



DealerOn



Pricing Guide

Learn More or
Schedule a Demo



Learn more about how we can help drive more qualified customers to your dealership and help you sell more cars, more profitably.

(877) 543-6321 • DealerOn.com

Award-Winning Website Platform

DealerOn

Mazda Certified Websites

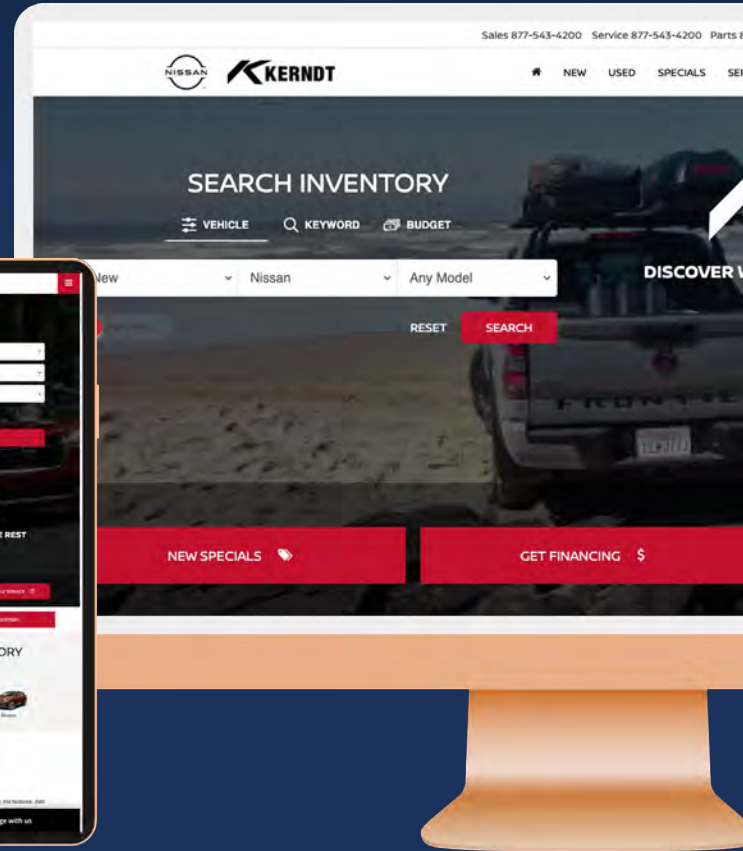
Industry-Leading Conversion Rate

150% Or greater documented average lead increase over prior providers.

Responsive Design

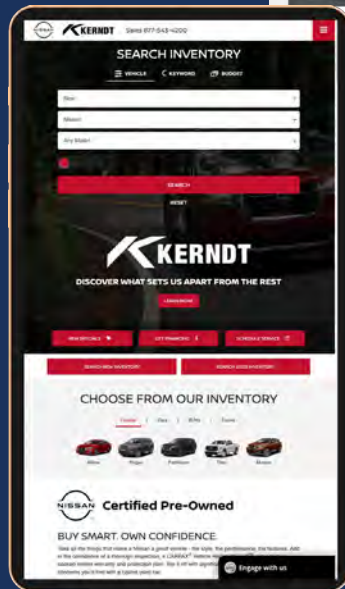
Endorsed by Google, better for SEO

2x Faster homepage loading speed versus competitors.



More Leads. More Sales.

- ✓ Lower Bounce Rate
- ✓ Higher Conversion
- ✓ Optimized for Mobile
- ✓ Data-Driven Design



