

DEALERON

WEBSITES+SEO+SEM
UNDER ONE HOOD

WWW.DEALERON.COM

WEBSITE PACKAGES

Through a time-tested process in which we document all existing site metrics with each customer prior to them going live on the DealerOn platform, we have documented an **average lead volume increase of 250%**.



WEBSITE PACKAGES & PRICING

| | BASE \$699 /MO | PREMIUM \$1,249/MO | ELITE \$2,049/MO |
|--|--------------------------|------------------------------|----------------------------|
| Responsive Website Platform | ✓ | ✓ | ✓ |
| Inventory Management | ✓ | ✓ | ✓ |
| Automated Specials | ✓ | ✓ | ✓ |
| Free Third-Party Integrations | ✓ | ✓ | ✓ |
| Advanced SEO Capabilities | ✓ | ✓ | ✓ |
| Integrated Google Analytics Reporting Suite | ✓ | ✓ | ✓ |
| Free, Unlimited Exports | ✓ | ✓ | ✓ |
| SEO Accelerator Program | | ✓ | ✓ |
| Lead Accelerator Coupon | | ✓ | ✓ |
| Basic Video Package | | ✓ | ✓ |
| Website Integrated WordPress Blogging Platform | | ✓ | ✓ |
| Price Drop Alert | | ✓ | ✓ |
| Send to Mobile | | ✓ | ✓ |
| Behavioral Targeting System | | | ✓ |
| Video Pro Package | | | ✓ |
| Edmunds Vehicle Review Integration | | | ✓ |
| A/B Testing (DealerOn Consulting Included) | | | ✓ |
| Mobile Lead Driver | | | ✓ |
| Integrated Car Story Vehicle Marketing Reports | | | ✓ |

FEATURE DESCRIPTIONS:

Responsive Website Platform – DealerOn’s Responsive Website Platform (Chameleon) is the most advanced in the industry. Our platform (as Google recommends) is completely responsive which improves SEO, increases conversion, and improves customer experience, relative to the adaptive and multi-url website platforms. Additionally, our responsive websites require less dealer hours to maintain and update, and are “future proof” because, unlike adaptive sites, they automatically adjust and optimize for any new phone, tablet, or wearable device or size, without any technology updates or changes.

Inventory Management – DealerOn’s inventory management system lets you pull, edit, and deliver inventory from any DMS to your website and third party sites. Dealers can add pricing, pictures, and custom comments for every vehicle in inventory, with the ability to make modifications to specific pieces of inventory before being published to the website, and create bulk pricing rules for easier management.

Automated Specials – DealerOn’s specials engine lets dealers set up their own rules-based algorithms to automatically display specials highlighting specific vehicles, models, or classes of vehicles (EG-vehicles more than 30 days old or vehicles under \$10,000 or 2013 Jettas). The specials engine is intuitive and easy to use, so dealer personnel are more likely to use the system and maintain engaging, attractive, up-to-date specials.

Free Third Party Integrations – DealerOn’s website platform readily integrates with every lead capturing product available to all segments across the industry. Whether it is Chat, Service Scheduler, Credit App or a Trade Application tool, we can support every industry lead conversion tool.

Advanced SEO Capabilities -- DealerOn’s website platform provides the SEO management tools that digital agencies and in-house SEO specialists crave. Dealers can easily customize SEO across all major platform pages, leveraging a library of replacement codes, so that a few quick SEO edits can update all vehicle details pages with optimized content based on whatever keyword patterns the dealer or their agency selects.

Integrated Google Analytics Reporting Suite – DealerOn’s Enterprise-Level Reporting and Analytics Engine, uses the Google Analytics API system as the underlying technology for our reporting platform. This means that our reporting system can generate Enterprise reporting that can incorporate any of the marketing data that Google Analytics provides in their system, providing INCREDIBLE ad hoc reporting capabilities and even Demographic Reporting for our clients.

This offering gives dealers the tools to measure website performance by form factor (Desktop vs. Table vs. Phablet vs. Phone, etc.), demographic data (Age, Sex), or Interests (Affinity, In-Market Segment, etc.).

