Modernizing Recon with Workflow Technology





FIR RAPIDRECON

How Rapid Recon Works

- Rapid Recon is a web-based application accessed from any computer, tablet or smart-phone
- Application is configured to a dealership's recon process and the progress of every car is visible from Received to the Front Line
- When purchased or booked

 Vehicles are automatically added to In-transit or received when purchased or booked
- Upon completion of each job the next department scheduled for work is notified by text or email with a single click
- Cycle times are reported for each step, they can be configured by department, and selected by any specific time period. This allows you to recognize productivity, and address bottlenecks in real time.

FIR RAPIDRECON**

Key Features

- Simple web interface accessible from any computer or mobile device
- 100% Custom fitted to your particular recon process
- Mobile integration delivers text and email alerts
- Manage recon right from your smart phone
- Powerful real-time reporting capabilities
- Get Approvals with a click of a button
- Manage vendors with automated tasks lists
- Upload photos of any vehicle reconditioning
- Get automated daily updates on all open safety recalls
- Reports on vehicle status, step times & bottlenecks
- Update vehicle status with QR-code scanning
- Notes feature to show status and highlight problem cases





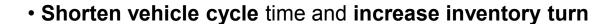






Key Benefits

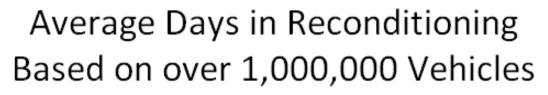
- Answer the question "Where is that car?"
- Reduce holding Cost & Increase Gross
- Prevents "forgotten" cars

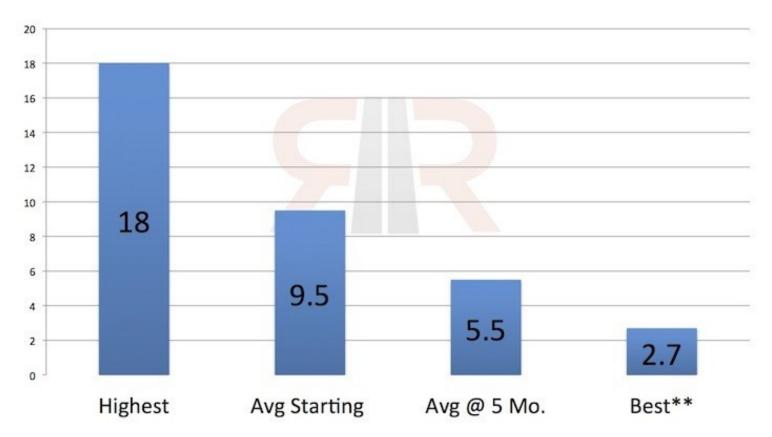


- Makes reconditioning measurable and now manageable
- Employees become more empowered to take control of their performance
- Transparency & Accountability of every step eliminates departmental conflicts
- Performance metrics for departments and personnel
- Quick ROI within the first month