Award-Winning Customer Support

99%

Customer Satisfaction Rating
DrivingSales.com

Google Analytics Certified Team



Retail Automotive Experience

Top-rated Provider for OEM Support



TOP-RATED WEBSITE PROVIDER
DRIVING SALES

9x



TOP-RATED SEO TOOLS AND SERVICES
DRIVING SALES

2x



TECHNOLOGY LEADERSHIP AWARD
DEALER MARKETING MAGAZINE

7x



WEBSITE EXCELLENCE AWARD
DIGITAL DEALER

9x



PINNACLE WEBSITE AWARD
AUTOMOTIVE WEBSITE AWARDS

2x

Websites

PACKAGES, PRICING & ADD-ONS

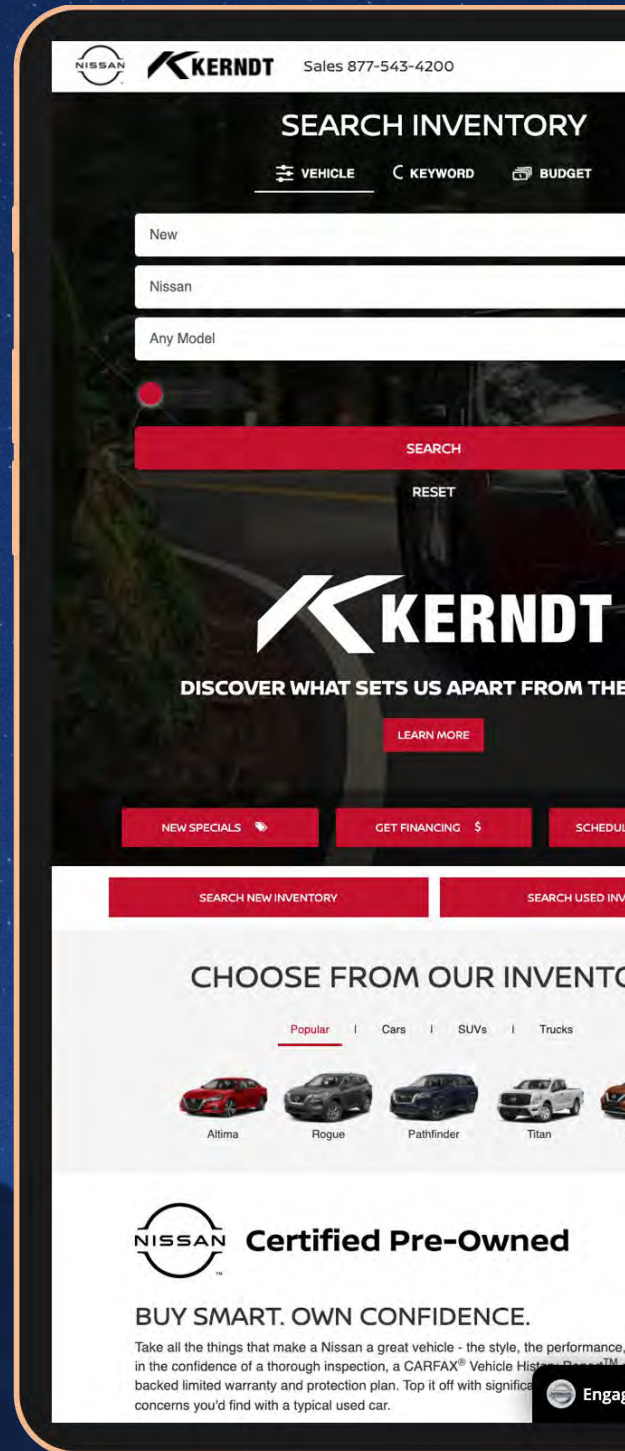


Cosmos Packages	Core \$1,499/MO.	Premier \$2,199/MO.	Elite \$2,999/MO.
ADA Compliant Platform	✓	✓	✓
HTTPS	✓	✓	✓
Call Tracking Basics (Up to 8 Call Tracking Lines)	✓	✓	✓
Inventory Management	✓	✓	✓
Custom Compliant Homepage Design	✓	✓	✓
Enterprise Specials Manger	✓	✓	✓
Local SEO Fundamentals	✓	✓	✓
Beacon Website Reporting (powered by Google Analytics)	✓	✓	✓
Integrated WordPress Blog	✓	✓	✓
Structured Data Optimized for Local Businesses	✓	✓	✓
Unlimited Inventory Exports	✓	✓	✓
Loop Alerts	✓	✓	✓
Loop Send-By-Text	✓	✓	✓
Loop eWallet Coupons	✓	✓	✓
Search Valet	✓	✓	✓
Video Hero (Optional Homepage Video)	✓	✓	✓
Lead Driver Coupons	✓	✓	✓
Lead Driver Geo-Fencing	–	✓	✓
Lead Driver Behavioral Targeting	–	✓	✓
Edmunds Vehicle Reviews (while current API is available)	–	✓	✓
A/B Testing (Consulting Included)	–	✓	✓
PriceStak Line-Item Incentives	–	✓	✓
PriceStak Payments	–	✓	✓
PriceStak Locked Offers	–	✓	✓
Listings Manager	–	✓	✓
Advanced Listings Manager	–	–	✓
Apex Digital Retailing	–	–	✓
Beacon ROI Reporting	–	–	✓
Symphony Automation Bundle	–	–	✓

