

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

Sales and Support: 913-825-6124

## Invoice For

## Ford of Moses Lake (8887)

Invoice Number:OP#-00190503 Salesperson: Bobby Roberts Date Created: 5/3/2012

## **Products**

| Product                     | Description   | Quantity | List Price | Total<br>Price |
|-----------------------------|---|----------|------------|----------------|
| Gold 1 Package              | Includes: CRM, ILM, inventory management and a VIN website. Requires three days on site training by professional trainer.   | 1.0      | \$4,999.00 | \$4,249.00     |
| 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       |
| 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, campaign creation, CSR, Wish<br>List, equity mining, reverse look-up,<br>VinBrochures, and free unlimited live<br>online training. | 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 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  | 1.0      | \$0.00     | \$0.00         |

| Website - VIN                     | 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 |
|-----------------------------------|--|-----|--------|--------|
| Desking Light                     | Enables payment calculator and summary.  | 1.0 | \$0.00 | \$0.00 |
| Service Dashboard                 | Ties your CRM to your service department dashboard.  | 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 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 |
| AIS Rebates - Website Integration | Third party vender - website integration.  | 1.0 | \$0.00 | \$0.00 |
| VIN Chat                          | VIN Click to Chat. Robust integration. Reports include Chat History, Agent Performance, Chat Analysis and Chat Placement Performance reports.  | 1.0 | \$0.00 | \$0.00 |
| Craigslist - Manual               | Craigslist listings manual tool  | 1.0 | \$0.00 | \$0.00 |
| eBay Listings - 10                | 10 eBay listings included in Inventory<br>Module or 10 additional listings. eBay<br>listing charges are paid by dealer.  | 1.0 | \$0.00 | \$0.00 |
| Inventory Gallery for Website     | Inventory Gallery display - monthly  | 1.0 | \$0.00 | \$0.00 |
| Photo Overlay                     | Photo overlay display - monthly  | 1.0 | \$0.00 | \$0.00 |
|                                   | • 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 |     |        |        |

| SEO - Advanced  | 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       |
|---|--|-----|--------------|--------------|
| Credit - package limited user monthly reoccurring fee | Credit - package limited user monthly reoccurring fee.   | 1.0 | (\$1,099.00) | (\$1,099.00) |
| Gold 1 package onetime fee                            | Onetime fee for Gold package, includes 3 days of training with 1 trainer, expenses paid by dealer  | 1.0 | \$9,799.00   | \$9,799.00   |
| 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     |
| 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       |
| Email Hosting onetime fee                             | Email hosting for dealer   | 1.0 | \$0.00       | \$0.00       |
| Mobile Application onetime fee                        | Smart phone application  | 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       |
| Craigslist - manual onetime fee                       | Onetime fee for manual Craigslist  | 1.0 | \$0.00       | \$0.00       |
| ILM onetime fee                                       | Onetime fee for ILM  | 1.0 | \$0.00       | \$0.00       |
| Photo Overlay Onetime Fee                             | Onetime fee for photo overlay  | 1.0 | \$0.00       | \$0.00       |
| Launch Coordinator                                    | Launch coordinator ensures smooth transition to MotoSnap.  | 1.0 | \$0.00       | \$0.00       |
| Inventory Gallery onetime fee                         | Onetime fee for inventory gallery<br>Onetime to fee to build Advanced SEO  | 1.0 | \$0.00       | \$0.00       |

| SEO - Advanced Onetime fee          | (VinSolutions Website only).   | 1.0 | \$0.00       | \$0.00  |
|-------------------------------------|--|-----|--------------|---------|
| Website - VIN onetime fee           | Onetime fee to create VIN Website.   | 1.0 | \$0.00       | \$0.00  |
| Trainer - Three Day Package         | Three days on-site with one trainer. All travel expenses paid by dealer. Package is discounted 10%.  | 1.0 | \$0.00       | \$0.00  |
| Inventory Module onetime fee        | Onetime fee for Inventory Module   | 1.0 | \$0.00       | \$0.00  |
| CRM Bundled Solution onetime fee    | Customer Relationship Management System - manages entire customer base. Includes, but not limited to: ILM, spam assassin, bad lead rejection, service marketing, campaign creation, CSR, Wish List, equity mining, reverse look-up, VinBrochures, and free unlimited live online training. | 1.0 | \$0.00       | \$0.00  |
| VIN Chat onetime fee                | Onetime fee for VIN Click to Chat.   | 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  |
| Form Mapping Onetime fee            | Form Mapping. Up to 3 dealership provided forms.   | 1.0 | \$0.00       | \$0.00  |
| Email Banner onetime fee            | Creation of Email Banner   | 1.0 | \$0.00       | \$0.00  |
| Desking Light onetime fee           | Setup payment calculator and summary.  | 1.0 | \$0.00       | \$0.00  |
| Credit - AutoTrader Family Discount | Onetime fee AutoTrader Family discount.  | 1.0 | \$0.00 (\$6, | 798.00) |

|                |                | Total: \$6,899.00                    |
|----------------|----------------|--------------------------------------|
|                |                | Shipping: \$0.00 Invoice Total       |
|                |                | <b>Total Due NOW: \$6,899.00</b>     |
| ☐ Check By Fax | ☐ One Time ACH | ☐ One Time Credit Card Authorization |
| Signature      |                | Date                                 |

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