



AUTORAPTOR CRM

Web-Based Application

Drive Your Leads into Sales

An introduction to our Customer Relationship Management Solution

888-421-6533
www.autoraptor.com



Why Make It Complicated to Follow Up?

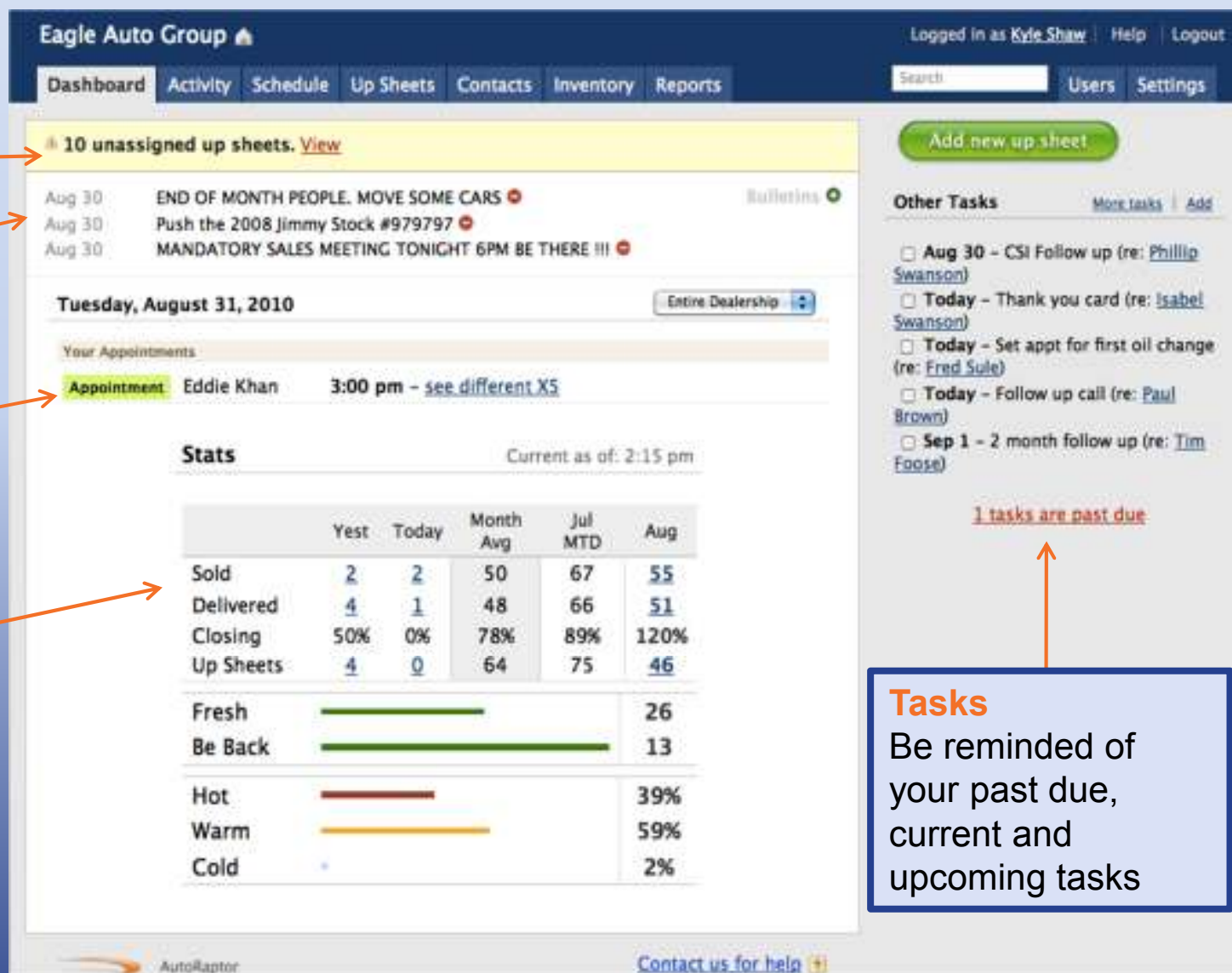
- Simple Navigation, no matter what your level of computer skills
- Internet Lead Manager – receive and assign leads quickly and easily
- Mobile Version – You won't miss any leads or emails, even when away from your desk

The screenshot displays the AutoRaptor CRM interface for a lead named Paul Marmon. The top navigation bar includes 'Dashboard', 'Activity', 'Schedule', 'Up Sheets', 'Contacts', 'Inventory', and 'Reports'. The main content area is divided into several sections:

- Lead Profile:** Shows 'Paul Marmon' with a 'Hot' status. It includes search filters for 'Owner', 'Looking for' (New), and 'Term' (Hot).
- Vehicles:** Lists two vehicles: a 2009 Honda Accord and a 2006 Honda Pilot. The Pilot is highlighted with details like price (\$332.12/mo) and term (60 months).
- Trades:** Shows a trade-in for a 2000 Honda CRV with a value of \$2,500.
- Activity:** A log of interactions including trade value confirmation, a call from Kyle, and a scheduled test drive.
- Recent E-mail:** Shows an email from Kyle Shaw regarding financing for the Pilot.

