

AutoMind

AI Copilot for Used Cars

Right
Car



Right
Price



Right
Process

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Current Challenges

- Market is on a wild ride – but it won't last forever
- More than ever, dealers need a disciplined approach to pricing, marketing and acquisition
- Typical used car manager is overwhelmed and stuck behind their computer all day!
- Pricing vehicles to V-Rank is not helping you to improve grosses
- Better acquisition strategy needed for keeping you out of trouble



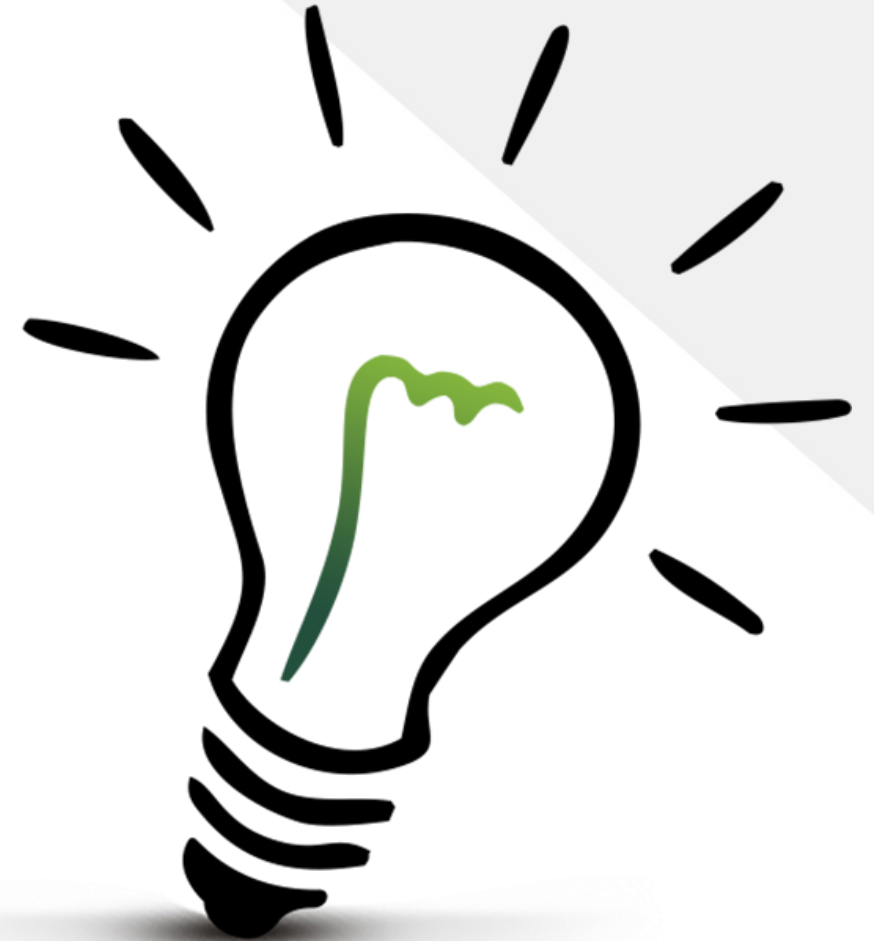
FrogData has a Better Way

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Analytics

Combining all relevant data, defining parameters for success, strategically making best decisions

- Eliminates bias & we've always done it this way thinking.
- Lead the market instead of chasing it
- Avoid the cost of Trial & Error
- Free Up yourself and your people to spend time playing the game instead of keeping score
- Provides a WATCHDOG that can watch your assets while you Generate Revenue & Grow your Business



We Focus on the Three R's



Right Car

We use state-of-the-art AI to identify your best performing units



Right Price

We use 16 data points to determine how to sell each unit for the most money in the shortest amount of time.



Right Process

We provide Critical Insights into where you can focus energy and attention to improve results, decrease turnover, and ensure long term success.

The Right Car

Used Vehicle Pricing Optimizer

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Units that
Consistently
**Deliver High
Gross**



Units Most
Likely to
**Generate
Trade**



**Fast
Moving**
Volume
Units



Your
Stores
Sales History



**Your
Current
Stocking Level**
By Model Line



We take the data & break it down into actionable recommendations

And Turn This.....

