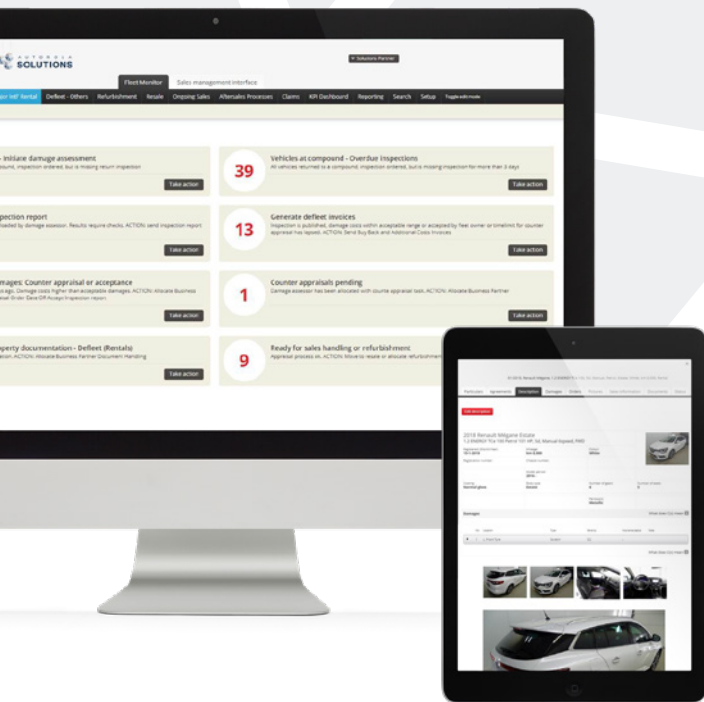# Value-driven solutions to fleet owners

A 100% online and modular system with custom user interface and integration for profitable fleet management.

AUTOROLA
SOLUTIONS

We bring all your needs and requirements together in one customised solution

Autorola Solutions help you strengthen your position in your market with our value-driven approach of system configurations and customer-centered thinking.

Today, there is no getting around it if you want to achieve efficient, fast, and high-quality operations, the ability to grow and drive digital transformation as well as maintaining a forward-thinking, efficiency-improving and values-centered business is fundamental.

