

VinSolutions 6405 Metcalf Ave Suite 400 Overland Park, KS 66202 www.vinsolutions.com

Sales and Support: 913-825-6124

## Invoice For

## Wray Automotive (4969)

Invoice Number:OP#-00145348 Salesperson: Anissa Collins Date Created: 2/15/2012

## **Products**

| Product                     | Description  | Quantity | List Price Total<br>Price |
|-----------------------------|--|----------|---------------------------|
| Platinum 2 Package          | Includes; CRM, ILM, Desking, eBay,<br>Inventory Management, Service Aisle and<br>VIN Website. Requires: on-site training by<br>professional trainer. Subsequent training at<br>Vinsolutions.   |          | \$5,999.00 \$4,471.00     |
| Data Integration - Enhanced | Data integration with dealer's DMS. When applicable, publishes Vehicle Inventory, F&I Deal History (preload up to 5 years of history), Repair Orders (preload up to 2 years of history), Insert/Update/Search Customer, Insert/Update/Search Service Vehicle, and pushes F&I Deals in real time.   | 1.0      | \$249.00 \$249.00         |
| Website - VIN               | Monthly fee for VIN Website, includes mobile platform for Blackberry, iphone, ipad and Droid. Choose from one of eight best practice themes with customizable colors, and customizable/movable calls to action. Includes up to 40 pages of content, 5 custom content pages, a 17-20 page service department section and the ability for dealer to customize the look and feel by moving modules around within the site. SEO includes recent customers, In addition to Inventory and Titles. These enhancements add functionality, calls to action and improve SEO. | 1.0      | \$0.00 \$0.00             |
| CRM - Bundled Solution      | Customer Relationship Management<br>System - manages entire customer base.<br>Includes, but not limited to: ILM, spam<br>assassin, bad lead rejection, service<br>marketing, reverse look-up and<br>VinBrochures.  | 1.0      | \$0.00 \$0.00             |

| ILM                                  | Internet Lead Management system manages all incoming internet leads. Includes: VinBrochure, reverse look-up, spam assassin and bad lead rejection. Includes mobile application for smart phones.  | 1.0 | \$0.00   | \$0.00   |
|--------------------------------------|---|-----|----------|----------|
| Inventory Module                     | Inventory Module - monthly  | 1.0 | \$0.00   | \$0.00   |
| AIS Rebates - Desking<br>Integration | Third party vendor, - incentive integration into Desking module.  | 1.0 | \$199.00 | \$151.00 |
| PBX Phone Integration                | Private branch exchange phone integration into VinSolutions' CRM  | 1.0 | \$129.00 | \$129.00 |
| Market Pricing Tool                  | Local market pricing tool   | 1.0 | \$0.00   | \$0.00   |
| NADA Used Car Pricing Tool           | NADA used car pricing tool  | 1.0 | \$0.00   | \$0.00   |
| Photo Overlay                        | Photo overlay display - monthly   | 1.0 | \$0.00   | \$0.00   |
| Survey Module                        | Survey Tool for CRM customers   | 1.0 | \$0.00   | \$0.00   |
| SEO - Advanced                       | • Keyword market research analysis • Market Control Dealer SEO Titles • Primary Optimization for three city specific locations • Search Engine Friendly Automotive SEO URLs • Long tail SEO • Location Specific Page heading and content optimization • Lead Generating Vehicle Detail Pages • Integrated Content Management • Inventory Specials & Featured Vehicles • Search Engine Optimized Automotive Content • Ability to Add Custom Pages • Dynamic OneClick Inventory Search • Boomerang Coupon Technology • Integrated Vehicle Video's • High Resolutions Pictures (Unique to VinSolutions) • RSS Feeds (Inventory & Specials) • Enhanced XML Sitemaps (Google, Bing & Yahoo!) • Robot.txt file • Google Analytics & VinSolutions Integrated Analytics • Local Listing URL Submission plan • Social Media Plugins • HTML Optimization • Recent Customer community specific pages • Sold Vehicle SEO Pages • Dealer Market SEO wrap • 5 SEO service driven Sub Pages • Page Header Enhancement • Platinum Home Page SEO Enhancements • Dominant City SEO scroll bar | 1.0 | \$0.00   | \$0.00   |
| AIS Rebates - Website Integration    | Third party vender - website integration.   | 1.0 | \$0.00   | \$0.00   |
| Blue Book Used Car Pricing           | Used car pricing from Blue Book   | 1.0 | \$0.00   | \$0.00   |
| BDC Module                           | Easily support your entire organization from one centralized location when applicable. Pull any report you want   | 1.0 | \$0.00   | \$0.00   |

