

# 360 AGENCY

GROUP OF COMPANIES

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SM360 

CA360 

net  media  
360

HUMANIFY 

  
FIDELITIX

# 360 AGENCY

Mark Vallée

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Senior Vice President of Business Development



**C360**

MEMBER OF THE ALLIANCE

**SM360**

MEMBER OF THE ALLIANCE

# GMCC - Digital Retailing Webinar

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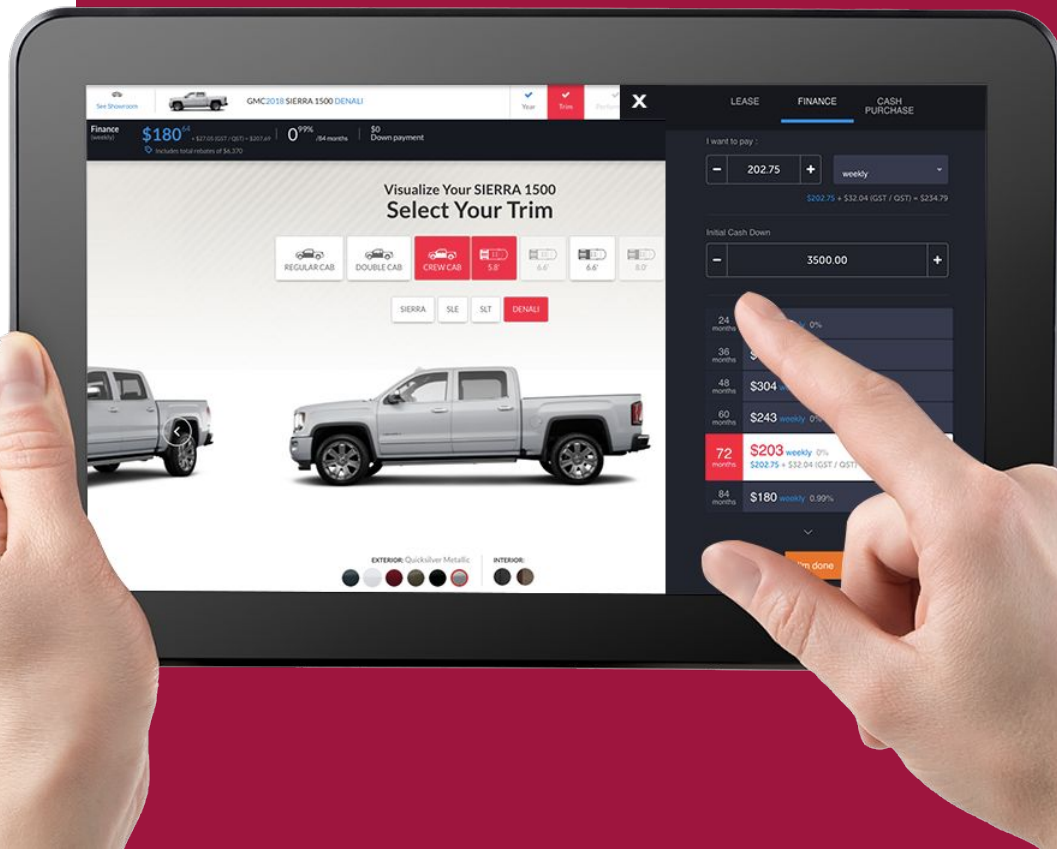
Showroom360 V2 New & Pre-Owned Vehicles



# ENABLING ONLINE SALES

## A CONNECTED EXPERIENCE

- Customer's account
- Saved vehicles
- Integrated Trade-In with CBB integration
- Online Credit application
- Payment calculator
- Online F&I
- Credit card check-out
- New Car configurator
- Integrates with CRM 360
- New and Used vehicles, with OEM incentives and CPO rates
- Desking360 integration



Showroom360 Digital Retailing is fully integrated to the dealers new and used vehicles inventory, providing Models, Options, and Pricing Accuracy.