Websites PACKAGES, PRICING & ADD-ONS



Website Package Ad-On Serv.	Setup	Monthly
AccessiBe ADA Tool	\$0	\$299
Additional Domain Certification	\$0	\$15
Additional Inventory Feed	\$0	\$99
Advanced Pricing Matrix	\$0	\$299
Apex Digital Retailing	\$999	\$999
Apex DealerTrack Connection Fee	\$0	\$300
Apex Draiver Integration	\$0	\$99
Apex KBB Integration	\$0	\$35
Beacon ROI Reporting	\$0	\$299
Beacon ROI CDK Setup	\$400	\$0
Beacon ROI Historical Data Setup	\$100	\$0
Custom Design Work - Ads	\$0	\$150
Custom Homepage Slide Designs (5/mo.)	\$0	\$699
Custom Landing Pages (2/mo.)	\$250	\$250
Cyrus Digital Assistant	\$0	\$499
Email Pack of 10	\$25	\$25
Google Cars for Sale	\$0	\$99
Lead Driver Behavioral Targeting System	\$0	\$599
Lead Driver Coupons	\$499	\$499
Lead Driver Geo-Fencing	\$0	\$199
Listings Manager	\$0	\$149
Advanced Listings Manager	\$0	\$199
Premium Call Tracking	\$0	\$499
PriceStak Line-Item Incentives	\$299	\$299
PriceStak Payments	\$299	\$299
PriceStak Locked Offers	\$0	\$149
Base SEO Package	\$0	\$1,549
Core SEO Package	\$0	\$2,049
Elite SEO Package	\$0	\$3,000
Spanish Websites	\$2,199	\$2,199
Symphony Automation Bundle	\$0	\$399
Video Pro Package	\$0	\$299