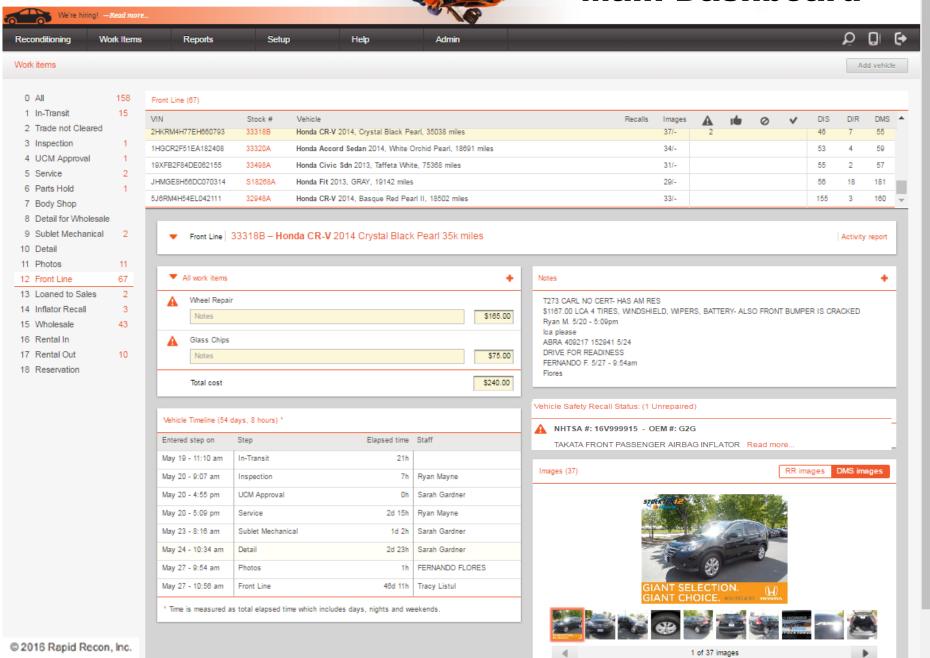




FIR RAPIDRECON



Main Dashboard



Vehicle Time Line

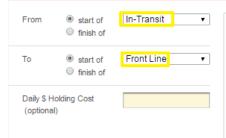
"It's like tracking a FedEx package"
Answers the question: "Where is that car?"

What recon step is it in now? What has been done? What's left to do? Who has the vehicle? When did they get it? How long did they have it? What's next?

Vehicle Timeline (11 days, 2 hours)*												
	Step	Elapsed time	Staff	Entered step on								
1	In-Transit	0h		Jul 01 - 11:10 am								
2	Inspection	4d 4h	Ryan Mayne	Jul 01 - 11:22 am								
3	UCM Approval	2h	Sarah Gardner	Jul 05 - 3:59 pm								
4	Service	14h	Ryan Mayne	Jul 05 - 6:55 pm								
5	Parts Hold	1d	Sarah Gardner	Jul 06 - 9:50 am								
6	Service	6h	Sarah Gardner	Jul 07 - 10:29 am								
7	Detail	19h	Sarah Gardner	Jul 07 - 4:34 pm								
8	Photos	0h	TREVOR CHRISTIAN	Jul 08 - 12:18 null								
9	Front Line	4d 5h	Tracy Listul	Jul 08 - 1:06 pm								
_												

^{*} Time is measured as total elapsed time which includes days, nights and weekends.

