

**Warranty Assessment, Recovery  
and Optimization**  
**(Confidential - For Program Use Only)**



**DESCRIPTION OF PROGRAM ENGAGEMENT**

<b>Demonstration</b>	Partner will conduct a 30-45 minute demonstration of The Virtuous Circle of Perfect Pricing
<b>On-board/PGA Analysis</b>	Dealer will be given the choice of either moving forward with the program, or engaging with us on a one-time PGA analysis
<b>PGA Analysis Assessment (Optional)</b>	Partner will received 18-24 months' worth of DMS data to analyze. Assessment review meeting will occur approximately 3 weeks from time of the data protection agreement is completed. **The KEEPS Corporation is a fully certified interface with all DMS providers and maintains full data confidentiality
<b>Recommendations</b>	Partner will schedule a one hour results review meeting with dealer. If dealer signs up after the demonstration and does not participate in the PGA analysis, the implementation meeting will outline the first 90 day focus.
<b>Installation</b>	Partner provides 30 minute installation meeting invite to Dealer/ General Manager/ FOD / Service Manager. This is where we begin the ELR manager work shop/ warranty labor rate and parts margin increase process.
<b>Rebates &amp; Incentives</b>	The Partner will proactively reach out to Dealer/ General Manager/ FOD / Service Manager for 90 days to conduct weekly meeting that last approximately 1 hour. EDGE EXPENSE clients will receive significant reductions in investment.
<b>Financing</b>	Program investment can be paid monthly or all upfront for 12 month term.
<b>Net Costs</b>	Partner offers a variety of program options based on the individual dealer needs. The monthly investment ranges from \$699.00 a month (base package) with a one-time setup of \$999.00, up to our Value Bundle 2 package that includes ELR workshop, warranty parts and labor rate filing services, Mystery shop and more. This package retails for \$1,599.00 a month + 2.5% of parts lift. There is also a one-time setup of \$1,699.00. 12 month terms apply. Edge Expense clients will receive significant discounts on all packages.
<b>Savings</b>	Partner will conduct quarterly results review meeting with ROI figures. Partners average client increases annual revenue by \$200,000.00 in first year.
<b>Comments</b>	Our missions statement is to make dealers a "ship" load of money.. and have fun doing it!