

Smooth ride: 5 benefits of flexible digital retail integrations



You need more digital capabilities to provide a modern car-buying experience. But too much tech can be overwhelming to manage. Prioritizing integrations and flexibility maximizes your tech investments while simplifying workflows.

Here are the top 5 ways Upstart Auto Retail's seamless integrations benefit your business

1 Accelerate deals

Whenever you have to jump between platforms, you add precious time to the car deal.



The typical car buyer spends 3+ hours in the dealership, of which 40 minutes is spent sitting idle.

1/2 of buyers think that's too long
2/3 think F&I specifically takes too long¹



But when Upstart Auto Retail integrates across your stack to streamline the process, everything happens in one app—in a lot less time.

2 Simplify workflows

Providing a better employee experience is crucial.

Instead of juggling multiple platforms, integrations give sales teams a smoother, easier workflow.

67%

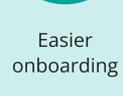
Annual turnover for salespeople³

25%

Of dealers think turnover is a top concern³



Happier teams



Easier onboarding



Higher productivity

3 Ensure accuracy

Every handoff between platforms and people presents a new opportunity for errors.



Simpler integrated workflows ensure every detail remains accurate and intact.

4 Retain control

Customize Upstart Auto Retail's in-app workflow and integrations to suit the way you do business.



Stay in control of the workflow



Track every deal's progress



Maintain consistent customer experiences



Keep the tools you love

5 Empower omnichannel



2x

As many car buyers start online than in the showroom⁴

46%

Of car buyers shop on multiple devices⁵

With every step united in a single platform, buyers can personalize a seamless journey through the entire deal.



Any time



Any device



Any speed



In-store and online



CRM
eLeads
VinSolutions
DealerSocket
Reynolds & Reynolds



Trade-in
FirstLook
vAuto
Kelley Blue Book
Accurtrade
KBB ICO



F&I
RouteOne
DealerTrack
CUDL
Product Exchange Network (PEN)



DMS
CDK
Dealertrack
Reynolds & Reynolds (2023)

Learn more about digital retail and integrations at upstart.com/dealers.

1. wanada.org/buyers-say-they-spend-too-much-time-in-the-dealership/
2. upstart.com/dealers/case-study-germain-automotive-success-story/
3. bdo.com/insights/industries/auto-dealerships/the-war-for-talent-do-dealerships-stand-a-chance
4. thinkwithgoogle.com/consumer-insights/consumer-journey/auto-digital-retail-trends/
5. https://v12data.com/blog/25-amazing-statistics-on-how-consumers-shop-for-cars/