Time to Market charts



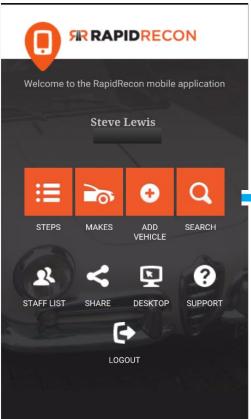


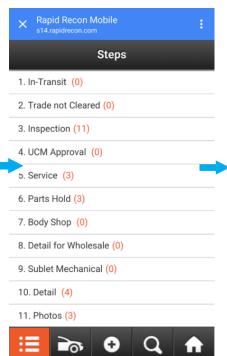


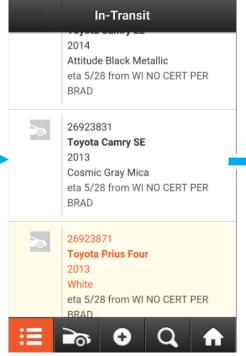
Time to Market data

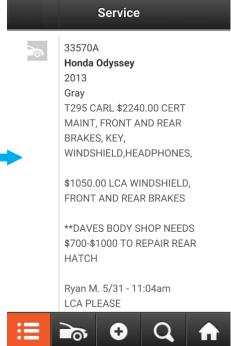
Report months - (multip	le steps)		Selected month Apr 2 66 vehicles	2016		Recon timeline for 32628A Highlighted rows are included in the TTM total for Apr 2016						
Month	TTM - average days	Vehicles per month	Stock No.	Started	Completed	Days	Started	Step	Hours	Days		
Aug 2015	7.041	99	32120A	3 Mar 2016 11:10	20 Apr 2016 12:05	48	20 Apr 2016 11:10	In-Transit	4	0.2		
Sep 2015	7.375	91	33263A	1 Apr 2016 11:10	14 Apr 2016 9:22	12.9	20 Apr 2016 3:17pm	Inspection	43	1.8		
Oct 2015	4.5	104	33301A	31 Mar 2016 11:10	11 Apr 2016 9:11	10.9	22 Apr 2016 11:12	UCM Approval	2	0.1		
Nov 2015	6.541	71	33124A	1 Apr 2016 3:10pm	12 Apr 2016 1:38pm	10.9	22 Apr 2016 1:32pm	Service	75	3.1		
Dec 2015	7.25	103	33312A	19 Apr 2016 3:10pm	29 Apr 2016 7:30pm	10.2	25 Apr 2016 4:48pm	Detail	65	2.7		
Jan 2016	5.833	99	33232A	15 Apr 2016 11:10	25 Apr 2016 12:08	10	28 Apr 2016 9:55	Photos	33	1.4		
Feb 2016	4.833	66	33215A	19 Apr 2016 3:10pm	29 Apr 2016 9:13	9.8	29 Apr 2016 7:30pm	Front Line	467	19.5		
Mar 2016	4.75	96	32628A	20 Apr 2016 11:10	29 Apr 2016 7:30pm	9.3	19 May 2016 7:09	RECON DONE		0		
Apr 2016	5.208	66	33002A	27 Mar 2016 11:10	4 Apr 2016 12:03	8						
May 2016	9.791	88	32963A2	10 Apr 2016 11:10	18 Apr 2016 11:40	8						
Jun 2016	8.166	102	33033B	31 Mar 2016 2:35pm	7 Apr 2016 12:34	6.9						
Jul 2016	4.708	29	33293A	23 Apr 2016 11:10	29 Apr 2016 7:30pm	6.3						
			33272A	20 Apr 2016 11:10	26 Apr 2016 4:26pm	6.2						
			33216A	24 Apr 2016 11:10	30 Apr 2016 4:53pm	6.2						
			33303A	23 Apr 2016 3:10pm	29 Apr 2016 7:30pm	6.2						

Mobile Application





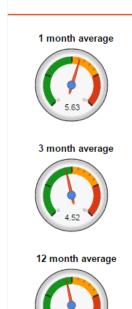


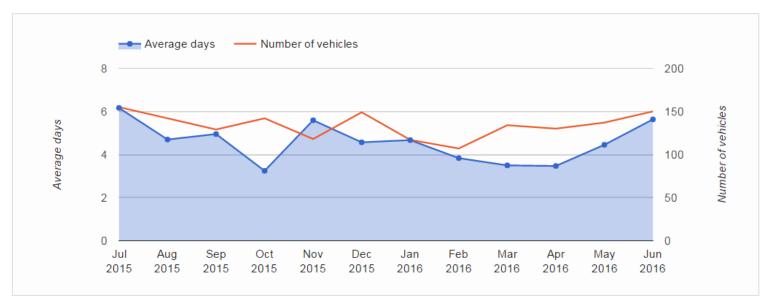


All New Reporting Features & Graphics:

- Get daily, weekly or monthly reporting on employee activity, step times, holding cost and Time-to-Market metrics.
- Compare your stats within your dealer group or against the industries best.
- Detailed graphics on past performance and current performance trends.

Average days in recon





	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016	Apr 2016	May 2016	Jun 2016	Year
Avg days in recon	6.16	4.70	4.95	3.24	5.59	4.57	4.67	3.83	3.50	3.47	4.45	5.63	4.56
Vehicles per month	155	142	129	142	118	149	117	107	134	130	137	150	134

Best practices: Green 0 to 5 days, Yellow 5 to 7.5 days, Red more than 7.5 days

6 months

3 months

Month to Month Performance

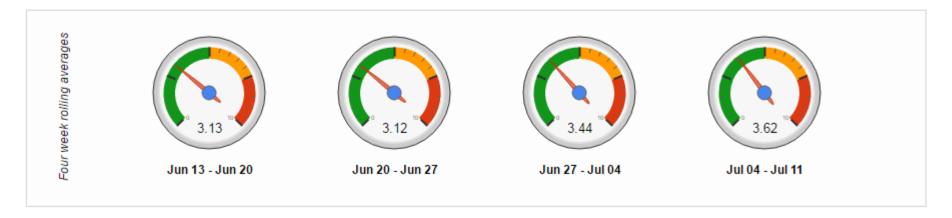
Departmental & Individual performance with color notifications

