



# A complete connected retail platform, completely within your control

As a certified provider of the Kia Digital Program, Upstart Auto Retail provides dealers with a complete, end-to-end auto retail platform that boosts profitability and enables the best car-buying experience.



### Save customer time

Reduce time spent on the showroom floor from 3 hours to **25 minutes** 

Power Kia



Save more time 90 minutes saved per deal

Power Kia



K/

Get more out of every sale

\$1,600 more profit per car deal

Power Kia

### Your complete retail solution

Engage customers with an innovative digital retail platform. Designed with both dealers and car buyers in mind, customers can complete their entire deal online or seamlessly pick up where they left off in the showroom.



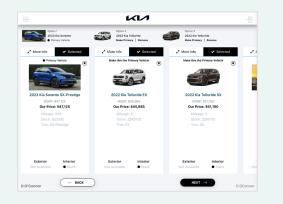
### Faster sales. Fewer friction points.

Know what is going on with every deal, both online and in your showroom. Digitize your showroom and track every step of the sales process to improve your team's efficiency while providing a modern customer experience.

### Full process control and visibility

Make it easy for your staff to quickly connect to an available manager, get approvals on new deals and push the details to customers instantly without ever leaving their side. Deep reporting and analytics dashboards allow you to identify trends in real-time and optimize your process from a data-driven perspective.

## Powering the best car-buying experience. Period.



### **In-Store Digital Retail**

Level up your in-store capabilities by creating deals side-by-side with customers, fostering transparency and trust every step of the way.

KIN		FINISH LATER BROWSE ALL VEHICLES
Customize Payments	GO BACK 🐱	Your Summary 33% Complete, 45 Minutes Saved
Payment Options Three options will hold us determine your monthly symmetri. For example, along down payment or adding a trade-in will reduce your payment	Step 1/3 Payment Breakdown	
Down Paymert         Creats Raing         Trade-the Value           \$2549         740-850         Image: Creat Creat Creat Creation Cr	Vehicle Price         \$25,485           Net Trade         \$0           Down Payment         \$2,549           Fees         \$426	2023 Kia Forte GT- Line Whilde Details
Instanty, check your credit for free without hurding your credit incare Select Payment Method Choose how you want to pay for your car. Learn more about which option might be best for your here.	Title Fee         \$23           CTPF         \$10           Registration Fees         \$393           Taxes         2IP 94108 / \$2,198	BOOK APPOINTMENT RESERVE VEHICLE

### **Online Retail**

Allow car buyers to browse, shop, and build deals online at their own pace. Engage with them along the way and answer all their questions in our virtual showroom.

pstart Anomera	-		Manager Dash	iboard		Danne O'Conno	r usos
owroom View				Customer 1	Content in the second second	et Sond	to Salesperso
line View	2023 Kis Soreate Prinsy Vetole Tris SkiPourge Seck 41220 Vet Science Principle Miceger 1911 Mice /		11 (K 2206132 2073204C746279881	2022 Kin Telluride Optim 3 Frincfol State (2008)21 Unice (2008)2040 (2012)2111 Minage 2 Mine 🖌	Salesperson: Danne O'Cannor Customer: Danne O'Connor		
ent Management	PURCHASE USANE CASH 5	ELECTED PENCIUS (7)					Unselect all e
sults Dashboard	Purchase - 48 months	· ·	Select to Send to Salesper Purchase - 60 months	ion 🥝 \cdots	Select to Send to Salespers Purchase - 72 months	sn⊘	
sults Dashboard cing Matrix (Online)		· ·		son ⊘		n⊘	
	Purchase - 48 months	· ·	Purchase - 60 months 🖌	son @ \$47,125.00	Purchase - 72 months 🧪	sn ⊘	
ıg Matrix (Online)	Purchase - 48 months \$1,098.39/month Display Price ~		Purchase - 60 months / \$900.03/month		Purchase - 72 months / \$768.06/month		
ng Matrix (Online) ng Matrix (In-Store)	Purchase - 48 months \$1,098.39/month Display Price ~ (Vehicle Price - Desire Canit)	\$47,125.00	Purchase - 60 months / \$900.03/month	\$47,125.00	Purchase - 72 months / \$768.06/month	\$47,125.00	
ng Matrix (Online) ng Matrix (In-Store)	Purchase - 48 months \$1,098.39/month Display Price ~ Minice Price - Desire Cash APR	\$47,125.00 % 4.59	Parchase - 60 months 2 \$900.03/meeth Display Price ~ (Verbice Price - Dealer Cash) APR Rebate	\$47,125.00	Purchase - 72 months / \$768.06/march  Display Price ~ (Whice Price - Dedier Cash) APR Brebate	\$47,125.00 % 4.59	
ng Matrix (Online)	Purchase - 48 months \$1,098.39/month Display Price ~ (Whice Price - Desire Cash) APR Robate	547,125.00 N 4.59 S 0	Parchase - 60 months 2 \$900.03/meeth Display Price ~ (Verbice Price - Dealer Cash) APR Rebate	\$47,125.00 * % 4.59 \$ 0	Purchase - 72 months / \$768.06/march  Display Price ~ (Whice Price - Dedier Cash) APR Brebate	\$47,125.00 % 4.59 \$ 0	

### **Command Center**

Gain full visibility and retain control of everything that's taking place in the dealership. Interact with sales agents via live chat and messenger and help structure deals, including payment options, loan types, F&I products, and more.

Mare 1		
	Instant Approval Lending	совиск 🛩 🗘 🖲
Fin	ance Your Deal With	
Ins	tant Approval Lending	
We're	exicted to offer Instant Approval Lending for	
	purchase. Complete the following steps to get	
	ffers from our approved lending partners to	
get th	e best rate for your vehicle today!	
_		
1	Review and confirm your settings	
2	Select an offer from our lending partners	
3	Start signing documents	
-		
	SKIPLENDING	VIEW OFFERS

### **Integrated Financing**

Provide an accurate list of every loan option in an easily digestible menu. Help car buyers make informed decisions and get a great rate quickly.

"With Upstart Auto Retail, not only is our sales team able to take care of customers better, but it also makes it easier for our finance managers. Now, instead of spending 3 hours on the showroom floor, our average showroom time is 25 minutes." Tyler Degele, Sales Manager, Power Kia





Dive into the details and request a demo at **upstart.com/dealers** 

dealers@upstart.com