For any fleet owner, each measure point can mean the difference between profit or loss on your cars. All of our Solutions provide you with a high degree of flexibility along your entire value chain. Our experienced team of expertise consultants are ready to design a solution that supports the overall strategic goals of your organisation – together with you.
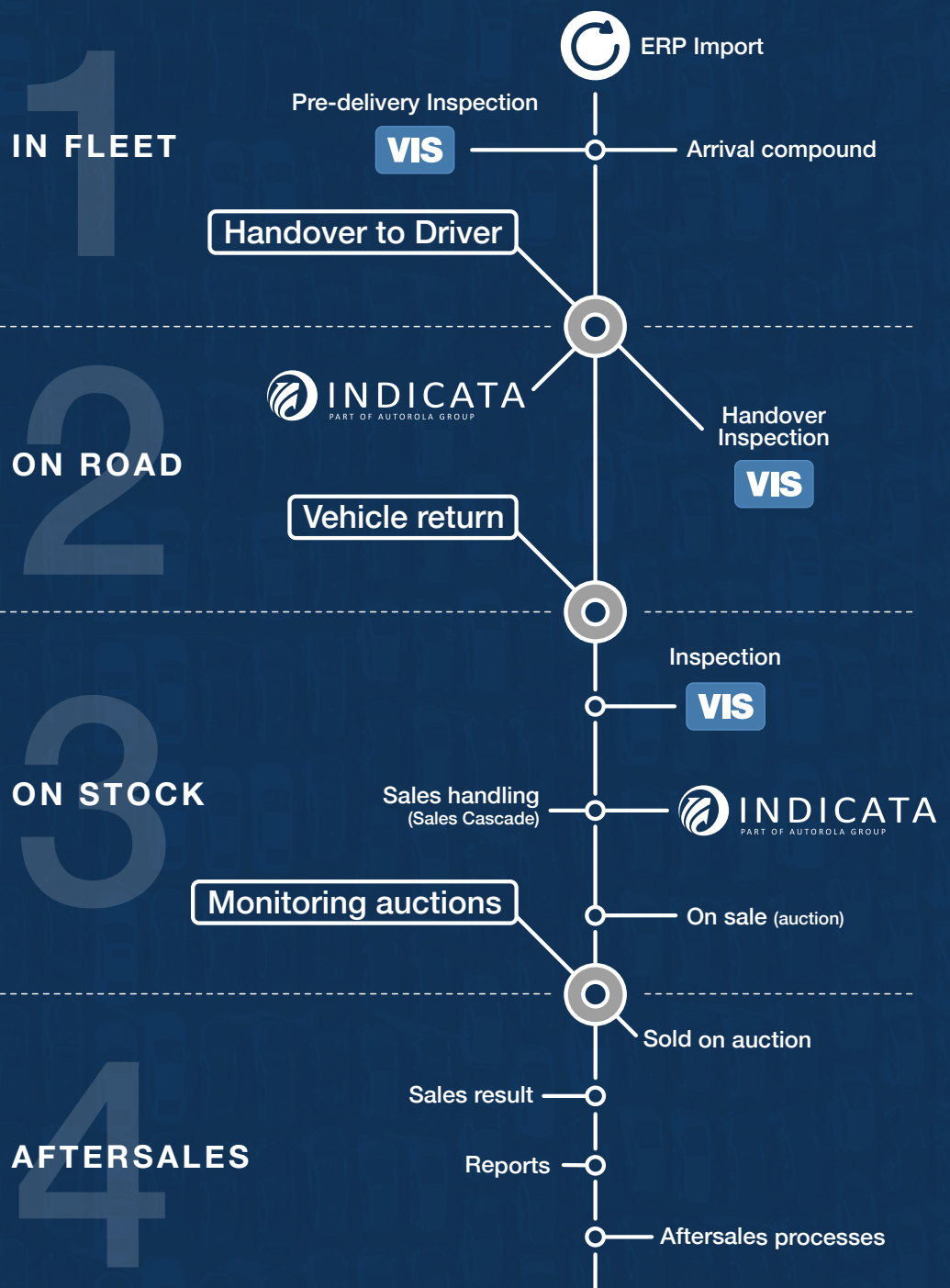
Interested in learning more?

Take a look here at our portfolio and see how you can unlock the potential for your entire value chain by easy implementation of our customised solutions. We show you how even small investments in digitalisation boost your organisational efficiency.

We give you seamless interaction and integration across all our Autorola systems and platforms, sales channels and connected devices, while making it easy for you. Together with you, we redesign your IT landscape to improve your baseline.

Fleet Monitor helps you to improve your services and lead-times for your in-fleet to de-fleet processes

The integration between systems allows you to combine a flow that 100 pct supports YOUR business model and allows you to plan and control all activities from one single point.

ERP Import

1 IN FLEET

Pre-delivery Inspection
VIS
Arrival compound

Handover to Driver

INDICATA
PART OF AUTOROLA GROUP

2 ON ROAD

Handover Inspection
VIS

Vehicle return

3 ON STOCK

Inspection
VIS

Sales handling (Sales Cascade)
INDICATA
PART OF AUTOROLA GROUP

Monitoring auctions
On sale (auction)

Sold on auction

4 AFTERSALES

Sales result

Reports

Aftersales processes

Fleet modules

Fleet Monitor is proven to help businesses streamline processes, improve efficiency and performance, as well as making sure all activities are compliant. Our collaborative platform provides you with a powerful tool to reduce your operational costs and mitigate both operational and financial risks. We simplify every part of your fleet and resource management.

Flexibility is key and inherent in our way of thinking. This means that your Fleet Monitor dashboards and flows are tailormade to reflect your way of working with your fleet. We provide you with a multitude of ways to streamline your operations – and to optimise on each level across organisational responsibilities and tasks.

Fleet Monitor helps you to improve your services and lead-times for your in-fleet and de-fleet processes

With a user-friendly and intuitive look and feel, the system is built around dashboards and worklists, informing users on which cars to take action and thereby ensuring that cars are processed quickly and efficiently. This means that your end-to-end value chain is easily managed in a structured and transparent way. This also allows you to constantly monitor and improve on your workflows – from in-fleet to de-fleet and sales.