On the right sidebar, there are sections for 'New Activity', 'Contacts' (listing Paul Marmon and Mrs. Melissa Marmon), and 'Appointments' (listing a financing discussion on Sep 7).

“AutoRaptor is affordable, easy-to-use, and has increased our sales. It has become the lifeblood of our sales department...” - Jahon Jamali, Dedham Automall



Eagle Auto Group | Logged in as [Kyle Shaw](#) | [Help](#) | [Logout](#)

Dashboard | Activity | Schedule | Up Sheets | Contacts | Inventory | Reports

Search [] | [Users](#) | [Settings](#)

10 unassigned up sheets. [View](#)

Aug 30 END OF MONTH PEOPLE. MOVE SOME CARS [Bulletin](#)

Aug 30 Push the 2008 Jimmy Stock #979797 [Bulletin](#)

Aug 30 MANDATORY SALES MEETING TONIGHT 6PM BE THERE !!! [Bulletin](#)

Tuesday, August 31, 2010 | [Entire Dealership](#)

Your Appointments

Appointment Eddie Khan 3:00 pm - [see different X5](#)

Stats Current as of: 2:15 pm

	Yest	Today	Month Avg	Jul MTD	Aug
Sold	2	2	50	67	55
Delivered	4	1	48	66	51
Closing	50%	0%	78%	89%	120%
Up Sheets	4	0	64	75	46
Fresh					26
Be Back					13
Hot					39%
Warm					59%
Cold					2%

Tasks [Add new up sheet](#)

Other Tasks [More tasks](#) | [Add](#)

- Aug 30 - CSI Follow up (re: [Phillip Swanson](#))
- Today - Thank you card (re: [Isabel Swanson](#))
- Today - Set appt for first oil change (re: [Fred Sule](#))
- Today - Follow up call (re: [Paul Brown](#))
- Sep 1 - 2 month follow up (re: [Tim Foosse](#))

1 tasks are past due

AutoRaptor | [Contact us for help](#)

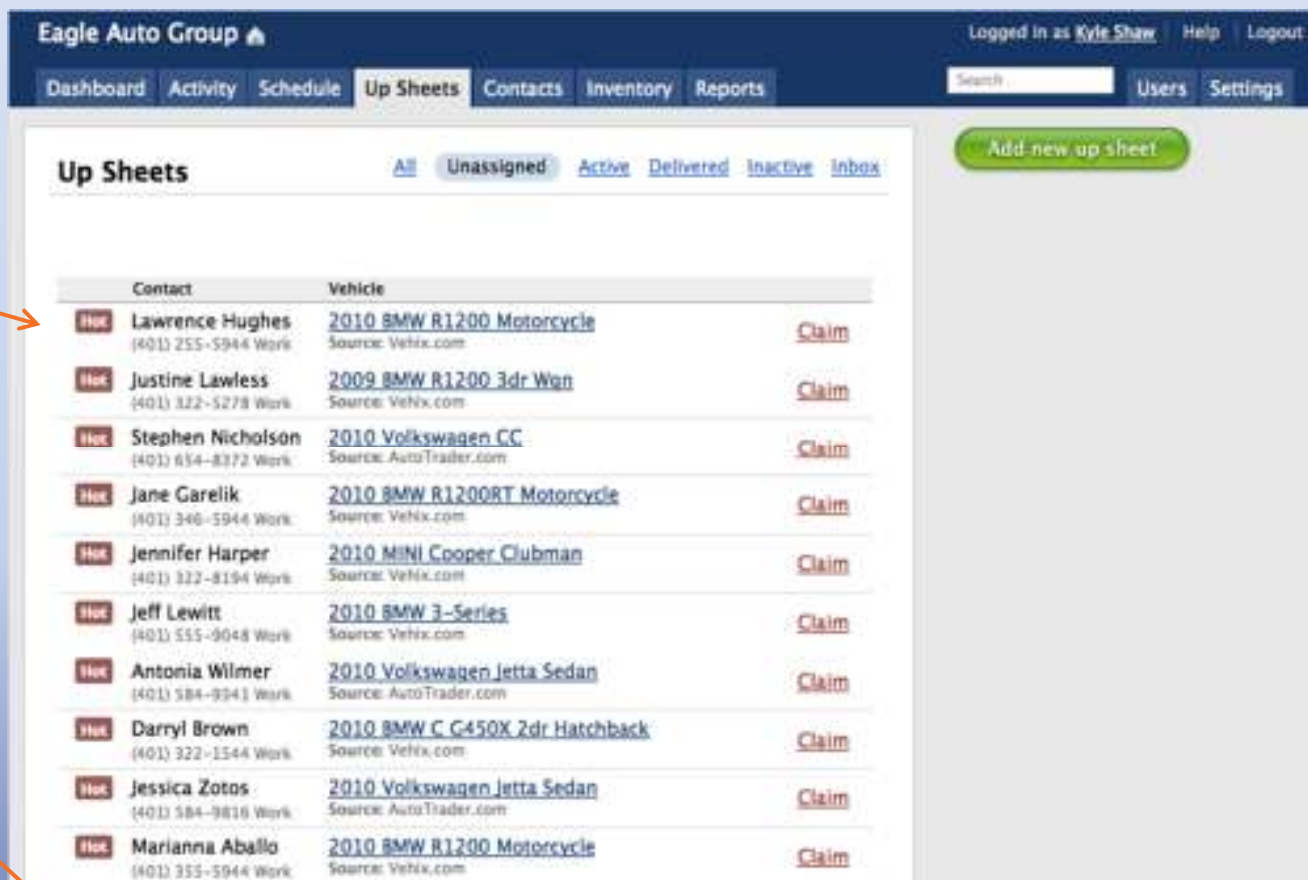
E-Lead Notification
View all incoming e-leads

