



ACCELERATE DIGITAL RETAILING WITH SMART LOGISTICS

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INTRODUCTIONS

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3 KEY TAKEAWAYS



- **How to make logistics a competitive advantage.**
- **The role that technology plays in reducing time and cost.**
- **Last mile customer expectations.**

81%

OF CONSUMERS
REPORT "THEY DO
NOT ENJOY THE CAR
BUYING PROCESS"

DIS

REP

BY 2030

50%

OF AUTO
PURCHASES
WILL SHIFT
TO DIGITAL

↑ FROM 1% 2020

61%

OF CAR BUYERS WOULD
WANT A PURCHASED
VEHICLE HOME
DELIVERED

NOT

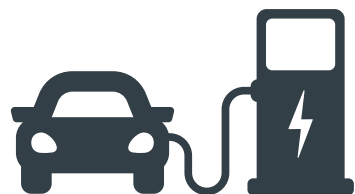
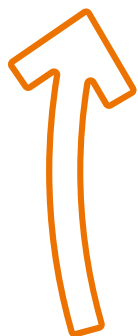


CONNECTIVITY

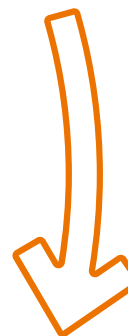


AUTONOMOUS

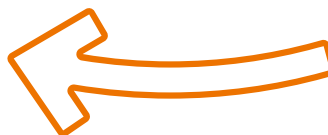
CASE



ELECTRIC



SHARING



PRE-COVID AUTOMATIVE RETAIL SHIFTS



Changes in Consumer Behavior



Omnichannel Purchase Journey



Digital Retailing



Platform Ecosystem

POST-COVID DISRUPTIONS

SHORTAGES OF:



Carriers



Critical Parts



New Car Production



Used Car Inventory

Demand



Consumer
Expectations



Fuel Prices



Inflation



SURGE IN:

LOGISTICS AS A COMPETITIVE ADVANTAGE



Expand TAM



Reduce Costs



Multitask to Increase Efficiency



Increase Visibility



Increase Speed



Exceed Customer Expectations



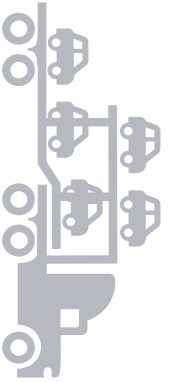
Expand Capacity



Meet Demand



**HOW TO TURN
LOGISTICS
INTO YOUR
COMPETITIVE
ADVANTAGE**







TRACK THE COMPETITION



**IMPLEMENT
TECHNOLOGY**

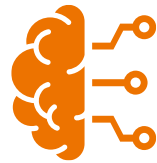


**EXPAND
FOOTPRINT**

AN INTELLIGENT, TECH-DRIVEN APPROACH TO LOGISTICS



Employ Data



Use Machine Learning



**Automate Operational
Process**



Use Predictive Analytics



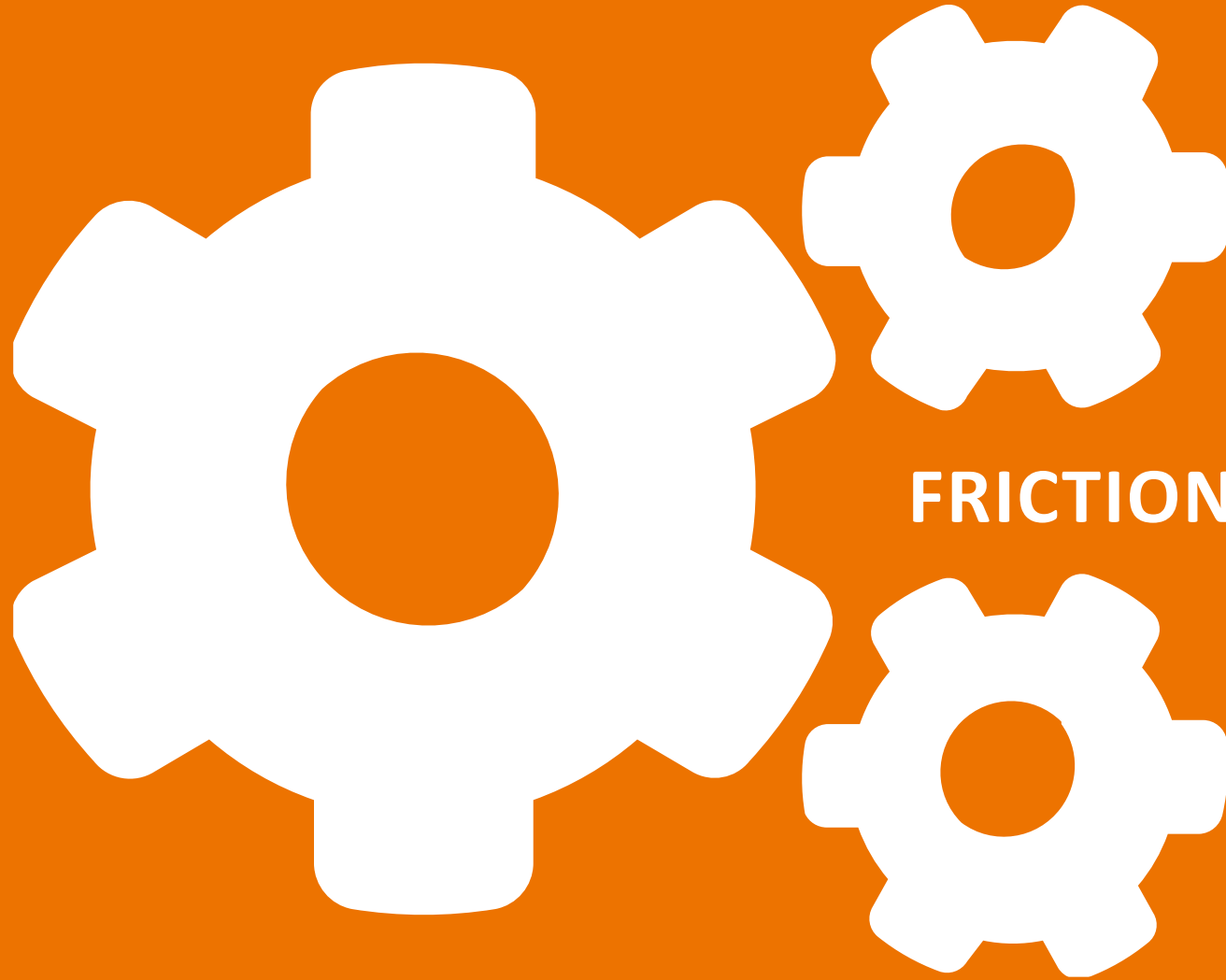
HOW TO TAKE AN INTELLIGENT APPROACH TO **LOGISTICS**







**DRIVE
CUSTOMER
DELIGHT**



FRICTIONLESS

LAST MILE - DIGITAL RETAILING & HOME DELIVERY



86%

of car shoppers
conduct online
research before
visiting a dealership

0.9%

of used car sales
were placed
online in 2018



50%

of used car sales are
anticipated to be
placed online by
2030



32%

of people are
open to buying a
car online (pre
COVID)



80%

are open to
buying a car
online (post
COVID)



Servicing The Stay-At-Home Economy



Home Deliveries



White Glove



Reconditioning, Service & Maintenance



Title & Registration



Trade Ins & Pickup



Logistics as a Service Platform



**ACCELERATE DIGITAL
RETAILING WITH
SMART LOGISTICS**