For fleet owners, the life cycle of your fleet is imperative to track in order to forecast on your returning fleet, help you manage and streamline auxiliary processes and to always keep on top of your stock.

Fleet Monitor is designed to do just that.
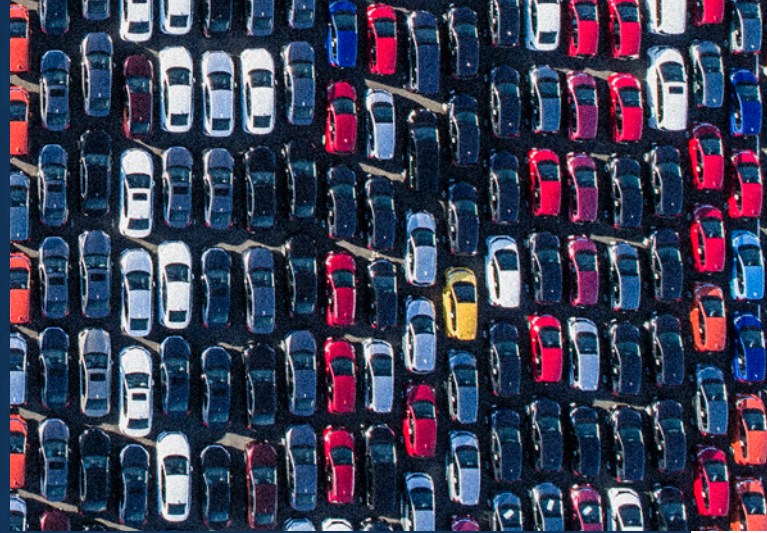
Autorola Solutions' in-fleet services cover the intake of cars right from when you place the order at the factory to the actual delivery of the produced car, to preparation services and handover to your drivers when the car is ready to go on the road.

In short, the in-fleet module enables you to forecast your incoming stock and answer to inquiries from the market on eg specific cars requested for specific purposes and to plan and monitor the actual arrival of your ordered cars. The intelligence of the system warns of potential delays that may impact the delivery chain and allows you to track the actual handover of your cars to running fleet – while making the process as easy and convenient as possible for all involved parties.

"The team at Autorola took a flexible and consultative approach to deliver a system that matched KIA's needs and that allows KIA to keep on top of our fleet and remarketing processes. We now identify and manage vehicles right from day one when they enter the sales process and can later remarket these units efficiently towards our dealer network using only one system. The effort put in on both sides of the partnership has paid off and provided us with a solution, tailored specifically to our requirements."

Stefan Wurzinger - Sales Manager, KIA Motors Austria

Out of sight
– always in mind – when relevant

Easy and hassle-free management of active and return stock allows you to focus only on cars that require your attention here and now with the security in knowing that cars appear on your Dashboards when action is required and not before.

Of course, all of your cars in your fleet is always accessible in Fleet Monitor whenever you need them. Not only can you be sure that all your data is stores securely in your Fleet Monitor, you can also be sure that our intelligent workflow systems allow you to focus only on cars that requires attention here and now – we call it the relevancy principle - and this thinking helps you minimise your workload with up to 50 % while increasing your processed volume with our scalable systems.
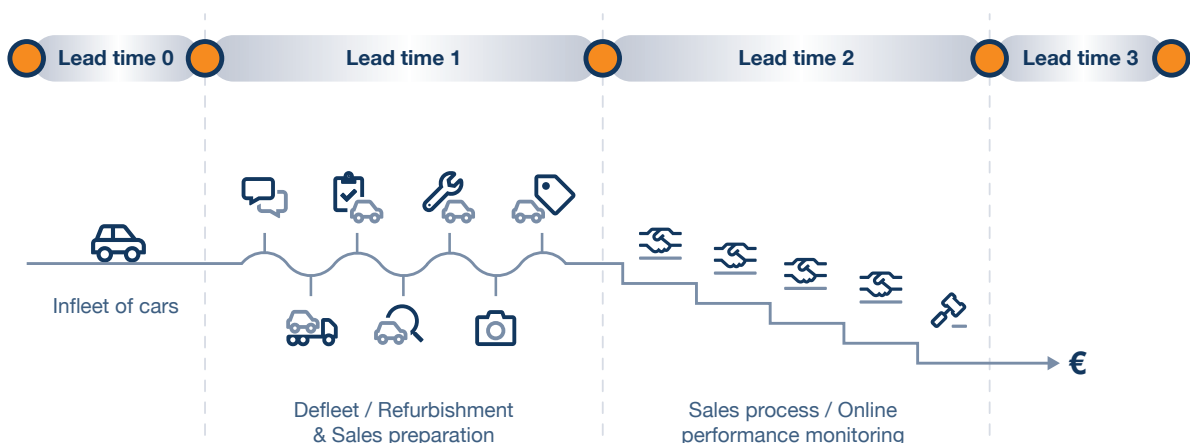
Autorola Solutions' de-fleet services are specifically designed to improve your de-fleet processes ensuring you a timely and lean takeback flow.

