GET DIGITAL RETAILING CORE FREE FOR 2 MONTHS*

DRIVE REAL BUSINESS VIRTUALLY! FOR A LIMITED TIME ONLY, ADD COX AUTOMOTIVE'S DIGITAL RETAILING CORE PACKAGE TO YOUR WEBSITE AND GET 2 MONTHS FREE.

Give car shoppers the experience they want by letting them start the car-buying process right from your inventory pages, while you work deals online just as you would in-store, double close rates and increase profitability. Get the industry's most powerful digital retailing solution, now completely integrated with your website.

DEALER.COM®

COX AUTOMOTIVE

COX AUTOMOTIVE | DIGITAL RETAILING

2020 FEATURE MATRIX
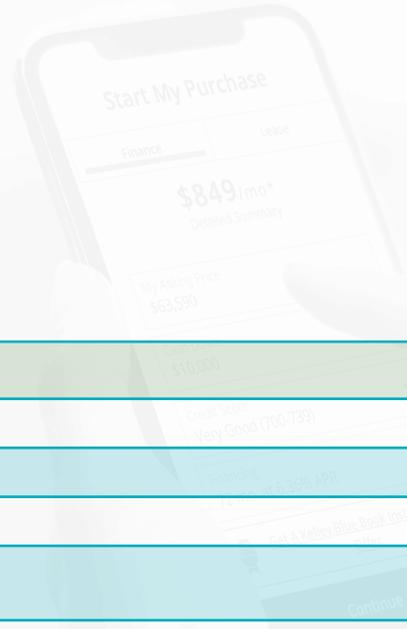
	New 2020 Packages
	Cox Automotive Digital Retailing **Core**
Shop by Payment on Dealer.com Dealer Websites	●
Self-Penciling on VDPs with Price Offers	●
Real Finance/Lease Payments with Incentives, Taxes and Fees	●
Manufacturer & Conditional incentives	●
KBB Trade Valuation®, powered by KBB.com or ICO[1]	●
Dealer Configurable Branding (dealer branded image, video)	●
Test Drive Appointment Scheduling	●
Credit Application integrated with DealerTrack	●
VinSolutions CRM Integration (Review a Deal, No Duplicate Leads) *New! (In Pilot)*	●
Review a Deal for 3rd party CRMs *New!*	●
VinSolutions Desking Integration *New! (In Pilot)*	●
DealerTrack F&I uniFI Integration with Lender	●
nVision Reporting	●
Text Messaging, LivePerson Auto Chat[2], Call Tracking by DR Source	●
Vehicle Protection Product with Monthly Payments	●
Reservations w/Credit Card Deposit (Worldpay®) and Deal Certificate	*a la carte*
Cash Deals (New, Used, CPO) *New!*	●
Credit Application integrated RouteOne *Coming soon!*	●
Performance Management Core (In-store setup + virtual training) *New!*	●

1. Requires separate contract with Kelley Blue Book Instant Cash Offer. 2. Requires separate contract with LivePerson.

Retail pricing only

2020 PERFORMANCE MANAGEMENT MATRIX

	New 2020 Packages
	Cox Automotive Digital Retailing **Performance Management Core**
Performance Management *New!*	
Launch call to set up online configuration	●
3 hour in-store training within three weeks of launch call	●
In-store assessment/goal-setting/goal achievement with store leadership	●
Virtual check-in every 45 days	
Virtual performance call every 90 days	●
In-store retraining and process improvement every 60 days	
In-store consultations/retraining 60 days post-launch	●
Performance Management Core Add-on (in-store follow-up every 90 days)	*a la carte*