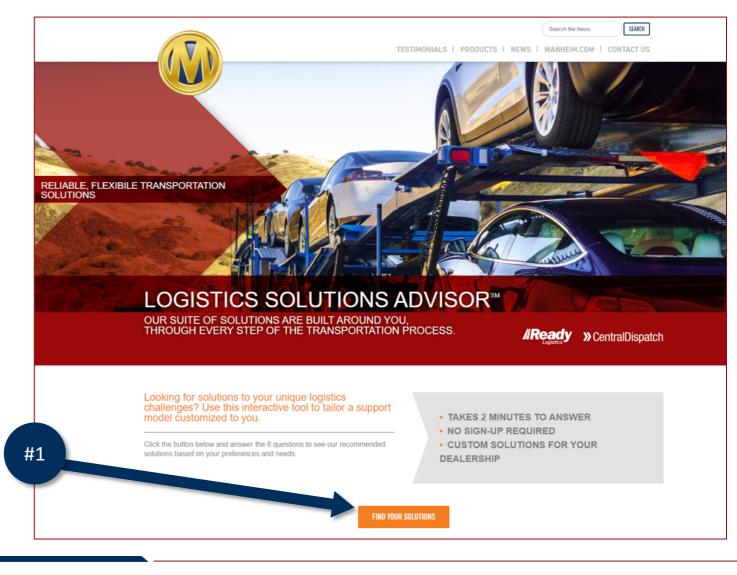
Logistics Solutions Advisor Overview



• The Logistics Solutions Advisor helps you and your clients become more familiar with Manheim's full-service and selfmanaged solutions offerings.

LOGISTICS

- The Solutions Advisor recommends specific services for your dealership based on your unique vehicle shipping preferences and usage.
- Use the Solutions Advisor to simplify logistics for your dealership by tailoring a support model customized to you.



| #2 | Search the News SEARCH |
|---------------------------------------|---|
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| 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | |
| | |
| | TICS SOLUTIONS ADVISOR [®] |
| Our suite of so | olutions are built around you, through every step of the transportation process. |
| | |
| 4 | |
| | 1. Which describes your preference for pricing? |
| | ✓ Select an answer Just give me a quote per unit |
| | I'll negotiate with the carriers myself I have unique shipping needs (high volume, specialty units, SLAs) 2. wren ordering transportation, I prefer to: |
| | Select an answer |
| | 3. When it comes to tracking my shipments: |
| | Select an answer |
| | · · · · · · · · · |

Clients will answer a series of eight questions, providing insight on their preferences and current usage.

Preferences being evaluated:

- Order placement
- Service & support
- Pricing

#3

• Tracking & visibility

- Shipping volume
- Average distance
- Satisfaction with current provider

LOGISTICS SOLUTIONS ADVISOR⁵⁴

Based on your answers, we're recommending Central Dispatch (self-managed logistics) as most likely to fit your needs. Below, you'll find more specific recommended solutions for each phase of the transportation process, some of which may even be a Ready Logistics (full-service) offering. Many dealers prefer to use a mix of self-managed and full-service solutions. You're also welcome to explore the additional offerings below.

OUR RECOMMENDATION CentralDispatch

Based on client's preferences, the logic built into Solutions Advisor generates recommendation on Full-Service (Ready Logistics) or Self-Managed (Central Dispatch) solution.

#5

A recommended solution, along with additional offerings, is provided for each phase of the transportation process

ORDER PLACEMENT

YOUR SOLUTION

»CentralDispatch CentralDispatch.com & Manheim.com Integration

#4

Whether you need to ship one or 100 cars, **Central Dispatch** has a service tier built for you. Post individually, use the auto-uploader tool or even post the purphased vehicle directly from **Manheim**.

TESTIMONIALS | PRODUCTS | NEWS |

ADDITIONAL OFFERINGS

Multiple Digital Platforms

Client Services Team

Standard & Custom Built Solutions

| Г | ADDITIONAL OFFERINGS | |
|---|---|-----------------------|
| | Fully-Vetted Carrier Network | (+) |
| | Client Services Team | (+) |
| | Ready, Set, Pause | (+) |
| | Ready, Set, Pause | $\left(\times\right)$ |
| | Subscribers to DealShield's 360 guarantee who transport with Ready Logistics can pause the of coverage while the vehicle is in transit. Available only with our full-service (Ready Logistics) | |
| | Dedicated Account Management | (+) |

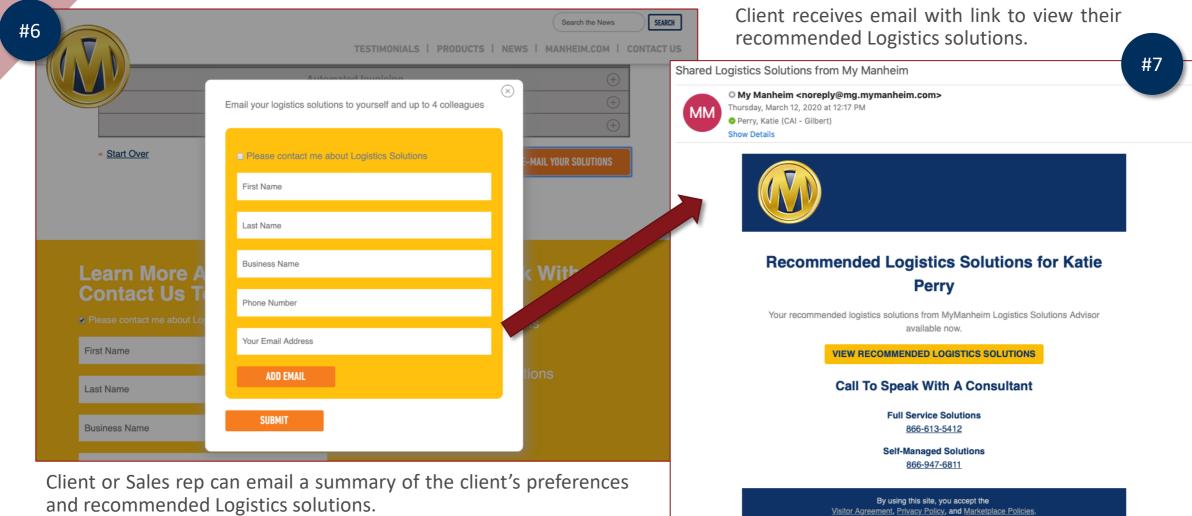
Additional Offerings can be expanded and collapsed to explore the full suite of Manheim Logistics solutions.

- Order placement
- Inventory tracking & reporting
- Service & support
- Pricing
- Settlement



LOGISTICS





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Client can request to be contacted by a Sales rep. Submitted leads are funneled into Salesforce, where rep can view client's preferences and recommended solutions prior to contacting client.

| S | Search the News Search the News | |
|---|--|--|
| Learn More And Contact Us Today | Call To Speak With A Consultant | |
| Please contact me about Logistics Solutions | Full Service Solutions | |
| First Name | 866-613-5412 | |
| Last Name | Self-Managed Solutions 866-947-6811 | |
| Business Name | | |
| Phone Number | | |
| Your Email Address | | |
| SUBMIT | | |