|   | across the entire organization, ROI, lead performance, anything.   |     |             |            |
|---|--|-----|-------------|------------|
| Service Dashboard                             | Ties your CRM to your service department dashboard.  | 1.0 | \$0.00      | \$0.00     |
| Inventory Gallery for Website                 | Inventory Gallery display - monthly  | 1.0 | \$0.00      | \$0.00     |
| eBay Listings - 10                            | 10 eBay listings included in Inventory Module or 10 additional listings. eBay listing charges are paid by dealer.  | 1.0 | \$0.00      | \$0.00     |
| Desking Module                                | Push deals to your DMS, Dealer Track and Route One. Print deals and forms.   | 1.0 | \$0.00      | \$0.00     |
| Craigslist - Manual                           | Craigslist listings manual tool  | 1.0 | \$0.00      | \$0.00     |
| VIN Chat                                      | Unmanned VIN Click to Chat. Robust integration and reporting.  | 1.0 | \$0.00      | \$0.00     |
| Black Book Used Car Pricing                   | Black Book pricing of used cars  | 1.0 | \$0.00      | \$0.00     |
| Dynamic Comment Builder                       | Dynamic comment builder automatically creates rich vehicle descriptions with no two alike.   | 1.0 | \$0.00      | \$0.00     |
| Email Banner                                  | Email Banner   | 1.0 | \$0.00      | \$0.00     |
| Email Hosting                                 | Hosting of dealers' email.   | 1.0 | \$0.00      | \$0.00     |
| Form Mapping                                  | Form Mapping. Up to 3 dealership provided forms.   | 1.0 | \$0.00      | \$0.00     |
| Mobile Application                            | Smart phone application  | 1.0 | \$0.00      | \$0.00     |
| VinLens                                       | VinLens, Customer Information<br>Application allows you to see and track<br>your website traffic in real time. Track<br>click paths to direct market and reactivate<br>customers or prospects listed as bad or<br>lost.  | 1.0 | \$0.00      | \$0.00     |
| Platinum 2 package onetime fee                | Onetime fee for Platinum package includes includes includes 4 days of training with 1 trainer, expenses paid by dealer   | 1.0 | \$12,749.00 | \$7,749.00 |
| Data Integration - Enhanced onetime fee       | Onetime fee for data integration with dealer's DMS. When applicable, publishes Vehicle Inventory, F&I Deal History (preload up to 5 years of history), Repair Orders (preload up to 2 years of history), Insert/Update/Search Customer, Insert/Update/Search Service Vehicle, and pushes F&I Deals in real time. | 1.0 | \$499.00    | \$499.00   |
| AIS Rebates - Desking integration onetime fee | Onetime fee for AIS Rebates - incentive integration into Desking module  | 1.0 | \$199.00    | \$151.00   |
| PBX phone integration onetime fee             | Onetime fee for private branch exchange phone integration into VinSolutions CRM  | 1.0 | \$1,259.00  | \$0.00     |
| Inventory Module onetime fee                  | Onetime fee for Inventory Module   | 1.0 | \$0.00      | \$0.00     |
| NADA used car pricing tool onetime fee        | Onetime fee for NADA used car pricing  | 1.0 | \$0.00      | \$0.00     |

