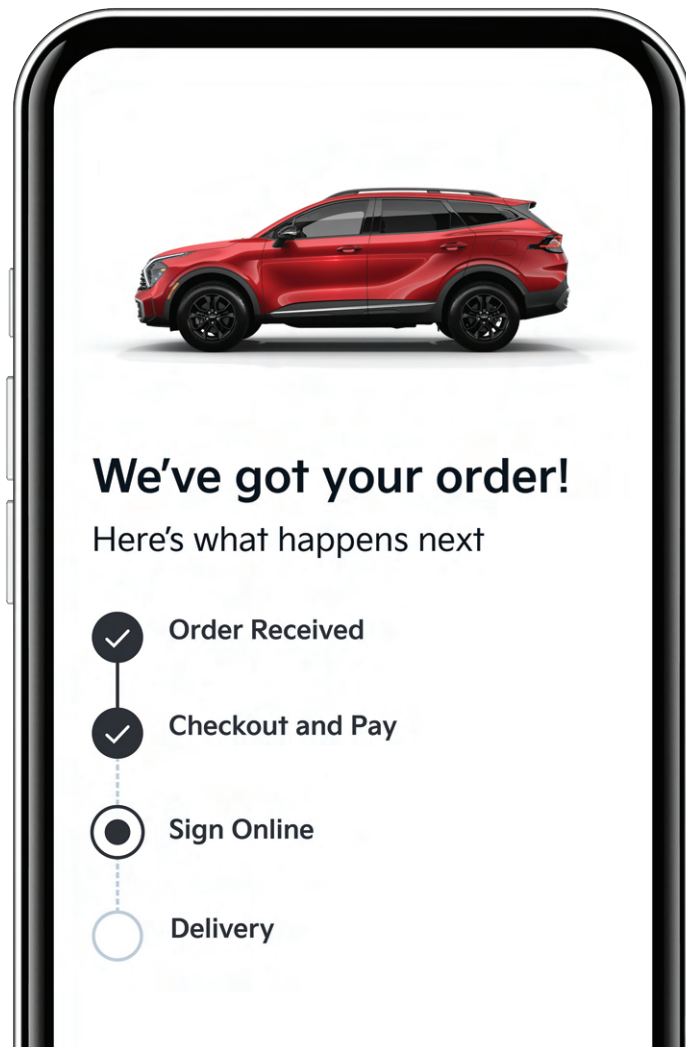


## Go from chat to funded.

Offer a seamless buying experience on your website and in-store. Complete the transaction 100% digitally with eContracting integrations for an immediately fundable deal.



# Virtual Retailing: it's a BIG deal.



## A seamless trade experience

Generate a trade-in value based on real market data from the trade-in provider you work with. Seamless license plate lookup with values delivered in real-time.



## Payments that are accurate

Add detailed loan or lease payment options for any vehicle on your website.



## Apply rebates and incentives

Display offers and discounts available by vehicle, OEM, and from your dealership.



## F&I add-ons deliver higher value

Gubagoo dealers have seen 2.75x higher gross profit with our new F&I menus.



## Real-time lender approvals

Perform a credit pull and deliver real decisions from your lenders in real-time, online.



## Online checkout made easy

Streamline your accounting with our Worldpay integration that works seamlessly with your existing POS system.