Bulletins
Post bulletins to your sales staff

Work Plan
View the day's appointments

Manager's Dashboard
View daily and monthly statistics for group and individual performance in REAL TIME

Tasks
Be reminded of your past due, current and upcoming tasks



Eagle Auto Group | Logged in as **Kyle Shaw** | Help | Logout

Dashboard | Activity | Schedule | **Up Sheets** | Contacts | Inventory | Reports

Search | Users | Settings

Up Sheets | All | Unassigned | Active | Delivered | Inactive | Inbox | Add new up sheet

Contact	Vehicle	Claim
Hot Lawrence Hughes (401) 255-5944 Work	2010 BMW R1200 Motorcycle Source: Vehix.com	Claim
Hot Justine Lawless (401) 322-5278 Work	2009 BMW R1200 3dr Wgn Source: Vehix.com	Claim
Hot Stephen Nicholson (401) 654-8372 Work	2010 Volkswagen CC Source: AutoTrader.com	Claim
Hot Jane Garelik (401) 346-5944 Work	2010 BMW R1200RT Motorcycle Source: Vehix.com	Claim
Hot Jennifer Harper (401) 322-8194 Work	2010 MINI Cooper Clubman Source: Vehix.com	Claim
Hot Jeff Lewitt (401) 555-9048 Work	2010 BMW 3-Series Source: Vehix.com	Claim
Hot Antonia Wilmer (401) 584-9343 Work	2010 Volkswagen Jetta Sedan Source: AutoTrader.com	Claim
Hot Darryl Brown (401) 322-1544 Work	2010 BMW C G450X 2dr Hatchback Source: Vehix.com	Claim
Hot Jessica Zotos (401) 584-9816 Work	2010 Volkswagen Jetta Sedan Source: AutoTrader.com	Claim
Hot Marianna Aballo (401) 353-5944 Work	2010 BMW R1200 Motorcycle Source: Vehix.com	Claim

E-Leads

Option 1

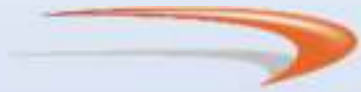
See list of unassigned e-leads and claim them

View either by clicking 'view' on your notification of e-leads or going to Up Sheets and clicking on 'Unassigned'

Option 2 (coming soon)

Set your dealership for **Round-Robin** distribution of leads. Round-robin assignment will distribute leads equally to available sales reps with minimal manager intervention.





Activity Today, September 1 for Me (Kyle Shaw)