| Survey Module onetime fee                                | Onetime fee for Survey Tool for CRM customers  | 1.0 | \$0.00 | \$0.00 |
|--|--|-----|--------|--------|
| Website - VIN onetime fee                                | Onetime fee to create VIN Website.   | 1.0 | \$0.00 | \$0.00 |
| SEO - Advanced Onetime fee                               | Onetime to fee to build Advanced SEO (VinSolutions Website only).  | 1.0 | \$0.00 | \$0.00 |
| Email Banner onetime fee                                 | Creation of Email Banner   | 1.0 | \$0.00 | \$0.00 |
| Craigslist - manual onetime fee                          | Onetime fee for manual Craigslist  | 1.0 | \$0.00 | \$0.00 |
| VIN Chat unmanned onetime                                | Onetime fee for unmanned VIN Click to Chat unmanned.   | 1.0 | \$0.00 | \$0.00 |
| Blue Book used car pricing onetime fee                   | Blue Book used car pricing onetime fee   | 1.0 | \$0.00 | \$0.00 |
| Black Book used car pricing onetime fee                  | Black Book used car pricing onetime fee  | 1.0 | \$0.00 | \$0.00 |
| AIS Rebates - Website integration onetime fee            | Onetime fee for AIS Rebates - website integration.   | 1.0 | \$0.00 | \$0.00 |
| VinLens onetime fee                                      | Onetime fee for VinLens, Customer Information Application allows you to see and track your website traffic in real time. Track click paths to direct market and reactivate customers or prospects listed as bad or lost.         | 1.0 | \$0.00 | \$0.00 |
| Mobile Application onetime fee                           | Smart phone application  | 1.0 | \$0.00 | \$0.00 |
| Form Mapping Onetime fee                                 | Form Mapping. Up to 3 dealership provided forms.   | 1.0 | \$0.00 | \$0.00 |
| Email Hosting onetime fee                                | Email hosting for dealer   | 1.0 | \$0.00 | \$0.00 |
| BDC Module onetime fee                                   | Create BDC module  | 1.0 | \$0.00 | \$0.00 |
| Service Dashboard onetime fee                            | Setup service dashboard.   | 1.0 | \$0.00 | \$0.00 |
| Dynamic comment builder onetime fee                      | Setup dynamic comment builder.   | 1.0 | \$0.00 | \$0.00 |
| ILM onetime fee  | Onetime fee for ILM  | 1.0 | \$0.00 | \$0.00 |
| Desking module onetime fee                               | Onetime fee for Advanced Desking.  | 1.0 | \$0.00 | \$0.00 |
| CRM Bundled Solution onetime fee                         | Onetime fee for Customer Relationship<br>Management System - manages entire<br>customer base. Includes, but not limited<br>to: ILM, spam assassin, bad lead<br>rejection, service marketing, reverse<br>look-up and VinBrochures | 1.0 | \$0.00 | \$0.00 |
| Inventory Gallery onetime fee                            | Onetime fee for inventory gallery  | 1.0 | \$0.00 | \$0.00 |
| Web site - Mobile  | Customized smart phone mobile web site for Blackberry, iphone, ipad and Droid.   | 1.0 | \$0.00 | \$0.00 |
| Trainer - Four Day Package                               | Four days initial on-site training with one trainer. All travel expenses paid by dealer.   | 1.0 | \$0.00 | \$0.00 |
| Photo Overlay Onetime Fee<br>Market Pricing Tool onetime | Onetime fee for photo overlay  | 1.0 | \$0.00 | \$0.00 |

| Launch Coordinator                  | Launch coordinator ensures smetransition to MotoSnap. | ooth 1                          | 0. | \$0.00              | \$0.00 |
|-------------------------------------|---|---------------------------------|----|---------------------|--------|
| Credit - AutoTrader Family Discount | Onetime fee AutoTrader Family                         | y discount. 1                   | 0. | \$0.00 (\$4,000.00) |        |
|                                     |   |                                 |    | Total: \$9,         | 399.00 |
|                                     |   |                                 |    | Shipping Invoice    |        |
|                                     |   | <b>Total Due NOW: \$9,399.0</b> |    |                     | 399.00 |

Onetime fee for local market pricing

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Signature

fee





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1.0

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