Fleet Monitor works seamlessly with other Autorola integrated systems to support all workflows and processes – our services provide full flexibility from one place!

Our intelligent way of working with data allows you to monitor on any gateway in your flow and allows you to freely configure your focus areas; from timely call back of your cars on the road, to actual returns, return inspections, sales preparations to online listing of cars and the aftersales processes.

In short, centrality and 100 pct transparency in Autorola Solutions systems give you control of the full value chain while providing flexible options to delegate and build your workflows around your collaboration partners and suppliers. Why not make it as resource-freeing and hassle-free as possible – while always staying on top of your fleet.
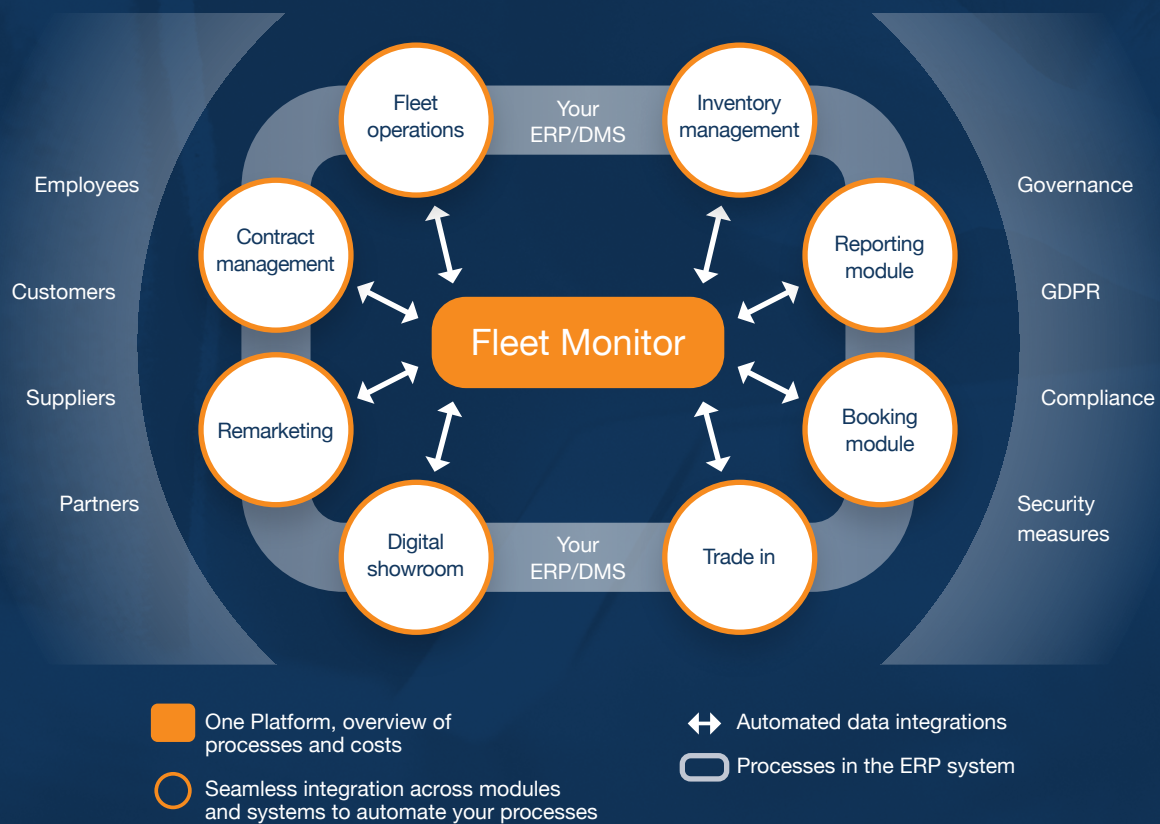
Autorola Solutions - One platform