<input checked="" type="checkbox"/>	Rocco Bertucci completed: Follow up call. Check how family is doing. for Leslie Sterner	10:31 am
<input checked="" type="checkbox"/>	Rocco Bertucci completed: Thank you card for Phillip Swanson	10:31 am
<input checked="" type="checkbox"/>	Rocco Bertucci completed: get ready for delivery for Phillip Swanson	10:31 am
<input checked="" type="checkbox"/>	Delivered Rocco Bertucci delivered a vehicle to Phillip Swanson	10:31 am
<input checked="" type="checkbox"/>	Kept Rocco Bertucci appointment with Max Manning : KEPT	10:32 am
<input checked="" type="checkbox"/>	Rocco Bertucci called Leslie Sterner : She returned call and set up appt.	10:36 am
<input checked="" type="checkbox"/>	Kept Mary Jennings appointment with Laura Croft : KEPT	10:48 am
<input checked="" type="checkbox"/>	Mary Jennings completed: follow up for Laura Croft	10:48 am
<input checked="" type="checkbox"/>	Sold Mary Jennings sold a vehicle to Laura Croft	10:49 am
<input checked="" type="checkbox"/>	Mary Jennings completed: follow up for Claudine Sheldon	10:49 am
<input checked="" type="checkbox"/>	Kyle completed: CSI Follow up for Phillip Swanson	10:50 am
<input checked="" type="checkbox"/>	Kyle completed: 48 hr follow up call and/or email for Ted Koppel	10:50 am
<input checked="" type="checkbox"/>	Kyle completed: 24 hr Follow up call and/or email for Imogen O'Neill	10:51 am
<input checked="" type="checkbox"/>	Kyle completed: Thank you card for Isabel Swanson	10:51 am
<input checked="" type="checkbox"/>	Kyle completed: get ready for delivery for Isabel Swanson	10:51 am
<input checked="" type="checkbox"/>	Delivered Kyle delivered a vehicle to Isabel Swanson	10:51 am
<input checked="" type="checkbox"/>	Kyle completed: Set appt for first oil change for Fred Sule	10:52 am
<input checked="" type="checkbox"/>	Kept Kyle appointment with Eddie Khan : KEPT	10:53 am
<input checked="" type="checkbox"/>	Sold Kyle sold a vehicle to Eddie Khan	10:53 am
<input checked="" type="checkbox"/>	Kyle met again with Katy O'Neill	11:25 am

10 unassigned up sheets. [View](#)

Active Today

Mary Jennings
Logged in 42 minutes ago

Rocco Bertucci
Logged in 1 hour ago

Select View

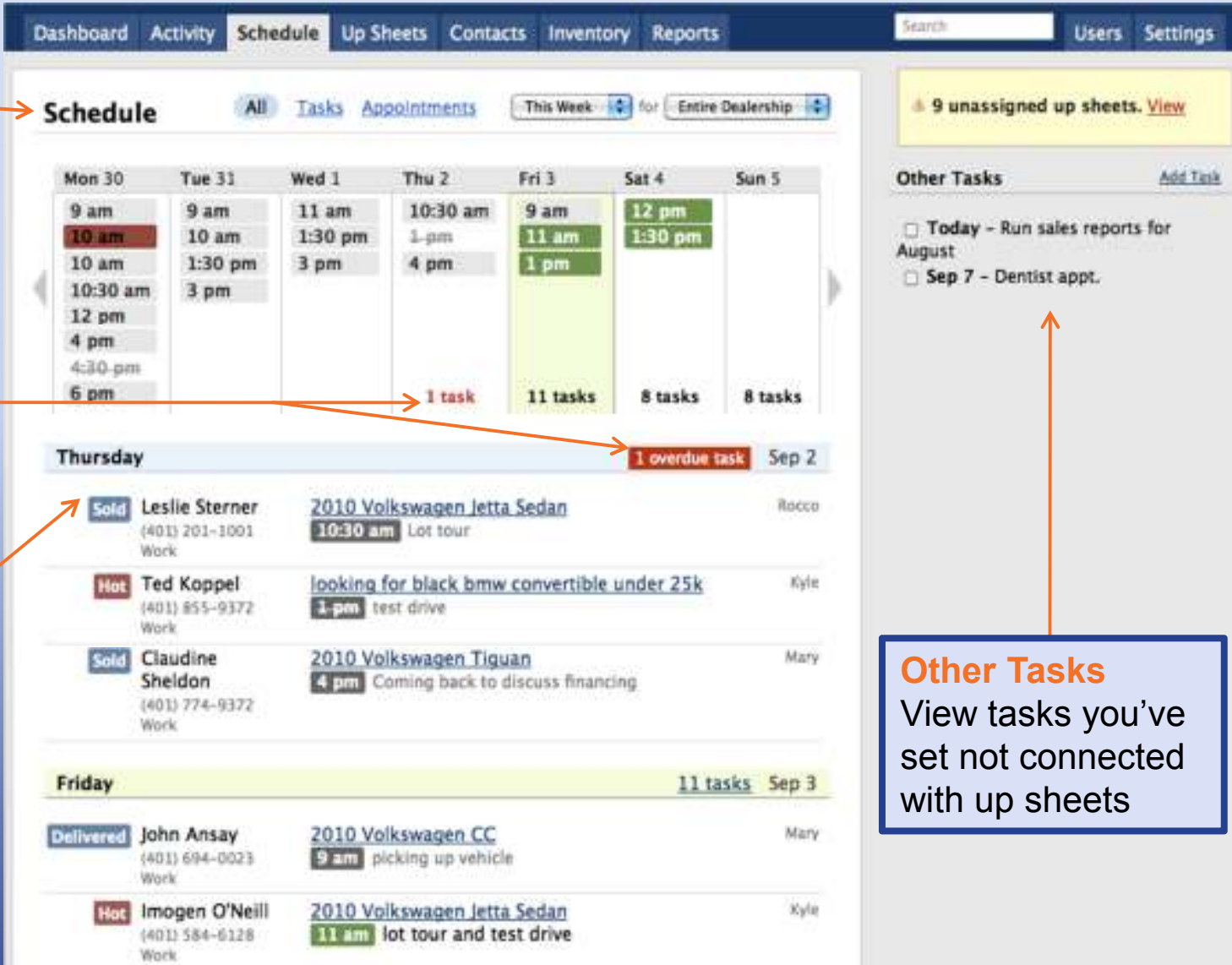
View activity for recent dates and view dealership activity by Salesperson