## See your trade-in value in seconds

License Plate

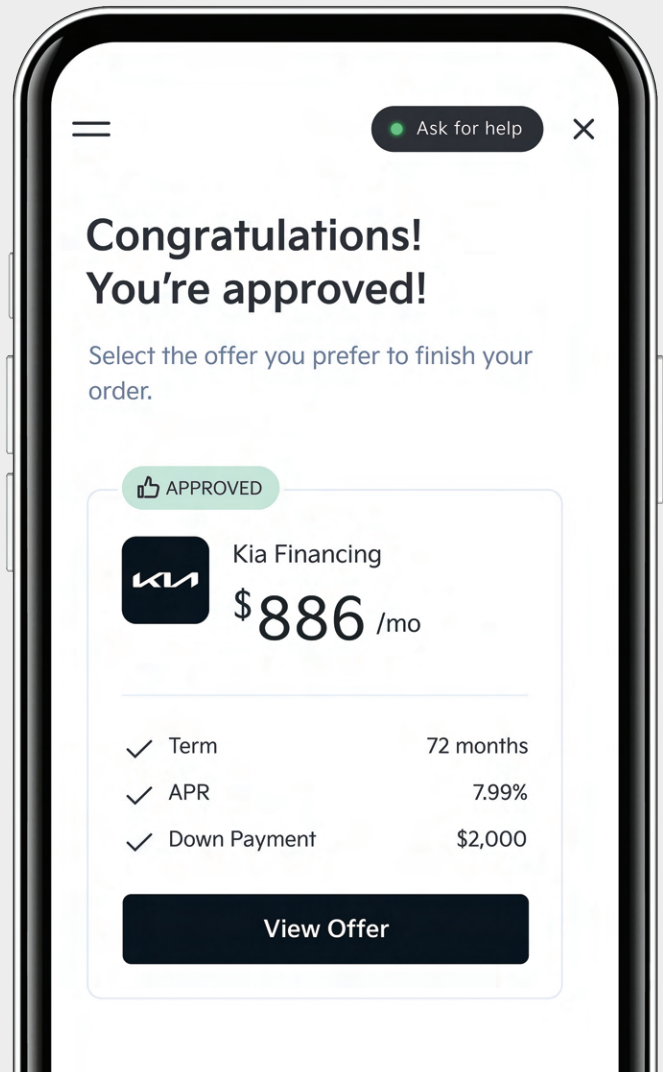
Make/Model

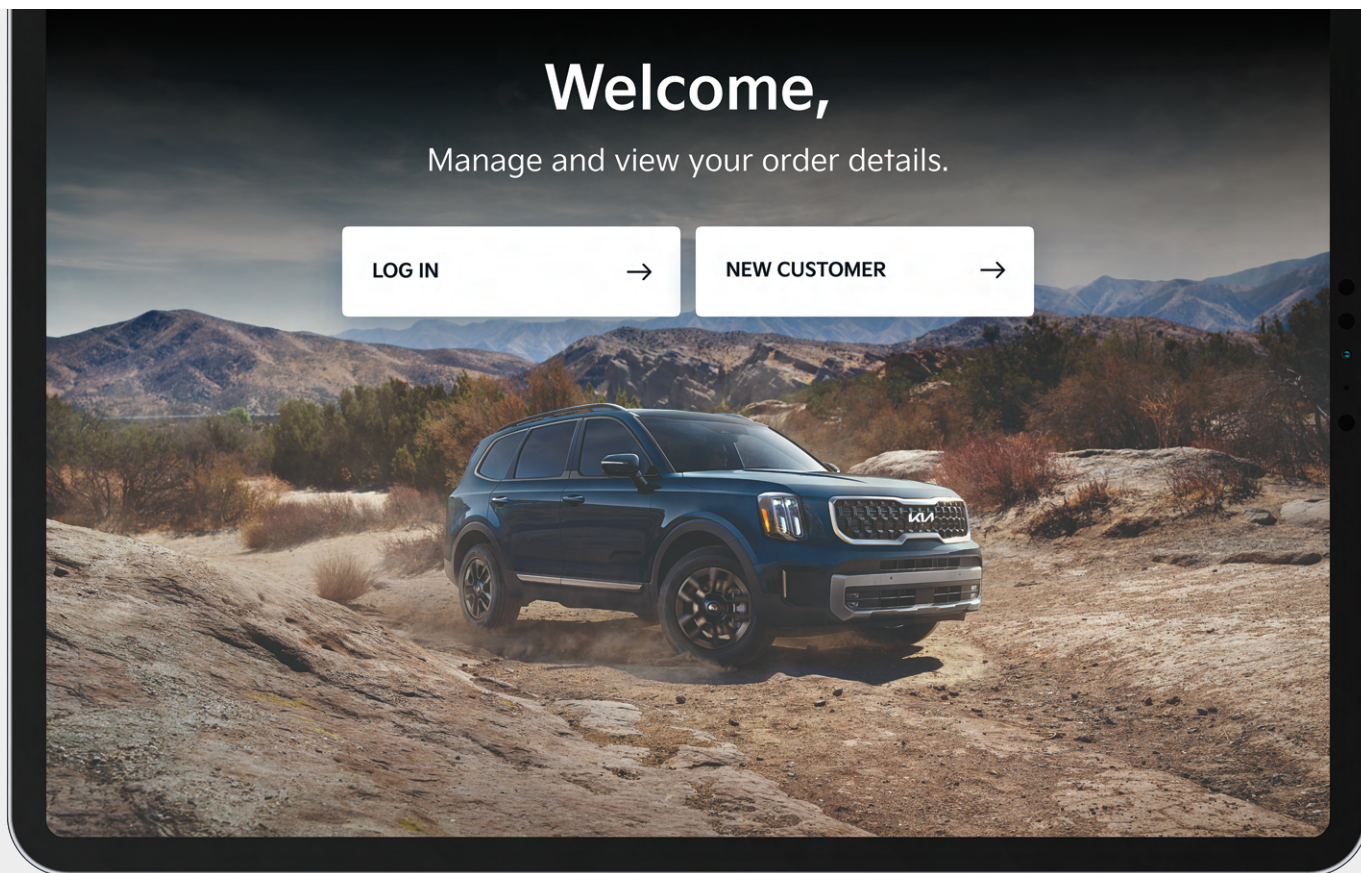
License Plate

Type license plate

State

Select state





## Meet the New In-Store Experience.

Serve the 95% of customers who begin a deal online and transition in-store with the industry's best experience.

Allow your customers to pick up where they left off. Your team can use a tablet or desktop device to start, continue, or complete a deal in store.



Conveniently store information like Orders, Favorites, and Viewed Vehicles.



