



## Moving cars fast

A cost effective platform to share inventory at wholesale prices

## WHY CarZapp?

The Australian car market has changed and as a result Dealers are being forced to adapt the way they operate. It has become increasingly difficult to source and trade stock. Traditional methods of buying and selling cars at wholesale levels are no longer reliable.

Wholesale channels which once supplied Dealers with a constant flow of stock are no longer providing stock so readily. This is because these supplier channels are increasingly opting to sell directly to the public. Therefore Dealers are finding the marketplace progressively more challenging.

The fact is that stock is difficult to buy and difficult to sell. There is an abundance of stock in the marketplace, paradoxically, without a cost effective channel to market.

The wholesale inter-dealer trade that was once a nationally thriving exchange has all but ceased. Enter CarZapp, a platform which builds strong inter-dealer trade by providing immediate access to an enormous and ever expanding national network of Dealers.

To date, there is no other effective marketplace platform enabling Dealers to share inventory at wholesale pricing.

### **GROW YOUR SALES AND PROFITS**

#### **Our Edge**

CarZapp puts the power into your hands.

CarZapp grows your Dealer networks, allowing you to trade with unprecedented ease, efficiency and cost effectiveness.

The all-in-one user friendly app is available on all devices and is ready to revolutionise the industry.

CarZapp is a nationwide hub, bringing you a wide range of cars available for sale in Australia

CarZapp allows Dealers to access each others' inventory, and provide a one stop shop to trade with Dealers, who were otherwise unknown.

Find cars for your customers, fast and at fair prices.

CarZapp will grow your business by growing your dealer network.

#### Inventory

At the heart of CarZapp is the ability to share inventory among your existing network as well as to connect with a national group of Dealers.

#### Network

Build your own personal network within the larger network, and select who you want to deal with on a National scale.

#### **Buy and Sell**

List cars fast to the entire network of Dealers, and get offers on new listings even before full payment has been made. Buy cars from Dealers to meet your own customer requests.

#### Customers

Maintain a customer list and link them to requests, preferences and reminders. Create 'Set n Forget' alerts which can also be shared with other Dealers

## FEATURES AND BENEFITS

Features	Benefits
Build a network of Dealers and share car inventory.	Increase sales and purchases via a large open marketplace.
Instant communication with your network using online chat, SMS, email and phone calls.	Increase sales and purchases through fast and efficient communication with your network.
Build a customer database and manage relationships.	Increase sales and purchases by growing, managing and nurturing your leads with an easy to use, intelligent lead management system.
Subscription based mobile app and website with option of no locked-in contracts.	Reduce costs. The low cost of the app will have minimal effect on your business running costs, in turn maximising profits.
Add cars to your inventory while on the road.	Increase sales and purchases by immediately adding new cars to your inventory and having them instantly published to the entire Dealer network.
Have up-to-the-minute, reliable industry data in your hands.	Increase profits by making informed decisions based on data accumulated. View industry statistics to help you price inventory and trade.
Get instant notifications.	Increase sales and purchases by real-time communication with your Dealers and your customers.
Maintain customer lists and requests using the 'Set n Forget' function.	Increase sales and purchases by real-time communication with your Dealers and your customers.
Operates on mobile devices and desktop computers.	Increase sales through a direct real-time support resource.
Enabling transactions, recording and reporting when cars are bought and sold.	Reduce cost of office administration. CarZapp assists with recording information on vehicle buying and selling.

## **ABOUT US**

#### Introduction

CarZapp exists because a Car Dealer identified the opportunity for a contemporary approach to wholesaling across the automotive industry. Over the past two years, the app has been developed by a close knit group of professionals sharing more than 50 years of automotive and IT industry experience.

CarZapp has been developed by Australian Car Dealers for Australian Car Dealers, in the interest of a mutually effective way to buy and sell cars.

Being in the industry ourselves, we understand the continuous and ever-increasing difficulty of sourcing quality stock to meet your consumer's demands.

#### **Philosophy**

The CarZapp philosophy is to keep the wholesale car business alive and well.

#### Mission

The CarZapp mission is to empower Dealers to grow their network and business with an easy to use digital platform.

#### Commitment

We're here to innovate and do things differently, effect change in the current landscape and build mutual support in the industry. Developed by Car Dealers for Car Dealers in the interest of a mutually effective way to buy and sell cars.

#### **FAST FACTS**

Built with 50 years of shared industry experience.

Shared inventory at your fingertips.

Use the app in the office or out and about on your Smartphone or Tablet.

Buy, sell and move cars fast.

#### **SUBSCRIBE TODAY**

We've made it easy to join the CarZapp revolution with our low cost pay by the month subscription rates. Ask us about our options for a longer term contract.

info@carzapp.com.au

www.carzapp.com.au

## **FLEXIBLE PRICING**

CarZapp caters for all Dealers and Dealerships, irrespective of size or location. There is a subscription model to suit every business. Companies with multiple sales employees are catered for by our multiuser model, with moderate charges for additional users.

#### **Subscription options**

Choose from:

A fixed monthly fee with a longer term contract in place. Suits businesses with annual and multi-year fixed budgets.

Pay as you go with terms from 1-month to 12-months to suit you.

Contact us on info@carzapp.com.au to discuss your subscription.

#### Services

We've put a lot of thought into the CarZapp interface to make your job easier, however, our support team is available to assist you, should you need it.

#### How we lend a hand

Streamline data entry when on-boarding car inventory. We have a team on hand to assist with your data capture.

Analyse your customer's purchase trends and advise on trade in opportunities or upcoming purchases. We provide business intelligence reports to you and advise on how you can use the platform to increase your sales.

Provide information on special market situations and deals.

Get advice on the best technology to manage your Dealership.

Take advantage of live, managed help via your choice of SMS, email or phone call.

#### **LOOKING AHEAD**

Future Features	Future Benefits
Statistics on wholesale data, average prices on cars, popular makes and number of cars.	Increase sales and purchases for Dealers by providing them with daily updated information on the inventory and trades in the wholesale industry.
Providing short term finance to Car Dealers to facilitate trading.	Increase the number of transactions and reduce the cost of transacting, with direct access to Dealer finance.
Third party insurance for vehicles.	Increase the number of transactions and reduce the cost of transacting, with direct access to vehicle finance.
Valuations for reselling and insurance purposes.	Increase sales by assisting customers with accurate valuation services.
Providing a payment gateway for transacted cars.	Increase sales and the number of transactions. Reduce the cost of transacting by providing a payment gateway, built into the CarZapp transaction process.

# CarZapp expands your network and your means of buying and selling.





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