



# THE PROVISION® ADVANTAGE.

---

7 reasons to give your team the  
industry's strongest software.



# FIRST. BEST.

vAuto's Provision used car inventory management software changed the business. It was the first to identify the metrics that matter and continues to be the only platform to give its users virtually 100% of the market information needed to make better pricing and acquisition decisions.

Better data means better profits. The next few pages explain seven distinct Provision advantages that drive profits in ways other software does not and cannot.



# 1 | ALL THE DATA YOU NEED.

Provision gives you virtually 100% of the information you need to optimize profits. Other software gives your team an incomplete picture of what's happening in your market. When you start with partial information, it affects everything you do, from acquisition to reconditioning, merchandising, pricing and profitability.

Provision gives you access to elite data integrations from Cox Automotive. Access top nationwide sources, including Manheim and Autotrader, and get all of the data you need in real time for a truly accurate picture, including exact odometer readings and trim equipment levels on every vehicle.

# 2 | **THE METRICS THAT MATTER.**

vAuto was first to define the most important KPIs for maximizing profits. To make those metrics matter, dealers need the most precise information. Only vAuto gives dealers virtually 100% of the market information they need to ensure accuracy of their metrics and therefore, their business decisions.

## **Market Days Supply**

Not all Market Days Supply data has equal power. Only Provision's MDS is built on market data to show you with complete accuracy how well a car will or won't perform for you before you bring it on your lot.

## **Price to Market**

This metric tells you with 100% accuracy how your pricing compares to identically equipped vehicles on competitors' lots, so you always know the sweet spot to get attention without giving up gross.

## **Cost to Market**

The Cost to Market metric goes beyond simple purchase cost to factor in all the costs associated with getting a vehicle retail-ready, so you can completely understand its profit margin.

## **Days in Inventory**

Manage turn to increase profits with this metric. Days in Inventory measures the "age" (time on your lot) of any specific car or your inventory as a whole. Reduce age, improve gross profit.



# 3 | NUMBERS CRUNCHED FOR YOU.

Better data is key, but your team needs that data simply translated into user-friendly actionable information for immediate intuitive decision-making — the kind that optimizes profits.

No feature makes it simpler than Provision's report card, which grades seven distinct characteristics pulled from vAuto's Live Market View data. Information includes Market Days Supply, desirability among consumers, availability, sales volume, true profit potential and the dealership's experience selling the unit.



# 4

## ENTERPRISE-WIDE OPTIMIZATION.

If you operate more than one rooftop, whether with stores nearby or spread over a wide region, Provision can give you all the functionality you need to monitor the entire enterprise. Get a singular and holistic view of all inventory across your entire dealership group. Instantly identify opportunities to appraise and transfer cars to the locations where they'll perform best.



A woman in a dark business suit is holding a tablet and looking at it. She is standing next to a man in a dark suit who is looking at the tablet. They are in a car dealership, with a car visible in the background.

# 5

## DEDICATED PERFORMANCE MANAGERS.

Every Provision dealership gets a vAuto Performance Manager who is committed to your success. These are experienced used car sales professionals, seasoned industry vets, who know every aspect of the business and the software and want you to be as profitable as possible. Your Performance Manager is a strategic partner, an always on-call member of your team ready to help show how to use Provision and vAuto methodologies to really drive your department's performance.

# 6

## THE INVESTMENT-BASED METHOD.

The most successful used car dealers in the business know they're not managing inventory — they're managing *investments*.

Provision gives you the discipline and foundation necessary to use the Investment-Based Method most effectively. This method focuses on the intrinsic value of each vehicle to identify the optimal balance between turn and gross and drive maximum profits.

Provision subscribers can then step up to Provision ProfitTime™ with the ProfitTime 2.0 metal values and its new Profit-Driven Pricing feature, enabling even more intuitive and immediate execution of the investment-based strategy.



# 7 | NO CONTRACT NECESSARY.

Provision has over 12,000 loyal customers. There are no required contracts. They stay with the program because it works and provides exceptional value on a daily basis. Other products may require you to sign up for an extended period. Not vAuto. If we don't deliver on our promise, we don't deserve your business.

## SUMMARY:

1. VIRTUALLY 100% OF THE DATA
2. ALL THE METRICS THAT MATTER
3. NUMBERS CRUNCHED FOR YOU
4. FULL ENTERPRISE FUNCTIONALITY
5. DEDICATED PERFORMANCE MANAGERS
6. INVESTMENT-BASED METHOD
7. NO CONTRACT



If “good enough” isn’t good enough for your dealership, give your team Provision, the best inventory management software in the business

**SCHEDULE A VIRTUAL DEMO**



# 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 founder Dale Pollak, Provision helped dealers adopt a more transparent and turn-focused approach to used vehicle acquisition, appraising, pricing and merchandising based on real-time, local market supply-and-demand data. In 2018, vAuto released the Provision ProfitTime™ metric and methodology to help dealers maximize inventory turn and gross profit based on the investment value or profit potential of each vehicle. The same year, the company expanded its integrations with Cox Automotive's HomeNet unit and acquired iRecon, an online reconditioning workflow platform. The moves extend vAuto's efficiency-focused used vehicle management solutions into vehicle merchandising and reconditioning.

vAuto's solutions also include Conquest™, a new vehicle inventory management and pricing system, and Stockwave, which enables dealers to efficiently find and purchase vehicles from leading wholesale sources via a single platform.

Headquartered near Chicago, Illinois, vAuto is a Cox Automotive™ brand.