Free, Unlimited Exports -- DealerOn can provide free inventory exports of all relevant inventory data to 100's 3rd party websites that host dealer inventory. This file can include these and other, similar fields:

- VIN / Stock ID
- Vehicle Make / Model / Trim / Body Style / Transmission
- Exterior / Interior Color
- MSRP / Invoice / Dealer Price
- Dealer Comments

SEO Accelerator Platform -- DealerOn's SEO Accelerator Platform provides customized SEO adhering to Google's best practices for:

- Title tags
- Meta tags
- On-page, readable content
- Semantic Markup/Structured Data, based on schema.org
- Google-optimized XML sitemaps
- Bing-optimized XML sitemaps

For each Vehicle Details Page on the platform, DealerOn's SEO Accelerator provides Semantic Markup/Structured data, based on the taxonomy of Schema.org for Auto Dealers, Offers, Ratings, etc. so that the corresponding Rich Snippets can appear in Google's Search Results Page.

Lead Accelerator Coupon -- website-integrated vehicle coupon with:

- Popup blocker-avoiding website entrance and exit coupon
- Delivers huge increase in highly-qualified vehicle leads
- Real-time updates for any special dealer offers
- Website integrated lead reporting

Basic Video Package--DealerOn's Base video package provides attractive, engaging, VIN specific walk-arounds for each vehicle in a dealership's used inventory.

Website Integrated WordPress Blogging Platform--DealerOn provides all of our dealers with a fully integrated WordPress blog that exists as a folder within the primary URL of the domain for maximum SEO value. Dealers may then write their own search optimized content to leverage the powerful platform that we provide out of the box.

Price Drop Alert -- Dealers can increase lead submissions by giving consumers the chance to request notifications about any drop in price for a particular piece of inventory. Dealers can remarket to consumers about specific vehicles or types of vehicles in addition to generating a lead on that vehicle itself.

Send to Mobile -- Gives dealers' customers the ability to send any piece of your inventory to their mobile device via SMS technology so they may view it on the go or at a later time.

Behavioral Targeting System – DealerOn’s Behavioral Targeting System (BTS) is a state-of-the-art lead generation enhancement system designed to increase a dealer’s website leads and service RO’s by delivering contextually relevant offers to consumers as they leave a dealer’s website. As an example, consider a consumer visiting a Kia dealership’s website, perusing their service department hours’ page, looking at their Service Reps experience, and then deciding to leave the dealership website. BTS uses a patent-pending technology to detect the consumer’s mouse moving to abandon the website, and dynamically serves up a 10% off Service offer (or whatever service offer the dealer wanted to leverage).

The BTS lead generation system provides dealers with a tool to deliver targeted offers to consumers browsing the new or used vehicle inventory, the service department, or other major parts of the site of the dealer’s choosing. The offers can be A/B tested in real-time, so that dealers can improve the performance of the system over time. Currently, BTS increases the typical dealers’ website lead performance by 25%-30%.

Video Pro Package

DealerOn’s Video Pro Package includes:

- New and used VIN specific walk –arounds with human voice overs
- 3 custom intros and 1 outro
- Human voice over with human custom comments
- Published to website, YouTube, Auto Trader, Cars.com (fees may apply) and Facebook
- VSEO strategy (YouTube channel)
- Reporting

Edmunds Vehicle Review Integration

DealerOn, through our partnership with Edmunds, can integrate vehicle reviews on the VDP’s of all new and used vehicles. DealerOn uses “structured data” to mark up the Vehicle Details page so that the review star ratings can actually appear in Google’s Search results. This has a two-fold benefit for dealers for whom we have built this integration:

1. Greater visibility in Google’s search results – we have seen these pages appear more frequently and higher up in Google’s result set in tests where we’ve implemented the integration.
2. Higher click-thru rates for the page that appear in Google’s results.

On sites where we’ve tested this “double bonus” implementation, we have measured an increase of over 50% more Google organic search traffic entering a dealer’s site via the Vehicle Details pages in Google’s Search results.

A/B Testing (DealerOn Consulting Included)

DealerOn's Elite website package customers gain access to our A/B testing platform and Optimization Client Services team. Dealers are able to conduct A/B tests of particular changes and appropriately measure/value the results of their testing plan with our Optimization team. They may also opt in to DealerOn platform A/B tests where their site or sites participate in Platform-wide A/B tests & optimizations when multiple dealers request similar tests. This process provides a much faster result with a higher statistically significant confidence level.

