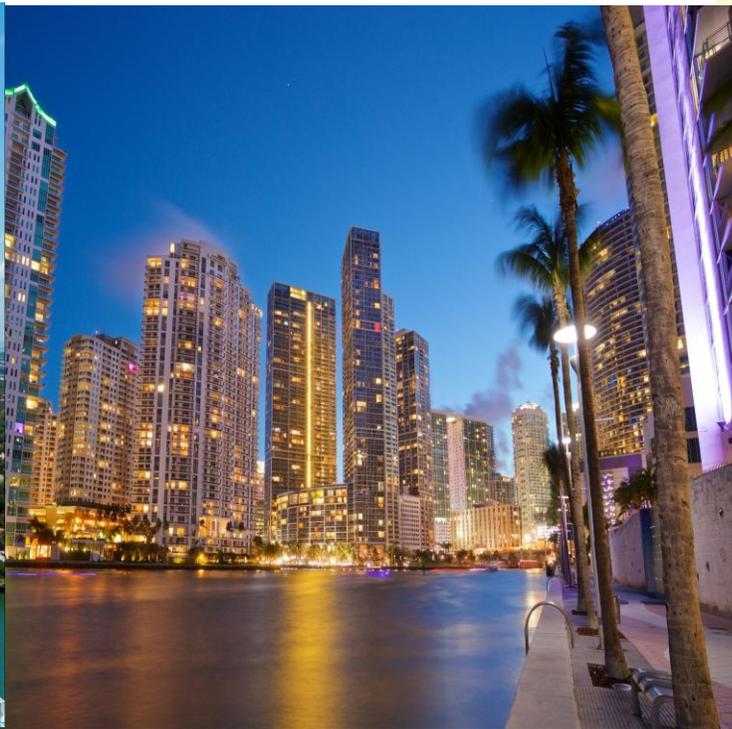


6ZU7
NADASHOW

NADA

Missão
Técnica
NADA 2025

mega
dealer



Visitas Técnicas

MIAMI

Abracaf

Rick Case

← **Case**

15700


PARKING BY
DISABLED
PERMIT
ONLY
\$250 FINE



FIDELIDADE DO CLIENTE

**OUR CUSTOMERS,
OUR FRIENDS**

WHAT 50 YEARS IN BUSINESS HAS TAUGHT RITA AND RICK CASE
ABOUT SALES SUCCESS AND COMMUNITY SERVICE

RITA & RICK CASE

WITH A FOREWORD BY H. WAYNE HUIZENGA, FOUNDER OF THREE FORTUNE 500 COMPANIES
AUTOMATION, BLOCKBUSTER ENTERTAINMENT AND WASTE MANAGEMENT, INC.

Certified
Used Cars

**7 YEAR
100,000 MILE
POWERTRAIN
LIMITED
WARRANTY**

**160 POINT
INSPECTION**

**2 YEAR
24 HOUR
NATIONWIDE
ROADSIDE
ASSISTANCE**

**FREE CAR
WASHES &
DISCOUNT GAS
WITH REWARD CARD**

**SPECIAL RATES
AVAILABLE**





MÁQUINA DE VENDAS!