Quickly search for and find customer data using the Customer Search tool.



Efficiently make changes to a deal structure or create a new deal with Offer Builder.



Access tools to assist customers in the purchase process with the Dealer Toolbar.



Track metrics like new session source, customer table filters, and more in GLive.

### What's in it for you?



Easily view a customer's online progress and continue where they left off.

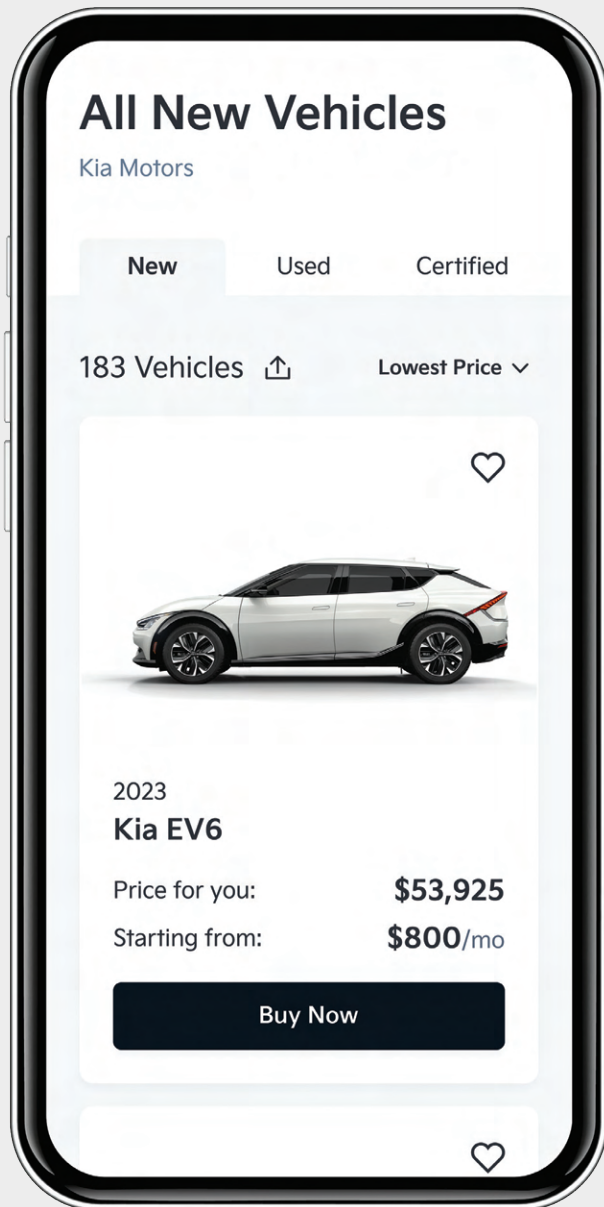


Save valuable time by having information ready when a customer visits your store.



Provide a seamless and cohesive buying experience.