Real Time Sales Log

View activity including sales, deliveries, tasks, new customers, etc.

Recent Activity

Monitor the activity of each user



The screenshot shows the 'Schedule' view in the AutoRaptor CRM. At the top, there are navigation tabs: Dashboard, Activity, Schedule (selected), Up Sheets, Contacts, Inventory, and Reports. A search bar and 'Users Settings' are also visible. Below the tabs, there are filters for 'All', 'Tasks', and 'Appointments', and a dropdown for 'This Week' set to 'Entire Dealership'. The main area is a calendar grid showing days from Monday to Sunday. Each day has a vertical list of time slots. Tasks and appointments are shown as colored blocks within these slots. For example, on Thursday, there is a task at 10:30 am and an appointment at 1 pm. On Friday, there are 11 tasks. On the right side, there is a summary box for '9 unassigned up sheets' and a section for 'Other Tasks' with a list of tasks like 'Today - Run sales reports for August' and 'Sep 7 - Dentist appt.'. Arrows from the text boxes on the left point to specific elements in the interface.

Calendar View

View appointments & tasks by week or by Salesperson and choose just tasks or just appointments to view

Tasks

Click to view additional tasks and be notified of late tasks

Appointments by Day

View appointment details for today and days ahead

Other Tasks

View tasks you've set not connected with up sheets

Eagle Auto Group Logged in as Kyle Shaw [Help](#) [Logout](#)

Dashboard Activity Schedule **Up Sheets** Contacts Inventory Reports [Users](#) [Settings](#)

Up Sheets [All](#) [Unassigned](#) [Active](#) [Delivered](#) [Inactive](#) [Inbox](#)

Sort: **Recently updated**
 Recently updated
 Least recently updated
 Newest
 Oldest

Page 1 2 3 4 5 6 (of 63 up sheets)

	Vehicle	Updated
Hot Ted Koppel (401) 589-9372 Work	2010 BMW X5 Kyle	Today by Kyle
Hot Ted Koppel (401) 855-9372 Work	looking for black bmw convertible under 25k Kyle	Today by Kyle
Cold Joe Roque (401) 223-4455 Work	2009 Ford Pickups F-150 Mary	Today by Mary
Sold Claudine Sheldon (401) 774-9372 Work	2010 Volkswagen Tiguan Mary	Today by Mary
Cold Melissa Potts (401) 556-9665	2010 MINI Cooper Hardtop Rocco	Today by Rocco
Warm Taylor Lischatz (401) 888-8888 Work	2010 Volkswagen Jetta Sedan Kyle	Today by Rocco
Sold Leslie Sterner (401) 201-1001 Work	2010 Volkswagen Jetta Sedan Rocco	Today by Rocco
Hot Robin Glover	2011 BMW 3 Series Kyle	Sep 2 by Kyle
Hot Paul Marmon (401) 999-8898	2006 Honda Pilot Kyle	Sep 2 by Kyle
Hot Imogen O'Neill (401) 584-6128 Work	2010 Volkswagen Jetta Sedan Kyle	Sep 2 by Kyle
Hot Clara Ianella (401) 111-1121 Work	2010 Volkswagen CC Mary	Sep 2 by Mary
Hot Paul Brown (401) 555-8991	2010 Volkswagen Jetta Sedan Kyle	Sep 2 by Rocco

10 unassigned up sheets. [View](#)

[Add new up sheet](#)

Search
Enter a name, company, phone, or e-mail address to search for up sheets:

Filter Results

Rep:

Source:

Temperature:

New or Used:

Sold?:

Vehicle:

By Date:

New Customer

Quickly add a new up sheet

Up Sheet View

Filter your view from all to active, delivered, inactive or unassigned leads

Sort

Sort your view by date created or date updated

Lead Temperature

Easily view status of your leads

Search

Easily search by many variables

Vehicle Information

Vehicle(s) customer is interested in are connected to up sheet

Trades

Add trades with year, model, value and more

Activity

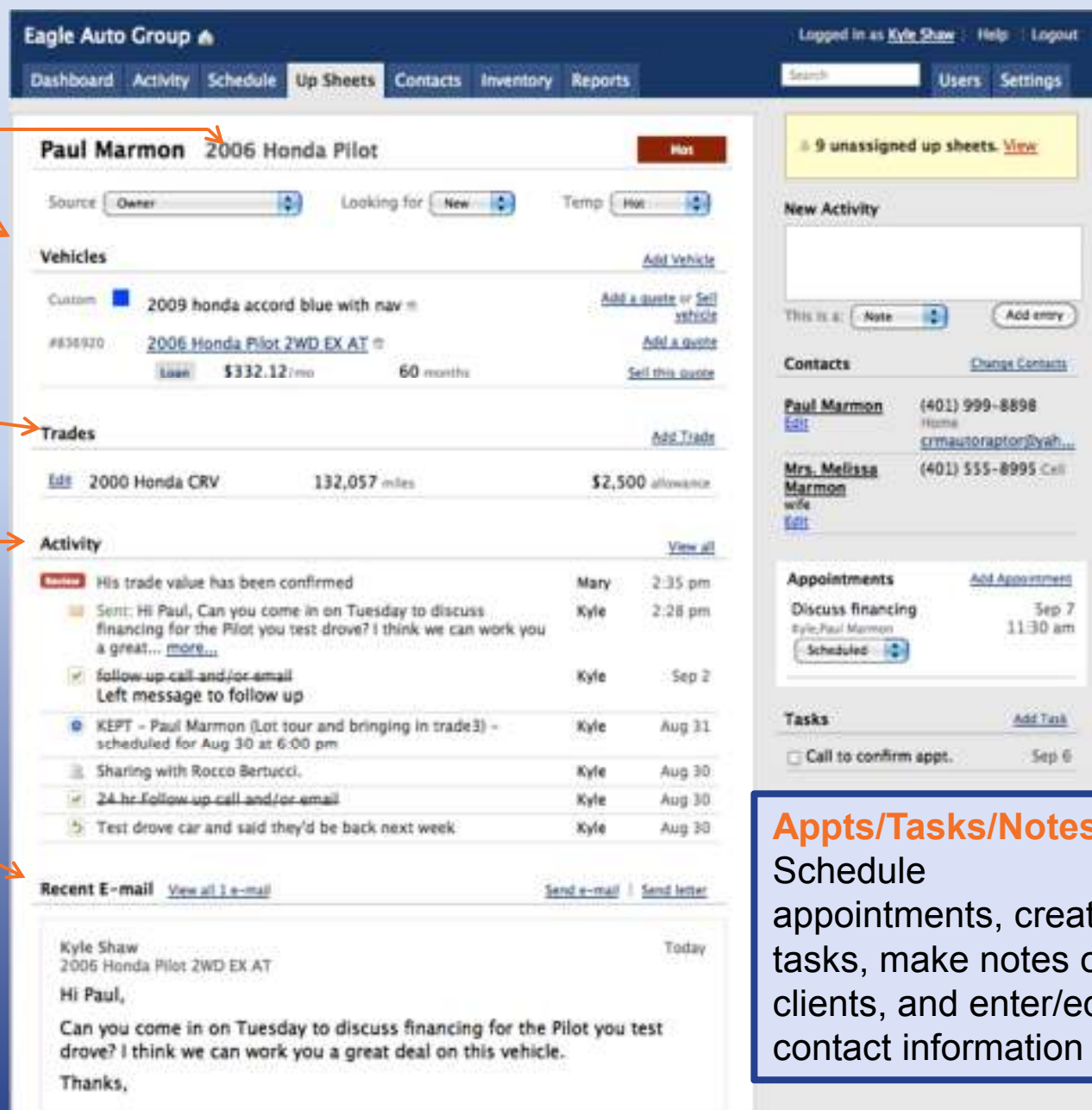
All notes, tasks, and appointment history are stored with customer information

Email

Send and receive emails within customer's up sheet; up sheet stores email history

Appts/Tasks/Notes

Schedule appointments, create tasks, make notes on clients, and enter/edit contact information



Eagle Auto Group | Logged in as **Kyle Shaw** | Help | Logout

Dashboard | Activity | Schedule | **Up Sheets** | Contacts | Inventory | Reports

Search | Users | Settings

Paul Marmon 2006 Honda Pilot Hot

Source: **Owner** | Looking for: **New** | Temp: **How**

Vehicles [Add Vehicle](#)