FOCO NO CONSUMIDOR



QUADRO DE CHAVES AUTOMATIZADO



**Taxa de Absorção
135%**





TOYOTA

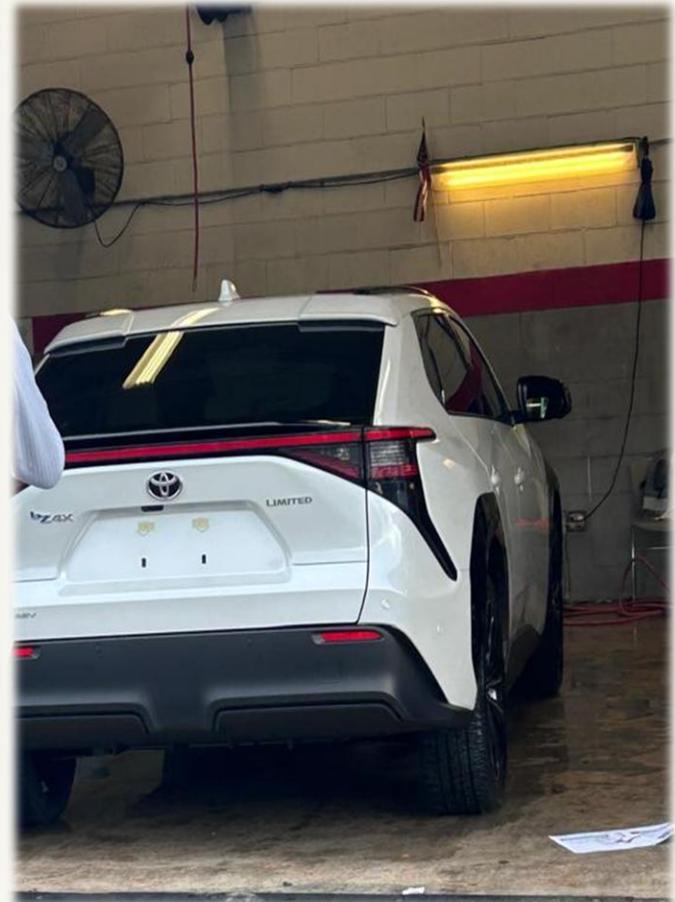
DEERFIELD BEACH



DESAFIO NA LIDERANÇA E GESTÃO



OPORTUNIDADES DE MELHORIA



GESTÃO DE MARCAS SUPERESPORTIVAS



LAMBORGHINI MIAMI

Liderança inspiradora Luxo + Esportividade + Exclusividade





**Ambiente
de loja e
Show Room**



**CX – Customer
experience
“World Class”**



**Serviço leva e
traz a todos
clientes novos
e usados**

Brickell Murgado Automotive Group



Integração Vendas e Pós Vendas



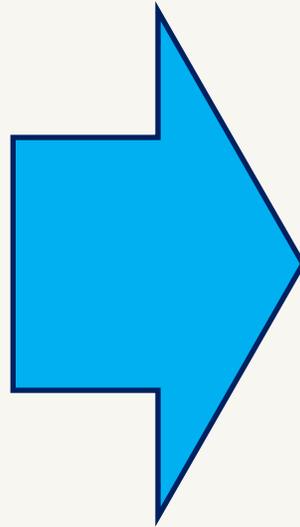
IA - Inteligência Artificial aplicada ao Pós vendas e Usados





O QUE FAZ A INTELIGÊNCIA ARTIFICIAL?

- ✓ Centenas de fotos por minuto 360°
- ✓ API placa / chassi– histórico serviços na concessionária
- ✓ Relatórios “real time”
- ✓ Medição do sulco dos pneus e especificação (marca e modelo)
- ✓ Amassados/ riscos / arranhões
- ✓ Imperfeições na pintura e funilaria já realizadas
- ✓ Alinhamento diagnóstico
- ✓ Estado e riscos danos nas rodas
- ✓ Assoalho do carro: escapamento, vazamento óleo, furos e peças soltas ou quebradas
- ✓ Recalls pendentes
- ✓ Parametrização automática do orçamento – TMO
- Preços das peças e disponibilidade



Benefícios e vantagens:

- ✓ Aumento do ticket médio
- ✓ Transparência junto ao consumidor
- ✓ Segurança – estado do veículo antes e depois da entrada
- ✓ Avaliação suporte para captação de veículos usados
- ✓ Redução número consultores técnicos
- ✓ Aplicação para frotas
- ✓ 100% carros que entram na concessionária
- ✓ Relatórios de gestão de performance:
 - Quais serviços mais demandados e vendidos
 - Oferecimento por consultor
 - Check com disponibilidade de peças em estoque