Mobile Lead Driver

DealerOn's mobile coupon ensures that your website can provide a proven lead conversion tool--a cash back incentive for a vehicle purchase--for any consumer, regardless of device. Mobile users are closer to the point of purchase, and those same consumers are more likely to be influenced by a monetary incentive. Mobile lead driver ensures that dealers maximize their vehicle sales to these consumers.

Integrated Car Story Vehicle Marketing Reports

DealerOn has built an integration with Car Story so that we can provide Car Story market reports to demonstrate the value and bolster a consumer's confidence that a dealer's used vehicle pricing is very competitive and compelling based on the geographic marketplace.

Research shows that the number of views and time spent on Vehicle Detail Pages are top online predictors of sales—simply put, the more car shoppers engage with a dealer's VDP, the faster a vehicle will sell. This makes keeping consumers on a VDP a key goal for dealers. CarStory Inline Market Reports are designed to provide the vehicle's whole story—embedded seamlessly in your VDPs—to ensure that consumers don't click off to third-party websites.

A-LA-CARTE UPGRADES

| | PRICE |
|-------------------------------------|------------|
| accessiBe ADA Tool | \$299/mo |
| Additional Inventory Feed | \$50/mo |
| Advanced Pricing Matrix | \$299/mo |
| Android Pay / Apple Wallet Coupons | \$199/mo |
| Behavioral Targeting System | \$499/mo |
| Custom Homepage Slider Designs | \$749/mo |
| Base SEO | \$1,499/mo |
| Core SEO | \$1,999/mo |
| Elite SEO | \$3,000/mo |
| Email Pack of 10 | \$25/mo |
| Geo-Fencing w/Targeted Offers | \$199/mo |
| Incentive Pro | \$299/mo |
| Lead Accelerator Coupon | \$249/mo |
| Managed Responsive Blogging Service | \$436/mo |
| One Time Custom Page Design Work | \$249 |
| SnapLot | \$99/mo |
| Social / Reputation Management | \$999/mo |
| Spanish Websites | \$1,599/mo |
| Unlimited Premium Call Tracking | \$436/mo |
| Video Pro Package | \$311/mo |

accessiBe ADA Tool

\$299/mo

Harness the power of AI to quickly and easily enhance and remediate the accessibility of your website to comply with ADA requirements.

Note: This tool is designed to remediate accessibility issues for your content; however, due to the ever changing legal environment, it is offered with no warranty.

Additional Inventory Feed

\$50/mo

Additional inventory feed to accommodate group inventory.

Advanced Pricing Matrix

\$299/mo

For questions, please contact the VIP Support Team at KiaDigital@KiaUSA.com

Complete inventory pricing in a fraction of the time. Set pricing rules in the most flexible manner possible, for both New and Used.

Android Pay/Apple Wallet Coupons

\$199/mo

DealerOn's integration with Android Pay and Apple Wallet lets customers add Service Coupons and Offers directly to Android Pay or Apple Wallet on their Android or Apple phone.

Behavioral Targeting System

\$499/mo

Our Behavioral Targeting System (BTS) is a state of the art lead generation enhancement system designed to increase a dealer's website leads and service RO's by delivering contextually relevant offers to consumers as they leave a dealer's website. As an example, consider a consumer visiting a dealership website, perusing their service department hours' pages, looking at their Service Reps experience, and then deciding to leave the dealership website. BTS uses a patent-pending technology to detect the consumer's mouse moving to abandon the website, and dynamically serves up a 10% off Service offer (or whatever service offer the dealer wanted to leverage).

The BTS lead generation system provides dealers with a tool to deliver targeted offers to consumers browsing the new vehicle or used vehicle inventory, the service department, or other major parts of the site of the dealer's choosing. The offers can be A/B tested in real-time, so that dealers can improve the performance of the system over time. BTS typically increases a dealer's website lead performance by 25%-30%.

Custom Homepage Slider Design

\$749/mo

DealerOn provides up to 5 custom homepage slider ads per month to the dealer, optimized for desktop, tablet, and mobile for our Responsive Platform.

Email Pack of 10

\$25/mo

Geo-Fencing w/ Targeted Offers

\$199/mo

Provides specific offers to specific GEO locations. This service gives dealers the power to conquest consumers who are “showrooming” (checking out their website from a competitor’s lot) by pushing targeted offers to website visitors, based on their actual location. Dealers can create any number and variety of offers that will fire only to visitors located within the dealer defined parameters (LAT/LON, plus a radius (500 feet, one mile, etc.) targeting that offer.