Focus on the customer journey!

- Inventory search and filtering options
- Payment calculator, features, options and accessories
- Dynamic fine prints for Consumers Protection Act compliance

The screenshot displays a digital car dealership interface. At the top, navigation links include 'New Vehicles', 'Used Vehicles', 'Special Offers', 'Service & Parts', 'Financing', 'Renting', and 'Compare'. A prominent banner reads 'BUY ONLINE SHOP WITHOUT ANY STRESS Buy your new vehicle online'. Below this, the main heading is 'New Inventory for Sale at Peter Boyer Chevrolet Buick GMC Ltd'.

The interface is divided into several sections:

- Filters:** Located on the left, it includes sections for 'Price' (ranging from \$14,000 to \$91,000), 'Bodystyles' (with icons for Coupe, Hatchback, Pick-up, and Sedan), 'Makes' (with a dropdown menu), 'Models', 'Years' (ranging from 2016 to 2020), 'Transmissions' (Automatic and Manual), 'Fuel types' (Diesel and Gasoline), and 'Restrains' (All-wheel Drive, 4-wheel Drive, and Rear-wheel Drive).
- Vehicle Grid:** The main area shows a grid of vehicles. Two 2020 Terrain SUVs are highlighted with their lease prices: \$482.04/week and \$476.33/week. Other vehicles shown include a 2020 Sierra 1500 pickup truck, a 2020 Canyon pickup truck, and a 2020 Buick Encore Sport Touring.
- Vehicle Detail View:** The right side shows a detailed view of the 2020 Buick Encore Sport Touring. It features a large image of the car, a 'Payment calculator' section with a 'GET THE BEST PRICE' button, and a 'PREPARE YOUR VISIT' button. The lease price is \$83.59/week. A red callout box points to a 'Saving option' in the 'Accessories' section, which is highlighted in red.

The callout box contains the text: 'Saving option, Access to dealers' photos, Engaging call-to-actions, Dynamic fine print'.



## Menu Selling F&I Module

With our unique approach, dealers can package their most profitable Finance and Insurance products in a simple and easy-to-navigate interface.

Consumers can take their time, compare packages, and educate themselves on the value of the different products and services offered by the dealer.

1

REVIEW CHECKOUT FINANCING PROTECTIONS

### Protect Your Investment Before You Hit the Road

Browse through the retailer's packages, divided into categories and priced on the selected term, frequency, and rate

- Extended Warranties  
1 selected | [Modify](#)
- Protection Plans  
1 selected (2 protections included) | [Modify](#)
- Insurance Options

2020 BUICK ENCORE SPORT TOURING

Total Price **\$29,748**

PROTECTIONS  
0 PROTECTION(S) SELECTED

ACCESSORIES AND OPTIONS  
0 ACCESSORY(S) SELECTED

LEASE DETAILS [Details](#)

Payment (Weekly) **\$96.11**  
Taxes included

DUE AT DELIVERY [Details](#)

### Warranty

4 years / 80 000km **\$2<sup>49</sup>** - \$5.27 / MSRP / QTD - \$2.85 [Select](#)

[See less](#)

4 years / 80 000km

The extended warranty covers:

- Engine
- Climate Control
- Security System
- Brakes
- Electrical
- Suspension
- Steering
- Fuel system

La couverture de base sur les systèmes ci-haut est de 3 ans / 60 000km.

5 years / 100 000km **\$4<sup>19</sup>** - \$5.63 / MSRP / QTD - \$4.62 [Select](#)

[Learn more](#)

6 years / 100 000km **\$4<sup>51</sup>** - \$5.69 / MSRP / QTD - \$5.30 [Select](#)

[Learn more](#)

6 years / 160 000km **\$6<sup>73</sup>** - \$1.07 / MSRP / QTD - \$7.74 [Select](#)

[Decline protections](#) [BACK](#) [DONE](#)

3

Expand to learn more, we can even customize the description and add links to brochure (pdf) or video

Always accessible, you have the summary of your transaction

Protection

**Bronze**

Protect your vehicle from theft. (Intensive Antitheft Marking®)

\$1<sup>27</sup>

+ \$0.19 (GST / QST) = \$1.46

[Select](#)

[See less](#)

Intensive Antitheft Marking®

Engraving that's neat, discreet—and effective.