Average days in	Average days in step										Hours	Day	s and hours
Steps	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016	Apr 2016	May 2016	Jun 2016	Year
3 Inspection	2.13	1.33	1.83	1.17	2.17	2.25	1.92	1.50	1.17	1.25	1.17	2.25	1.68
4 UCM Approval	0.25	0.25	0.33	0.17	0.17	0.13	0.21	0.21	0.13	0.08	0.17	0.17	0.19
5 Service	0.42	0.58	0.67	0.33	0.46	0.50	0.63	0.42	0.50	0.58	0.50	0.75	0.53
6 Parts Hold	0.96	1.88	1.21	0.92	0.71	1.17	0.71	0.71	0.58	0.83	4.21	3.21	1.42
7 Body Shop	6.21	0.00	0.67	4.13	6.46	16.92	3.88	4.21	6.00	0.00	3.08	6.38	5.79
9 Sublet Mechanical	1.83	1.88	2.21	1.58	0.92	0.96	0.79	0.42	0.54	1.21	1.79	1.25	1.28
10 Detail	2.25	2.75	2.21	1.08	1.25	1.29	2.04	2.08	1.96	2.42	2.00	2.79	2.01
11 Photos	1.88	0.79	0.67	0.46	2.13	0.79	0.54	0.54	0.50	0.67	0.75	0.50	0.85

Average days in recon

Week to Week Performance – For Daily Users

Departmental & Individual performance with color notifications



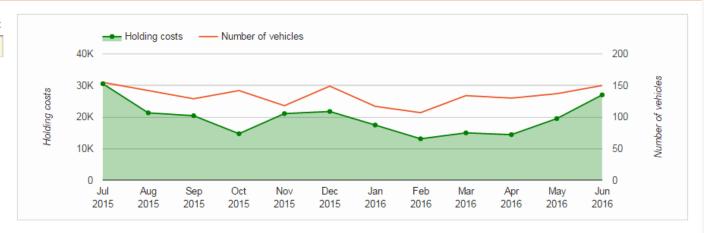
Average days in step

Steps	Jun 13 - Jun 20	Jun 20 - Jun 27	Jun 27 - Jul 04	Jul 04 - Jul 11
3 Inspection	1.32	1.63	2.39	2.17
4 UCM Approval	0.08	0.11	0.51	0.26
5 Service	0.63	0.52	0.70	0.79
6 Parts Hold	2.68	2.02	3.60	1.33
7 Body Shop	1.58	0.00	0.00	3.24
9 Sublet Mechanical	1.97	2.89	0.00	1.44
10 Detail	1.84	1.56	1.85	1.14
11 Photos	0.65	0.35	0.46	0.39
Average days in recon	3.13	3.12	3.44	3.62
Vehicles per week	63	37	47	58

