

ACERTUS®



ADVANTAGES

of OUTSOURCING VEHICLE
TRANSPORTATION *to a*
SINGLE PROVIDER

The Challenges of Vehicle Transport in Today's Market

Auto dealers want to focus on what matters most - selling more cars. However, dealers who also oversee transportation often run into obstacles that force them away from their primary objective. By outsourcing vehicle transport to a single, trusted provider, dealerships can ultimately reduce their transportation costs, increase speed to consumer, reduce unnecessary risks, improve their visibility into the process and increase overall productivity.

Today's consumers demand a faster, easier and more transparent buying experience and, now more than ever, buyers expect the same from their automotive purchases. To meet this growing demand and changing selling environment, dealers are stepping up to the plate and innovating, so they can maximize their potential market, sell more vehicles and meet customer expectations. Similarly, as automotive e-commerce becomes more prevalent, consumers are no longer confined to their local dealership. Now, consumers can purchase any vehicle from anywhere, which expands dealers' overall sales potential and increases the number of vehicles that need transporting.

Furthermore, as the number of these vehicle transports increases, dealers find themselves coordinating the logistics and ensuring each vehicle arrives at its correct destination - whether that is from an auction to a dealership, dealership to dealership, or a dealership to their customers' home. While dealers are committed to customer satisfaction, as well as the fast, efficient and secure transport of their vehicles, they often face logistical challenges when coordinating deliveries. Obstacles can include juggling

multiple transportation providers, trying to keep up with tracking in-transit inventory, and potential last-minute vehicle reroutes that must occur as the overall business shifts or changes. These demands take dealers away from their primary area of expertise, by limiting the time they can focus on what they do best - sales.

As dealers oversee more vehicle transports, they learn these obstacles are often magnified in a decentralized transportation process where each dealer handles their own transportation planning with a variety of different carriers. Dealers often run into unforeseen inefficiencies when vetting carriers, planning out logistics and orchestrating their vehicles' transports.

To establish better control of the vehicle-transportation process, many dealers are centralizing transportation and turning to a single provider for all their transport needs. By working with an outsourced vehicle-logistics partner, dealers can realize lower costs, increased speed to consumer, mitigated risks, better visibility and, by and large, an increase in their productivity.

When a dealer chooses to outsource this work, it can remove all transport tasks from its own priority list and refocus its efforts on selling and moving vehicles.



Centralizing a Decentralized Process

While some of the nation's largest dealership groups have centralized the procurement of vehicle transportation, most dealer groups have left each store to make their own transportation arrangements.

Oftentimes, this results in a fragmented approach with unintended consequences, such as:

- Higher transportation rates
- Missed opportunities for bundling and/or volume discounts
- Higher claims risk
- Increased holding costs

Wasted time for buyers or used-car managers forced to deal with non-revenue generating tasks

Many times, a decentralized approach can lead to missed opportunities for bundling and transporting multiple vehicles, which often leads to faster, more cost-effective vehicle deliveries. In fact, buyers within the same dealership group will often purchase vehicles from the auction or seller, unaware that these vehicles are coming from the same source. If the dealer group worked with a single logistics provider, such as ACERTUS, these units would automatically be bundled into the same truck creating savings for the dealer.

Additionally, instead of a dealer being forced to individually vet each carrier on its own, ACERTUS pulls all carriers from an already well-established and thoroughly vetted central network. By outsourcing transportation planning to a single provider, the dealer has a better guarantee of carrier quality, confirmed insurance coverage and acceptable CSA ratings because ACERTUS has the proper teams and processes set in place, regularly reviewing and assessing carriers and carrier coverage within its preapproved network.

Most significantly, a dealer can be taken away from its primary objective of selling vehicles when it is forced to oversee each respective vehicle transport, contributing to a loss in sales or sales opportunities, wasted productivity and, many times, a higher total landed cost. Essentially, other parts of the dealer's business can unnecessarily suffer if its focus must turn to transporting vehicles and delegating where they go.

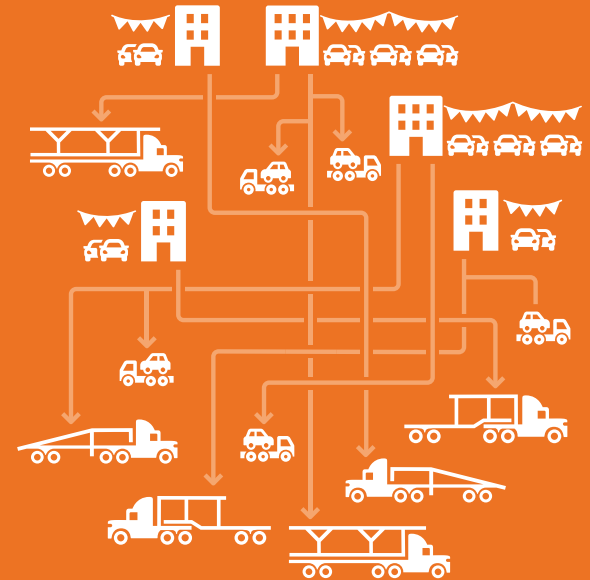
When outsourcing transport to ACERTUS, dealers get consistent and competitive rates, including with any volume pricing for bundled units. Outsourcing provides increased business efficiencies, with crucial time preserved for selling and working with customers.