SEO PACKAGES, PRICING & ADD-ONS

DealerOn Local SEO

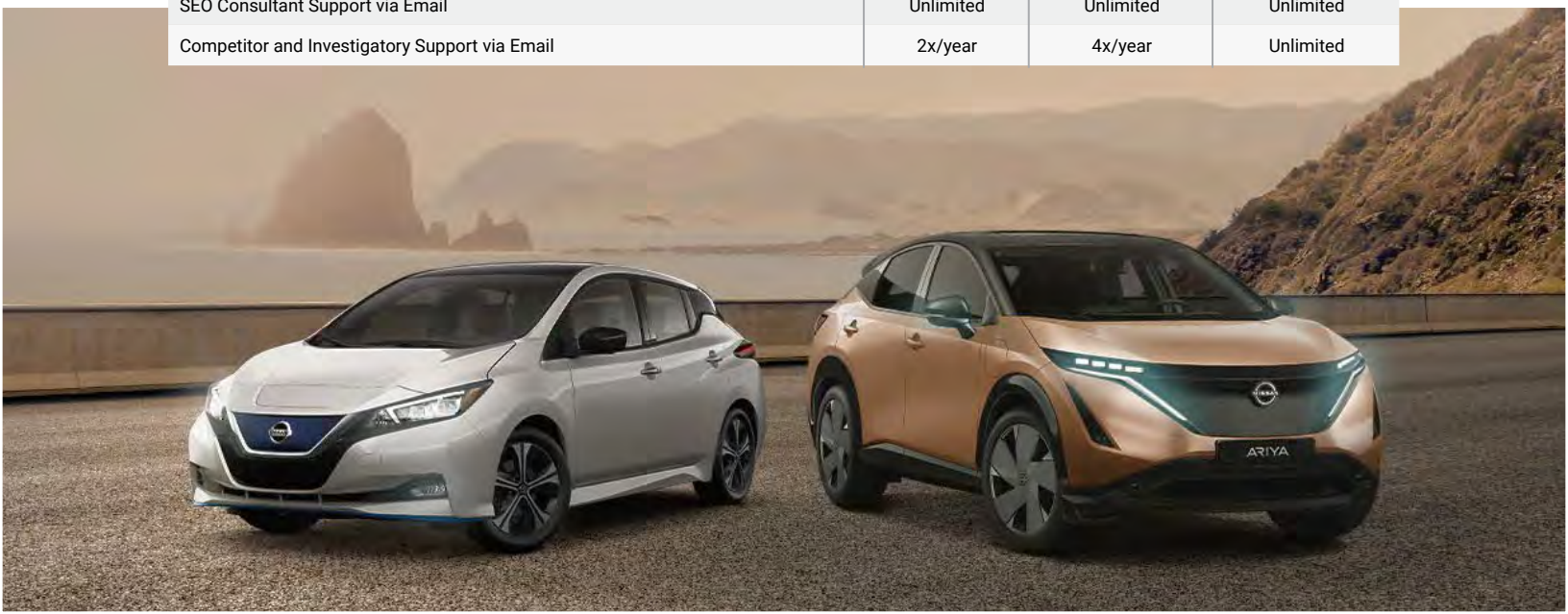
DealerOn's active local SEO management service enhances your local search visibility through expert, ongoing optimization of critical on site and off site signals. Plus we provide detailed reporting to keep you in the know. The descriptions to the left are a somewhat simplified description of our offerings. To learn more about the extensive breadth and depth of our active local SEO services, please get in touch with us.

	BASE	CORE	ELITE
All packages include a dedicated SEO consultant	\$1,549/mo	\$2,049/mo	\$3,000/mo
PRELIMINARY RESEARCH & SETUP			
Google Analytics Setup, Google Search Console Setup	✓	✓	✓
Metadata Audit, URL Audit, Content Audit	✓	✓	✓
Keyword Research, Optimization Roadmap	✓	✓	✓
Competitive Research, Online Presence Audit	—	✓	✓
Reputation Management Research	—	—	✓
ON PAGE OPTIMIZATIONS			
Metadata Creation / Curation	✓	✓	✓
Strategy-Based Content Creation	✓	✓	✓
Internal Link Building	✓	✓	✓
Local Search Optimizations	✓	✓	✓
Model Research Pages	4	9	All
Custom Blogs	1/month	3/month	4/month
Comparison Pages	—	2/year	4/year
Image Optimizations	—	✓	✓
OFF PAGE OPTIMIZATIONS			
GBP Verification & Management, Bing Listings	✓	✓	✓
Backlink Monitoring & Cleanup	✓	✓	✓
Active Backlink Creation	—	✓	✓
Local Citation Creation & Optimization	—	✓	✓
SOCIAL MEDIA & REPUTATION MANAGEMENT			
Facebook Posts	1/week	4/week	7/week
Twitter Posts	2/week	4/week	7/week
GBP Posts	1/month	1/month	4/month
GBP Q/A Monitoring & Response	✓	✓	✓
Integrated Content Marketing	—	✓	✓
Facebook Reviews Monitoring	—	✓	✓
GBP Reviews Monitoring	—	✓	✓
Yelp Reviews Monitoring, Active Reputation Management	—	—	✓

continued on next page

SEO PACKAGES, PRICING & ADD-ONS (CONTINUED)

