

UBSALES - VEHICLE REMARKETING

HIGHLIGHTS

UBench International™ offers a 'collaborative' framework that allows enterprises to engage with everyone within the value chain – partners, suppliers, customers and employees – to create one virtual enterprise UBSales, synchronising agile business processes.

KEY BENEFITS

- *Multi-channel Sales: the auction manager makes the best match between inspected vehicle, the sales channel and auction mechanisms, resulting in significant better sales prices.*
- *Efficiency in the supply chain, from driver request to handover of the car, dramatically reducing cycle times.*
- *International: UBench's auction is in real-time synchronised with other pan-European auction sites.*
- *Flexibility in selection of the pre-qualified service suppliers for the different services.*
- *Business intelligence based on real-time process and suppliers' relation information.*



In the lease market nowadays the remarketing of end-of-lease vehicles is often carried out by major logistics providers. Unfortunately, valuable time is wasted by following procedures and protocols established years ago - without realizing that what worked then, could be causing significant delays and wasting time now. Without up-to-date procedures and up-to-the-minute information, one could be paying for costly inefficiencies, missing valuable business opportunities and losing competitive speed.

Community Performance

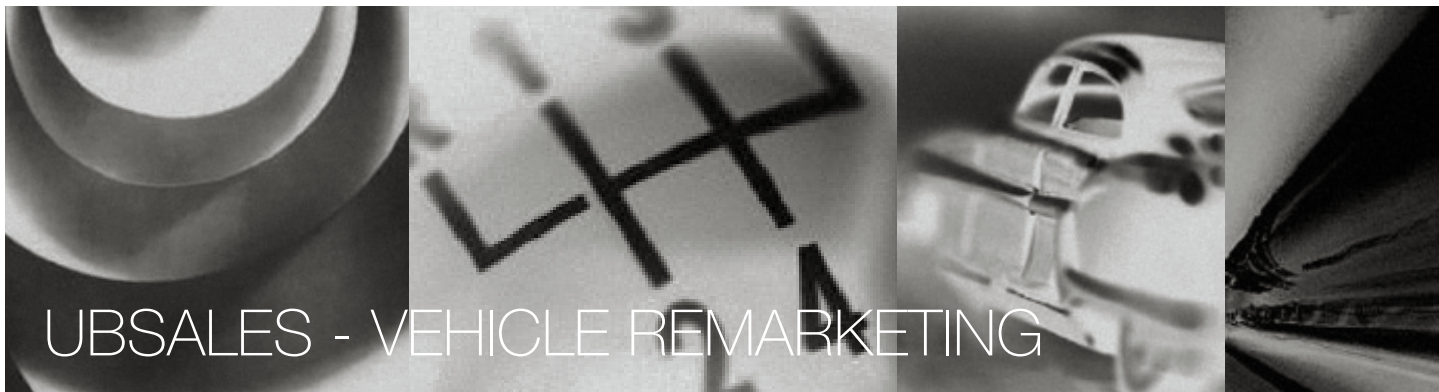
The current fragmented execution of the required service value chain does not match the changed market needs. To ensure cost-effective fulfilment, performance monitoring is a must. In this respect, companies increasingly focus less on the individual enterprise performance and more on the global performance of the various service providers – the "ecosystem" - and the influence of the enterprise on the ecosystem, of which they are supposedly the beneficiary. This is the result of outside factors becoming as important to enterprise performance as those inside: the performance of suppliers, channels, service partners, and others involved in the value chain.

Time has come to shift from a fragmented series of happenings, leading to undue delays and lack of transparency, to a collaborative, action-flow managed fulfillment process with seamless transition between the various value chain stages. This is the principle of the "Real-Time Community", which is successfully adopted in UBench Application Suite. UBench strengthens the relationships through community building: providing a coordination hub for shared interests. This generates cost and revenue opportunities through networks of relationships and collaboration for all parties concerned. The key to profitable business is exactly the same as the key to creating value: relationships, not transactions.