ACERTUS further simplifies the process by empowering retailers to quickly obtain quotes, place orders, and track and trace shipments in one easy-to-use Transportation Management System. The ACERTUS TMS platform helps dealers optimize the transportation process, deliver real-time tracking and robust reporting in just a click of a button.

Dealers reap quite a few benefits, including:

- One place to access all moves across rooftops, which increases bundling opportunities. ACERTUS' algorithmic load bundling uses data and automation to consolidate freight, which maximizes load factor, economies of scale and ultimately reduces costs, deadheading and the industry's carbon footprint.
- Automated and on-demand access to transportation-spend reporting, assisting buyers to monitor and track all spending, as well as make data-driven decisions on where they choose to purchase vehicles.
- Technology that allows for seamless and intuitive implementation of vehicle transportation processes for every rooftop.
- Flexibility that allows for changes in volume, with reliability and consistency on all transports regardless of any fluctuations in the number of total vehicles moved.

Decentralized



Centralized



The Five Benefits of Outsourcing

Beyond the efficiencies created by centralizing all vehicle-transport efforts through a single sourced transportation provider, dealers want to know there are additional benefits that come from trusting an outsourced partner. In particular, dealers look to ACERTUS to improve costs, speed up delivery, mitigate risks, improve visibility and increase productivity. Effectively, in choosing to work with one provider for its vehicle-transport needs, the dealer is benefitted in these five crucial elements that advance its business:

Lower Costs which lead to higher margins and increase in profit.

Increased Speed resulting in higher margins and faster revenue recognition.

Reduced Risk also leading to higher overall margins and increase in profit

Improved Visibility which results in faster revenue recognition. For instance, if a dealer knows when a vehicle will arrive, its reconditioning team can be prepared, and the dealer can properly time the posting of the vehicle on its website - potentially realizing sales ahead of vehicle delivery.

Increased Productivity ultimately leading to an increase in sales. By moving with ACERTUS, dealers can focus strictly on buying activity instead of concerning themselves with setting up vehicle transports - thereby, increasing the number of vehicle-buyer purchases and improving the dealer's rooftop productivity.

Certainly, cost is a primary concern for both dealers and their customers. Oftentimes, dealers unknowingly sacrifice quality for price as they hire carriers to handle transportation.

A logistics company, like ACERTUS, has a carefully vetted network of transporters with a diversified carrier base, the freedom to negotiate competitive rates, so it can commit to delivering both quality performance and lower costs.

Similarly, if the outsourced provider also offers reporting of all transportation activity through a single transportation management platform then, dealers have an additional opportunity to analyze transportation costs and remove inefficiencies that only hurt their bottom line.

Speed to market is also a must for dealers. A single logistics provider can tap into a large network of carriers with wide coverage and varying amounts of capacity which ensures a faster delivery, no matter where the vehicle is headed; any delays due to lack of capacity are essentially eliminated. ACERTUS leverages an advanced Carrier Matching algorithm to automatically assign loads to dedicated carriers based on routes. If no match is found, automatic notifications are sent to carriers based on their saved searches and historical matches - helping reduce downtime and increase speed to market.

Additionally, dealers do not want to take on unnecessary risk or a potential for liability claims. With an emphasis on quality and safety, ACERTUS removes risks by ensuring its drivers are well-versed and experienced in vehicle-delivery protocol. ACERTUS also provides industry-leading comprehensive liability insurance and contingent cargo coverage on all transports, which leads to an overall lower risk for claims and a higher-generated profit for the dealer.

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ACERTUS is committed to solving dealerships' transportation challenges by providing visibility, consistency and transparency on a nationwide scale through customized technology solutions.

One of the most fundamental ways ACERTUS delivers on these commitments is through its Transportation Management System. This technology puts the most powerful, data-driven logistics in dealers' hands through:

- Instant access to carrier capacity.
- Quick quotes for standard and expedited shipping.
- Easy ordering for single and multi-VIN moves.
- Real-time GPS coordinates to track & trace shipments.
- Advanced digital inspection data.
- Automated and customized reporting.
- Easy claims management.
- All vehicle-transport activity into a singular portal for increased visibility and notable highlights.

ACERTUS TMS optimizes efficiency at every mile.