	BASE	CORE	ELITE
WEBSITE MANAGEMENT (DealerOn Website Platform Clients)			
Fully Responsive Website	✓	✓	✓
ADA Ready	✓	✓	✓
301 Redirects for Top Pages of Previous Site	✓	✓	✓
SSL Certified & Security Checks	✓	✓	✓
Call Tracking	✓	✓	✓
Website Health Maintenance	✓	✓	✓
Schema	✓	✓	✓
Website Health Audit, Crawl Error Management	✓	✓	✓
Canonical Tags, Sitemap Curation	✓	✓	✓
UX & UI Audit / Suggestions	—	✓	✓
WEBSITE MANAGEMENT (Non-DealerOn Platform Clients)			
Website Health Audit, Crawl Error Management	✓	✓	✓
Canonical Tags, Sitemap Curation	✓	✓	✓
UX & UI Audit / Suggestions	—	✓	✓
REPORTING			
Performance & Strategy Review Calls	Bi-Monthly	Monthly	Monthly
Custom Performance Reports	Monthly	Monthly	Monthly
Goal Conversion Tracking	—	✓	✓
Visual Analytics	—	✓	✓
ADDITIONAL SEO SUPPORT			
SEO Consultant Support via Email	Unlimited	Unlimited	Unlimited
Competitor and Investigatory Support via Email	2x/year	4x/year	Unlimited



Glossary & Descriptions

C Core P Premier E Elite + Add-on

CPE **ADA Compliant Platform**

DealerOn's platform complies with ADA standards when configured out of the box. Dealers who choose to customize their platform might also be interested in adding a consumer facing ADA tool (accessiBe) for an additional cost.

+ **accessiBe® ADA Tool**

Harness the power of AI to quickly and easily enhance and remediate the accessibility of your website to comply with ADA requirements.

Note: This tool is designed to remediate accessibility issues for your content; however, due to the ever-changing legal environment, it is offered with no warranty.

CPE **HTTPS**

All of DealerOn's websites are served securely over HTTPS.

CPE **Call Tracking Basics** (Up to 8 Call Tracking Lines)

All website customers will receive 8 call tracking numbers allowing them to measure their dealership's desktop and mobile results (phone calls) for Sales, Service, Parts, and one other trackable dealership function.

CPE **Dedicated Customer Success Manager**

CPE **Inventory Management**

DealerOn's inventory management system lets you import, edit, and deliver inventory from any DMS to your website and third-party sites. Dealers can add pricing, pictures, and custom comments for every vehicle in inventory, with the ability to make modifications to specific pieces of inventory before being published to the website. Additionally, dealers can create bulk pricing rules for easier management.

CPE **Customizable Compliant Homepage Design**

CPE **Enterprise Specials Manager (ESM)**

ESM is a tool that allows dealers to create and customize special offers without the hassle of support tickets and help desks. We have given the control back to our dealers with a tool that allows you to edit in bulk and share offers across multiple dealerships, cutting down on time and hassle. This Specials tool also includes the ability to set customized schedules for offers, an easy-to-use media gallery that allows you to upload your own graphics, and customizable CTAs and buttons per offer. Even better ESM automatically creates dynamic landing pages for every special created in the system.

CPE **Local SEO Fundamentals**

DealerOn's website platform provides SEO customization and management tools that digital agencies and in-house SEO teams crave. Dealers can easily customize SEO components across all major platform pages, leveraging a library of replacement codes, so that a few quick SEO edits can update all vehicle details pages with optimized content based on whatever keyword patterns the dealer or their agency selects. Every DealerOn website comes complete with a custom homepage content written for your unique dealership by our team of content writers. Additionally, our out-of-the-box SEO configurations include hyper local title tags, meta descriptions, URLs, and use of proper heading tags.

Glossary & Descriptions Cont.

Core Premier Elite Add-on

☺☹☺ **Beacon Website Reporting** (powered by Google Analytics)

DealerOn's Beacon Website Reporting provides clear, concise reporting on the health of your website on a 24x7 basis. Beacon is powered by Google Analytics 360, so dealers can trust the data they see. Beacon also showcases inventory performance and allows you to quickly see key merchandising insights on each vehicle in stock.

☺☹☺ **Integrated WordPress Blog**

DealerOn provides all dealers with a fully integrated WordPress blog that exists as a folder within the primary URL of the domain for maximum SEO value. Dealers may then write their own search optimized content to leverage the powerful platform that we provide.