Lead time 0 | Lead time 1 | Lead time 2 | Lead time 3

Infleet of cars

Defleet / Refurbishment & Sales preparation

Sales process / Online performance monitoring

Optimise your KPI's and reduce your lead times

Fleet Monitor helps you to improve your services and lead-times for your in-fleet to de-fleet processes

The integration between systems allows you to combine a flow that 100 pct supports YOUR business model and allows you to plan and control all activities from one single point.

Our solutions are compliant to best practice industrial and organisation standards.

With easy integration to other systems, our platform is a cost-effective add-on to start working smarter with your fleet, without fundamentally changing your existing IT landscape and costly investments in your IT Infrastructure.

Employees

Customers

Suppliers

Partners

Fleet operations

Your ERP/DMS

Inventory management

Contract management

Reporting module

Fleet Monitor

Remarketing

Booking module

Digital showroom

Your ERP/DMS

Trade in

Governance

GDPR

Compliance

Security measures

One Platform, overview of processes and costs

Seamless integration across modules and systems to automate your processes

Automated data integrations

Processes in the ERP system

Fleet Monitor allows you to maintain the full overview of all your fleet – at any time, all the time.

Customised workflows and dashboards provide you with an end-to-end tool to manage all stages of your fleet - every step of the way. From one single entry point you access and manage your total fleet real-time. With direct integration to your ERP backend system and other systems, Fleet Monitor is updated instantaneously with all changes to your fleet.

Any change on the individual car is instantly visible and transparent to you and all stakeholders, whether it is internal or external parties.

This real-time collaborative way of working ensures you a lean flow with clear measure points and actions and each step the car goes through will reflect your day-to-day operation - and ensure high quality and efficiency.

Our collaborative Platforms

Our platform takes the collaborative idea to a brand-new level. Integrate all your Key Business Partners into your own customised flow in your Fleet Monitor.

From your Fleet Monitor you assign cars and tasks to your business partners. They can work directly in your Fleet Monitor with limited access to only see and perform actions on cars that have been assigned to them.

Autorola Solutions offers you a wide range of integration possibilities and works seamlessly together with external systems to provide you the effortless and direct integration and updates with other collaborating parties.

With a fully integrated set up, you communicate directly and real- time with all relevant parties. For instance; you book transports, inspections, negotiate prices on refurbishments and much more - all in one system. That means that double-entries are avoided and keeping track of orders to your different business partners are made easy - while you have the full overview of your fleet.

Process security

- Always be updated with online and real-time systems

- Gain full control of all your process steps – all the way

- Ensure relevancy - Automated alerts on delays and KPI's

- Collaborative platform – Reduce communication barriers

- Reduce non-value adding time and non-productive middle steps

"The Fleet Monitor makes a great difference in managing our active repossession stock. The moment an asset becomes a repossession, the Fleet Monitor serves as a trusted partner in all steps needed to get the asset successfully repossessed. Further, the Fleet Monitor allows for communication and exchange of data and information with all our suppliers and service providers, document handling and a flexible remarketing solution – all in one system."

Biagio Alessandro D'Addesio - European Sales, UniCredit Leasing Italy

Inventory Management

As Fleet Owner, your inventory fleet management software is a central tool to keeping your business running in the most efficient way. By utilising real-time data, our Inventory Management system provides you with directly integrated online data to ensure your inventory is continuously fine-tuned to ever-changing daily market conditions.