# A truly guided shopping experience.



## Guide your customers

Our retail specialists are available 24/7 to coach, manage, and support potential buyers through chat, text, and live video, providing consumers with the guidance they need, but without the sales pressure.



## Promote a connected shopping experience

With Showroom, customers can shop by payment and easily filter vehicles by finance, lease, and cash.



## Re-engage consumers through multiple channels

Get real-time alerts when a customer engages or revisits your site. You can re-engage customers via chat, text, and email to direct them back into the deal and activate your sales funnel.



## Sell cars through Facebook

Launch Virtual Retailing directly from Facebook and enable your customers to shop your inventory right from a chat in Messenger.



## Vehicle delivery

Enable your customers to request at-home delivery, and your dealership can charge a cost per mile rate for the delivery.

## Delivery requested

Delivery on  
November 25, 2023,  
3:00 PM



1 Reynolds Way,  
Dayton, OH 45430

[Change](#)



# The most advanced live chat in automotive.



## Show off inventory with chat VDP

Over 72% of chats are related to inventory. We send vehicles in the chat so customers can easily view specs, pictures, and videos.



## Replace forms with LivePlays

Launch an automated chat experience that starts with any customer click or targeted campaign for higher conversion rates.



## Quick Replies

Customers can use Quick Replies to schedule a service appointment or value a trade-in for a unique experience.



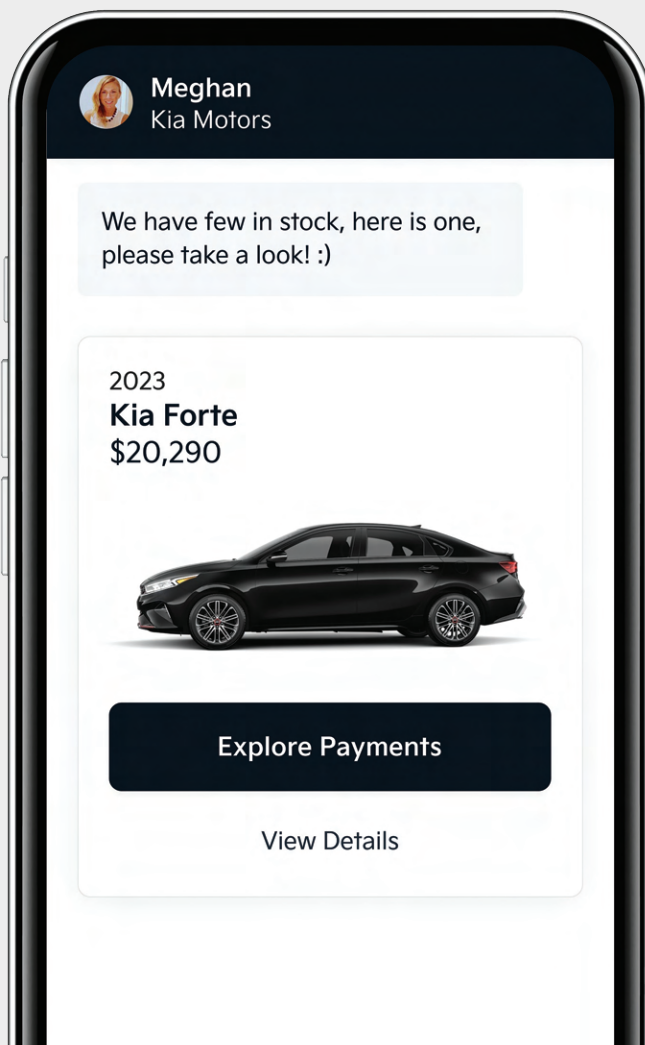
## Publisher

Deliver hyper-relevant offers to your web visitors based on unique behavior and take your lead conversion to the next level. We give you a dedicated Publisher expert to help you execute your Publisher strategy.



## Guide customers through F&I

40% of customers find it extremely important to speak to an F&I expert about available products while they're shopping online. With Gubagoo Chat, you give customers that option.



What's the condition of your 2020 Sorento?

Excellent

Very Good

Good

Fair

☐ Scheduled Maintenance

☒ Oil Change

☐ Snow Tires

☐ Brake Inspection

☐ My car is making unusual noises

☐ Lighting or Bulb Issue

# Accelerate your lead generation efforts with these powerful integrations.



## Facebook

Upload inventory to your business profile, leverage for ads, and track leads in GLive. We make your vehicle data available to leverage for AIA (automotive inventory ads).