Deal ID	Stock ID	Date Sold	Deal Status	Vehicle Ty	Year-Make	Buyer	Salesperso	Sales Mani	F&I Manag	Days In Stc	Total Gros	FE Gross	F&O Gross	BE Gross
S: RBG ID	8028	4/2/2021	F	New	2021-GMC	DAVID KAP813_CHRIS 260_CRAIC 759_VIC SI		56	5632.29	1049.8	3842.3	1789.99		
S: RBG ID	T1581	4/1/2021	F	Used	2019-RAM	HENRY LAF397_SETH 850_BILL F 759_VIC SI		44	3115	1215	1615	1500		
S: RBG ID	797709	4/1/2021	F	Wholesale	2001-DOD	IDEAL AUT 111_HOUS 260_CRAIC 999_HOUS		1	450	450	450	0		
S: RBG ID	793403	4/1/2021	F	Wholesale	2001-CHEV	IDEAL AUT 111_HOUS 260_CRAIC 999_HOUS		2	-50	-50	-50	0		
S: RBG ID	P158301	4/1/2021	F	Used	2009-HYUJ	ANTHONY 111_HOUS 260_CRAIC 759_VIC SI		10	512.29	12.29	412.29	100		
S: RBG ID	8073	4/1/2021	F	New	2021-GMC	MELISSA SI386_SARAI 850_BILL F 759_VIC SI		28	3124.82	29.45	2055.15	1069.67		
S: RBG ID	T156801	4/2/2021	F	Used	2017-GMC	DULCE BAL 157_JOEY I 850_BILL F 759_VIC SI		18	4798.57	2988.55	3388.55	1410.02		
S: RBG ID	808301	4/7/2021	F	Used	2015-GMC	ASHLEY RE 813_CHRIS 260_CRAIC 759_VIC SI		8	4543.46	3161.94	3561.94	981.52		
S: RBG ID	T157401	4/1/2021	F	Wholesale	2016-HON	RYAN HON 111_HOUS 260_CRAIC 999_HOUS		14	2842.72	2842.72	2842.72	0		
S: RBG ID	805401	4/2/2021	F	Used	2019-CHEV	SHAWN BE561_JUAN 260_CRAIC 759_VIC SI		21	2942.78	2542.78	2942.78	0		
S: RBG ID	P1586	4/2/2021	F	Wholesale	2018-HON	RYAN CHEI 111_HOUS 260_CRAIC 999_HOUS		18	2067.17	2067.17	2067.17	0		
S: RBG ID	797802	4/2/2021	F	Used	2015-GMC	BRUCE LAF981_ALLA 260_CRAIC 759_VIC SI		64	3394.18	2994.18	3394.18	0		
S: RBG ID	8097	4/2/2021	F	New	2021-GMC	KIMBERLY 157_JOEY I 260_CRAIC 759_VIC SI		10	4849.57	1050.3	3360.1	1489.47		
S: RBG ID	8075	4/3/2021	F	New	2021-GMC	DELOS HAI 397_SETH 850_BILL F 385_SARAI		25	1231.12	831.12	1231.12	0		
S: RBG ID	807101	#####	F	Used	2018-CHEV	TAMI SCHE561_JUAN 260_CRAIC 385_SARAI		31	1593.75	1193.75	1593.75	0		
S: RBG ID	8055	4/3/2021	F	New	2021-GMC	PAUL KLEI 157_JOEY I 260_CRAIC 385_SARAI		46	1887.05	-249.65	1887.05	0		
S: RBG ID	802401	4/3/2021	F	Used	2020-GMC	NICOLE CH981_ALLA 260_CRAIC 385_SARAI		14	5487.42	3097.94	3497.94	1989.48		
S: RBG ID	796002	4/8/2021	F	Used	2014-GMC	DANIEL GA 397_SETH 850_BILL F 385_SARAI		22	4112.26	2490.63	2790.63	1321.63		
S: RBG ID	P1582	4/3/2021	F	Used	2018-CHEV	ELIZABETH 157_JOEY I 850_BILL F 385_SARAI		33	5335.9	2379.17	2779.17	2556.73		
S: RBG ID	8090	4/6/2021	F	New	2021-GMC	JARED KLIN 397_SETH 850_BILL F 385_SARAI		18	4449.1	1049.3	3359.1	1090		
S: RBG ID	807001	4/6/2021	F	Used	2017-GMC	JUSTIN STE397_SETH 850_BILL F 385_SARAI		7	5661.61	3244.34	3644.34	2017.27		
S: RBG ID	797401	4/5/2021	F	Used	2019-CHEV	DAVID ANI 386_SARAI 260_CRAIC 759_VIC SI		80	4502.53	2252.41	2652.41	1850.12		
S: RBG ID	8086	4/7/2021	F	New	2021-CADI	KIMBERLY 386_SARAI 260_CRAIC 759_VIC SI		21	6972.56	3951.99	4351.99	2620.57		
S: RBG ID	806801	4/6/2021	F	Wholesale	2018-GMC	RYAN CHEI 111_HOUS 850_BILL F 999_HOUS		15	2873.08	2873.08	2873.08	0		
S: RBG ID	807501	4/6/2021	F	Wholesale	2009-TOY	IDEAL AUT 111_HOUS 260_CRAIC 999_HOUS		3	450	450	450	0		
S: RBG ID	800802	4/6/2021	F	Wholesale	2004-PON	NORTHERN 111_HOUS 260_CRAIC 999_HOUS		21	555	555	555	0		
S: RBG ID	801301	4/6/2021	F	Wholesale	2015-GMC	NORTHERN 111_HOUS 260_CRAIC 999_HOUS		21	6235.5	6235.5	6235.5	0		
S: RBG ID	8029	4/7/2021	F	New	2021-BUIC	ANGELA HI 386_SARAI 850_BILL F 385_SARAI		61	2055.77	40.42	2055.77	0		
S: RBG ID	D7720	4/7/2021	F	New	2020-GMC	EMMA JEA 157_JOEY I 260_CRAIC 385_SARAI		25	1042	642	1042	0		
S: RBG ID	8074	4/9/2021	F	New	2021-GMC	KALIX 981_ALLA 260_CRAIC 385_SARAI		32	1755.82	49.77	1755.82	0		
S: RBG ID	798603	4/8/2021	F	Used	2018-JEEP	OLIVIA CHI 157_JOEY I 850_BILL F 759_VIC SI		15	2266.2	1866.2	2266.2	0		
S: RBG ID	806201	4/9/2021	F	Used	2015-GMC	CENTRAL N 386_SARAI 850_BILL F 385_SARAI		10	3529.42	3129.42	3529.42	0		
S: RBG ID	801801	4/8/2021	F	Wholesale	2017-JEEP	RYAN HON 111_HOUS 260_CRAIC 999_HOUS		45	1854.49	1854.49	1854.49	0		



