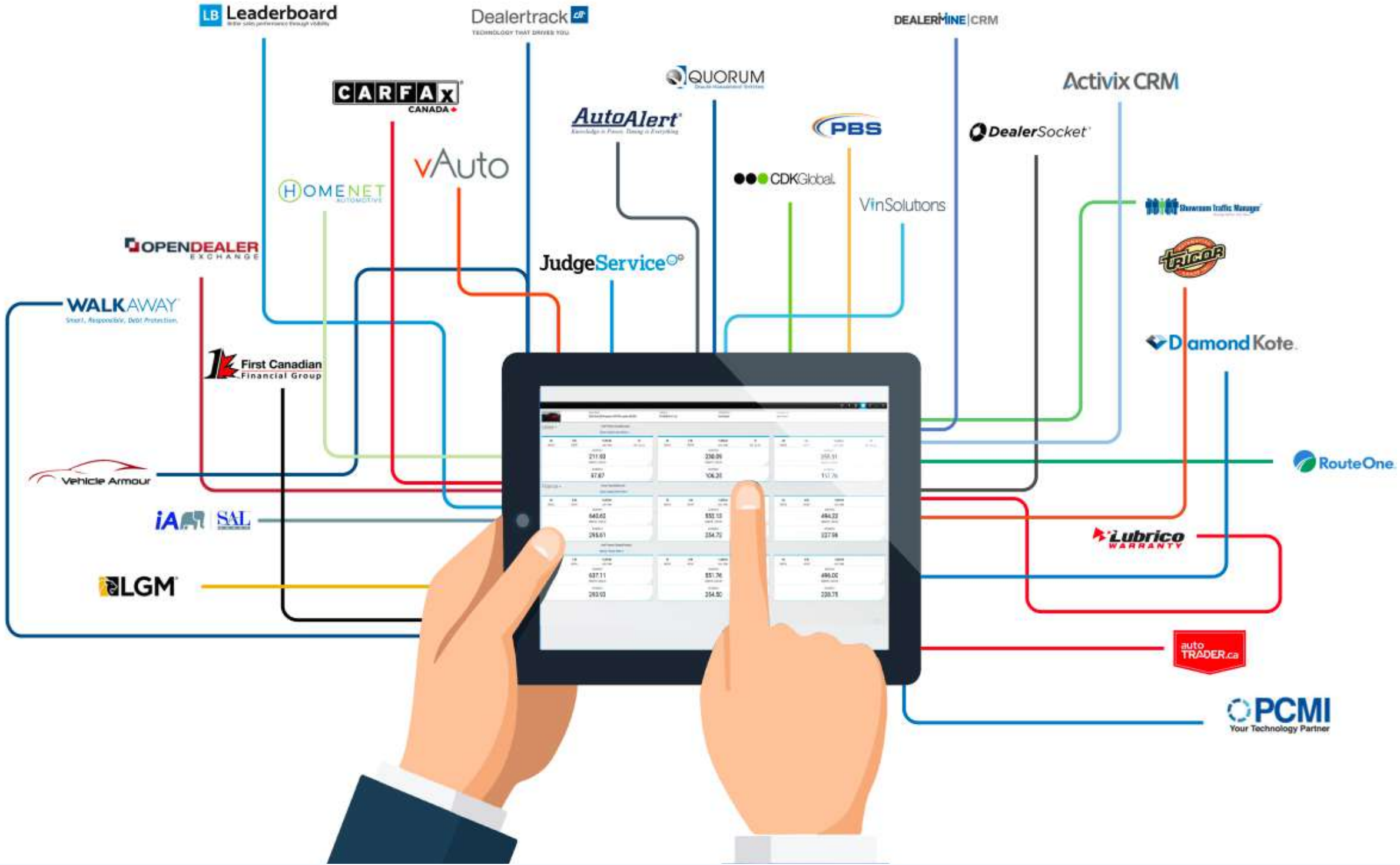


Digital Desking

TO COME

Powered by DealerCorp

Digital Desking provides the foundation for remote and in-store collaboration by integrating all relevant real-time data into one platform.