Custom: 2009 honda accord blue with nav [Add a quote or Sell vehicle](#)

#836920: 2006 Honda Pilot 2WD EX AT [Add a quote](#)

[View](#) | \$332.12/mo | 60 months | [Sell this quote](#)

Trades [Add Trade](#)

[Edit](#) 2000 Honda CRV | 132,057 miles | \$2,500 allowance

Activity [View all](#)

- Review** His trade value has been confirmed | Mary | 2:35 pm
- Sent: Hi Paul, Can you come in on Tuesday to discuss financing for the Pilot you test drove? I think we can work you a great... [more...](#) | Kyle | 2:28 pm
- follow-up call and/or email | Kyle | Sep 2
- Left message to follow up
- KEPT - Paul Marmon (Lot tour and bringing in trade3) - scheduled for Aug 30 at 6:00 pm | Kyle | Aug 31
- Sharing with Rocco Bertucci. | Kyle | Aug 30
- 24 hr follow-up call and/or email | Kyle | Aug 30
- Test drove car and said they'd be back next week | Kyle | Aug 30

Recent E-mail [View all 1 e-mail](#) | [Send e-mail](#) | [Send letter](#)

Kyle Shaw | Today

2006 Honda Pilot 2WD EX AT

Hi Paul,

Can you come in on Tuesday to discuss financing for the Pilot you test drove? I think we can work you a great deal on this vehicle.

Thanks,

9 unassigned up sheets. [View](#)

New Activity

This is a: **Note** | [Add entry](#)

Contacts [Change Contacts](#)

Paul Marmon (401) 999-8898
[Edit](#) Home crmautoraptor@yah...

Mrs. Melissa Marmon (401) 555-8995 Cell
[Edit](#) wife

Appointments [Add Appointment](#)

Discuss financing | Sep 7 11:30 am
Kyle, Paul Marmon
[Scheduled](#)

Tasks [Add Task](#)

Call to confirm appt. | Sep 6



Eagle Auto Group Logged In as Kyle Shaw | Help | Logout

Dashboard Activity Schedule **Up Sheets** Contacts Inventory Reports Search Users Settings

[Return to Elaine Kaplan's up sheet](#)

Quotes

for 2008 Range Rover Sport 4WD 4dr HSE Taxes | [Hide summaries](#)

Cash (deal) \$64,325.00	Loan \$871.69/mo 72 months \$20,375.00 COD	Lease \$1,793.78/mo 36 months \$3,968.78 COD
-----------------------------------	--	--

[Add cash](#) [Add loan](#) [Manual lease](#)

Loan

[Details](#) [View printable quote](#)

Term and Rate	<input type="text" value="72"/> months at <input type="text" value="12.5"/> %
Selling Price	\$64,000.00
Trade Value Down	<input type="text"/>
Trade Payoff	<input type="text"/>
Cash Down	\$20,000.00
Motor Vehicle Registration	<input checked="" type="checkbox"/> COD <input type="text" value="\$125.00"/>
Documentation Fee	<input checked="" type="checkbox"/> COD <input type="text" value="\$250.00"/>
Customer Rebates	<input type="text"/>
Other taxes	<input type="checkbox"/> COD <input type="text"/>
RI Sales Tax %	<input type="checkbox"/> COD <input type="text" value="\$0.00"/>
Financed	\$44,000.00
Monthly Payment	\$871.69
COD	\$20,375.00

10 unassigned up sheets. [View](#)

1 up sheet with unread mail. [View](#)

Your contacts have important dates in the near future. [View](#)

Contacts

Elaine Kaplan
[Edit](#)

Vehicle

[Change](#)

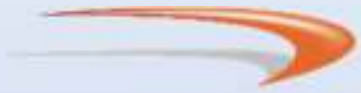
2008 Range Rover Sport 4WD 4dr HSE

Stock #	8A142573
VIN	SALSK25488A142573
List Price	\$64,000.00
Color	Bkghm Blue
Options	LIP RSE RAG

Quote Summary
View various quotes for a vehicle – cash, loan or lease

Terms
Fill in terms, trades, cash down, etc. to figure monthly payments

Vehicle Information
Easily view vehicle details



Inventory Integration

Automatically import your inventory into the system

View

See a list of all your inventory; click on stock number to see vehicle details

CARFAX/AUTOCHECK

Easily get CarFax and/or AutoCheck reports for the vehicles

Search

Search inventory by make, model, year, color, VIN or stock number; filter results by price range, mileage or age on the lot

Inventory

sort: Recently added

Stock	Vehicle	Price	Added
14104	2011 Audi A8 L	\$81,747.50	2 hours ago
H6425A	2009 Toyota Corolla Man (Nat)	\$13,144.30	20 hours ago
210854	2011 Honda Fit HB Auto Sport	\$17,473.10	22 hours ago