.....Into This

Used Vehicle Buying Guide based on Sales in last 180 Days

Make-Model	Expected Profit / Day	Expected Days in Stock	Expected Cost of the Vehicle	Expected Sale Price of the Vehicle	Expected GP of the Deal	Current Units in Stock	Current Unit Average Age (Days)
HONDA CR-V	\$106	25.1	\$18,018	\$21,583	\$2,669	9	35.6
HONDA Pilot	\$125	22	\$24,002	\$27,577	\$2,746	8	29.5
RAM 1500	\$156	26.8	\$32,023	\$37,210	\$4,164	21	29.4
CHEVROLET Traverse	\$179	19.1	\$24,073	\$28,703	\$3,416	6	26.5
FORD F-150	\$92	36.7	\$27,451	\$31,482	\$3,372	17	32.4
HONDA Accord	\$140	23	\$15,344	\$19,188	\$3,210	5	17.2
HONDA Civic	\$124	20.3	\$14,589	\$17,925	\$2,512	2	26
JEEP Grand Cherokee	\$98	26.3	\$30,096	\$33,416	\$2,572	6	17.8
NISSAN Rogue	\$95	24.6	\$17,725	\$21,011	\$2,348	5	

Used Vehicle Buying Recommendation Table

Inventory Units Target: 250 Inventory Value Target: 4932479 [Optimize now](#)

- Current Used Inventory is **320** units, worth **\$8,330,376.36**
- Expected Inventory in 5 days is **284** units, worth **\$7,393,209.02**
- Estimated GP from the recommended vehicles per day is **\$0.00**

Inventory Count Target less than Expected Inventory in 5 days or Inventory Value Target less than Expected Inventory Value in 5 days.