Our patented Intensive Antitheft Marking® involves etching a unique alphanumeric code on main vehicle components. This code, which is associated with the vehicle identification number (VIN) and stored in a secure database, makes it possible to trace the rightful owner. Access to Sherlock databases is restricted to law enforcement personnel, insurance company investigators, and border services agencies. But proof of your vehicle's Sherlock protection will be visible to those in the know, in the form of our discreet but distinctive "golden crab" logo.

Non-transferable

**Silver**

You want to protect the exterior appearance of your vehicle from the harsh climate. (Lease Guard, Intensive Antitheft Marking®)

\$4<sup>64</sup>

+ \$0.69 (GST / QST) = \$5.33

[Select](#)

[Learn more](#)

**Gold**

Drive with peace of mind knowing that you are covered against road hazards and bad weather. (Lease Guard, Intensive Antitheft Marking®, Paint Protection, Interior Protection)

\$8<sup>88</sup>

+ \$1.33 (GST / QST) = \$10.21

[Select](#)

[Learn more](#)

[Decline protections](#)
[BACK](#)
[DONE](#)

Insurance

**Credit Life Protection**

Pays off the balance of your vehicle loan obligation in case of unforeseen life events.

Price on demand (we will contact you)

[Select](#)

[See less](#)


Credit Life Protection

Pays off the balance of your vehicle loan obligation in case of unforeseen life events.

- Leaves your estate with the asset of the vehicle vs. the liability of the debt
- Maintains the value of all your other insurance policies
- It's affordable peace of mind

**Critical Illness**

Offer custom packages or bundles of most profitable products and services



Member by [SMB] (vehicle access)

2020 GMC TERRAIN SLE

Front-Wheel Drive • Automatic 9 speed

<b>Total Price</b>	<b>\$34,938</b>
<b>PROTECTIONS</b>	<a href="#">Details</a>
0 PROTECTION(S) SELECTED	
<b>ACCESSORIES AND OPTIONS</b>	<a href="#">Details</a>
4 ACCESSORY(S) SELECTED	
Total	\$1,840
<b>LEASE DETAILS</b>	<a href="#">Details</a>
<b>Payment (Weekly)</b>	\$71.36
	Taxes included
Trade-In Value	\$5,100
Cash Down	\$2,000
<b>DUE AT DELIVERY</b>	<a href="#">Details</a>



**360 AGENCY**  
GROUP OF COMPANIES

# SHOWROOM 360-V2

SELLING VEHICLES 100% ONLINE

Offer your customers the opportunity to buy a new or pre-owned vehicle 100% online.

**\$1 250**

per site / per month

\*RouteOne Integration not included

NO SET-UP FEE

SHOWROOM 360-V2, Our Digital Retailing Platform Includes:



### The purchase of new vehicles 100% online

Linked to your complete inventory of new vehicles, SHOWROOM 360-V2 allows you to properly merchandise your in-stock models online with the right manufacturer programs and incentive plans. (Includes both configurator and inventory)

À la carte = \$675 / monthly



### The purchase of pre-owned vehicles 100% online

A self-service platform allowing your consumers to choose their payment options, term, down payment that best suits their needs, and to adjust the final price.

À la carte = \$350 / monthly



### Instant Trade-In Evaluation

TRADE 360 full integration with Canadian Black Book, allows your customers to estimate the trade-in value of their vehicles through your website and include the trade-in value in the payment calculation of their next vehicle.