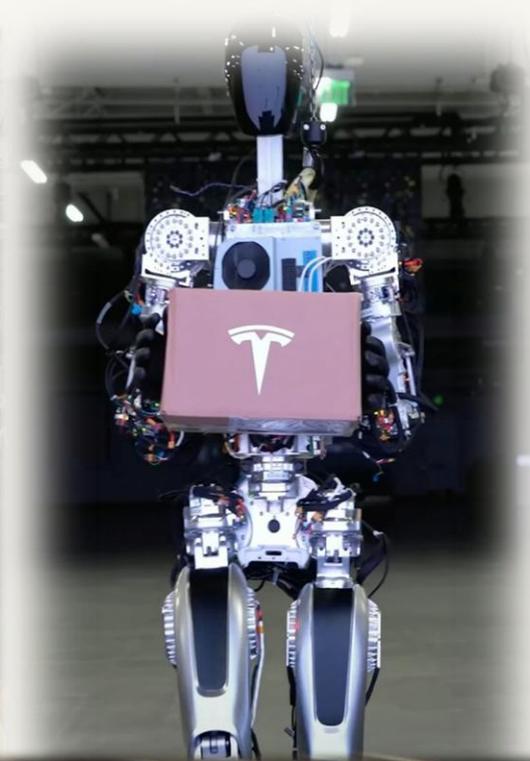
Equipamento automatizado de pneus

TESLA





**Cybertruck
Test Drive**



**Processo de vendas
online**

Cybercab

Cybervan



LUCID

WATCHES &
SWITZERLAND

LUCID

POCKETS

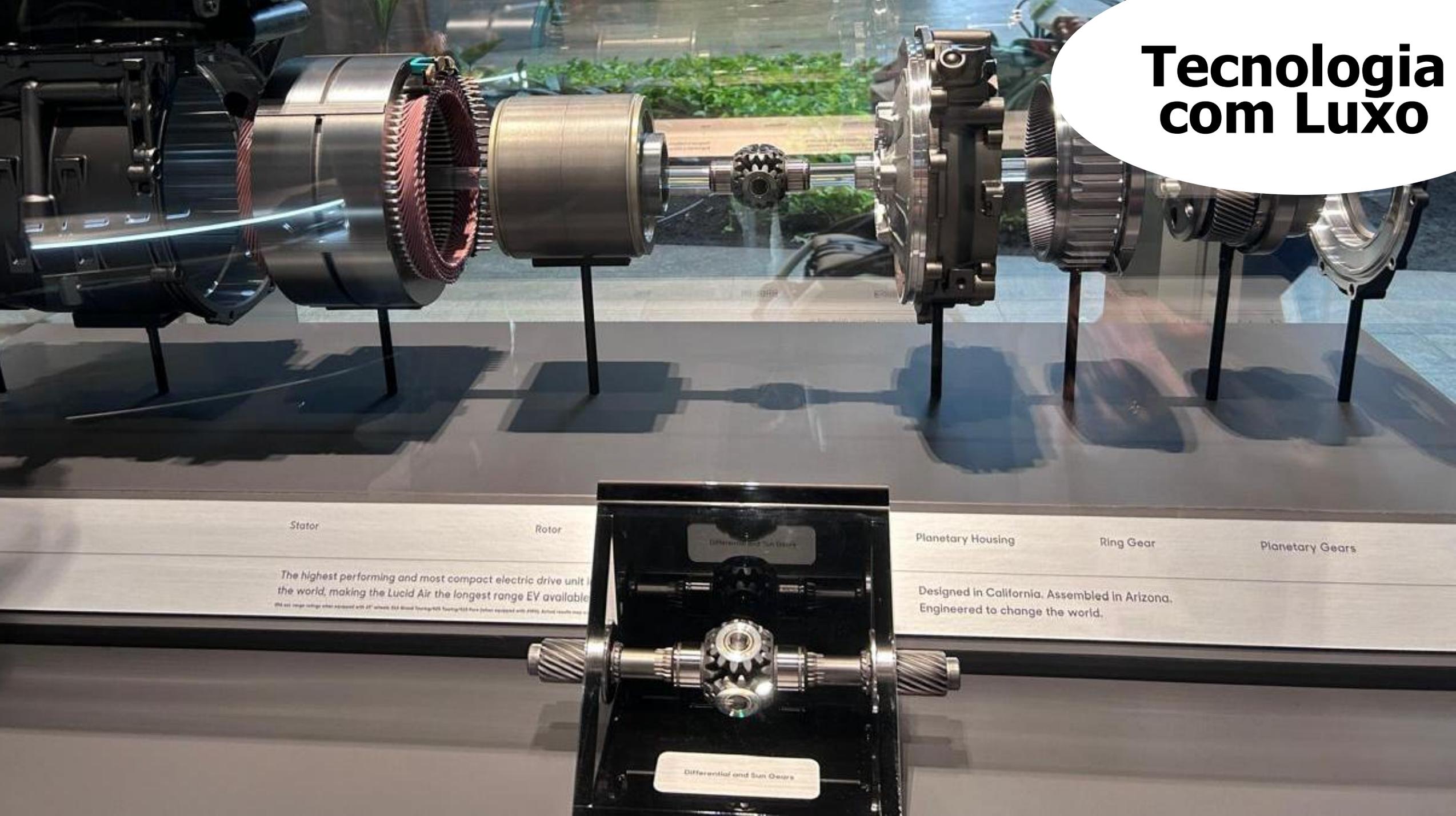
PETER HILLAR

Levi's

DARNA



Tecnologia com Luxo



Stator

Rotor

Planetary Housing

Ring Gear

Planetary Gears

The highest performing and most compact electric drive unit in the world, making the Lucid Air the longest range EV available.

Designed in California. Assembled in Arizona.
Engineered to change the world.

Differential and Sun Gears

Customização



Show room auto explicativo

GRAVITY

AIR FEATURES

Charging
Charge to 200 miles in as fast as 12 min



Cargo Space

A new level of luxury & space

GRAVITY FEATURES

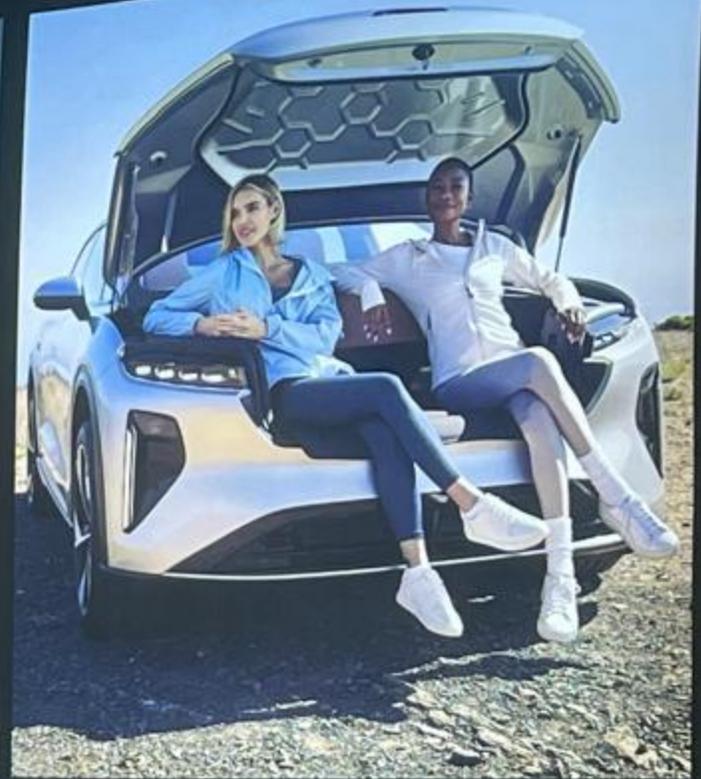
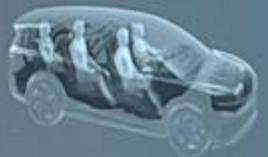
Charging

