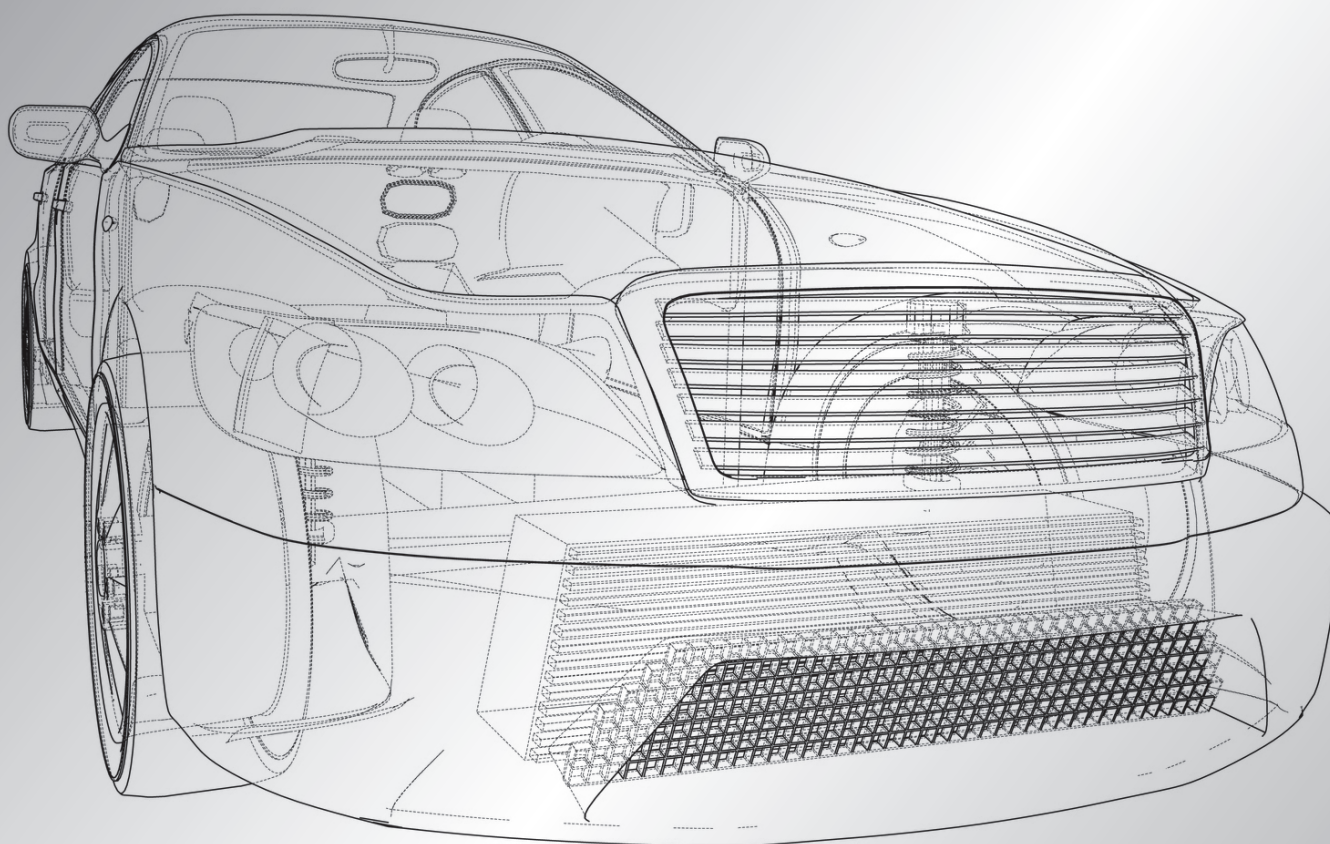


# When Considering Reconditioning Software for Your Auto Dealership



[www.rapidrecon.com](http://www.rapidrecon.com)

## YOU'RE IN GOOD COMPANY

Congratulations! You've decided to advance your dealership's used car business by improving its reconditioning efficiencies through automation.

### Now what?

Few people like change — and change to daily habits the least, so include your team in your planning.

- Staff will appreciate how their engagement with this software will make their work more predictable and profitable for themselves and their dealership.
- Managers will manage their people, processes, and outcomes using precise, real-time communications and performance tracking and accountability features.
- By working together to build advanced reconditioning, your team will increase inventory turn, reduce costs, and get cars ready to sell faster.



### Dealers install reconditioning software for a variety of reasons:

- To gain clarity into and accountability of what goes on in vehicle reconditioning.
- To command control of internal mechanical, parts, and detailing people, processes, and costs - and view those metrics in real-time reports.
- To improve two-way communications and activity tracking to reduce miscommunication and confusion.
- At-a-glance know where every car is in the recon process — whether still waiting for reconditioning, moved to frontline-ready status - or parked on a remote lot.