☺☹☺ **Structured Data Optimized for Local Businesses**

In order to help maximize our dealers' organic search traffic and Google visibility, DealerOn frequently updates our VDP's and SRP's to incorporate the most current and comprehensive structured data markup for each dealer's inventory. Google has provided and updates the specifications for optimal page markup via the schema.org standard, which Google endorses. Google provides webmasters with their requirements for how to represent vital product information like Price, Ratings, # of vehicles, MPG, etc. in the code on each page. Google, in turn, will frequently display this information in their Search Results (showing star ratings, price ranges, etc.). DealerOn has measured an **increase from 25-50%** in organic search traffic going directly to inventory listing pages with our structured data implementation.

☺☹☺ **Unlimited Inventory Exports**

DealerOn can provide free inventory exports of all relevant inventory data to 100's of 3rd party websites that host dealer inventory. This file can include these and other, similar fields:

- VIN / Stock ID
- Vehicle Make / Model / Trim / Body Style / Transmission
- Exterior / Interior Color
- MSRP / Invoice / Dealer Price
- Dealer Comments

☺☹☺ **Loop Alerts**

Loop Alerts allows online car shoppers the ability to set-up a wide variety of notifications based on dealership inventory and pricing. Shoppers can receive text or email notifications every time a vehicle has a drop in price or when a car with their specifications or range of payments appear on a dealer's site. Loop Alerts are designed to keep car shoppers actively engaged with your dealership and provide a mechanism to keep you top-of-mind in a highly competitive marketplace.

☺☹☺ **Loop eWallet Coupons**

Loop eWallet Coupons allow consumers to quickly store service coupons and offers in their phone's eWallet (Apple Wallet on IOS or Google Pay on Android devices). Taking advantage of geo-location services, customers who have these coupons on their phones receive lockscreen notifications reminding them to use the coupons that they have downloaded as they pass by the physical location of the dealership.

☺☹☺ **Loop Send-By-Text**

Loop Send-By-Text, offers car shoppers the ease of sending information about a vehicle to their phones or simply sharing vehicles with friends and family who are in the car buying process. Loop Send-By-Text is part of the Loop family of features, which focuses on generating meaningful re-engagement opportunities, by keeping your dealership top of mind for prospective car buyers and their connections.

Glossary & Descriptions Cont.

Core Premier Elite Add-on

Search Valet

DealerOn's proprietary elastic Inventory Search Engine -- Search Valet -- provides full text search capability to a dealer's inventory and ensures that highly targeted and accurate results are returned by the shopper's queries. This free-form Inventory search tool promotes the concept of giving customers extensible search options.

Video Hero (Optional Homepage Video)

Allows dealers to play OEM or custom video on the hero image section of their homepage.

Lead Driver Coupons

Lead Driver Coupons are a part DealerOn's Lead Driver feature family designed to drive additional high-quality, high closing percentage leads to dealerships (over and above what is already expected from our industry leading website platform). Lead Driver coupons allow the dealer to provide an entry offer as a car-shopper first visits their website, as well as upon exit. Lead Driver coupons avoid pop-up blocker technology, while adhering with all of Google's best practices, all while providing dealerships with a significant boost to their leads.

Lead Driver Geo-Fencing

Lead Driver Geo-Fencing allows the dealer to set up "fences" around competitor's lots, colleges and universities, or any other business in their area. Once a fence has been set up, you can create targeted offers directed at those consumers who are browsing your website from one of the fences.





Lead Driver Behavioral Targeting

Lead Driver Behavioral Targeting is a part of the Lead Driver feature family designed to drive additional high-quality leads to dealerships (over and above what is already expected from our industry leading website platform). The Lead Driver Behavioral Targeting Engine allows for intent driven exit messages as a user attempts to leave the site. The patent pending technology allows dealers to create personalized messages based on the user's browsing behavior.

As an example, dealers can create specific offers when a consumer has been browsing service pages or a tailored message if they have been browsing used cars. Dealers who use the Lead Driver Behavioral Targeting Engine typically see a **25% - 30% lift in lead conversions** vs those who do not.