À la carte = \$300 / monthly

OPTION AVAILABLE



### RouteOne Integration \$50 / monthly

With the SHOWROOM 360-V2 Credit Application's full integration with RouteOne, your consumers can apply for financing entirely online through a secure and fast application.

\*Not included in the full offer

SHOWROOM 360 V-2 Bundle <small>Includes New, Used, Trade-In</small>	NEW	PRE-OWNED	TRADE 360	RouteOne
\$1250 / monthly*	\$675 / monthly	\$350 / monthly	\$300 / monthly	\$50 / monthly

SERVICES <small>(Price per site / per month)</small>		BASE <b>\$1,099</b>	PREFERRED <b>\$1,399</b>	PREMIUM <b>\$1,799</b>
	<b>SHOWROOM 360 (V2) - New Cars</b> Online sales for automotive retailers	Not available	<b>\$675</b> per site/per month <small>No Upfront Investment</small>	<b>\$675</b> per site/per month <small>No Upfront Investment</small>
	<b>SHOWROOM 360 (V2) - Pre-owned Car</b> Online sales for automotive retailers	Not available	<b>\$350</b> per site/per month <small>No Upfront Investment</small>	<b>\$350</b> per site/per month <small>No Upfront Investment</small>
	<b>TRADE 360 (Stand alone)</b> with Canadian Black Book Integration	<b>\$399 per site/per month</b> <small>No Upfront Investment</small>		
	<b>TRADE 360 (with SHOWROOM 360 V2)</b> Includes Canadian Black Book Integration	Not available	<b>\$300 per site/per month</b> <small>No Upfront Investment</small>	