### Rapid Recon Data Reports:

- Identify and remove process time-delay obstacles and inefficiencies
- Pinpoint exact vehicle (and key) locations
- Manage vendors and sublets with the same precision and control you want for your internal reconditioning, and,
- Stimulate productivity and job satisfaction - and get cars sale-ready faster.

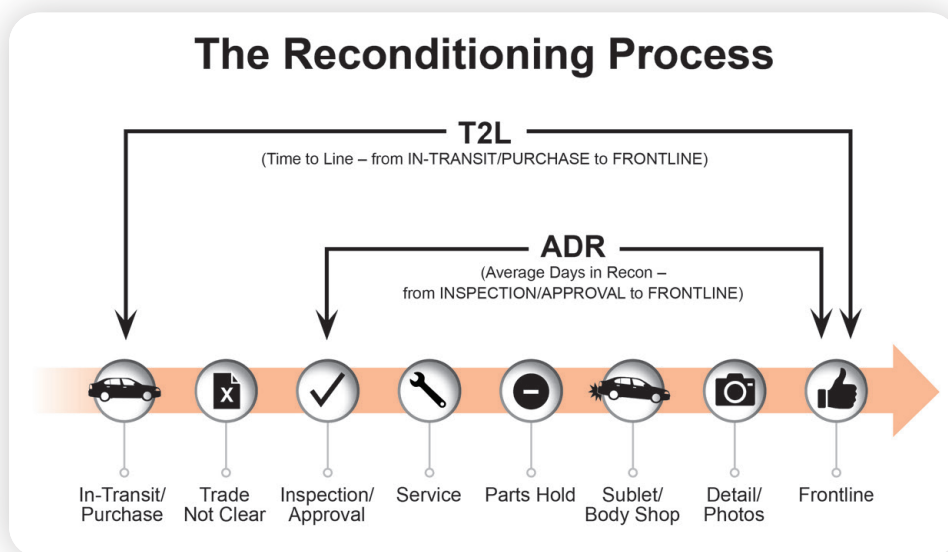


Figure 1: Your two key recon efficiency metrics you want to measure — time to line and average days in recon



### NOW YOU CAN:

- Quickly identify and resolve people and process bottlenecks in the workflow
- Leverage precise data to know which people, having the right skills, should be assigned to which tasks to improve their performance and produce workflow efficiency and quality.
- Enjoy a unique rhythm and flow from your reconditioning and used car departments, instilling confidence in everyone tasked to deliver faster T2L.

Be assured that when you choose Rapid Recon as your reconditioning software solution, we'll drive this road with you every mile — now, and for all the miles ahead.

#### WATCH THIS VIDEO

[https://youtu.be/eZd5Ru\\_La9k](https://youtu.be/eZd5Ru_La9k)

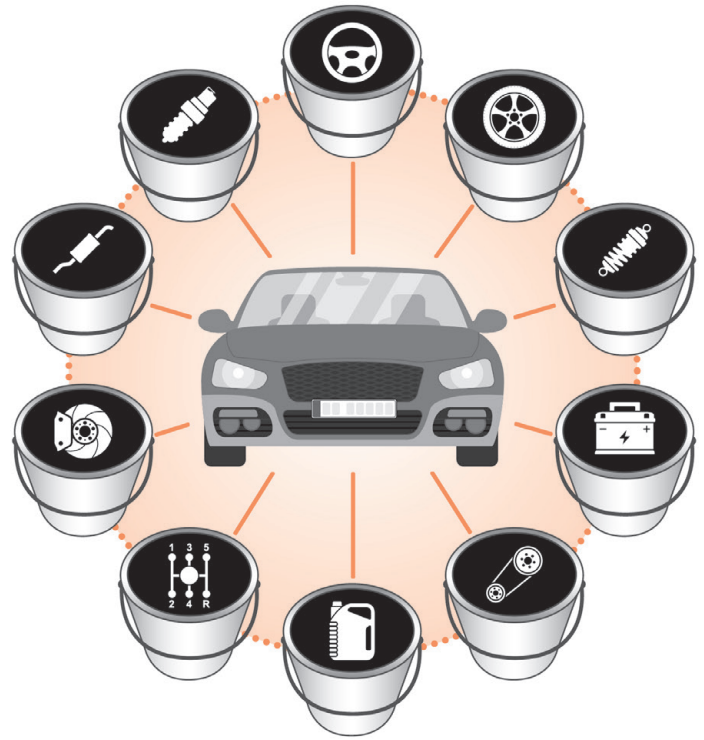


Figure 2: Put your eyes and touch on every aspect of reconditioning, using desktop or mobile devices anywhere.