For questions, please contact the VIP Support Team at KiaDigital@KiaUSA.com

Unlimited Premium Call Tracking

\$436/mo

- Includes unlimited minutes and two lines
- Best in class platform
- Integrates directly with Google Analytics
- Tracks all website phone calls to the Visitor Level to best attribute ROI

Video Pro Package

\$311/mo

DealerOn’s Video Pro Package includes:

- New and Used VIN specific walk –arounds with human voice overs
- 3 custom intros and 1 outro
- Human voice over with human custom comments
- Published to website, YouTube, Auto Trader, Cars.com (fees may apply), and Facebook
- VSEO strategy (YouTube channel)
- Reporting

Unlimited Premium Call Tracking

\$436/mo

- Includes unlimited minutes and two lines
- Best in class platform
- Integrates directly with Google Analytics
- Tracks all website phone calls to the Visitor Level to best attribute ROI

Incentive Pro

\$299/mo

Incentive Pro provides VIN specific the single best rebate and APR available to all consumers. You have the ability to either subtract the rebate from the price or simply disclose it, if their pricing already includes it. It also has a disclaimer popup that allows the consumer to view all rebates available for that particular vehicle, with the qualifications for each.

Lead Accelerator Coupon

\$249/mo

DealerOn's website-integrated vehicle coupon with:

- Popup blocker-avoiding website entrance and exit coupon
- Delivers huge increase in highly-qualified vehicle leads
- Real-time updates for any special dealer offers
- Website integrated lead reporting

Managed Responsive Blogging Service

\$436/mo

DealerOn provides a fully-integrated WordPress blog as a folder within the dealership website. The blog and its content build SEO value to the dealership site. DealerOn's team produces monthly content for the blog, tailored to each dealer's needs. The features for this offering include:

- 6-8 monthly blog posts, written under Dealer Representative's name
- Blog Plugins that get the blog included effectively in search engines
- Content written specifically for each dealership location & brand/models
- Integration with dealership authored posts

One Time Custom Page Design Work

\$249

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- Professionally designed responsive custom page
 - Optimized for Desktop, Tablet and Mobile

SnapLot

\$99/mo

SnapLot is a fast, simple-to-use image and live video capture solution. Forget cables and manually matching images to vehicles. SnapLot matches photos and

videos with specified vehicles as you shoot them. You will take higher quality photos and videos than you will get with many mobile devices.

Wireless uploads via Wi-Fi connection make the process fast and efficient. Take photos without an Internet connection. Once connection is re-established, SnapLot automatically syncs and uploads your photos.

Social/Reputation Management

\$999 /mo

DealerOn's white-glove, hands-on Social Media and Reputation Management team work with your dealership to ensure that your social presence and online reputation is as sterling as possible. Our dedicated team provides:

- Daily posts to Facebook and Twitter
- Custom posts for each dealership
- Fully Managed -- Replies to all comments/questions
- Daily monitoring of all review sites
- Replies to all reviews written by our team

Spanish Websites

\$1,599/mo

DealerOn's Spanish Language websites gives dealers a complete in-language digital marketing platform to provide the optimal customer experience to this rapidly growing and increasingly important market segment. Additionally, our clients get the benefit of each site ranking appropriately in Google's search results for in-language searches (Spanish site can rank for Spanish queries and English for English searches).

DealerOn's platform provides English and Spanish versions of each page, in precisely the manner that Google requests. The platform also lets consumers click back and forth between English and Spanish Language sites, so that they can choose which experience they prefer in their shopping/research process.

Base SEO

\$1,499/mo

Our Base SEO Package is designed for dealerships in low to moderately competitive markets who need basic local SEO management and require a local social media presence.

ON SITE SIGNALS

DealerOn conducts a full On Site audit consisting of metadata, URL, and content audits, then creates specific, targeted metadata, URLs, and content for any products or services where needed for maximum local exposure. Content will also be optimized and tweaked on an ongoing basis to ensure maximum performance in local searches. Dealers will also receive one custom blog post per month and model research pages for their 4 core models.

OFF SITE SIGNALS

On our Base package Dealeron will create and curate your Google My Business and Bing listings ensuring your information is accurate and up to date. DealerOn also conducts monthly back link profile monitoring and cleanup to ensure your dealer's website isn't penalized by any current or future Google updates.