2010 Jetta Sedan 4dr Sdn Auto SE PZEV *Ltd Avail* [Add a new up sheet](#)

Vehicle: 2010 Volkswagen Jetta Sedan 4dr Sdn Auto SE PZEV *Ltd Avail*
 If this description appears incorrect you may [search for one that better matches.](#)

Stock #: 13462

VIN: 3VWRZ7AJ2AM007685 [CARFAX](#)

Exterior Color: Black

Interior Color: Black

Mileage: 912

Transmission: 6-Speed Automatic with OD

Type: new

Dealership: Eagle Auto Group

Date Added: Sep 7, 2010

List Price: \$23,858.00

Invoice Price:

Balance: \$0.00

History for VIN #3VWRZ7AJ2AM007685

Search Examples:

- Jetta
- explorer
- 2007 ranger
- 1999 red jetta
- SAJWABZ6269H02005 (VIN)
- 85H03734 (stock #)



Eagle Auto Group Logged in as Kyle Shaw | Help | Logout

Dashboard Activity Schedule Up Sheets Contacts Inventory **Reports** [Users](#) [Settings](#)

Sales

10 unassigned up sheets. [View](#)

Last 6 months
 Last 12 months
 2006
 2007
 2008
 2009
 2010

	Mar	Apr	May	Jun	Jul	Aug	Avg
Up Sheets	68	56	80	83	75	46	80
Sold	59	51	63	51	67	55	68
New	53%	31%	35%	48%	51%	56%	
Used	47%	69%	65%	52%	49%	44%	
Closing	87%	91%	79%	61%	89%	120%	85%
Delivered	58	52	57	52	66	51	66

Sales by Make

	Mar	Apr	May	Jun	Jul	Aug	Avg
Audi	10	4	2	-	-	-	2
BMW	9	2	3	1	12	10	6
Chrysler	1	-	3	1	-	1	1
Dodge	1	4	2	4	2	1	2

Select Report Dates

Choose time period or year for report data

Graph View

View dealership activity in graph view

Activity Data

View up sheet activity, sold and delivered vehicles for each month

Detailed Data

View sales by Make or Source

Campaign Lists

Create lists from your contacts in AutoRaptor to filter out a select group to whom to send an e-blast

Sample Newsletter/Sales E-Blast

Use an existing template or type in an email to send permission-based e-blasts

*The email campaign is an added feature provided for an additional fee

Eagle Auto Group

Dashboard Activity Schedule Up Sheets Contacts Inventory Campaigns Reports

New Campaign List

Name:

This list should include: 10 contacts selected

Further filter contacts by those:

- Located within miles of the zipcode
- Purchased or were interested in a specific vehicle or vehicles

Examples: Ford Focus, Chevy, 2009 Blazer. You may separate multiple vehicles with commas.
- Purchased:
- Loan or lease reaching maturity

or

Eagle Auto Group

Dashboard Activity Schedule Up Sheets Contacts Inventory Campaigns Reports

New Campaign

Name:

Use template:

Dear {FIRST_NAME},

Xyle Shaw
Manager-Eagle Auto Group
179 Innesminister St
Providence, Rhode Island
02903

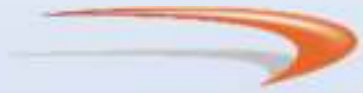
Congratulations on the purchase of yo...
Outgoing test letter
Referral request letter
Reply to inquiry on a particular vehicle
Salesperson's intro letter
Thank you for choosing us for your ne...

Available Data To
{FIRST_NAME}
{LAST_NAME}
{EMAIL_ADDRESS}
{PHONE}
{CONTACT_VEHICLE}

Deleting any of the data tags above will insert them into your content.

Note
Show our extensive tag library...

Any web addresses will be linked automatically in the e-mail that's sent. We want to send a red before the campaign gets out so you can make sure everything looks just right.

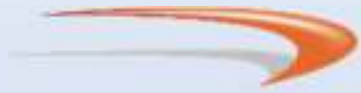


AutoRaptor on the go!

Put your dealership in the palm of your hand.

Access Up Sheets and e-leads right from your phone. Sell more cars: anytime, any place.





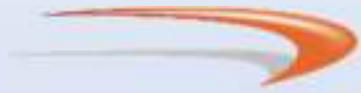
AutoRaptor is a Member of these Automobile Associations:



Contact:

888-421-6533

www.autoraptor.com



Affiliates of AutoRaptor

Below are listed some of our major affiliates;
AutoRaptor also works with various other Dealer Management Systems
and Inventory Lead Providers



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www.autoraptor.com