UBSales Value Chain

Once a driver or the sales representative has triggered the handover of the car via a webpage request on the customer intranetsite, the service chain is started streamlining the services and their suppliers:

- transport,
 - storage management and
 - vehicle assessment,
- preparing the vehicle at full speed to be sold via different channels: driver sales, via retail channel or wholesale auction.



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REAL-TIME COMMUNITY

Real-time means that your business processes are maximised and that your data is available to everyone within the value chain, immediately it's entered and as soon as it's needed. The community cooperates and communicates in a transparent, interactive and proactive way.

BENCHMARK

*(Belgian lease market - 2008)
UBSales scores 2% higher in the average ratio of "Catalogue Price / Sales Price".*

REFERENCES

*ING Car Lease Belgium
ING Car Lease Luxemburg*

CONTACT

Please contact your UBench sales representative or the UBench Local Partner.

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Multi-Channel Auction

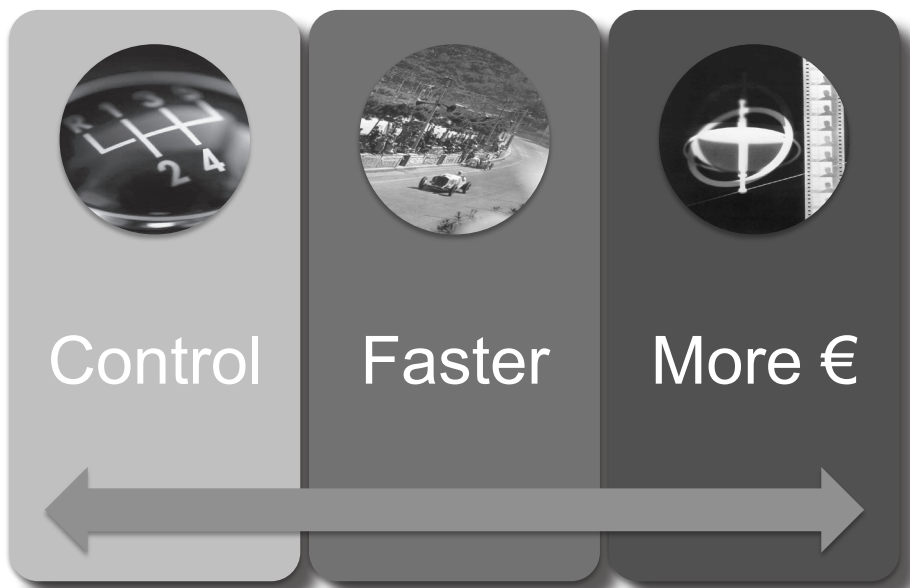
The end-of-lease vehicle which is assessed by the car inspector, is in real-time submitted to supply list of the auction site. Based on the assessment, the auction manager defines the sales channel (wholesale, consumer, driver, employees, ...). He will assign the vehicles to bidding lists which he connected to a specific sale channel, configured with a specific auction flow (open, closed, take-away) and time schedule. The best match between the vehicle supply, remarketing channel (demand) and auction dynamics has proved to result in significantly better sales results.

UBSales delivers real-time vehicle and assessment information to other sales platforms and integrates in real-time their bids in the UBSales auction (by means

of webservice technology). The results of the auction are integrated in the UBSales service chain that ends with an easy-to-use e-billing for each party involved.

Collaborative Remarketing Hub

In other words, UBSales provides a Collaborative Hub, that allows enterprises to engage with everyone within the remarketing service chain: national and international wholesalers, fleet owners and logistics service suppliers, aiming continuously to balance supply & demand (regional – brands – price segments). This real-time community approach eliminates all administrative hassle through information integration and full transparency and what's more, it guarantees the best sales performance.



UBench helps bring speed, efficiency and responsiveness to the automotive industry.