SOCIAL MEDIA MANAGEMENT

For our Base SEO Package, dealers receive 1 post on Facebook and Twitter per week with a focus on generating local engagement and followers. Incoming comments or inquiries on GMB are answered by our team, and we also consult with the dealership's social team to help maximize the effectiveness of all social efforts.

REPORTING

Dealers are kept up to date with the progress of our Base SEO service with bi monthly calls and a monthly PDF report that clearly shows important metrics for success. Dealers also have unlimited email access to DealerOn's SEO team.

Core SEO

\$1,999/mo

Our Core SEO Package is designed for dealerships in moderate to highly competitive markets who need active local SEO management and desire a strong social media presence.

ON SITE SIGNALS

DealerOn conducts a full On site audit consisting of meta data, URL, and content audits, then creates specific, targeted meta data, URLs, and content for any products or services where needed for maximum local exposure. Content will also be optimized and tweaked on an ongoing basis to ensure maximum performance in local searches. Dealers will also receive two custom blog post per month, model research pages for the top 8 models in order of importance, as well as two model comparison pages per

year. Additionally, DealerOn uses visual analytics and image compression tools in order to ensure your visitors path to conversion and website images are properly optimized.

OFF SITE SIGNALS

DealerOn builds relevant links to the dealer's website, with an additional focus on local links. A full citation audit is included, and all incorrect or incomplete Citations (mentions of Name, Address, and Phone number on other sites) are cleaned up. With Link Building being one of Google's top ranking factors, our team will continue to build a robust link and citation profile month to month focusing on building up your domain authority and improving your rankings across the board. DealerOn also conducts monthly back link profile monitoring and cleanup to ensure your dealer's website isn't penalized by any current or future Google updates.

SOCIAL MEDIA MANAGEMENT

For our Core SEO Package, dealers receive 4 posts on Facebook and Twitter per week with a focus on increasing local engagement and followers. Incoming comments or inquiries are monitored by our team and we consult with the dealership's social team to help maximize the effectiveness of all social efforts.

REPORTING

Dealers are kept up to date with the progress of our Core SEO service with monthly calls and a monthly PDF report that clearly shows important metrics for success. Dealers also have unlimited email access to DealerOn's SEO team and are able to call during normal business hours.

REPUTATION MONITORING

Our team identifies new reviews quickly and consult with each dealer to discuss ways to respond to reviews in order to construct a positive online perception. Review sites excluding Yelp are monitored on a daily basis.

Elite SEO

\$3,000/mo

Our Elite Package is designed for dealers in the most competitive markets who need to squeeze every ounce out of their local organic search, social media, and overall reputation management in order to be successful.

ON SITE SIGNALS

DealerOn conducts a full On Site audit consisting of metadata, URL, and content audits, then creates specific, targeted meta data, URLs, and content for any products or services where needed for maximum local exposure. Content will also be optimized and tweaked on an ongoing basis to ensure maximum performance in local searches. Dealers will also receive one custom blog post per week, model research pages for all models in order of importance, as well as four model comparison pages per year.

Additionally, DealerOn uses visual analytics and image compression tools in order to ensure your visitors

path to conversion and website images are properly optimized.

OFF SITE SIGNALS

DealerOn builds relevant links to the dealer's website, with an additional focus on local links. A full citation audit is included, and all incorrect or incomplete Citations (mentions of Name, Address, and Phone number on other sites) are cleaned up. With Link Building being one of Google's top ranking factors, our team will continue to build a robust link and citation profile month to month focusing on building up your domain authority and improving your rankings across the board. DealerOn also conducts monthly back link profile monitoring and cleanup to ensure your dealer's website isn't penalized by any current or future Google updates.

SOCIAL MEDIA MANAGEMENT

Dealers receive daily posts on Facebook and Twitter, with a focus on increasing local engagement with followers. Incoming comments or inquiries are answered by our team, and we also consult with the dealership's social team to help maximize the effectiveness of all social efforts.

REPORTING

Dealers are kept up to date with the progress of our Elite SEO service with monthly report PDFs that clearly shows important metrics for success. Dealers also have unlimited access to DealerOn's SEO team and can call at any time during normal business hours.

REPUTATION MONITORING

Our team consults with each dealer to build out an effective strategy for increasing positive online reviews, these review sites are monitored daily. DealerOn's team helps create appropriate responses to minimize damage from any negative reviews as well as crafting keyword optimized thank you responses for positive reviews.