## Apple Messages for Business

iPhone and iPad users can chat with your dealership, view inventory, and book appointments in the Apple Messages app.



## Car Wars

Engage your customers through text with your existing Car Wars phone numbers. We handle the SMS conversations initiated by a customer.



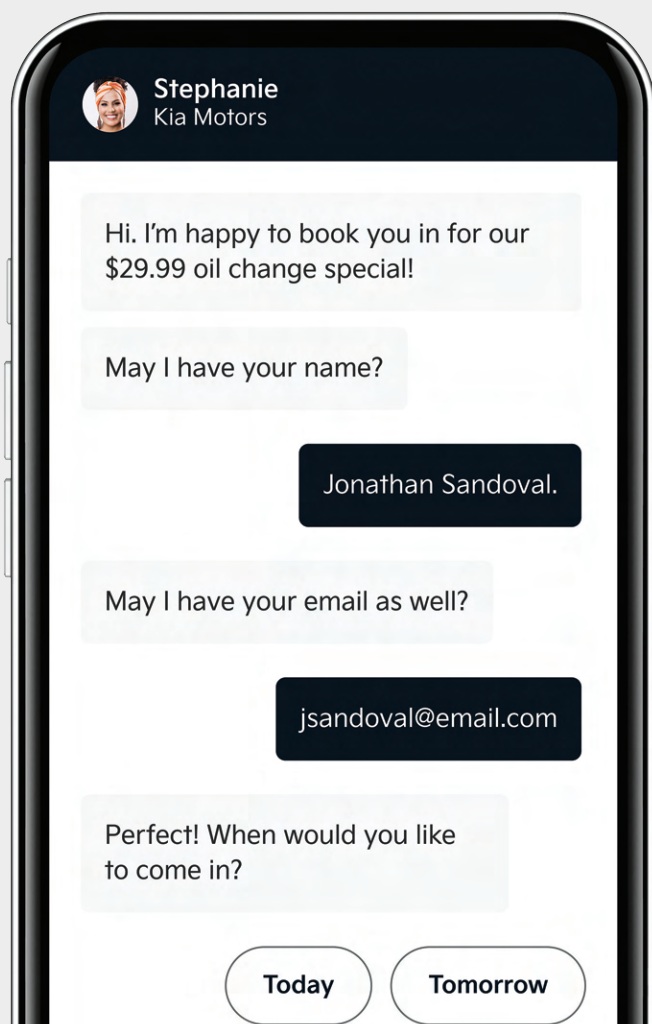
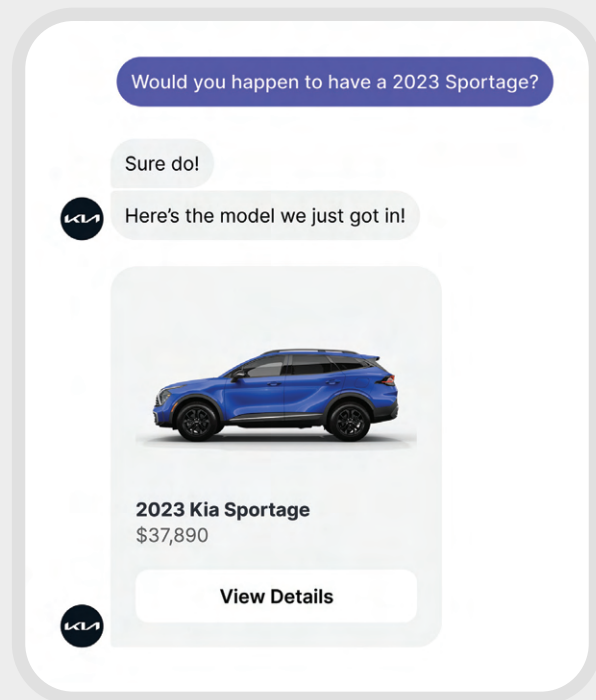
## ServicePro

Book your customer's service appointments with ease through chat, text, Facebook, and Publisher.



## OfferUp

We respond 24/7 to shopper inquiries on pre-owned vehicles from OfferUp.