Dealers also deserve and require visibility when it comes to their assets. Daily updates and real-time tracking become extremely necessary when it comes to meeting customer-order demand and retaining profitability. Dealers can leverage visibility data to better anticipate and prepare for vehicles' arrival, so they can line up detailing, maintenance, car washing and more, ensuring their incoming vehicles are quickly made road-ready and reducing any downtime.

With one integrated and easy-to-use transportation management system, dealers have wide visibility and robust analytics, as well as the ability to make transport changes as needed.

All these crucial elements add up to deliver increased productivity to the dealer. With a single source provider focused on transporting vehicles, and with the dealer's active role in the process streamlined through one simple platform, that dealer can once again prioritize selling its valuable assets.

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Dealers' customers request, require and expect road ready vehicles upon delivery or pick up; so ACERTUS offers comprehensive title and registration service for all 50 states, Puerto Rico and Canada. ACERTUS' unique infrastructure and expertise allows them to handle all licensing needs - including out of state title and registration processing.

Through their proprietary technology, dealers can submit a request, track an order status and request documents and tags be processed within 48 hours.

Additionally, through its dedicated, experienced team, ACERTUS navigates the complexities of ever-changing state rules, regulations and requirements - unburdening dealers and their customers from worrying about these tasks - and ensuring accuracy.

Outsourcing title and registration service is a great solution for dealers who want to save time and close deals faster.

Eliminating Transportation Guesswork

Overall, outsourcing to a single vehicle-transport provider brings more coherence to the entire vehicle-delivery process.

The guesswork is removed from the equation, and dealers are left with multiple business benefits including increased profitability, lower liability, faster revenue recognition, improved productivity, enhanced visibility and more.

ACERTUS, the only full-service, end-to-end automotive logistics platform can help a dealer realize all these benefits, delivering flexible solutions with quality and consistency well-established throughout its vehicle-delivery process. Rather than deliver a one-size-fits-all approach, ACERTUS' carrier network allows it to quickly adapt to a dealer's specific buying needs.

Additionally, by ensuring its carrier partners are all thoroughly vetted and committed to vehicle security, ACERTUS can mitigate any unnecessary risks. ACERTUS also checks all its carriers' insurance coverage and DOT ratings every night, so no potential risk is overlooked. With proper liability insurance and contingent cargo coverage in place, ACERTUS adds that much more protection and security to a dealer's assets, clearing away risks and creating an ideal environment for a higher-generated profit.

ACERTUS TMS streamlines vehicle moves and, particularly, the dealer's overall workload and involvement. With robust reporting, regular updates and real-time tracking, this easy-to-use shipping technology provides full visibility, removing guesswork and, instead, transforming vehicle-transport deliverables into a simple process.

Why ACERTUS?

Ultimately, dealers benefit when they can outsource to a transport provider with a centralized, tech-enabled and thoroughly vetted carrier network that prioritizes dealers' cost savings, speed to consumer, risk mitigation, visibility and productivity.

ACERTUS is focused on addressing complex problems with customized solutions. Its centralized and robust carrier network provides the geographical reach and capacity necessary to accommodate dealers' business changes and scale with its operations.

Additionally, valuable dealer time – previously spent on managing multiple carriers and contracts, working through claims and additional costs that could have been avoided and addressing last-minute transport changes – can become available once that dealer has outsourced its vehicle transports to ACERTUS. And with its powerful Transportation Management System, the dealer can receive more reporting and tracking information, as well as nightly updates on all its vehicles whether they're in storage, in transit or nearing their final destination.

ACERTUS is committed to helping dealers realize these multiple benefits to their business through its wide carrier network and simplified vehicle-transport process. In pairing comprehensive services with powerful proprietary technology, ACERTUS alleviates dealerships' workloads, allowing them to prioritize their main objectives - selling their vehicles and exceeding their customers' expectations.

To learn more about ACERTUS' vehicle-
logistics solutions, visit [ACERTUSdelivers.com](https://www.ACERTUSdelivers.com).

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Dealers want options when it comes to vehicle delivery, and a premium feature like home delivery and pickup allows dealers to provide white-glove service to its customers.

With its home delivery option, ACERTUS safely transports your vehicle all the way to its final destination with either one or a combination of vehicle transport services. Vehicles arrive fully detailed and with a full tank of gas. One of its highly trained drivers delivers the vehicle in company-branded gear. These drivers have expertise in residential deliveries, including with limited-access areas, densely populated cities, narrow streets and roads with low-hanging trees.

Through efficient and fully optimized proprietary technology, ACERTUS provides dealers with vehicle tracking, electronic proof of delivery, nightly updates, bills of lading and more.

Additionally, to ensure the vehicle is road-ready upon delivery, ACERTUS offers services like title and registration, and care and maintenance. Vehicles can easily receive such services before delivery, and oftentimes, these services can even be applied to in-transit vehicles.

Home delivery and pickup is an excellent option for dealers who want to offer top-tier service to their most important customers.