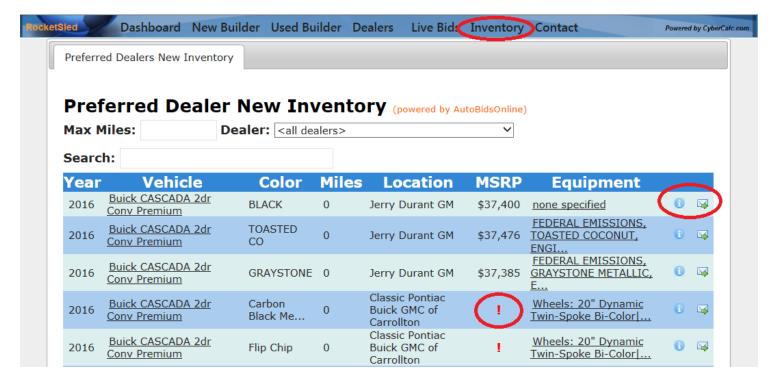


CynDERO - Agent 'Cheat Sheat'

SUMMARY:

- AutoBidsOnline is now fully integrated within CyberCalc & CarTrak
 - No login required
 - Direct communication with dealers via single click
- Preferred Dealer Inventory, New & Used (updated nightly)
- o Bid Requests
 - From Dealer Inventory (directly to specific dealer)
 - From Direct to Quote Builder (select multiple dealers)
 - From Quote Screen (select multiple dealers)
- o LiveBids
 - From Main Menu
 - From Direct to Quote
 - From Builder
 - From Quote Screen
- Updated Online Dealer Directory
- o Dealer Pricing Guidance

1. Preferred Dealer Inventory



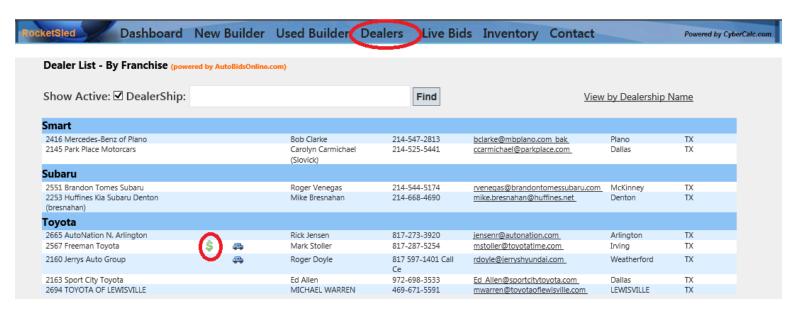
- a. Access via the 'Inventory' link
- b. Olick here to go to Dealer's Website to view equipment, pricing and pictures for this specific vehicle
- c. Click here to send a CynDERO pricing/availability request for this specific vehicle
- d. '!' means the dealer has not provided accurate pricing for this vehicle

2. Bid Requests 📦

- a. Via Preferred Dealer Inventory
- b. Direct to Quote Vehicle Builder
- c. CyberCalc Quote Screen
- d. Sends eMail AND Text message directly to Dealers
- e. Dealers will respond to you via eMail and/or Voice
- f. Online Dealer responses are added to LiveBids

3. LiveBids

- a. Accessible from Main Menu, Payment Matrix, Direct to Quote Builder and New Car Quote Screens
- b. Includes Online Dealer Responses and Closed Deals
- c. COMING SOON: Click on Vehicle to See Actual Dealer Invoice on Closed Deals
- 4. Updated Dealer Directory
 - a. Accessible from Main Menu
 - b. Have Your Manager Contact CyberCalc to Add New Dealers
- 5. Preferred Dealer Pricing Guidance
 - a. Accessible from Dealer Directory \$
 - b. Will provide link to invite new dealers



Preferred Dealer Pricing Guidance (example)

	Dealership Name:	FREEMAN TOYOTA	From:			To:
	Contact Name:	MARK STOLLER			4/20/16	4/30/16
	Contact Number:	(817) 287-5254			., = -, = -	1,00,00
		(214) 532-1226				
	Model	Style/Trim/other	\$\$\$ UNDE INVOIC	R	SS APPLICABLE REBATE	FINAL SELLING PRICE
1	PRIUS V (1243-1249)	ALL	\$ 1,00	0.00	\$2,500.00	\$3,500.00 UNDER
2	YARIS (1421-1466)	ALL	\$ 1,00	00.00	\$1,000	\$2,000.00 UNDER
3	COROLLA (1831-1876)	ALL	\$ 1,00	00.00	\$1,000.00	\$2,000.00 UNDER
4	CAMRY (2532-2554)	ALL	\$ 1,50	0.00	\$1,500.00	\$3,000.00 UNDER
5	CAMRY HYBRID (2559-2561)	ALL	\$ 75	0.00	\$1,500.00	\$2,250.00 UNDER
6	AVALON HYBRID (3506-3514)	ALL	\$ 1,00	0.00	\$1,250.00	\$2,250.00 UNDER
7	AVALON (3544-3554)	ALL	\$ 1,00	0.00	\$2,000.00	\$3,000.00 UNDER
8	RAV4 (4430-4472)	ALL	\$ 75	0.00	\$750.00	\$1,500.00 UNDER
9	SIENNA (5328-5387)	ALL	\$ 1,00	0.00	\$2,000.00	\$3,000.00 UNDER
10	LAND CRUISER (6156)	ALL	INVOI	CE	\$0.00	INVOICE
11	SCION TC (6222-6223)	ALL	MSRI	P		
12	SCION FRS (6252-6253)	ALL	MSRI	P		
13	SCION IA (6262-6263)	ALL	MSRI	P		
14	SCION IM (6272-6273)	ALL	MSRI	P		
15	HIGHLANDER (6942-6957) HIGHLANDER HYBRID (6966-	ALL	\$ 1,00	0.00	\$0	\$1,000.00 UNDER
16	6967)	ALL	\$ 1,00	0.00	\$0	\$1,000.00 UNDER
17	TACOMA 2WD (7122-7186)	ALL	INVOI	CE	\$0	INVOICE
18	TACOMA 4WD (7513-7594)	ALL	INVOICE+5	00.00	\$0	INVOICE+500.00
19	SEQUOIA (7917-7944)	ALL ALL DOUBLE	\$ 1,50	0.00	\$0	\$1,500.00 UNDER
20	TUNDRA 2WD (8228-8178)	CABS	\$ 1,00		0+1500 TX PKG 000 + 1500 TX	\$3,500.00 UNDER
21	TUNDRA 4WD (8321-8378)	ALL CREWMAX	\$ 75	0.00	PKG	\$3,250.00 UNDER
22	4RUNNER (8642-8674)	ALL	INVOICE+5	00.00	\$0	INVOICE + 500.00
	THESE NUMBERS ARE DUE TO INVENTORY AVAILIBILITY WHEN INVENTORY INCREASES, PRICES WILL GO DOWN ACCORDINGLY					