Glossary & Descriptions Cont.

 Core  Premier  Elite  Add-on

Edmunds® Vehicle Reviews

DealerOn can integrate vehicle reviews on the VDP's of all new and used vehicles. DealerOn uses "structured data" to mark up the Vehicle Details page so that the star ratings can appear in Google's Search results. This provides a dual benefit for all dealers who use this feature:

1. Better visibility in Google's search results – we have seen these pages appear more frequently and higher up in Google's result set in tests where we have implemented the integration.
2. Higher click-thru rates for the page that appear in Google's results. On sites where we have tested this "double bonus" implementation, we have measured an increase of over 50% more Google organic search traffic entering a dealer's site via the Vehicle Details pages in Google's Search results.

A/B Testing (Consulting Included)

Gain access to our A/B testing platform and Optimization Client Services team. Dealers can conduct A/B tests of changes and measure/value the results of their testing plan with our Optimization team. They may also opt in to DealerOn platform A/B tests where their site or sites participate in Platform-wide A/B tests & optimizations when multiple dealers request similar tests. This process provides a much faster result with a higher statistically significant confidence level.

PriceStak Line-Item Incentives

PriceStak Line-Item Incentives are an extension of DealerOn's PriceStak family of features, which allow a dealer to enrich their pricing stack. Car shoppers can get a quick, transparent overview of the applicable rebates and incentives available for a given vehicle. Dealers can choose to subtract rebates or disclose them if the vehicle price already includes them.

PriceStak Payments

PriceStak Payments are an extension of DealerOn's PriceStak family of features. They allow a dealer to showcase a baseline lease and finance payment for each vehicle, based on dealer configurable settings. This feature does not allow for customer payment personalization. Dealers can consider upgrading to the Elite package to avail of DealerOn's APEX digital retailing tool which allows for payment personalization.

PriceStak Locked Offers

PriceStak Locked Offers are an extension of DealerOn's PriceStak family of features. PriceStak Locked offers allow a dealer to showcase discounted prices or text only after a consumer has submitted a lead.

PriceStak Homepage Shop-By-Payments

Allows for a seamless payments driven shopping experience from the homepage to the digital retailing tool.

Listings Manager

The Listings manager allows dealers to quickly and easily manage Google Business Profile changes simultaneously with their websites. As an example, dealers can make a change to their sales hours and seamlessly have that update reflected on the dealer's DealerOn website and Google Business Profile all in few clicks of a button. Listings manager also integrates with DealerOn's ESM (Enterprise Specials Manager) and Symphony Specials product to automatically post dealer specials to GBP as offer posts.

Glossary & Descriptions Cont.

C Core **P** Premier **E** Elite **+** Add-on

E **+** **Advanced Listings Manager**

Advanced Listings Management layers on top of our basic listings manager service and allows dealers to manage 20+ Local listing sites. It allows for comprehensive reputation and review management and provides robust local intelligence - including sentiment analysis, local brand visibility scores, keyword ranking, competitive analysis and much more.

E **+** **Apex Digital Retailing**

Apex is DealerOn's answer to digital retailing. Apex allows consumers to rapidly configure a personalized lease or finance payment for any vehicle in your inventory. The tool is integrated with TradePending (or an optional integration with KBB) to ensure customers can accurately value their trade. Consumers will be able to select their credit score, term, and stackable incentives/rebates so that they can see payment personalized for them by them. Once complete by filling out a simple form, your customers will receive tax, tags, and title costs added in for a near penny-perfect payment. Apex aims to help dealers establish crucial trust by making the online shopping experience more transparent and friendly.

E **+** **Beacon ROI Reporting**

Beacon ROI Reports provide crystal clear visibility into the return on the dollars you have invested in DealerOn's website and advertising services by accessing your DMS Sales and RO data. Easily track the number of cars sold from leads generated by DealerOn, identify key markets, and create specials with the click of a button for inventory that is not moving as fast as you want it to.