NACS & CCS
Compatible



Cargo Space

Up to 7 passengers / 3 rows



Sanctuary™ + ClearView Cockpit

Sanctuary

Maior Autonomia

"This road trip-ready SUV offers an expansive three-row interior and stunning good looks"

- Car and Driver

UP TO 200 MILES OF CHARGE IN 12 MINUTES





Ambiente Show Room

Visitas técnicas Dallas



Visitas Técnicas

Dallas





 **TOYOTA**


TOYOTA

LONE STAR

LONE STAR
TOYOTA
Lexus

**Trabalhando
com baixo
estoque**



Excelência no Pós-Vendas





Classic

CHRYSLER

RAM

FIAT

RESERVED
PARKING

Administração de crise





PLANET



Atacadista de Peças



Cliente amigo IA é opção



Clay Cooley

IONIO



**Falando do
mercado
como um
todo**

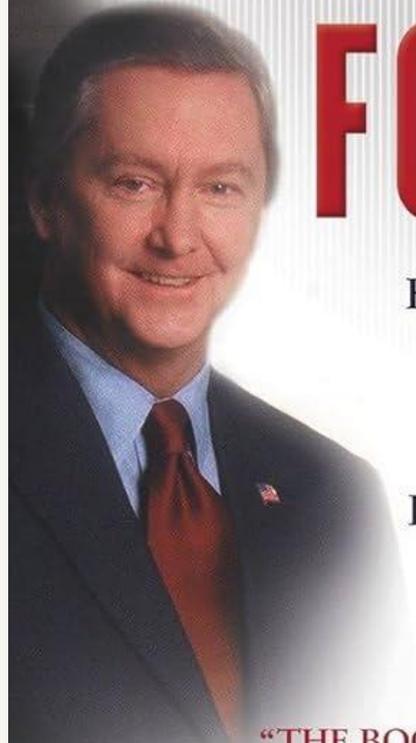


**E os
elétricos?**



THE BESTSELLING CLASSIC, REVISED AND UPDATED, FEATURING 5 NEW CHAPTERS

CUSTOMERS FOR LIFE



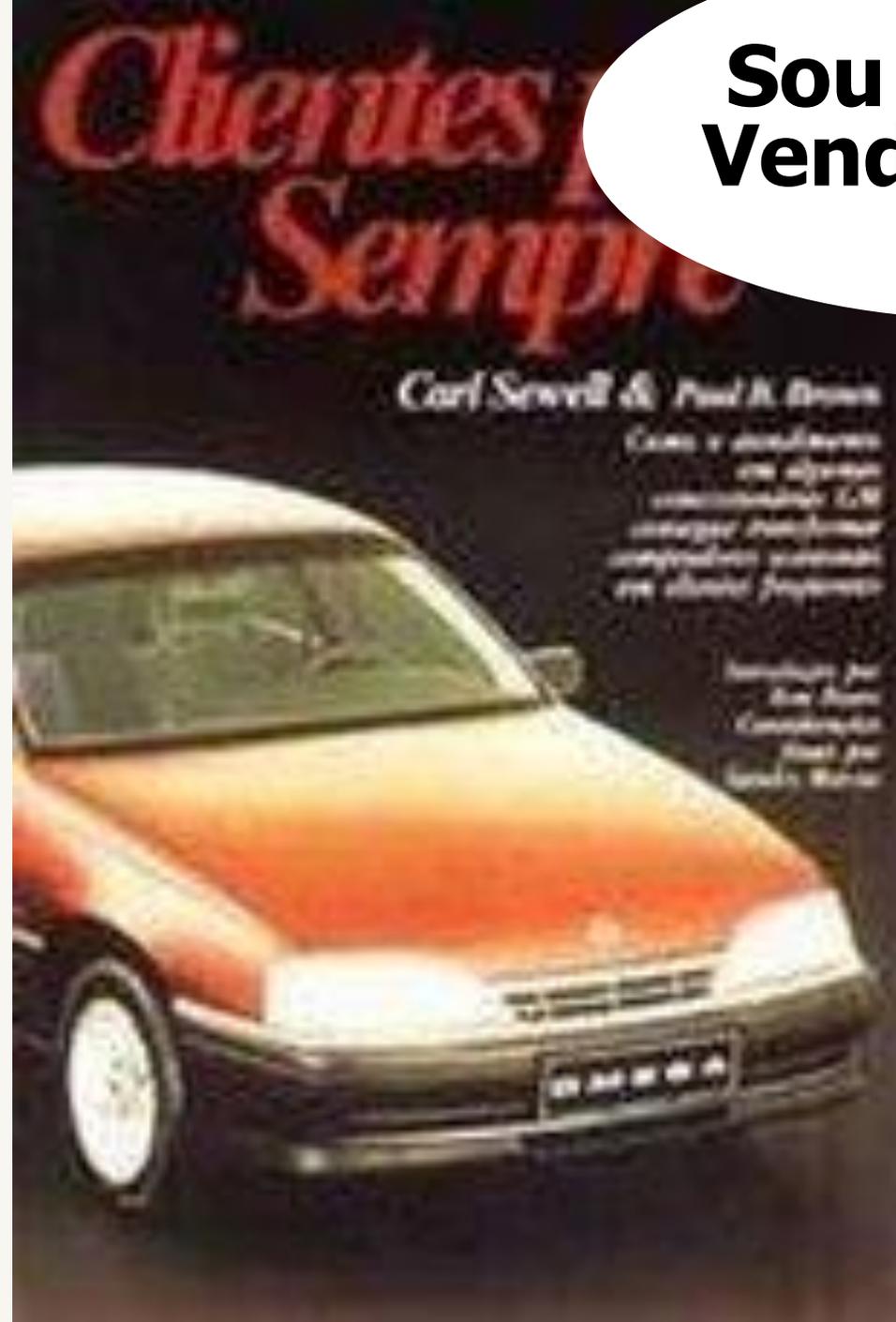
HOW TO TURN THAT
ONE-TIME BUYER
INTO A
LIFETIME CUSTOMER

"THE BOOK OF THE YEAR.

I cannot imagine any business or businessperson who could not benefit from this book...it could invigorate any enterprise." —Tom Peters

CARL SEWELL

AND PAUL B. BROWN



**Sou Sewell
Vendo BMW**

**Satisfação
do
Cliente!!!**





Showroom Provisório

Pós-Vendas



**Lavagem
Grátis**



Formação de equipes



Palestras NADA 2025

#NADASHOW

NADA 2025 | SHOW



2025 **NADASHOW**

NOFLA

NEW ORLEANS • JANUARY 23-26

#NADASHOW

Making the Case for Consistent, Connected Appraisals

Win More Cars.
Make More Money.



Patrick Janes
AVP, Business Development
Cox Automotive



Micah Tindor
Strategic Planning Sr. Director
Cox Automotive

Workshop Objectives



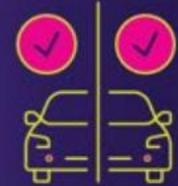
Identify
**consumer
appraisal
expectations**



Define
**appraisal
best
practices**



Develop
process for
**consistent
appraisals**



**Solve for
variances**
across
appraisers



TRUST

+

TRANSPARENCY

+

INFORMATION

=

**CONSUMER
CONFIDENCE**

Acquisition Channels

Requires Consumer Engagement



Auction



Group Transfer



Lease Return



Trade-In



Private Sellers
Listings & Off-the-Street



Missed Appraisal



Service Lane



**GET EVERY
APPRAISER ON THE
SAME PAGE**

Tame Inconsistencies, Adopt a Universal Appraisal Process

Progress bar: Basic Information (checked), Vehicle Details (checked), Vehicle Modifications (checked), Vehicle Condition (active), Contact Information, Cash Offer

Vehicle Condition

You know your vehicle best. Tell us where it has signs of wear or damage.

