

# ALLIANCE PARTNERS SERVE DEALER NEEDS

ADESA has joined forces with several used car management services to better serve your needs. Now you can access vehicle inventory information in just seconds, from virtually anywhere. You can also take advantage of the latest technology in the industry, including unique mobile solutions. Additionally, you can review inventory before a sale begins—whether you're in the lanes or bidding online.

These tools are quite robust, especially when you need information quickly. In fact, they can even electronically organize and track almost every aspect of the inventory lifecycle—saving you time and money. To make finding inventory even easier, ADESA run lists have also been added to each of these applications.

Unleash the power of ADESA's partnerships to locate, purchase and track inventory as well as manage the overall sales process.

**SERVICE  
FIRST**

**BOOM!**

**DealerTrack AAX** provides tools and services to help dealers increase turns and profit at every step of the used vehicle process. This includes creating plans for used vehicle inventory that cover stocking, sourcing, pricing, appraising and merchandising. Vehicle performance appraisals can also be done—at auction or on a sales lot using an iPhone™ or DealerTrack's customer mobile device—which can tap into trusted valuation resources—quickly putting this information at your fingertips. The new mobile appraisal functionality will be offered as a stand-alone subscription or as an integrated solution with DealerTrack AAX.

Based in Lake Success, N.Y.

877-357-8725

jmsaax.com or  
dealertrack.com

**DEALERTRACK  
AAX**

**POW!**

**BAM!**

**Dealer Specialties** (a division of Dominion Enterprises) provides inventory management solutions, websites and marketing tools. This includes uploading vehicle listings and photos, vehicle pricing changes and printing window stickers. Dealer Specialties can also help determine where inventory should be displayed. Currently, Dealer Specialties has more than 800 field technicians in 48 states set up to service more than 8,000 auto dealerships. Monthly, these field technicians view and collect data on more than 700,000 used vehicles.

Based in Monroe, Ohio  
866-315-7615 or  
513-705-2000  
dealerspecialties.com

**DEALER  
SPECIALTIES**

**BLACK BOOK  
MOBILE**

Based in Gainesville, Ga.  
800-554-1026  
blackbookusa.com

**Black Book Mobile** (a division of the Hearst Business Media Corporation) has developed mobile applications for multiple devices, including the iPhone, Palms®, BlackBerry®, Droid, Pocket PC and any Smartphone application. Dealers can access all Black Book used vehicle values from 1996 to present—plus they can also plug in to information on loan origination and inventory searches. Information updates are made daily to account for industry changes as well as economic factors, such as gasoline price adjustments, that can affect vehicle values. Black Book® has been providing used vehicle values for more than 50 years.

**vAuto** offers dealers up-to-the-minute used car inventory management information—that covers stocking, appraisals, pricing, merchandising and deal validation. The deal validation, or RealDeal, is the industry's first third-party price validation and delivery system. With RealDeal, dealers can show buyers how their vehicle prices compare against matching vehicles for sale in their area. The company's chairman and CEO, Dale Pollack, also maintains a blog at dalepollak.com where he provides additional industry information as he discusses used car trends.

Based in Oak Brook, Ill.  
877-988-7648 or 630-590-2000  
vAuto.com

**vAUTO**

Based in Urbana, Ill.  
888-266-5481  
gigglepop.com

**GIGGLEPOP**

**GigglePop** has been developing and supporting mobile solutions for the automotive industry for more than a decade. Now users can have mobile access to Black Book®, Kelley Blue Book, N.A.D.A.®, AutoCheck® and CARFAX® through a 3G network. Works with iPhone, BlackBerry® Storm™, Droid and Palm Pre™ Web applications. From the industry's leading valuation guidebooks to accessing vehicle history reports and real-time auction run lists, GigglePop offers innovative software solutions for mobile platforms. GigglePop can also find inventory in the marketplace and even track what's currently on a dealer's sales lot.

Based in Middleburg, Va.  
571-223-7120  
autoniq.com

**AUTONIQ**

**AutoNiq** is a service provider of used car information over Smartphones or PCs that provides real-time information such as vehicle pricing, history reports and market guides. AutoNiq also allows dealers to download an application for a VIN scanner service—which lets dealers check VIN numbers on a mobile phone—or check history reports (through CARFAX® or AutoCheck®) as well as market value reports for instant information. In addition to ADESA run lists, AutoNiq offers Black Book Daily®, N.A.D.A.®, Kelly Blue Book and Galves® pricing guide information as well as a comprehensive market report that covers pricing details from every major auction in the United States. Applications include iPhone and Droid phones.

Based in Irvine, Calif.  
866-534-6658  
vehiclebankusa.com

**VEHICLE  
BANK**

**Vehicle Bank™** (owned by the Progressive Group Inc.) has developed an electronic vehicle valuation guide software that allows dealers to get pricing information in seconds over PDA devices or mobile phones. Vehicle Bank's price guides cover at least 15 years of prices for used cars, trucks and vans. Pricing information can be downloaded from Black Book®, N.A.D.A.®, Kelly Blue Book and Galves®. Dealers can select one price guide that works best for them or switch back and forth between the four different guides available without having to close out other programs while in use. In addition, dealers can access CARFAX® reports for vehicle history information.