Gain full control and transparency of all your processes from acquisition of your car, to value-adding process steps and online performance to handover to your buyer in one solution that also make sure you manage the necessary real-time visibility of cars on hand and are always up-to-date with real market values. Be one step ahead in your planning and optimisation of your opportunities and increase stock churn by always having the optimal price setting strategies.

With Autorola Solutions One Platform you optimize your own business processes while improving your overall performance – every step of the way.

That is business made easy !

With Autorola Solutions Inventory management you also manage risks. We monitor your cars on a daily basis and provide intelligence based on market data.

• Know the exact worth of your portfolio on the day with our portfolio valuation products

• React instantly on market trends to maximize and grow your equity

• Intelligent and market-based data available to support your decision-making

• Select benchmark countries to plan and execute your sales strategies cross border

• Strengthen your risk management strategies and your business

• Manage depreciation models and residual values effectively to achieve most competitive pricing strategies
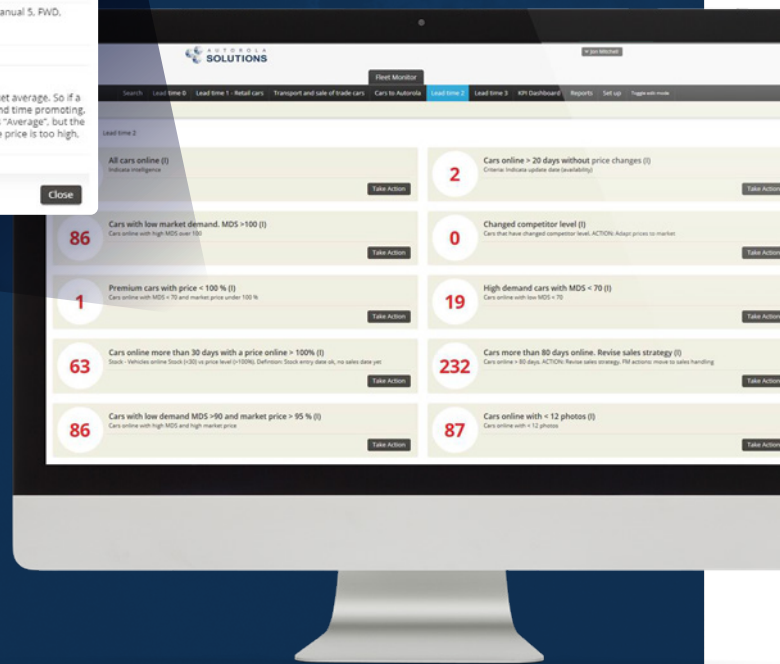
Autorola offers you a wide range of online auctions with European and global buying power. A platform, which is used by over 70,000 active buyers.

With over 20 years of experience in online remarketing, a range of online auction options are available. Open auctions, closed auctions, buy now auctions and white label auctions can all be set up to run on our platform in any country and any language.

All auctions are directly interactable with Fleet Monitor, ensuring an end-to-end processing of your cars. This includes real-time auctioneer screen, direct negotiation functionality with bidders after auction ends, bid acceptance and aftersales handling.

To even further customise your entire value chain and remarketing flow, apply your own branded skin to your auctions to enhance recognisability to your buyers with your own corporate identity and image.

Reporting

Autorola systems as a one-platform solution offers you an excellent tool to customise reporting on your core business areas, whether it is KPI reports on your defined gateways, sales statistics, cost of sale, overall inventory flow and user behavior, our solution allows for advanced reporting to support your business in an intelligent way.