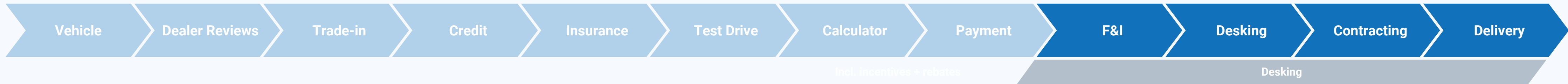
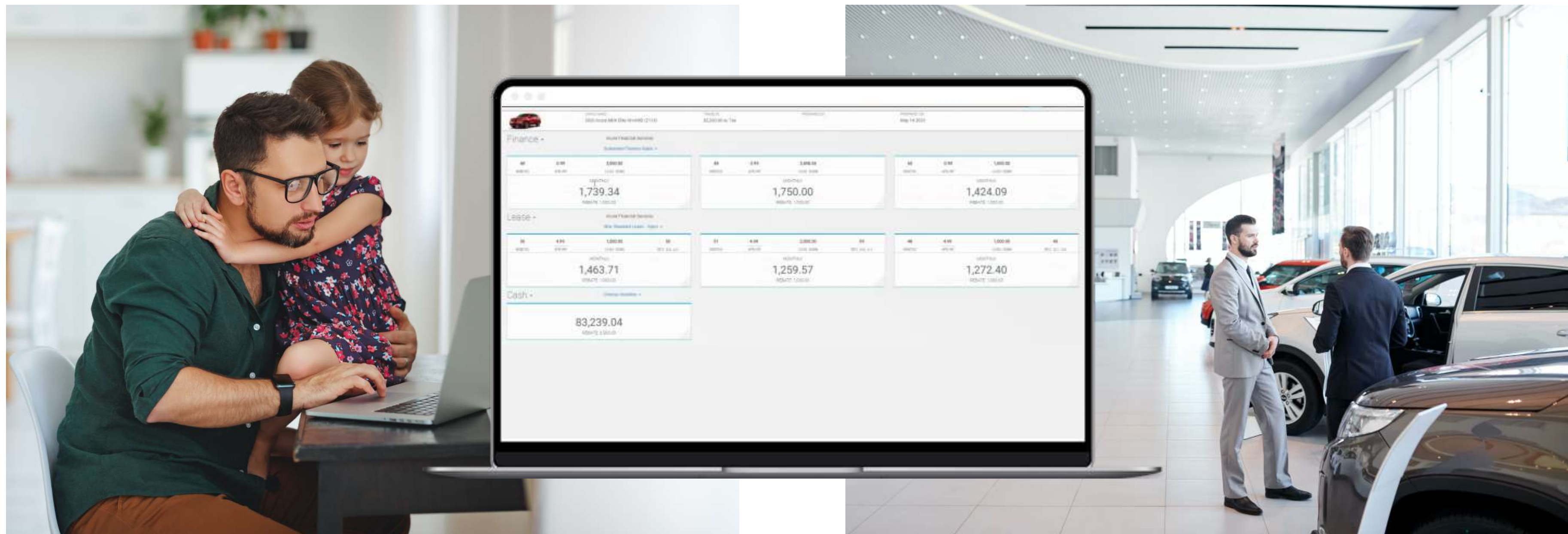


Digital Desking

TO COME

Powered by DealerCorp

Digital Desking enables the car buyer to remotely explore and edit a live deal sheet that the sales rep can see updating in real-time, while also supporting a great in-store experience.



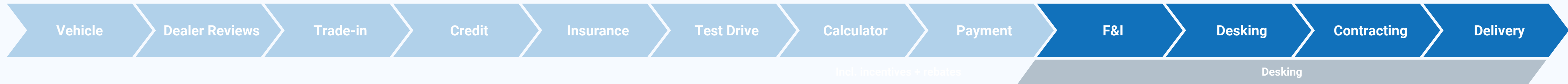


Digital Desking

TO COME

Powered by DealerCorp

Adding in video calling – the new norm – makes the transaction easy, seamless and entirely remote.





AutoVerity tools span the entire car buying journey

Our tools **empower** dealers to appropriately engage consumers in the new buying reality.