Daily holding cost

\$32

Best practices suggest \$32/day



Holding costs by step

Steps	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016	Apr 2016	May 2016	Jun 2016
3 Inspection	\$11536	\$5771	\$7183	\$4987	\$8021	\$10280	\$6494	\$5024	\$4631	\$4625	\$4655	\$10092
4 UCM Approval	\$721	\$661	\$578	\$289	\$288	\$309	\$316	\$410	\$334	\$189	\$312	\$398
5 Service	\$1938	\$1420	\$1518	\$902	\$1230	\$1405	\$1447	\$855	\$1091	\$1245	\$1311	\$2329
6 Parts Hold	\$1841	\$1749	\$1261	\$1182	\$1604	\$1688	\$1107	\$901	\$855	\$1120	\$5126	\$3813
7 Body Shop	\$597	\$0	\$22	\$659	\$828	\$541	\$370	\$269	\$1535	\$0	\$392	\$408
9 Sublet Mechanical	\$1878	\$904	\$1754	\$859	\$439	\$745	\$307	\$69	\$300	\$468	\$686	\$398
10 Detail	\$7456	\$8756	\$6595	\$4416	\$3552	\$4343	\$6005	\$4615	\$5103	\$5544	\$5386	\$8340
11 Photos	\$4597	\$2075	\$1522	\$1441	\$5144	\$2463	\$1432	\$979	\$1146	\$1238	\$1648	\$1249
Monthly holding cost	\$30563	\$21337	\$20433	\$14735	\$21106	\$21773	\$17479	\$13123	\$14994	\$14428	\$19515	\$27026
Vehicles per month	155	142	129	142	118	149	117	107	134	130	137	150
Average days in recon	6.16	4.70	4.95	3.24	5.59	4.57	4.67	3.83	3.50	3.47	4.45	5.63
Average holding cost	\$197	\$150	\$158	\$104	\$179	\$146	\$149	\$123	\$112	\$111	\$142	\$180

Dealership group - average days in reconditioning

Group Reporting

Store to Store Comparisons & Best Practices



Average days in reconditioning by dealership

Dealerships	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 15	Yearly
McGinn Mercedes	21.00	21.00	9.00	14.45	18.88	19.22	21.49	12.46	13.25	22.45	23.96	17.56	17.89
McGinn BMW	15.00	14.00	13.25	12.75	12.25	11.75	11.25	10.75	10.25	9.75	9.25	8.75	11.58
McGinn Lexus	14.00	11.00	9.00	10.11	11.11	12.24	13.35	14.89	14.25	13.75	13.33	12.84	12.49
McGinn Acura	11.35	14.25	19.71	14.30	13.10	7.65	12.75	11.90	11.12	9.60	8.20	7.70	11.80
McGinn Dodge	4.50	4.75	4.15	3.99	3.79	6.22	6.45	5.01	4.75	5.75	4.75	4.15	4.85
Monthly averages for group	13.17	13.00	11.02	11.12	11.83	11.42	13.06	11.00	10.72	12.26	11.90	10.20	