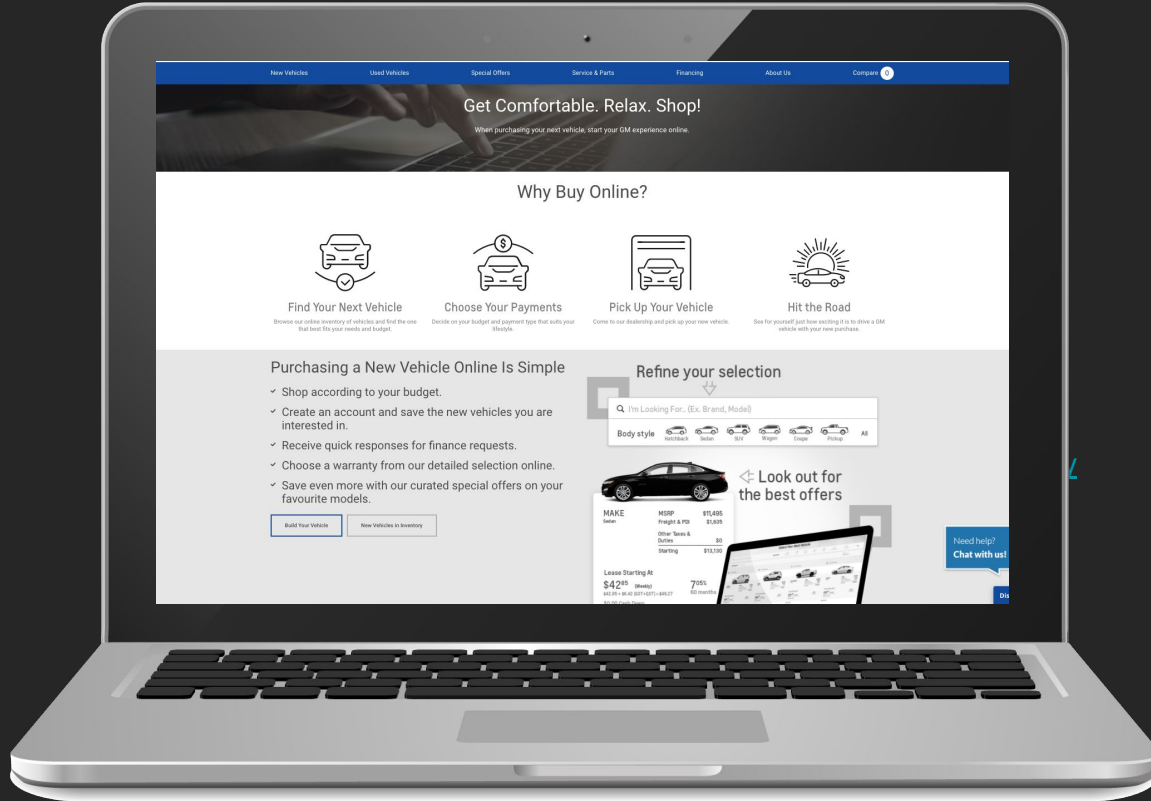
SHOWROOM360-V2



XMS360



SHOWROOM360



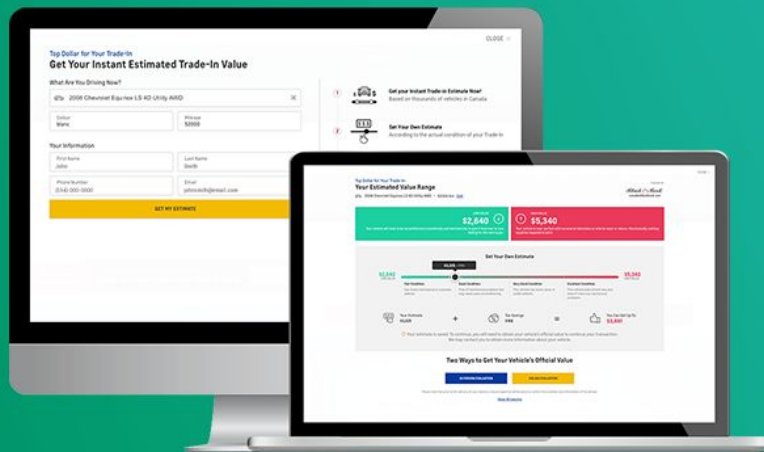
CRM360



PIX360



TRADE360



# TRADE 360

Online Trade-In Estimator

Allow your customers to estimate the trade-in value of their vehicles directly through your website.

START NOW

## Your vehicle trade-in value estimate range

Powered by Canadian Black Book



**LOW Value**



**HIGH Value**

Your vehicle will need to be reconditioned cosmetically and mechanically to give it that new-to-you feeling for the next buyer.

**\$25,311**

Your vehicle is near-perfect with no exterior blemishes or interior wear or odours. Mechanically, nothing would be required to sell it.

**\$28,400**

### Your vehicle estimate will be added to your quote

 2012 Mercedes-Benz E-Class E350 2D Cabriolet • 31298 Km [Change](#)

Your Estimate

**\$26,800**

**\$25,311**

Fair Condition

Has Some mechanical or cosmetic defects

Good Condition

Free of mechanical problems but may need some reconditioning

Very Good Condition

This vehicle has minor wear or visible defects

**\$28,400**

Excellent Condition

This vehicle looks brand new and doesn't have any mechanical problems

 MY TRADE-IN

 FINANCE

MY PROGRESS 

 Save up to 01:30 Hours at the Dealership

Get a Fair Value for Your Trade-In  
It's Fast and Easy

- ✓ Get the Best Value
- ✓ Get Your Tax Credit
- ✓ Apply It to Your Transactions

Get an Official Evaluation

Please note that prior to the delivery of your vehicle, a visual inspection will be done to confirm the condition and information of the vehicle



Save  
**40 min.**  
at the  
Dealership

Summary

Contact

Tracking

Vehicle

Trade In

Financial Information

Documents

## 3 VÉHICULES D'ÉCHANGE

[Ajouter un véhicule d'échange](#)