Euro

The break even point is reached after just a few months

Implementation

Months
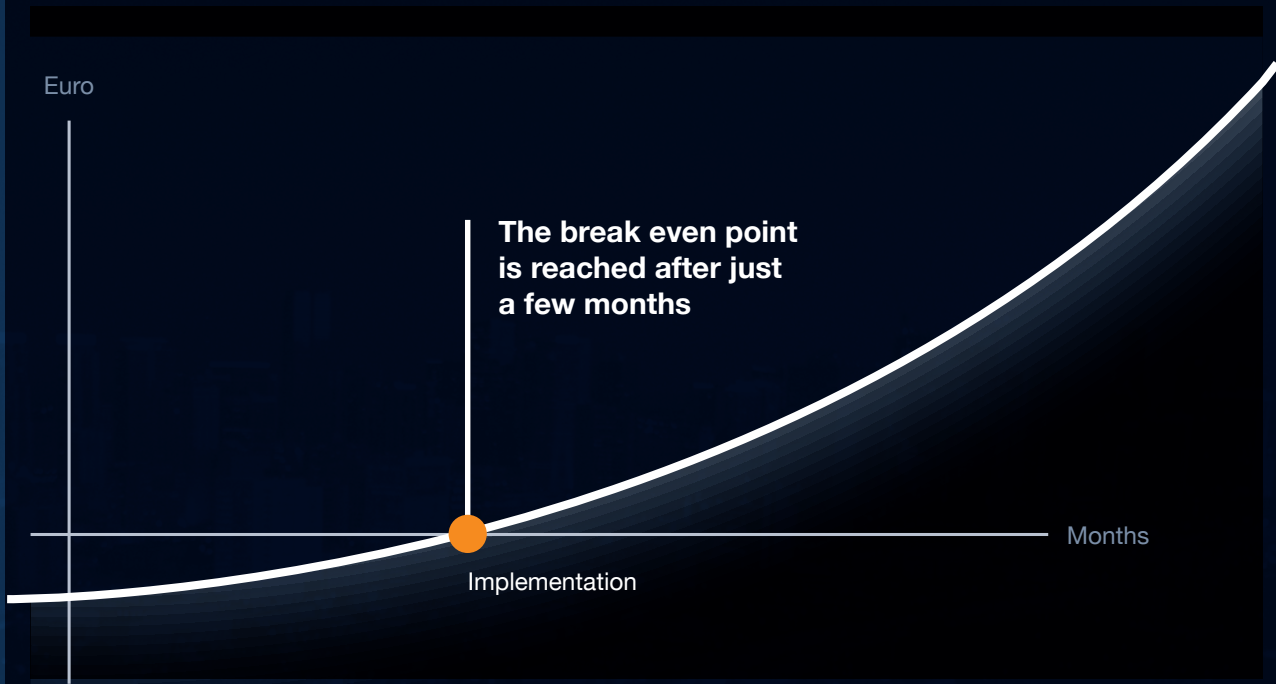
Our commitment to you

We always aim to provide you with complete customer satisfaction on a very personal level. With us, you are always assigned a dedicated Project Manager who is with you in the entire implementation process - from your first contact with us through to handover of your solution. We are dedicated to creating a solution to meet your individual needs.

Your wins

We add measurable value to your business by providing Solutions in the form of systems and services. Our long-standing capabilities and experience within the software and automotive industries help you gain significant benefits; among others these are:

Cost optimization

Higher volume of processed units with same resources Upstream your remarketing and reduce the time from acquisition to cleared funds

Proven result:

- Reduction of lead time with up to 50 pct, from 85 to 34 days.
- With a cost of € 5-10 per day, total cost savings per vehicle is min. € 255

"Chat away"

Engage your people in live chat on cars that they are working on. Bygone is the time of sending emails, SMS or calling. With Autorola Solutions live chat function – Fleet Chat – we take collaboration to the next era.

Any car in your Fleet Monitor can now be communicated directly on by any of your fleet management people. In the live chat function, no messages go unnoticed as all are visible on the car for direct reply and problem-solving.

Our Fleet Chat increases the dynamic and relevancy- orientated way to work and provides the perfect communication channel to ensure that your messages are relevant and real-time.

All messages are visible on the car and the channel is open to all, to see and react instantly in any situation that calls for action or just information. This means that no information is lost and your response time is quick and timely.

"Autorola Solutions gave us the possibility to adjust the Autorola Fleet Monitor perfectly to our processes and needs. The deep knowledge of the remarketing process at Autorola and the international project team made it possible to implement the project without any impacts on our daily business, while switching the system.

The Autorola Fleet Monitor allowed us to digitize and scale many points of our remarketing process. This gave us the chance to boost the remarketing time and to tighten control over the whole process. Moreover, the possibility to access all data of the included, made it possible for us to analyze the remarketing results and performance of our suppliers at a new level."

