

## FOR IMMEDIATE RELEASE

### VAUTO's PROVISION BOOSTS INVENTORY EFFICIENCY, CONTROL

**OAK BROOK, IL (February 3, 2012)** – vAuto announces additional functionality for its Provision inventory management system to help dealers improve the acquisition and management of used vehicles.

“The expanded Provision functionality is part of our mission to provide innovative, industry-leading technology and tools that deliver ongoing value and benefits for dealers,” says vAuto president Keith Jezek. “These updates also underscore vAuto’s commitment to our customers, many of whom have collaborated with our development team to make Provision even more valuable for their dealerships.”

The enhancements to Provision, which vAuto will feature at the upcoming National Automobile Dealer Association conference in Las Vegas (Booth #1558), include:

- **Vehicle Query Features:** Provision recognizes dealers care more about some vehicles than others. With Provision’s Advanced Workbench, dealers can specify the parameters of vehicles they want to evaluate for potential acquisition—such as model year(s), mileage, market days supply, past experience and profitability potential. Provision then identifies the available vehicle(s) that fit the dealer-set criteria. “This enhancement offers two key benefits,” Jezek says. “First, with this new Provision enhancement, dealers can genetically engineer their inventory to possess the characteristics that matter the most, like high demand, high profitability and yes, even recent sales history. Second, it’s a

significant time-saver as dealers can focus their vehicle acquisition efforts on the types of vehicles they care about most.”

- **Inventory Segment Grading:** vAuto has extended Provision's unique A-F letter grade system for vehicles to broader inventory age segments or “buckets” (e.g., 0-15 days, 15-30 days, etc.). These bucket-level grades enhance Provision's inventory summary reports and offer dealers a quick-look method to identify and address issues that may impede the velocity of their sales and inventory turns by segments.

“Literally, there has never been anything like this for used inventory management,” says Trent Waybright, director of used vehicle operations for Kelley Automotive Group, Fort Wayne, Ind. “Today, we're able to know exactly what to buy, how much to pay and where to source the vehicles with exact precision. All of this is done with three simple clicks of a mouse.”

### **About vAuto**

vAuto provides innovative technology, tools and business intelligence to help dealers improve their used vehicle department sales and profits. vAuto's Provision inventory management system simplifies the acquisition, pricing and merchandising of used vehicles for dealers based on real-time supply-and-demand data in their markets. vAuto's RealDeal leverages dealer market intelligence to build transparency and profits in used vehicle sales processes. Today, more than 4,000 dealerships across the United States and Canada rely on vAuto's used vehicle systems. Dale Pollak, vAuto's founder, has written two automotive retail industry best-sellers, *Velocity: From the Front Line to the Bottom Line* and *Velocity 2.0: Paint, Pixels & Profitability*. Headquartered in the Chicago suburb of Oak Brook, IL, with a research and development center in Austin, TX, vAuto is a wholly owned subsidiary of AutoTrader.com. Additional information about vAuto is available at [www.vauto.com](http://www.vauto.com).

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