Honda CR-V LX-2WD 2013  
114,600 km

✓ Rapport de Condition complété



2015 Honda Civic  
64,600 km

✓ Véhicule accepté dans une transaction



2015 Honda Civic  
64,600 km

Supprimé par le client



Véhicule que M. Laurance conduit  
actuellement:



2017 KIA SORENTO LX  
26,000 km  
(en date de 25 avril 2018)

Évaluer



Historique de service

Work Order au service \$1,290

Dernier service le 25 avril 2018  
TOTAL SERVICE: \$680



2013 HONDA CIVIC  
À valider km

Évaluer



Historique de service

Dernier service le 03 septembre 2015  
TOTAL SERVICE: \$680

Prochain Service le 05 Août 2018

#VIN : LMK9024652158646

## HONDA CR-V LX-2WD 2013

ODOMETRE  
114,600 km

COLOR EXT.  
Gris

COLOR INT.  
Noir

PACKAGES

Cuire, Package Lorem Ipsum, Dolor assit met

RAPPORT DE CONDITION

12/13 questions répondu

[Visualiser](#)

6 PHOTOS



Notes sur les véhicules

Le propriétaire de ce véhicule est différent du contact



Valeur Estimé / Range

cbb

\$10,950

\$12,100

Valeur basse

Valeur haute

Estimé Client :

\$11,100

Dette

\$1,290

Retour de location

Valeur officielle:

vAuto Envoyer à vAuto

Évaluer ce véhicule

Demander une évaluation

Last Modification: Septembre, 2018

Évaluations Précédents

[Voir](#)



CHAT360



**+43%**  
ADDITIONAL  
SALES

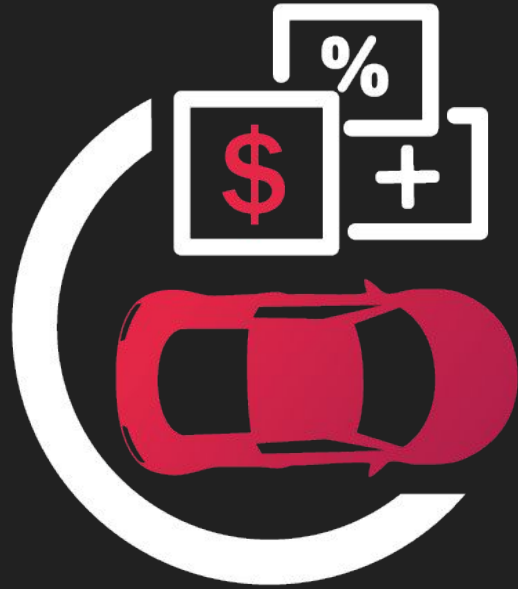
## CHAT 360

Our own managed and connected instant messaging system

Offer a great customer experience while generating quality leads.