Sebastian Kipp - Head of Collection Business Unit
Santander Consumer Bank AG in Germany
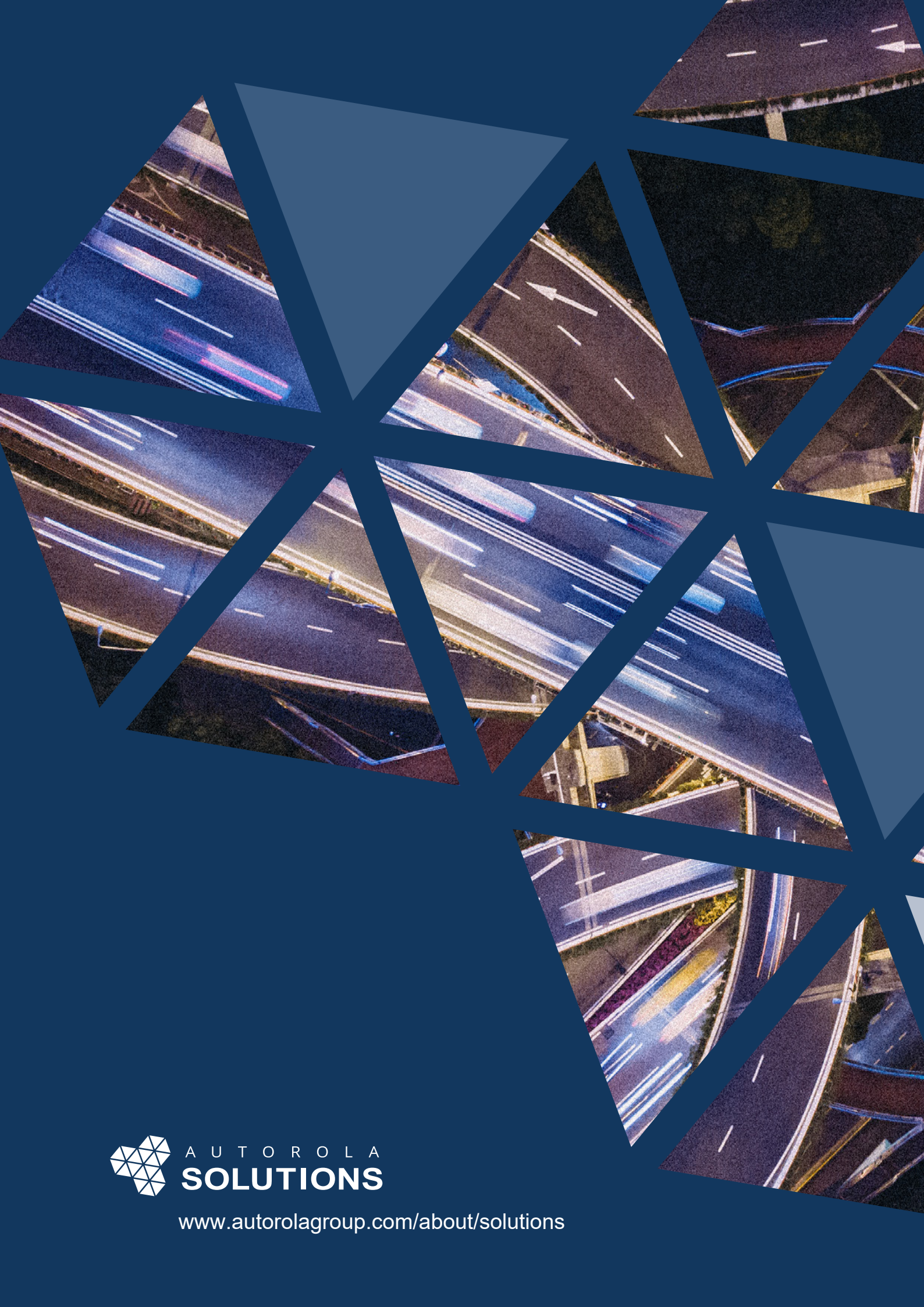
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