The Right Pricing

Used Vehicle Selling Optimizer



We take a proven methodology and implement it to get to the Right Price

And Turn This.....

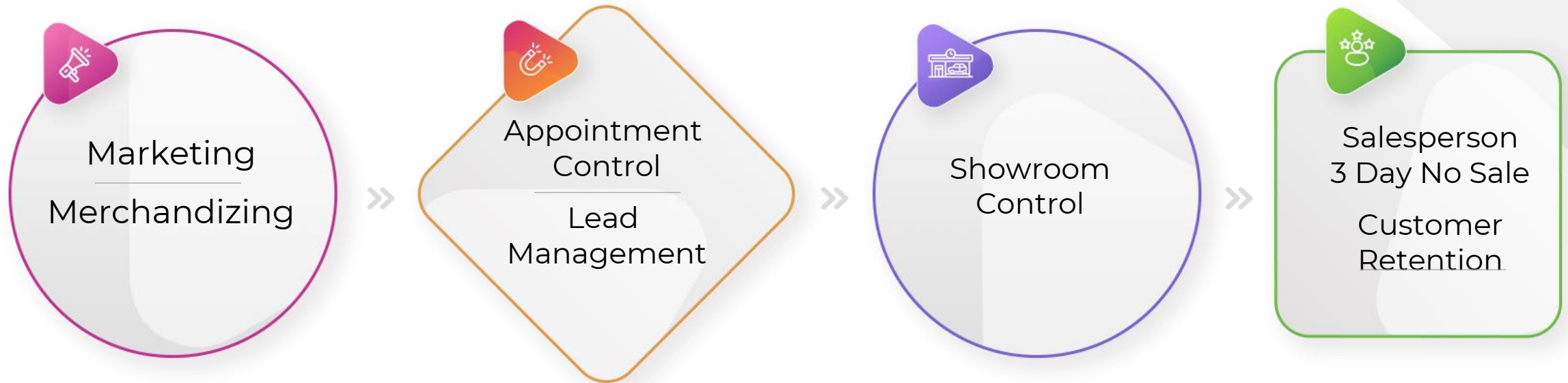


.....Into This

Increase promotion	
TR523502, 2019 JEEP Wrangler	
TR276237, 2007 CADILLAC E	
TB89315, 2018 FORD Ed	
T456968, 2018 JEEP Comp	
Reduce prices	
	TR109042, 2020 FORD Mustang
	T456968, 2018 JEEP Comp
	T456968, 2018 JEEP Comp
Increase prices	
TR253496, 2016 JEEP Wrangler	
TR682351, 2015 JEEP Cherokee	
T259830, 2012 JEEP Grand Cherokee	
T207520, 2018 JEEP Grand Cherokee	
TR510046, 2014 JEEP Grand Cherokee	
T548113, 2015 RAM 1500	
DC142380, 2014 RAM 1500	
T648861, 2013 RAM 1500	

The Right Process

Identifying Challenges, Opportunities, & Bottlenecks



We Make It Simple

AutoMind is run by Decision Analysts and Automotive Subject Matter Experts who take the complicated and make it simple.

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We Take This...