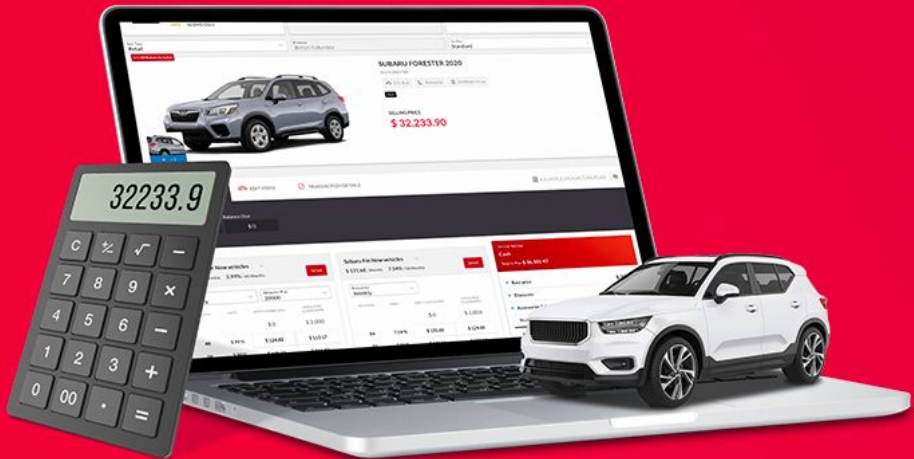
SWITCH TO CUSTOMER RELATIONSHIP 3.0





**DESKING 360**

**“A transparent and  
seamless customer  
journey.”**



# DESKING 360

The revolutionary sales tool

This innovative product integrates quotes into the entire 360.Agency ecosystem. Save precious time, and drive sales forward with a seamless and transparent customer experience.

Available at dealerships soon...



An interactive and transparent relationship between buyers and sellers



Quick access to quotes via leads saved in CRM 360.



Full integration with the XMS Pro 360 ecosystem for a seamless experience.



Combine with Showroom V2 Digital Retailing to revolutionize the car purchasing journey.

## With **DESKING 360**:

- Collaborate with your customers and create ultra-personalized quotes
- See the vehicles your potential buyers have saved in their “Virtual Garage”
- Offer similar vehicles in your inventory
- Incorporate the trade-in value of the previous vehicle
- Easily modify a quote
- Provide quotes to undecided buyers online
- Validate the transaction online or at the dealership

The screenshot displays the DESKING 360 software interface, which is used for managing customer relationships and vehicle sales. The interface is divided into several sections:

- Contact Information:** Shows details for a customer named Chris, including a missing driver's license, phone number (438-101-0202), and email status (No Email).
- Deal Information:** Displays the vehicle model (SUBARU FORESTER 2020) and its selling price (\$32,233.90).
- Payment Options:** A table showing various financing plans with columns for months, rate, with-cash-down, and simulated cash-down.
- Subaru Fin New Vehicle Method:** A breakdown of the total price, including base price, discounts, and accessories & options.

MONTHS	RATE	WITH CASH-DOWN	SIMULATED CASH-DOWN
48	3.99%	\$124.82	\$113.17
39	2.99%	\$130.77	\$116.87
	2.99%	\$134.26	\$119.25
	2.99%	\$142.88	\$121.89

Item	Amount
Base price	\$32,940
Discounts	-\$1,000
Accessories & Options	\$293.90
Protections	\$0
<b>Selling price</b>	<b>\$32,233.90</b>

CRM 360

Status In Process

Id 3282625

Type Meeting with Sales (us

Source Walkin

[See quote\(s\)](#)

30213 Erikia Duplant

Actions: + Create Lead, + Refresh Leads

Activity Log

Date	Time	Activity	Status
Jan 23, 2020	2:06:36 PM	Missing Next Activity	Status In Process
Jan 23, 2020	2:53:22 PM	Missing Next Activity	M 3202424
Jan 23, 2020	2:06:21 PM	Missing Next Activity	Type Meeting with Sales Source Walkin
Jan 23, 2020	2:50:50 PM	Missing Next Activity	M 3202423
Jan 23, 2020	1:25:54 PM	Missing Next Activity	Type Meeting with Sales Source Walkin

LEADS - DANI HAW


Summary | Contact | Tracking | Vehicle | Trade In | Finance Info | Documents | Anti-Spoof | Quote

