



**Drive Instantly**

# Solves Your Modern Retailing Challenge!

*Present every customer – online, in-showroom or on the service drive – with the right car at their preferred payment – every time!*

Enable every team member to quote a management-approved, all-inclusive, transactionable offer for every vehicle in your inventory faster than your sales management can pencil a single car.

mDrive® harnesses the power of cloud-computing to analyze every vehicle for every possible lease or finance deal scenario – and instantly provides all-inclusive, fundable payments to your authorized team members for every customer interaction.

# Maintain full control of the sales process and maximize every deal.

Complementing your existing sales management tools, mDrive® delivers clear advantages:

- QUOTE accurate, all-inclusive, fully-fundable payments according to your selling rules, keeping your management team in total control
- CONVERT opportunities into sales, whether in the showroom, the service lane - or even at the ball game!
- MAXIMIZE profit potential and customer engagement on every deal

The benefits to you are significant:

## *Efficiency:*

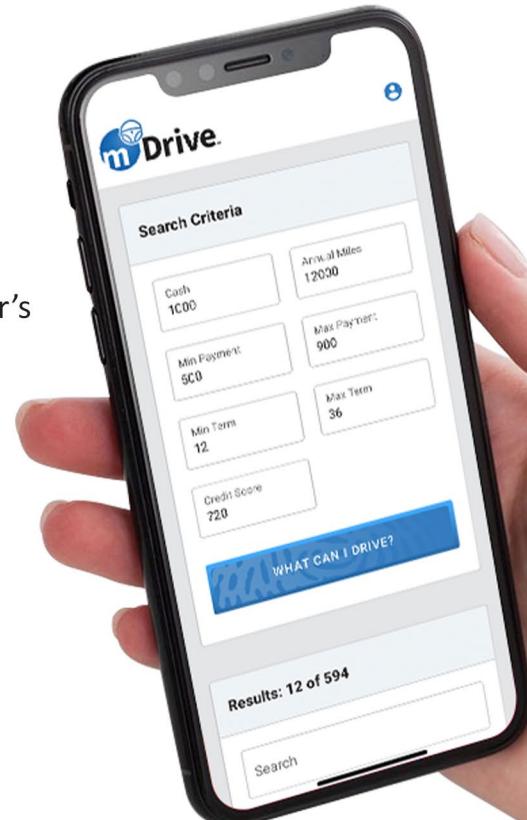
- Works seamlessly with your existing sales management tools - including your existing desking solution, to expedite your sales process
- Shortens the sales process, raises CSI scores and improves sales staff's effectiveness
- Safeguards that all payments are quoted precisely, accurately considering all OEM rebates and incentives, eliminating errors on rates, residual values and rebates
- Converts lost opportunities into actual sales and helps sell more vehicles with increased customer trust and deal transparency

## *Profitability:*

- Maximizes gross margin on every deal with management's full control over all variables – on every VIN
- Helps engage customers who'd normally leave without a car; showcase options faster and more precisely, including customer's preferred down payment, monthly payment, and term
- Improves customer experience
- Presents customers with highest value inventory options
- Eliminates errors and "kicked" deals

## *Improved customer experience:*

- Provides a smart and digital online-to-showroom transition, where payments quoted are all-inclusive, consistent - and transactable
- Presents customers with a truly frictionless experience



# Set yourself apart from your competition!



Stand above the rest with advanced functionality and benefits to elevate your sales process and your customers' car buying experience. mDrive® allows you to instantly input customer's desired payment, term preferences and credit criteria to showcase a list of all available vehicles in your inventory that fit the customers' criteria - and for which they qualify.

## *What can I Drive?*®

mDrive® accurately answers the consumer's age-old question - "What can I Drive?"

mDrive® takes everything into consideration to provide a team member or consumer with a list of vehicles in your inventory that meet his or her criteria and preferences, based upon:

- Consumer's credit score
- Consumer's budget
- Consumer's driving habits
- Dealership's terms and conditions for each scenario
- Dealership's lender relationships
- Manufacturer's rebates and incentives

## *What are my Payments?*™

The "What are my Payments?" functionality within the mDrive® app enables a consumer to:

- Take a close look at dealer's inventory through a payment lens
- Choose the preferred car – based on highest PVI ("best bang for the buck")
- Select/change down payment, preferred monthly payment, and term

Traditionally, consumers do not have the ability to see - in REAL-TIME - how changes in the down payment affects the monthly payments on a specific VIN. mDrive® changes that; the dynamic, feature rich functionality affords you the opportunity to delight every consumer and deliver a much enhanced modern retailing customer experience.

# *The Industry's Premier Data and Calculation Technology*

Market Scan® has been the industry's premier Automotive Payments as a Service™ and analytics solutions provider for over three decades. Our proprietary technology and analytics mine value from vast amounts of data to create efficient, frictionless, and Scientifically Perfect Solutions™ for any conceivable automotive transaction. This comprehensive and dynamic database encompasses every parameter, policy, and factor that can influence any lease, finance, balloon, or cash purchase transaction for any new or used vehicle.

*Only Market Scan® Tracks all Five Critical Market Sectors that must be accurately represented and considered in every offer presented to a consumer:*



## **Manufacturer**

Every vehicle, model, and trim offered by every OEM; all their respective incentives and rebates including compatibility and "stackability" rules.



## **Lender**

Every published program offered by each lender in the country, including all parameters, policies, and factors that could influence any automotive transaction.



## **Dealer**

All terms and conditions under which every participating dealer is willing to transact. All inventory quoting rules, lender relationships, dealer-defined fees, rate mark-ups, and payment configurations to match any DMS.



## **Municipality & Government**

All STATE, COUNTY, and LOCAL laws, rules, regulations, calculation methodologies, tax percentage rates, and registration fees for every inch of the country.



## **Consumer**

Automatic loyalty and conquest mapping based on current/trade-in vehicle as well as proper application of credit tiers, and how those are segmented and considered by every OEM and Lender.

## *White Glove Customer Support*

- **No Hassle Installation** - mDrive® complements your existing sales process and tools. We help set the terms and conditions under which you are willing to transact, sync your inventory, and confirm payments match to your DMS. That's it!
- **Dedicated Account Manager** - You will be assigned a dedicated Performance Manager, who will provide all the training and support you need.
- **24/7 Technical Support** - We are here for you whenever you need us. Our commitment to you is to provide the level of service and support we have delivered to the industry for the past 33 years. We provide technical support, literally 24/7!



*Schedule a Demo Today!*

Call us at **800-MKT-SCAN (658-7226)**  
or email at [sales@marketscan.com](mailto:sales@marketscan.com)