UCM Approvals

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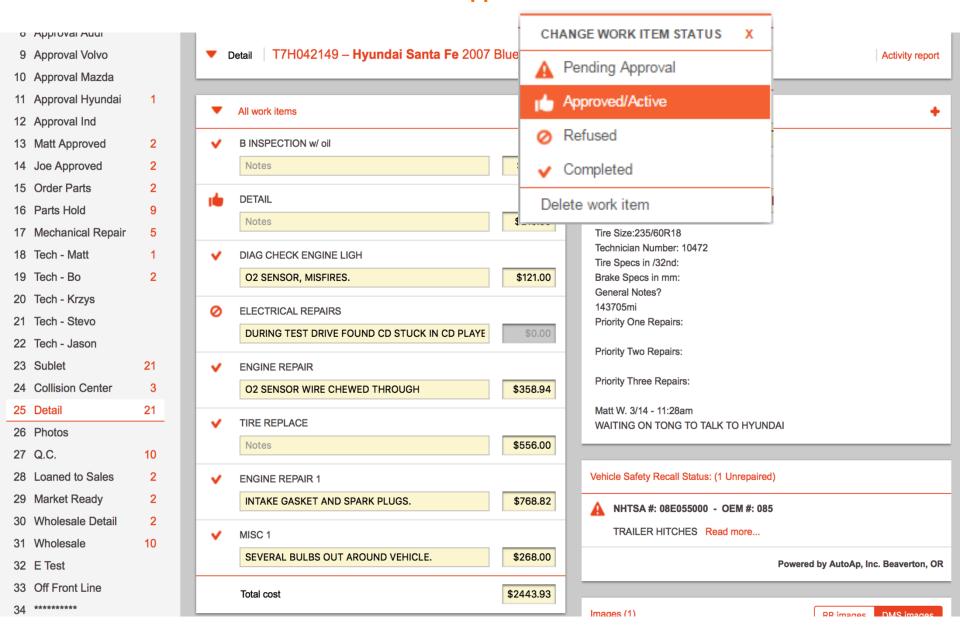
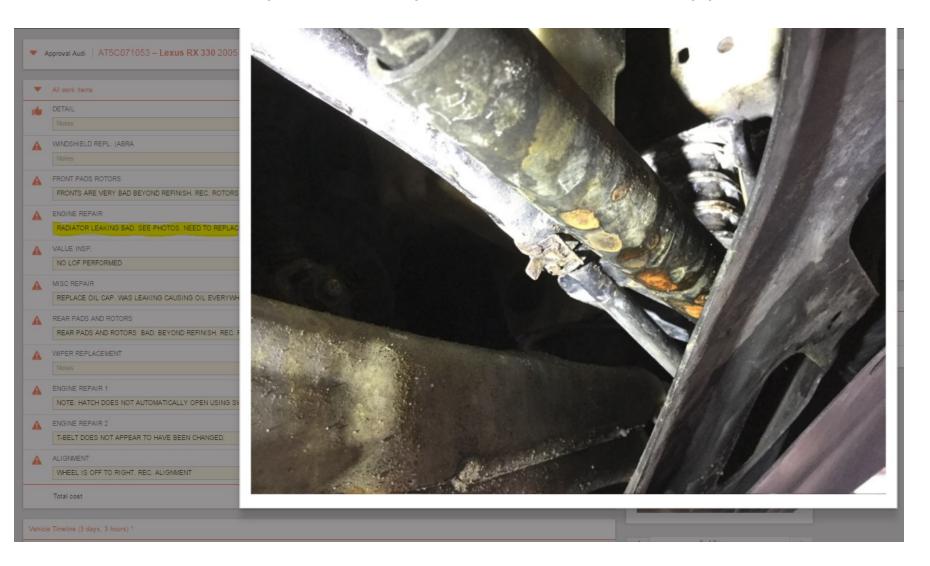
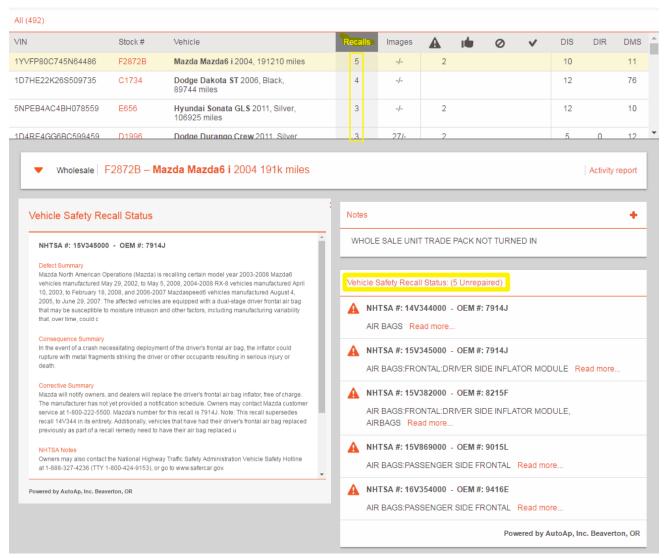


Photo Upload of any Recon for Quicker Approvals



Automated Open Safety Recall Management Tool

Daily scan of all preowned inventory from acquisition to sold Pre Vin Scan Your Trades for Accurate Appraisals