## 5 STEPS TO BUILDING AN EFFICIENT RECON DEPARTMENT

1. Give recon autonomy, reporting to fixed ops.
2. Appoint one individual as recon team lead in charge of decisions and performance reporting and accountability.
3. Hire ASE-certified internal techs able to inspect and diagnose vehicle issues. New-car certifications are unnecessary.
4. Set up a recon-only parts department, perhaps sourced and staffed by an on-site employee of a local supplier.
5. Hire porters so you're not asking sales to run cars around; they lose selling time doing so.



**A best-practice clock-time model looks like this:**

Who	What	Clock Time Best Practice
Advisor/ Technician/ Photographer (for immediate online posting; replaced with final photos later)	Inspection, RO, Mechanical	4 hours
Used Car Manager	Approval	Under 15 minutes
Dispatch-Advisor	Shop Loading, Project Management	1 hour
Detail	Cosmetic Detail, Delivery Prep	4 hours
Digital Specialist	Online Photos/Web Upload	4 hours

## WHEN CONSIDERING RECONDITIONING SOFTWARE

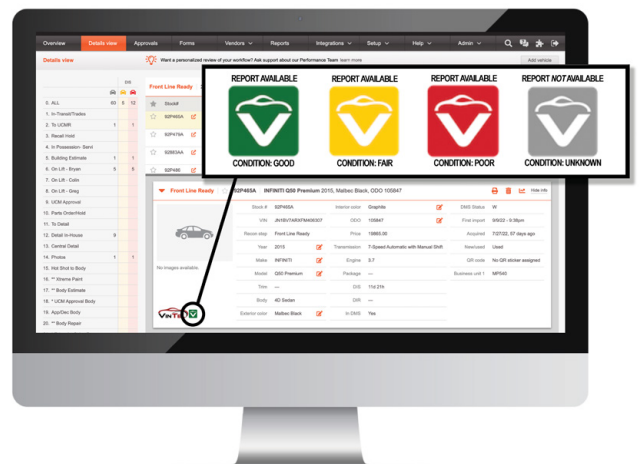
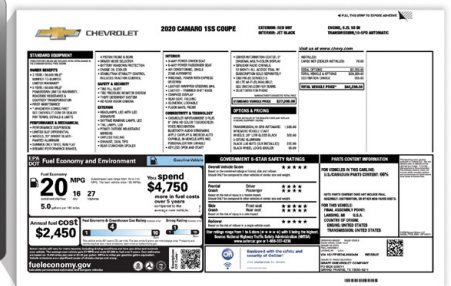
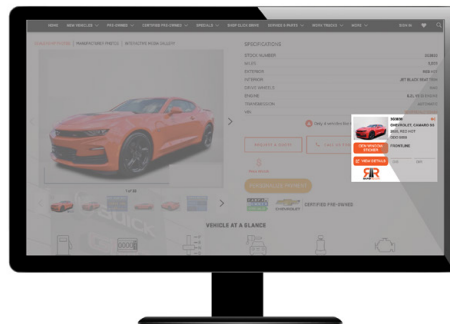
**A dealership able to reduce time to line (T2L) to a benchmark of 72 hours will:**

- ✓ add inventory turn
- ✓ reduce vehicle holding-cost pressure against margin
- ✓ retail cars within a 30-day turn window

**Calculate your ROI Here:**

<https://www.rapidrecon.com/roi-tools/>

- Recon Connect connects you with a click from your inventory tool into that vehicle's details within Rapid Recon. Know vehicle reconditioning status, location, recon costs, and more as you desk deals - no toggling required.
- Accurate OEM MSRP window stickers are also a click away for customer confidence and trust-building in your used cars as you work in Recon Connect.
- Certified partner VinTel provides Rapid Recon users VinTel vehicle diagnostic status reports through Rapid Recon. VinTel offers real-time standardized automotive diagnostic reports covering critical vehicle health. This data provides information about diagnostics, emissions, reset details, and repair cost guides.



### SUMMARY

Achieving a collaborative recon culture isn't an overnight effort. Still, it is one of the best investments you can make in improving the performance of your business and the morale and satisfaction of your teams.

When teams work in harmony to achieve greatness in one area of your business, that culture permeates into all other aspects of your dealership.

Because we intimately understand the human, emotional, and business dynamics involved in creating highly profitable T2L cultures, the Rapid Recon team of recon experts is always nearby to help you achieve the best outcomes.



**Our performance management team is here to help every customer, new or experienced, improve. Some key advancement areas available, at no charge, cover:**

- How to create trackability
- How to set up and manage accountability throughout your recon operation
- How to continually reduce your time to line
- How to leverage best practices to increase inventory turn
- How to set up your systems to know where all your cars are all the time

**For additional insight, visit the resources and videos at [www.rapidrecon.com](http://www.rapidrecon.com)**

**LEARN MORE NOW:**

**CALL 650-999-0497**

**DEMO**

**[www.rapidrecon.com](http://www.rapidrecon.com)**