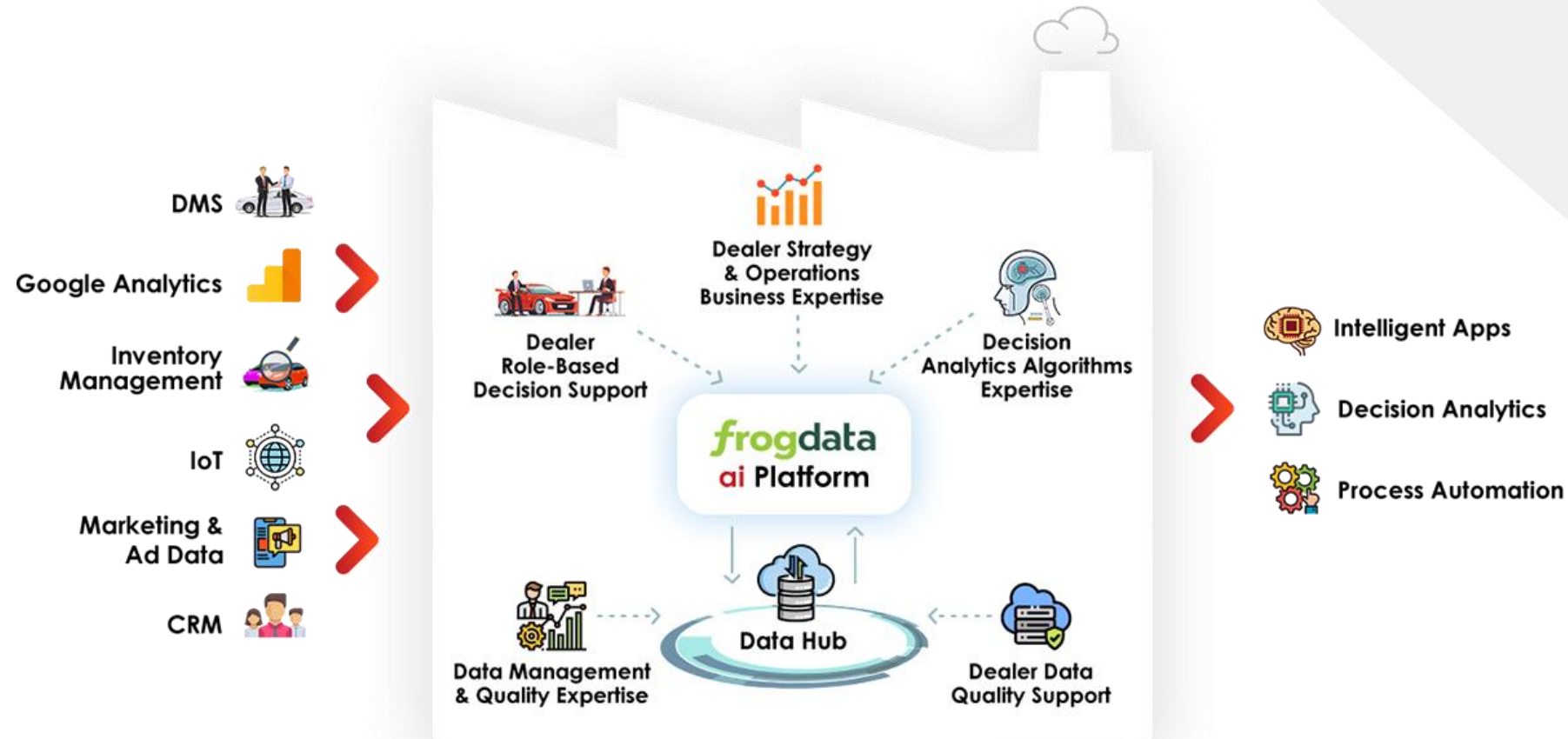


....And Turn It Into This



FrogData AI Factory

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The simple truth is you already have the data, don't you owe it to yourself to make the most of it! Let's work on this together and move your operation to the next level.

Deliverables

AI Driven / Performance Management communication that provide clear direction on actions needed – ***as a Daily Work Plan***

- Weekly Pricing Recommendations
- Fresh Units
- Systematic review of current inventory
- Vehicle Merchandising Hygiene
- Pictures
- Series and Descriptions
- Inventory Acquisition Modeling
- Weekly optimized buy list (Core, Non-Core, Overstock)
- Intercompany trade list
- Appraisal Watch list – Missed Trades



Thank You!

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