CLIENTS GARAGE

Subaru Crosstrek 2019

Subaru Crosstrek SUV Limited w/ EyeSight 2019

Stock # 5119290 VIN # JF30CANG400002058



LEASING AT

**\$ 111.26** / Weekly **1.99%** for 48 Months

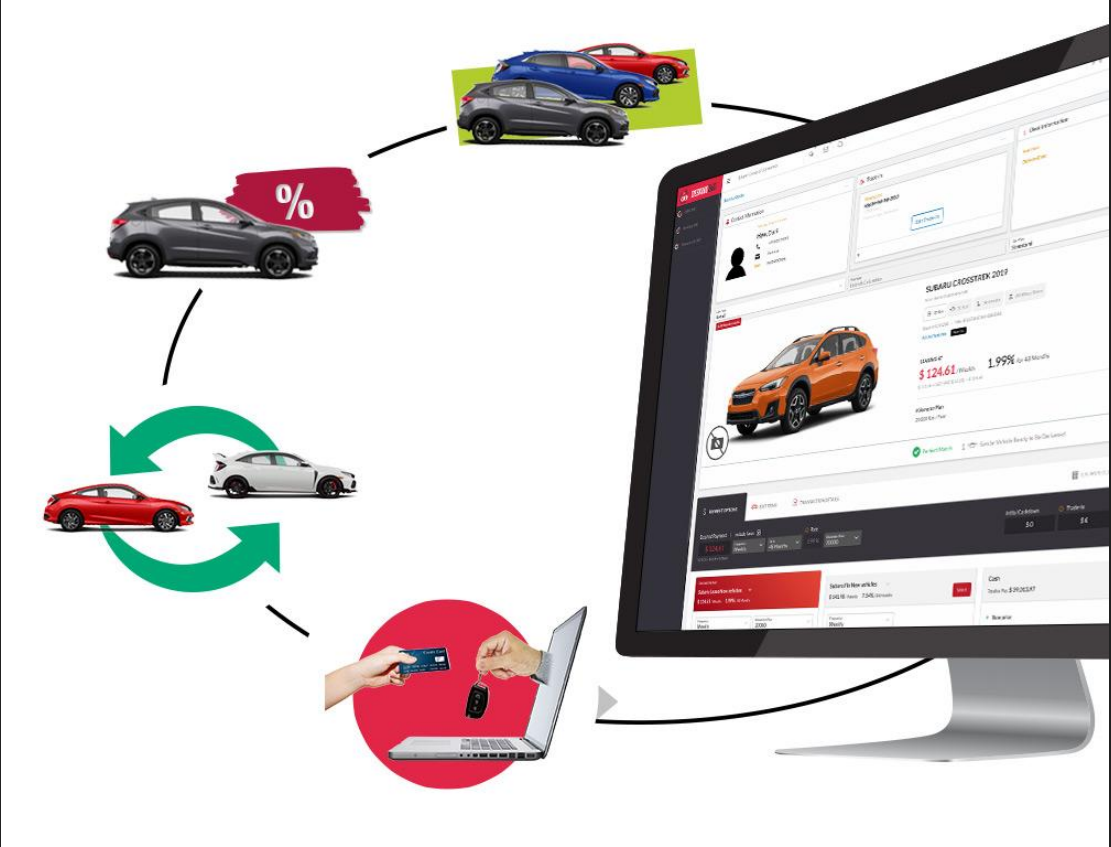
Kilometer Plan  
20000 Km / Year

Lease Payment Summary

+ Base price	\$ 35,540
+ Discounts	-\$ 500
+ Accessories & Options	\$ 293.90
+ Protections	\$ 795
<b>Selling price</b>	<b>\$ 36,128.90</b>
Trade in allowance	\$ 0
Taxes	\$ 0
Trade in balance due	\$ 0
Protections ( taxes incl)	\$ 0
Other fees ( taxes incl)	\$ 0
Rebates	\$ 0
Cash-down	\$ 0
<b>Total to pay</b>	<b>\$ 36,128.90</b>
+ Excluded amounts	\$ 0
Taxes	\$ 0
Rebates	\$ 0
Cash-down	\$ 0
+ Deposit	\$ 124.61
<b>Due at delivery</b>	<b>\$ 124.61</b>

Open in Desktop 360

**DESKING** 360 works in synergy with the XMS Pro 360 web management platform:







Use the  
link below  
to watch  
our video



<https://360.agency/en/solutions-for-dealership/customer-relationship-management/desking-360-sales-tools/>



**360** AGENCY

**QUESTIONS**



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