Accurate Daily Reporting of Unresolved Recalls

Know Your Exposure on the Front Line

Recondi	tioning Work Ite	ems F	Reports S	etup	Help	Admin	Develop
eports	/ Recalls						
Row#	Step	Stock Number	Vin	New/Used	Car		Open Recalls
1	Front Line Hyundai	HTAW072935	2T3BF4DV4AW072935	Used	2010 Toyota RAV4 Base, Bla	ack	4
2	Front Line Ind	C75287755	1ZVHT82H875287755	Used	2007 Ford Mustang GT Pre	mium, White	3
3	Front Line Mazda	MTA5303521	JTDJT4K39A5303521	Used	2010 Toyota Yaris Base, Bla	ck Sand Pearl	3
4	Front Line Mazda	MT9U045236	JA3AU16U39U045236	Used	2009 Mitsubishi Lancer DE,	Graphite Gray Pearl	3
5	Front Line Hyundai	HT8A284806	WBAVD53518A284806	Used	2008 BMW 3 Series 335xi, E	Black Sapphire Metallic	2
3	Front Line Ind	C85157819	1ZVHT88SX85157819	Used	2008 Ford Mustang Shelby	GT500, Black Clearcoat	2
7	Front Line Mazda	MT60080280	JTDBR32EX60080280	Used	2006 Toyota Corolla CE, Im	pulse Red Pearl	2
3	Front Line Mazda	MP8C078381	JHMCP26498C078381	Used	2008 Honda Accord LX-P, N	Nighthawk Black Pearl	2
9	Front Line Mazda	MP5B062327	5FNRL38685B062327	Used	2005 Honda Odyssey EX-L,	Ocean Mist Metallic	2
10	Front Line Mazda	MT8U041935	JA3AU26U38U041935	Used	2008 Mitsubishi Lancer ES,	Rally Red Metallic	2
11	Front Line Volvo	VTCC337721	1C4RDJEG6CC337721	Used	2012 Dodge Durango Citad	el, Maroon	2
12	Front Line ∨W	TCW596394	WVGBV7AX5CW596394	Used	2012 ∀olkswagen Tiguan SE	E, Night Blue Metallic	2
13	Mechanical Check Out	MT8L558315	1J4FA24148L558315	Used	2008 Jeep Wrangler X, Blac Top	k Clearcoat/Black Soft	2
14	Parts Hold	PDE521661	W/WGU7AN8DE521661	Used	2013 Volkswagen CC 3.6L \ Gray Metallic	/R6 Executive, Island	2
15	Parts Hold	TDC104921	1VWBN7A37DC104921	Used	2013 Volkswagen Passat TE	OI SE, White	2
16	Parts Hold	TDC104839	1VWBH7A31DC104839	Used	2013 Volkswagen Passat 2.5	5 SE, Black	2
17	Trade / Purchase	STK070809	1VWBH7A37DC070809	Used	2013 Volkswagen Passat 2.5	5 SE, Silver	2

QR Code Scanning for Mobile Application.

Review vehicle details, add notes, move vehicles, take inventory, geo locate vehicles on Google Map etc.



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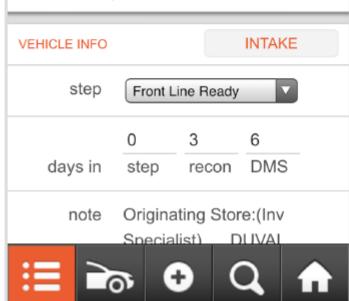


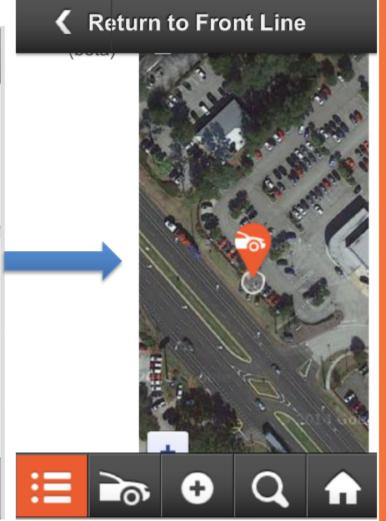
Where is that car?