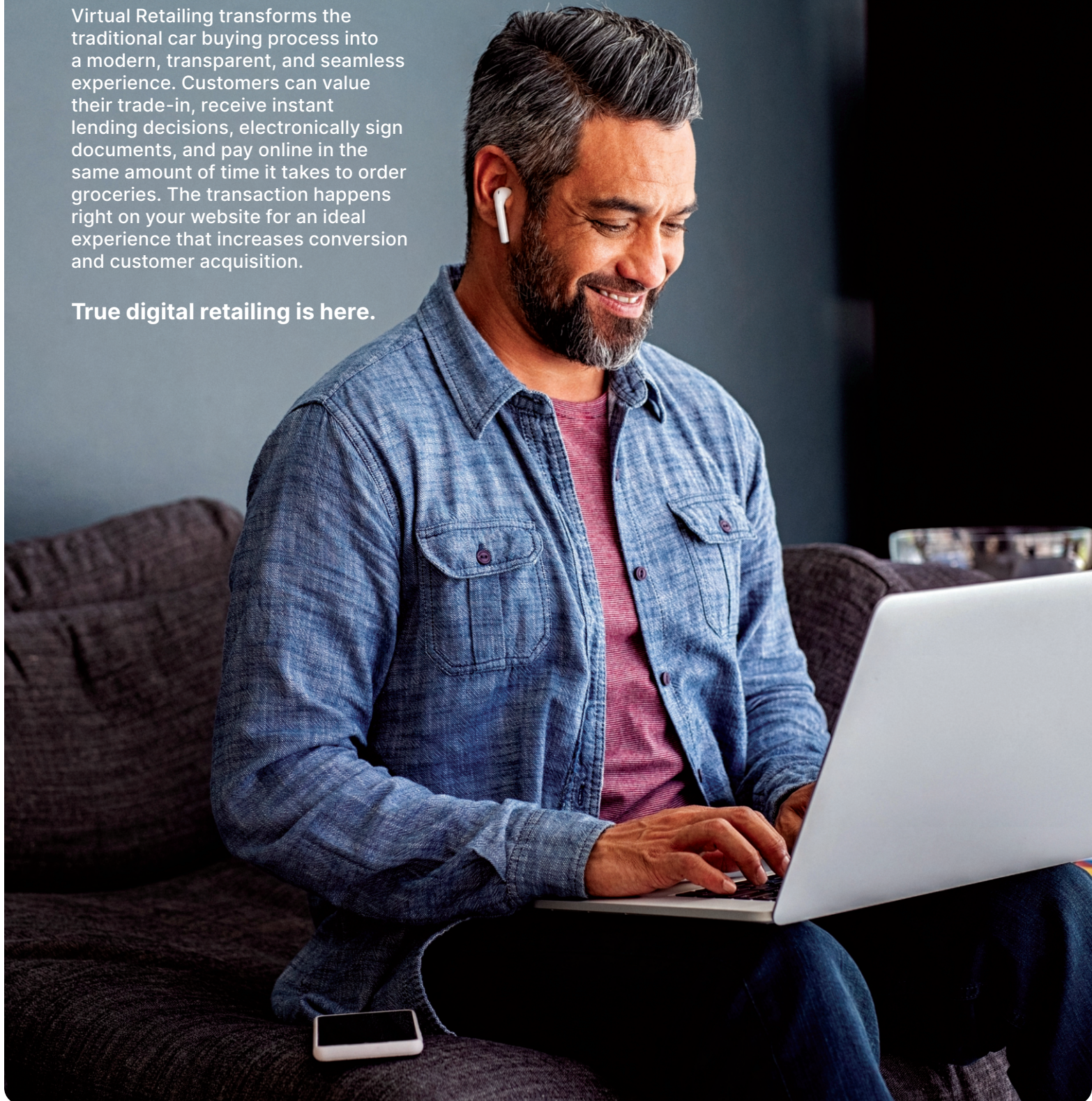




# Delight customers. Accelerate sales. Each step is fully executed, fully online.

Virtual Retailing transforms the traditional car buying process into a modern, transparent, and seamless experience. Customers can value their trade-in, receive instant lending decisions, electronically sign documents, and pay online in the same amount of time it takes to order groceries. The transaction happens right on your website for an ideal experience that increases conversion and customer acquisition.

**True digital retailing is here.**





Online, in-store. One experience.

**Gubagoo**