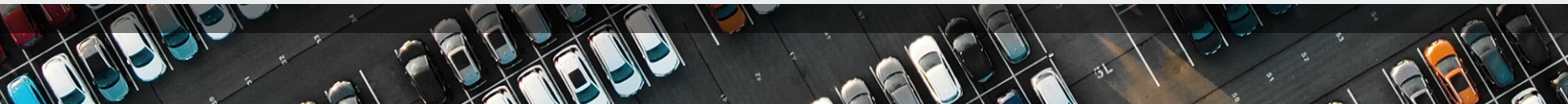


Intelligent lot management for automotive auction houses

Demanding buyers, high-volume inventory, and a tight labor market make it more important than ever to deliver an elevated auction experience.

LotVision helps you do that and more – starting now.



Find VIN-verified vehicles instantly

Mad scrambles routinely precede every vehicle auction. Staff run the lots and rows in search of the vehicles buyers want to see and buyer anxiety builds as the clock ticks. But there's a better way.

LotVision, the modern lot management platform, transforms today's auction experience:

- **Faster, easier staging** with real-time location and vehicle health information in the palm of your hand;
- **Improved buyer confidence** with direct access to more than 7,000 DTCs during vehicle inspection; and
- **Streamlined sales process** with VIN-verified vehicle history at your fingertips.

» *Cut time tracking and retrieving vehicles by as much as 73%¹*

Challenge

Chaos can quickly ensue when buyers descend on your auction house on the same day and at the same time for inspections before bidding starts. It's all hands on deck as your staff searches for vehicles and prepares them for staging.

Solution

With LotVision, you have a secret weapon. Not only can your team instantly find the vehicles needed for staging, you can give buyers direct access to your LotVision dashboard for select vehicles. With the health status and history of each vehicle available on their mobile devices, they can make faster – and more informed – bidding decisions.



Gain operational insights for greater efficiency

In addition to locating vehicles, LotVision provides unprecedented visibility into your operations that helps you to optimize 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 especially in-demand vehicles through your workflow;
- **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.

LotVision arms you with the business intelligence you need to deliver an exceptional auction experience.

» *Conduct inventory audits and reconciliation up to 70% faster¹*

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 support all types of vehicles and make tracking vehicles easy and efficient. They 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 even the most complex automotive auction operation:

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

» *Full deployment in less than three weeks¹*

Challenge

The logistics of implementing new technology in any business can be complicated and at times, feel counterproductive – pulling staff from their primary duties 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 repair times by up to 25%¹*

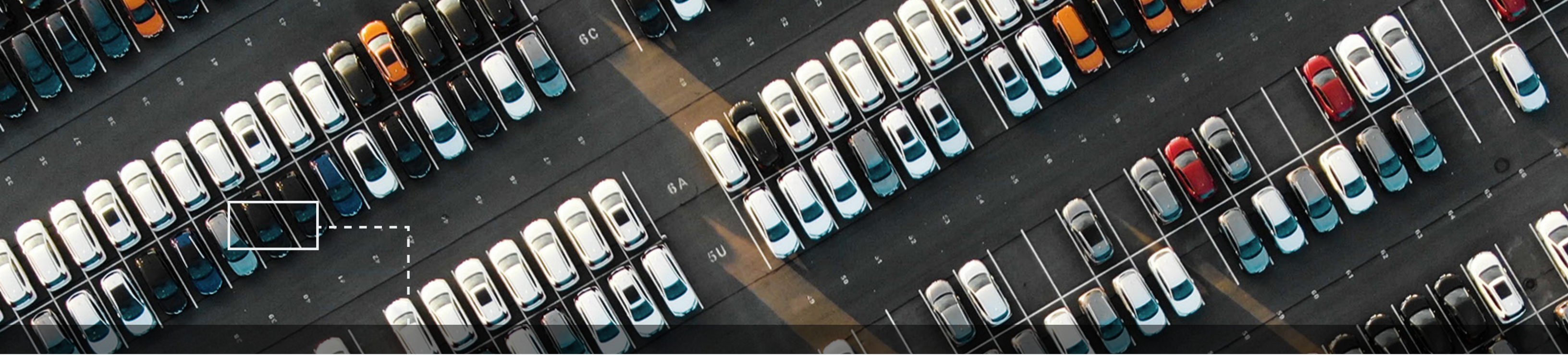
Challenge

High-volume inventory and complex operations means vehicles are moved around frequently, which leads to otherwise productive – and expensive – time spent finding them. When your skilled mechanics who spend almost as much time searching for vehicles as they do repairing and reconditioning them, it's frustrating and costly.

Solution

With LotVision, your mechanics – and other skilled trades – invest their time on priority work related to their role instead of walking the lot to find vehicles that need their attention. And in just a couple of clicks, you can see what vehicles are where, how long they've been there, and where they're headed next to ensure operations run smoothly.





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.

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