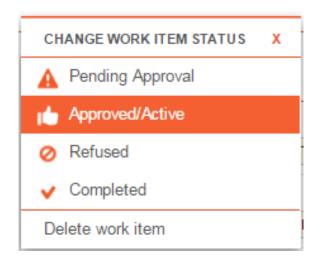


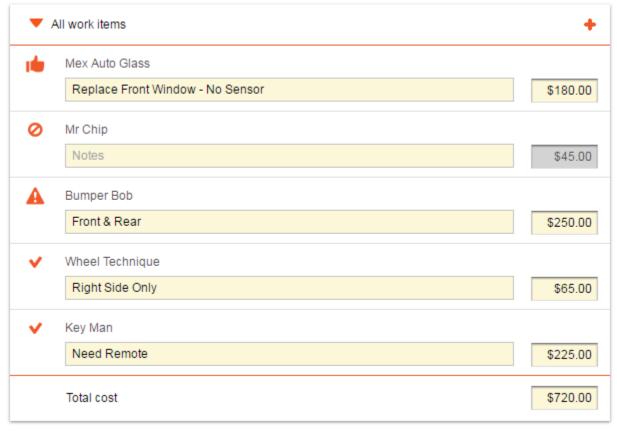
Mobile View





Mobile Vendor Management and Approval App





Print/email Task lists for each Vendor

Reports / Work items		•											Print
Choose work item form		14 Custom W	/ork items – Pending	Appro	oval and Approved								
Custom	•	Work item	Stockno	Status		Cost	Step	Make	Model	Year	Color	DIR	Note
Choose Custom work items		77011110111	3.001.110	Otati		0001	Clop	mano	1110001	1001	00101	5	110.0
☐ B INSPECTION w/ oil	29	PDR.	PDW527489	14	Approved/Active	100.00	Sublet	Volkswagen	Tiguan SE	2013	White Gold	8	
☐ CPO INSPECTION	2	PDR.	AT7M823577		Approved/Active	300.00	Order Parts	Infiniti	G35 X	2007	Metallic Black	7	
TOUCHUP (Classic Chip)	37	PDR.	HYGU036160	.4	Approved/Active		Sublet					7	
Sounds Good Audio	0				. , ,	100.00		Hyundai	Tucson SE	2016	Black		
PDR.	14	PDR.	PCD007080		Approved/Active	100.00	Tech - Stevo	Volkswagen	Touareg V6 TDI	2012	Black Uni	6	
□ DETAIL	115	PDR.	ATDA066844	1	Approved/Active		Detail	Audi	A5 2.0T Premium Plus	2013	Brilliant Black/Black	5	
REFINISH ROTORS	0										Roof		
☐ AIR FILTER REPLACE	3	PDR.	TCM633503	1	Approved/Active	100.00	P&A	Volkswagen	Beetle 2.5L	2012	Toffee Brown	3	
SUSP DIAG / REPAIR	2										Metallic		
High Tech Locksmiths	0	PDR.	ATCL253474	1	Approved/Active	350.00	Collision Center	Jeep	Wrangler Unlimited	2012	Black Clearcoat	3	RICH DID EST FOR
Bumper Man	0								Sahara			_	
Keyman	0	PDR.	MTCW229242	1	Approved/Active	150.00	Parts Hold	Nissan	Murano SV	2012	Merlot Metallic	3	
	6	PDR.	HYGH704083	16	Approved/Active	100.00	Detail	Hyundai	Elantra SE	2016		1	
■ INTERIOR (APPEAR PRO)	3	PDR.	HPDC607044	A	Pending		Front Line	Jeep	Grand	2013	Maximum	38	DENT ON PASS
BUMPER (Red Line)	4				Approval		Hyundai		Cherokee Overland		Steel Metallic		FRONT DOOR
■ BALANCE TIRES	1			•							Clearcoat		
ODOR (Odor Masters)	1	PDR.	SPDU089386	A	Pending Approval		Front Line Ind	Toyota	Venza XLE	2013	Magnetic Gray Pearl	10	
WHEEL REPAIR (ALLOY)	5	PDR.	APEN110558	A	Pending		Joe	Audi	S6 4.0T	2014	Quartz	2	
☐ TPMS INDICATOR	0				Approval		Approved		Prestige		Gray Metallic		
☐ DIAGNOSIS FOR ISSUE	3	PDR.	APDN035269	A	Pending Approval		Trade / Purchase	Audi	A4 2.0T Premium	2013	Brilliant Black		
☐ FRONT PADS ROTORS	6	PDR.	APCN039468	Δ	Pending		Trade /	Audi	A6 3.0	2012	Ice Silver		hail damage
□ DIAG CHECK ENGINE LIGH	1				Approval		Purchase	J 1961 961	Prestige	2312	Metallic	© 2018	Rapid Recon, Inc.

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