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vAuto Provision Offers Enterprise-level Inventory Insights For Dealer Groups

All-New Enterprise Module Debuts at NADA 2018, Drives Efficiency Across Rooftops

OAKBROOK TERRACE, IL (March 19, 2018) – vAuto is helping dealer groups gain greater operational efficiency through a more holistic view of their used vehicle inventory across rooftops with Provision Enterprise, an all-new module within the Provision system.

vAuto's Provision offers dealer principals the most comprehensive used-vehicle market data and inventory management decision-making insights in the industry. With the Enterprise module, dealer principals and managers can more easily view and compare used vehicle inventory and metrics across individual rooftops and the group to identify opportunities to improve sales and profitability.

"In today's margin-compressed environment, a dealership group can't afford to compete against itself," said Randy Kobat, senior vice president of Inventory Software Solutions for Cox Automotive's Retail Solutions Group. "With Provision Enterprise, dealer principals will be able to unify rooftops and seamlessly oversee inventory management across their stores from one single dashboard, creating a more cohesive data and insights hub to maximize inventory potential."

The new Provision Enterprise module includes:

Provision Enterprise Dashboard: Enables dealer groups to gain a live, top down view of important inventory insights and metrics across all rooftops.

Centralized Appraising: Allows for group-level input and oversight of appraisals at individual stores, and offers strategic recommendations to place a vehicle at a store based on inventory need and favorable market conditions.

Transfer Advantage: Identifies "in" and "cross"-market opportunities where an individual store's inventory may have greater retail potential at another rooftop based on market conditions.

From appraisal to transfer, all four components of Provision Enterprise work together to drive increased efficiency and profitability potential across locations. Through this end-to-end approach, a dealership group's rooftops will be better equipped to compete together as one enterprise- a necessity in today's hyper-competitive used-vehicle market.

“The Enterprise dashboard makes it a lot easier and more efficient to compare stores and identify opportunities to improve,” said Troy Idom, digital director for the four-store Natchez (MS) Auto Group. “It’s become a regular part of our weekly meetings with each store. Managers can see everything in black and white, and know where they are and where they should be.”

vAuto will be debuting the Enterprise module as a no-cost enhancement for Provision dealers at the NADA 2018 convention in Las Vegas.

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

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