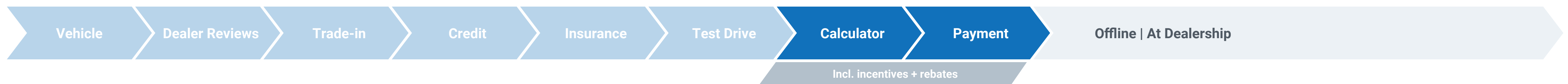
Digital Merchandising



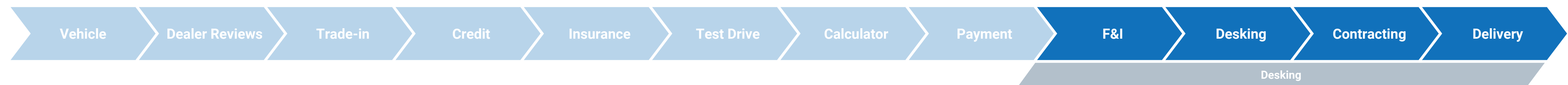
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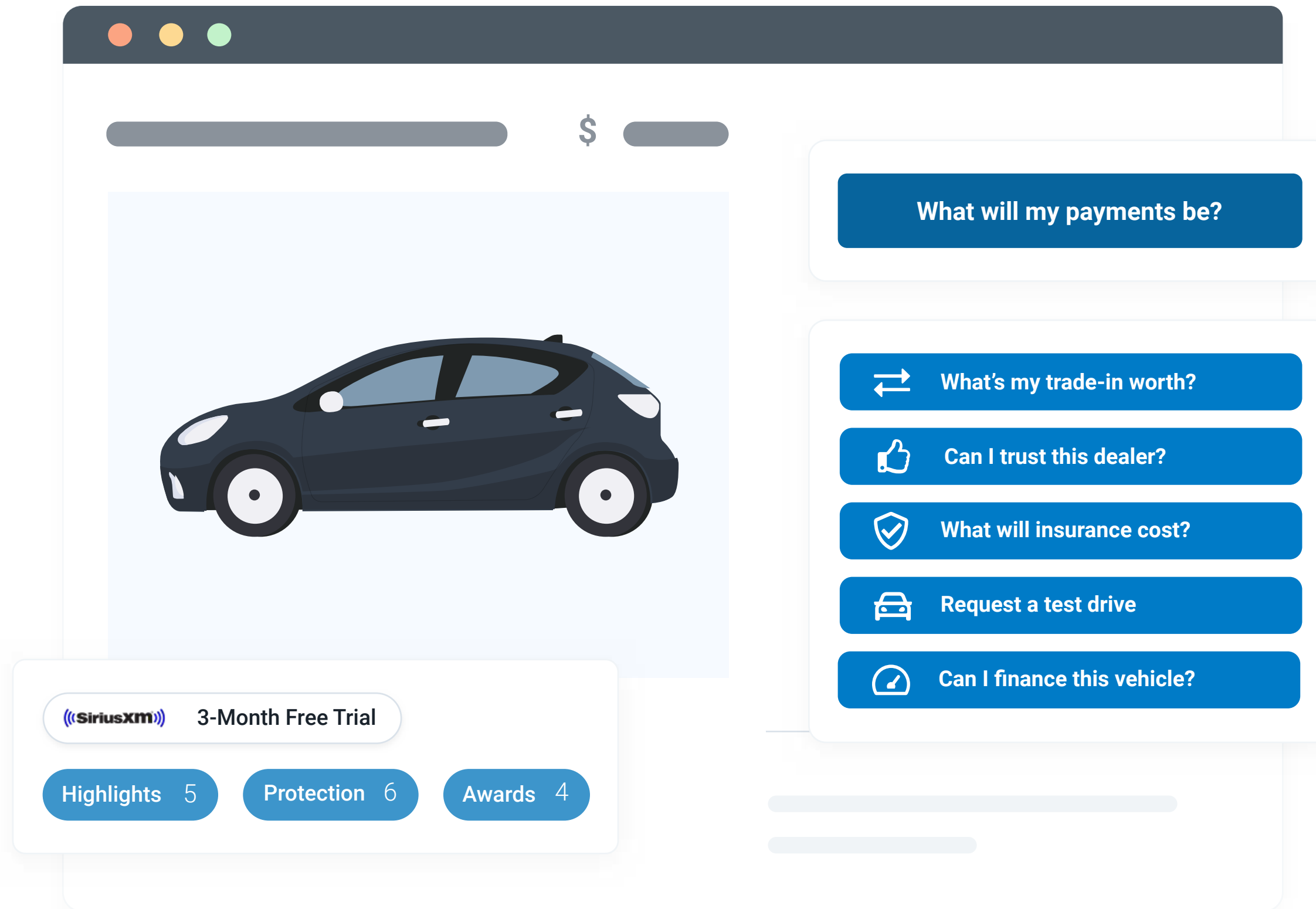


A Better Digital Retailing Solution

Our tools are unique. No other solution adequately addresses current dealer and customer pain points while allowing dealers to fully future proof their business.



What makes us different



- ✓ Ability to highlight unique vehicle values and bring F&I items front-of-house
- ✓ High priority, high engagement and high value CTAs
- ✓ Customers get instant information
- ✓ Leads combined into one super lead for easier, more efficient follow-up
- ✓ All leads point to credit, the highest converting lead type
 - “Soft Hit” credit report
 - Provides credit “research” vs credit “offer” = instant information
- ✓ The industry’s only post-COVID, credit-first, e-commerce solution
 - Credit first means reduced surprises for customers and dealers and easier transactions!
- ✓ Integrated desking solution to come



Plus, we offer

Guaranteed ROI

