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FOR IMMEDIATE RELEASE

vAuto Announces Three Provision Updates For 2017 NADA Convention
Enhancements Ease Data Entry, Description-Writing, Recall Challenges

OAKBROOK TERRACE, IL (January 23, 2017) – vAuto announces three enhancements to its industry-leading Provision system to help dealers more efficiently manage their used vehicle inventories.

“The Provision enhancements reflect our shared mission with Cox Automotive to ensure our solutions provide our dealer clients maximum ease and efficiency as they contend with an ever-evolving used vehicle market,” says Randy Kobat, senior vice president of Inventory Software Solutions for Cox Automotive’s Retail Solutions Group. “In the end, if we help our dealers save effort and time on day-to-day tasks, they have more bandwidth to be better retailers.”

The enhancements, which will be featured at the upcoming National Automobile Dealers Association (NADA) convention in New Orleans (vAuto booth #1719), include:

DealerTrack DMS Integrations: Two Dealertrack DMS integrations help dealers eliminate duplicate, manual data entry. The first integration allows dealers to “push” vehicle-specific data on auction-purchased and trade-in units to the Dealertrack DMS directly from the Provision Appraising tool. The second integration “writes back” price change information from the Provision Pricing tool to the DMS.

“In the past, dealers entered vehicle and pricing data into vAuto, and then the DMS,” Kobat says. “These integrations, which come at no additional cost for dealers, help them save time while avoiding the risk of data entry mistakes.”

Automatic Vehicle Description-Writing: vAuto’s enhanced AutoWriter tool eliminates the need for Provision dealers to manually write a description for every used vehicle in their inventories. The tool automatically creates compelling descriptions based on a dealer’s preferences, and automatically refreshes them as dealers change prices or make other updates. “With the enhanced AutoWriter, it’s a matter of seconds, not minutes, for Provision dealers to consistently feature accurate, well-crafted descriptions online for every vehicle,” Kobat says.

Recall Management: Through an integration with CARFAX, Provision dealers can more easily identify vehicles with open recalls while they are appraising or purchasing a vehicle, or managing current stock in their inventories. The enhancement also allows dealers to designate vehicles with dealer- or factory-ordered stop sales, and remove these vehicles from online listings as appropriate. “With recalls on the rise, Provision helps dealers handle these vehicles, and their associated risks, in a more efficient and transparent manner,” Kobat says.

About vAuto

vAuto® provides innovative technology, tools and business intelligence to thousands of dealerships across the United States and Canada, helping them compete more effectively and increase new/used vehicle sales volumes and profits. Founded in 2005, vAuto revolutionized dealers’ used vehicle operations with the groundbreaking Provision® suite of tools. Leveraging The Velocity Method of Management®, pioneered by vAuto’s visionary founder, Dale Pollak, the Provision suite guides used vehicle acquisition, appraisals, pricing, merchandising and more based on real-time, local market supply-and-demand data. In 2014, vAuto combined the Velocity method with the power of incentive management to create the Conquest™ new vehicle inventory management and pricing tool. In 2016, vAuto launched Stockwave to serve as the foundation for a suite of wholesale inventory acquisition solutions. Headquartered near Chicago, Illinois, vAuto is a Cox Automotive™ brand.

About Cox Automotive

Cox Automotive Inc. is transforming the way the world buys, sells and owns cars with industry-leading digital marketing, software, financial, wholesale and e-commerce solutions for consumers, dealers, manufacturers and the overall automotive ecosystem worldwide. Committed to open choice and dedicated to strong partnerships, the Cox Automotive family includes Autotrader®, Dealer.com®, Dealertrack®, Kelley Blue Book®, Manheim®, NextGear Capital®, vAuto®, Xtime® and a host of other brands. The global company has 33,000 team members in more than 200 locations and is partner to more than 40,000 auto dealers, as well as most major automobile manufacturers, while engaging U.S. consumer car buyers with the most recognized media brands in the industry. Cox Automotive is a subsidiary of Cox Enterprises Inc., an Atlanta-based company with revenues of \$18 billion and approximately 60,000 employees. Cox Enterprises’ other major operating subsidiaries include Cox Communications and Cox Media Group. For more information about Cox Automotive, visit www.coxautoinc.com.