E **+** **Symphony Automation Bundle**

Symphony Specials is DealerOn's automated specials creation engine, aimed at saving dealers tens of thousands of dollars annually by eliminating all of the manual labor in monthly specials creation. Every month Symphony automatically creates lease, finance, cash and offer specials based on the incentives and rebates direct from your manufacturer using the PriceStak Payments configuration. Specials are created based on existing inventory and update automatically when cars are sold.

Symphony Local Listings

Extends the power of Symphony Specials to Google Business Profiles - one of the most important sources of leads for dealers today. Symphony takes your top offers and posts them to the Google My Business "offers" section. As your specials update, your Google Business Profile offers update simultaneously with little to no manual input required.





Symphony Ads (for DealerOn Dig Ad customers)

Extends the power of Symphony Specials to Google and Facebook ads.

E **Design Studio**

Design Studio is an integrated DealerOn application that allows dealers to generate beautiful agency quality creative without the cost. Design Studio employs an easy to use drag and drop interface that allows dealers to select from hundreds of pre-built templates that can be customized to their needs. Dealers can also have custom templates designed and uploaded for their dealerships to build banners and other image-based creative.

Glossary & Descriptions Cont.

 Core  Premier  Elite  Add-on

Additional Domain Certification

Additional Inventory Feed

Advanced Pricing Matrix

Complete inventory pricing in a fraction of the time. Set pricing rules in the most flexible manner possible, for both New and Used.

Apex DealerTrack Connection

DealerTrack seamlessly integrates with Apex to provide shoppers real time credit application decisioning. Leveraging DealerTrack's technology, the Apex product will send a shopper's finance application to captive and non-captive lenders configured by the dealership. Shoppers can instantly receive approvals and upload key documentation to continue the car buying experience at home, while allowing the dealership to track progress at the store through the DealerTrack portal.

Apex Draiver Integration

For dealers that want to offer test drives via Apex, our integration with Draiver provides a turnkey solution that is fully integrated within digital retailing. Draiver is a service that provides contactless on-demand delivery of vehicles to shoppers' homes.

Apex KBB Integration

APEX with KBB provides a fully integrated trade valuation experience within digital retailing. Kelly Blue Book is one of the leading trade-in valuations in the industry. Dealers who wish to allow customers to value their trade using KBB's values can select this option for APEX.

Google Cars for Sale

DealerOn has teamed up with Google to give you the opportunity to display your inventory on your Business Profile on Google. People searching for you by dealership name will be able to see availability, pricing, and key information about your inventory for sale — all directly on Google.

Premium Call Tracking

- Includes unlimited minutes and two lines.
- Best in class platform.
- Integrates directly with Google Analytics.
- Tracks all website phone calls to the Visitor Level to best attribute ROI.

Social/Reputation Management

DealerOn's white-glove, hands-on Social Media and Reputation Management team work with your dealership to ensure that your social presence and online reputation is as sterling as possible. Our dedicated team provides:

- Daily posts to Facebook and Twitter
- Custom posts for each dealership
- Fully Managed -- Replies to all comments/questions
- Daily monitoring of all review sites
- Replies to all reviews written by our team

Glossary & Descriptions Cont.

C Core P Premier E Elite + Add-on

+ Spanish Websites

DealerOn's Spanish Language websites gives dealers a complete in-language digital marketing platform to provide the optimal customer experience to this rapidly growing and increasingly important market segment. Additionally, our clients get the benefit of each site ranking appropriately in Google's search results for in-language searches (Spanish site can rank for Spanish queries and English for English searches).

DealerOn's platform provides English and Spanish versions of each page, in precisely the manner that Google requests. The platform also lets consumers click back and forth between English and Spanish Language sites, so that they can choose which experience they prefer in their shopping/research process.

+ Video Pro Package

DealerOn's Video Pro Package includes:

- New and Used VIN specific walk –arounds with human voice-overs
- 3 custom intros and 1 outro
- Human voice over with human custom comments
- Published to website, YouTube, Auto Trader, Cars.com (fees may apply), and Facebook
- VSEO strategy (YouTube channel)
- Reporting





DealerOn

Learn more about how we can help drive more qualified customers to your dealership and help you sell more cars, more profitably.

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