Exterior | Interior | Mechanical

Front | Driver | Rear | Passenger | Windows/Lights

Do you have damage or wear in these areas?
(Example: dings, dents, scratches or paint chips)



A woman wearing a straw hat and a striped shirt is smiling and holding a drink with a straw. In the background, there is a large cake decorated with strawberries. The entire image is overlaid with a semi-transparent purple filter.

ALIGN WITH CONSUMER EXPECTATIONS

Find the Right Vehicle Value

Vehicle Information

VIN* 5UXCR6C0 Go

Odometer* 45000

Year* 2020

Make* BMW

Model* X5

Series xDrive40i

Body Type SUV

Cylinders 6

Transmission Automatic

Color White

Vehicle Additional

Source* Sight Unseen

Vehicle Condition

Photos Add Delete



Salesperson/Appraiser Information

Salesperson

Appraiser

Purchase

Customer Information

First Name

Last Name

Home Phone

Email

Address

Postal Code

Vehicle of Interest

Appraised Value 33000

Profit 4611

Summary

Tags

rBook \$34,907

MMR \$32,100

KBB.com \$30,300

Black Book \$32,550

J.D. Power \$32,150

Auction \$28,774

KBB \$35,506

Disposition

Retail Wholesale

Reconditioning 2766

Certification

Transportation

Auction

ProfitTime Strategy i

Price Rank 25 of 25

Adj % of Market 108

80%-96%

vRank 22 of 25

Asking Price 40377

Customize Reconditioning Items

Here you can select which reconditioning items you need on this appraisal. A list with any default items will always show. You can click the Add New Item button to add new custom items for this appraisal. You can also edit each item by clicking the edit button (✎) to the right of the item value. You may select a maximum of 50 items. The default list can be altered on the settings page.

+ Add New Item

Summary		Edit Item
<input type="checkbox"/> A/C Repair	\$150	✎ ✕
<input type="checkbox"/> Air Filter	\$110	✎ ✕
<input type="checkbox"/> Alignment	\$200	✎ ✕
<input type="checkbox"/> Battery	\$300	✎ ✕
<input type="checkbox"/> BMW Oil Filter Housing	\$750	✎ ✕
<input type="checkbox"/> Body damage	\$0	✎ ✕
<input type="checkbox"/> Brakes Front with Rotors	\$1200	✎ ✕
Total	\$2766	

Cancel Revert Save

A photograph of two children, a girl on the left and a boy on the right, both with surprised expressions. The girl is holding a fan of US dollar bills. The boy is holding a large glass jar filled with US dollar bills. The image is overlaid with a semi-transparent blue filter.

**PUT YOUR
BEST OFFER
FIRST**

Presentation Matters!

