

## Unlock The Profit Potential Of Your Used Vehicle Operations

Part of the Business  
Intelligence Segment of  
**Web-Enabled Business**

*“PVA has been a tremendous value to us. It takes the guessing out of what should or should not be on your used car lot. The software is easy to use and the support is excellent. PVA allows us to maximize our used vehicle operations and we use the application daily to plan our used car stocking and identify any areas of concern. PVA is well worth the investment and you can't beat the 90-day free trial period.”*

Adam Huff  
President  
Fred Martin Auto Group  
330-753-4444

### PVA: Your In-Depth Pre-Owned Vehicle Tool

Used vehicle inventory control is always a priority. Why? Because having control leads to reduced inventory costs which affects your bottom line. The goal is to sell more cars with less inventory. This is achieved by creating the right mix of the right vehicles.

Easier said than done. Such control requires knowing what's going on in your used vehicle department! For many dealers, getting to this information is too time consuming and thus, costly.

### PVA: Easy and Affordable

ADP's ProfitPoint Group has a solution to help you unlock the potential of your used vehicle operations. With Pre-Owned Vehicle Analyzer, you get real-time information, quickly and at an affordable price.

### PVA: Powerful

- Produces in-depth, comprehensive used vehicle inventory and sales analysis
- Makes it easy for you to monitor sales, acquisition costs, and inventory mix and improve your return on investment
- Easy to understand charts and graphs
- Provides online information, data storage and retrieval through ADP's [www.DealerSuite.com](http://www.DealerSuite.com)
- Extracts in-stock and sold used vehicle data from your dealer management system with no data entry required

### PVA: Proven Results

By transforming data into knowledge, PVA gives you the control you need to stock fewer units and increase per-unit grosses. In fact, based on a random survey, **clients utilizing PVA over 1 year experienced, on average:**

- **An increase of \$232 more Gross Profit per Unit Retailed**
- **Decreased their Average Stock in Inventory by 10 days**
- **Increased their ROI by 2.31%**

The increase in gross profit alone meant that PVA more than paid for itself after only 1 unit sold!

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**For a demonstration of PVA, go to  
[www.DealerSuite.com](http://www.DealerSuite.com)**



# PVA: Your In-Depth Pre-Owned Vehicle Analysis

## SOLUTION OVERVIEW

Can you easily answer these questions?

- Can you easily compare your current inventory against the last 60 days of sales? How about the last year of sales?
- What sources of trade-ins generate your highest grosses?
- Which pre-owned model years generate the highest grosses?
- Do you know your return on investment based on days in inventory?
- Are you maximizing your opportunities in your Used Vehicle Department?

You can view your pre-owned inventory and sales information:

- By Source
- By Model Year
- By Unit Cost
- By Manufacturer
- By Model

With the data provided, you can track problems from general to specific categories, right down to individual units. Pre-Owned Vehicle Analyzer is your key to unlock the potential of your vehicle operations and maximize your profitability.

We can help you answer these questions and identify how to increase your profits.

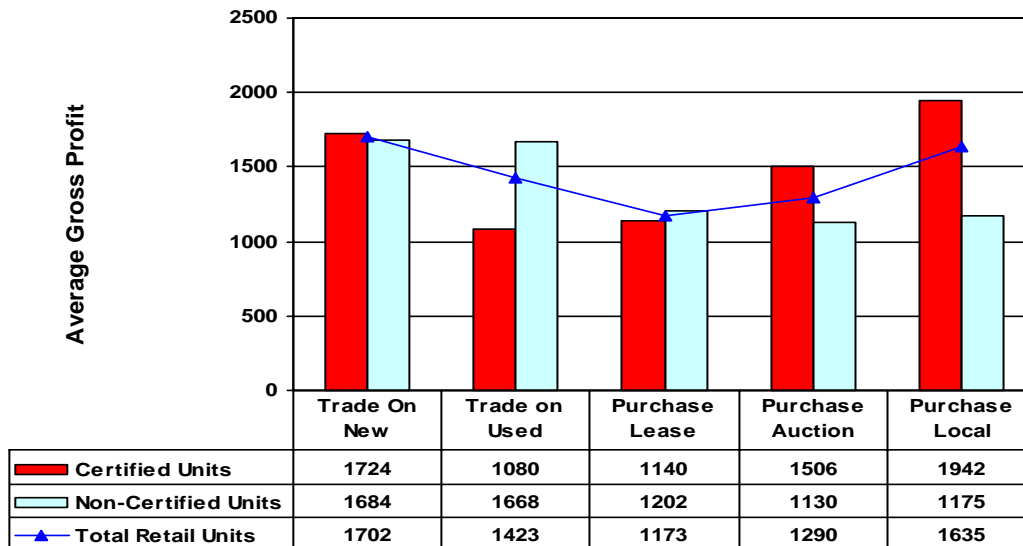
With PVA, you get an in-depth look into your pre-owned activity. You get both top-line summaries and "drill-down" line item detail. Features include analysis of inventory, retail ROI, and retail and wholesale grosses.

*"PVA gives me data at my fingertips that is already in my R+R [or ADP] system, but formatted and presented in a manner that allows me to immediately understand my used car situation from an investment and stocking level position. I can quickly drill down to understand what action needs to be taken to balance my inventory to respond to sales trends and adjust for increases and decreases in sales volume."*

*Martin Gunderson  
General Manager  
Scott Pontiac GMC  
626-945-8759*

### Retail Gross Profit Analysis by Source

Total Retail Units Sold  
January 16, 2003



Find out how our PVA can help you take control of your used vehicle inventory and increase profits. Talk to an Inside Sales associate today toll free (800) 633-4767 ext 5312 or PVA@adp.com.

To see an online demo, visit us in the DealerSuite Vehicle Center at DealerSuite.com