Dealer Offer

VIN# 5UXCR6C0XLL166003
Offer Date: January 23, 2025

Long Beach Ford is interested in your
2020 BMW X5 xDrive40i

Mileage: 45,000 Engine: 6 Cylinders Transmission: Automatic

Dealer Offer
\$33,000
Expires on 01/30/2025 or 500 miles

Vehicle History Report (Provided by AutoCheck)

- 1 One Owner
- 1 Accidents Found
- Mileage Verified
- Non-Rental

Diagnostic Report (Provided by Vixen)

- Engine Light Off
- Dash Lights Off
- 2 Trouble Codes Active
- 0 Codes Reset Non
- Emissions Passed

Trouble Codes | 2 Active

- B1442 Air Inlet Damper Control Servo Motor \$150
- B1503 Exhaust Heat Management Warning Detected \$150

Condition Summary

- 1 Driver's Side Front Door Ding \$150
- 1 Hood Ding \$150
- Rear Bumper Scratch \$75
- 2 Rear Tires- Replace \$450
- 1 Front Left - Scratched Rim \$150
- 1 Windshield Small Crack \$100
- Front Seats Minor Stains \$150
- Paintless Dent Removal \$650
- Detailing \$250

Kelley Blue Book® Vehicle Insights

- Mileage:** Good
- Color:** Good
- Equipment:** Very Good
- Supply and Demand:** Supply Low, Demand Average

Comments

Address what's
Important /
special

Provide context
on market
demand

Clearly define
what helps /
hurts the
appraisal



RECTIFY AND REPEAT

Track the Success of Your Appraisers'

Cost to Market Accuracy

Price to Market Accuracy

Consumer Offer Presentation

Look to Book

Key Takeaways



Build confidence in appraisal process as consumer expectations continue to change



Hedge against gross profit declines with a **standardized appraisal process**



Find your appraisal **competitive advantage** through tracking and repeatability

2025 **NADASHOW**

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NEW ORLEANS • JANUARY 23-26

#NADASHOW

Exploring Campaigns, Automations and Data Strategies with your CDP



Lauren Donalson
President & COO
PureCars

AI and the Future

Elevate CDP Performance

- **Human Capital, vNext** - further improve operational efficiency
- **Insights** - improve proactivity and performance of advertising spend



The Future is... AI



The “2 letter word” for 2025 and beyond: CDPs Meet AI for Maximum Results

- AI-driven CDP automations for improved efficiency
- Enhanced digital advertising with AI-driven insights
- AI-integrated marketing and 1:1 communications

#NADASHOW

NADA 2025 | SHOW



2025 **NADASHOW**

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NEW ORLEANS • JANUARY 23-26

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Drive growth and build loyalty with AI



Tim Hayden

CEO @ BrainTrust Partners |
Board @ Andy Roddick
Foundation

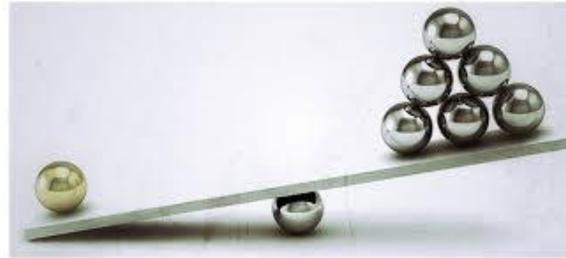
NADA



Find new leads



Drive more revenue



Do more with less



Build customer loyalty



Use AI and Texting to make collecting and responding to reviews fast and easy

- Use AI to generate reviews invite for every customer.
- Ask for reviews via text with a direct link to Google reviews.
- Respond to the reviews 2x faster with AI generated responses.



You answers need you to be **quikk** or they will buy a car somewhere else

82%

of consumers want immediate response when they make a question

50%+

of consumers say they go with the 1st business that responds to their inquiry or message

30%

of consumers will buy from a competitor instead if the response from a business is too slow



AI should act like a real human, but **faster**

- Responds instantly to new inquiries.
- Answer complex questions quickly and automatically.
- Keeps the lead warm asking follow up questions.



The right AI platform will help you
earn more sales, even when
you're closed



AI focuses on getting *more* shoppers booked for a test drive

- Answers vehicle inventory and feature questions.
- Doesn't take vacation days or lunch breaks - it's on all the time.
- Help you reach and beat your quota, without adding staff.



1. Communicate vehicle availability
2. Manage test drive requests
3. Service appointment scheduling
4. Answer vehicle history & feature questions
5. Customer service

**A few use cases
for an *AI employee***



AI helps you get more done – from start to finish *without* hiring more people

- AI escalates the right conversations to management.
- AI fields vehicle history inquiries accurately.
- AI schedules service appointments without extra staff time.



Build Customer Loyalty



Your leads needs you to personalize their experience *with* you or they won't keep engaging.

81%

of consumers prefer companies that offer a personalized experience.

70%

of consumers say a personalized experience where the employee knows who they are and their history with the company is important.



AI should help you provide *better* customer service

- Ensure customers receive timely and accurate information.
- Manage common inquiries.
- Boost the likelihood of remaining customers.



Use of AI to engage with leads and customers *smarter* and *faster*

- Connect to customers / leads in the same channel they reached out in.
- Add website chat to your site and use AI to respond quickly.
- Use AI to send an automated text message to every lead.



Meet Jerry *Podium's AI Powered BDC Agent*

Our best-in-class conversational AI BDC built for the automotive industry

- Qualify every inbound lead.
- Understands your services offerings.
- Answer common questions automatically.
- Deescalate negative customer interactions.
- Works 24/7 to sell schedule, communicate and nurture leads.



The bottom line: Your competition is already thinking about ways to use AI to sell more cars.

Don't get behind.

Palestra: Futuro do varejo Automotivo – Steve Greenfield

Steve Greenfield

Automotive & Mobility Expert

Speaker, Author, Investor

Insights and actions to win the
accelerating pace of transformation

BOOK STEVE TO SPEAK AT YOUR EVENT

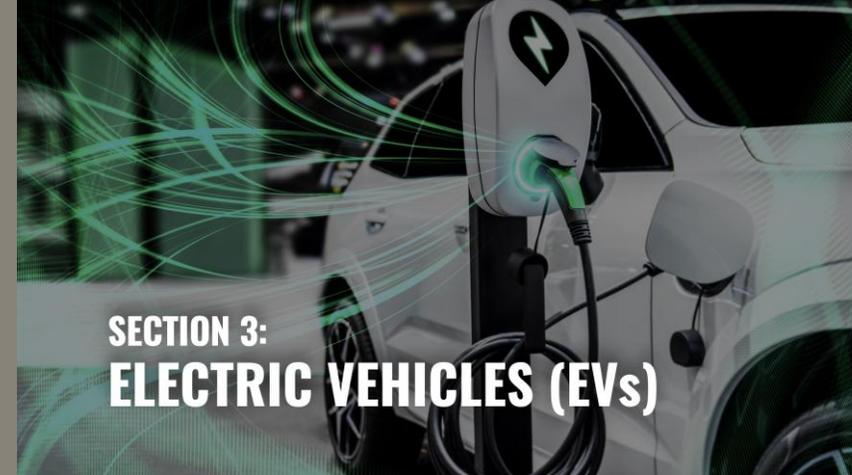




**SECTION 1:
INDUSTRY OVERVIEW**



**SECTION 2:
DEALERSHIP PROFITABILITY**



**SECTION 3:
ELECTRIC VEHICLES (EVs)**



**SECTION 4:
U.S. ELECTION**

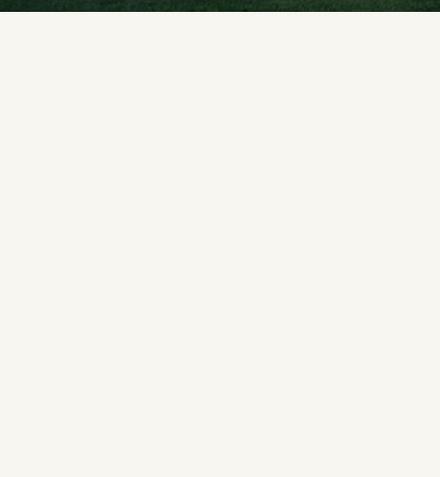


**SECTION 5:
CHINA**



REPAIR SERVICE

**SECTION 6:
REPAIR / SERVICE**



**SECTION 7:
DEALER BUSINESS MODEL**



**EPILOGUE:
OUR INVESTMENT THESIS**



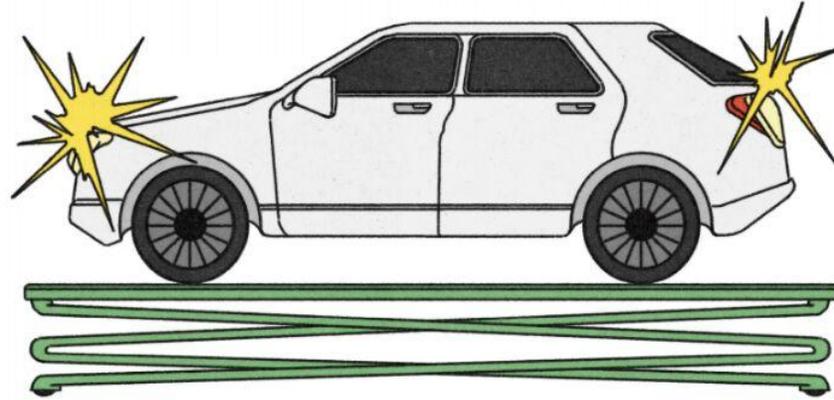


Parte 01: Panorama da Indústria

TOP-SELLING LIGHT VEHICLES

	Model	12 mos 2024
1	Ford F-Series	765,649
2	Chevrolet Silverado	549,945
3	Toyota RAV4	475,193
4	Tesla Model Y*	405,900
5	Honda CR-V	402,791
6	Ram pickup	373,120
7	GMC Sierra	324,734
8	Toyota Camry	309,876
9	Nissan Rogue	245,724
10	Honda Civic	242,005

Average monthly car payment



August 2016

\$478.85

August 2024

\$737.02

2024 tem sido um ano terrível para montadoras não chinesas



- Demitindo 9.000 funcionários, reduzindo 20% da capacidade de produção global
- Reestruturação de executivos
- Declaração de um executivo ao Financial Times: "Temos 12 ou 14 meses para sobreviver"

2024 tem sido um ano terrível para montadoras não chinesas



- Ações caíram 23% no ano; lucros caindo devido aos negócios na China
- Vendeu 4,4 milhões de carros em 2015; 4,1 milhões em 2023; previsão para 2024 é de 3,8 milhões de carros

2024 tem sido um ano terrível para montadoras não chinesas



Volkswagen

- Queda de 60% nos lucros; margem de lucro acumulada no ano: 2%
- Ameaça de fechar 3 fábricas na Alemanha — primeiros fechamentos domésticos na história da empresa
- Greve geral evitada após negociação com o sindicato IG Metall ao recuar no plano de fechamentos

2024 tem sido um ano terrível para montadoras não chinesas



- CEO demitido
- Ações caíram 40% no ano; receita caiu 27% no terceiro trimestre
- Previsão de margem de lucro para 2024 revisada de "duplo dígito" para "entre 5,5% e 7%"

2024 tem sido um ano terrível para montadoras não chinesas



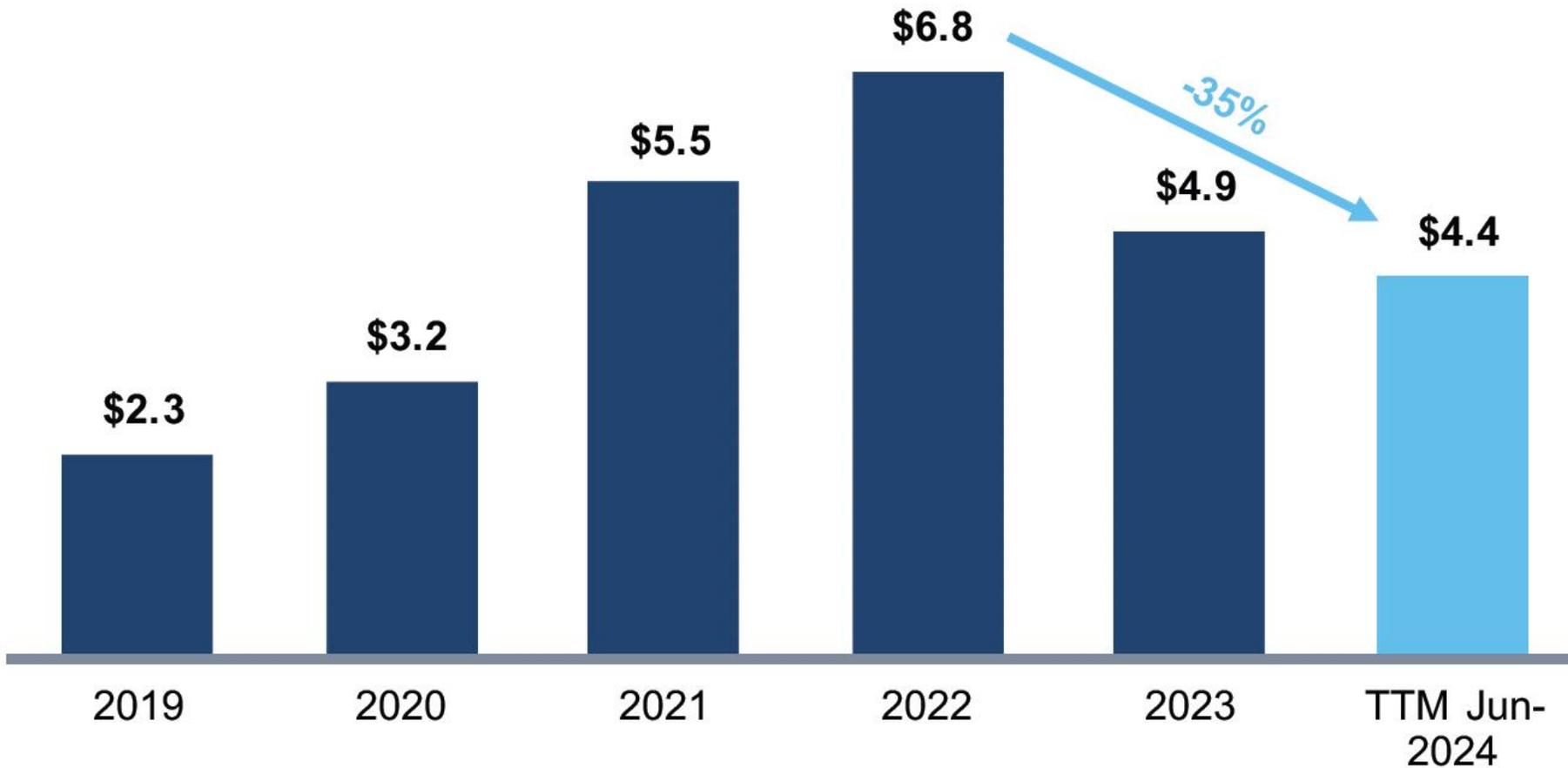
- Vendas na China caíram 42,5% no ano; de um dos líderes do mercado para o 16º lugar em vendas
- Assumiu um prejuízo de US\$ 5 bilhões devido ao colapso dos negócios na China
- Abandonou o projeto de robô-táxi Cruise, após investir US\$ 10 bilhões



Parte 2:

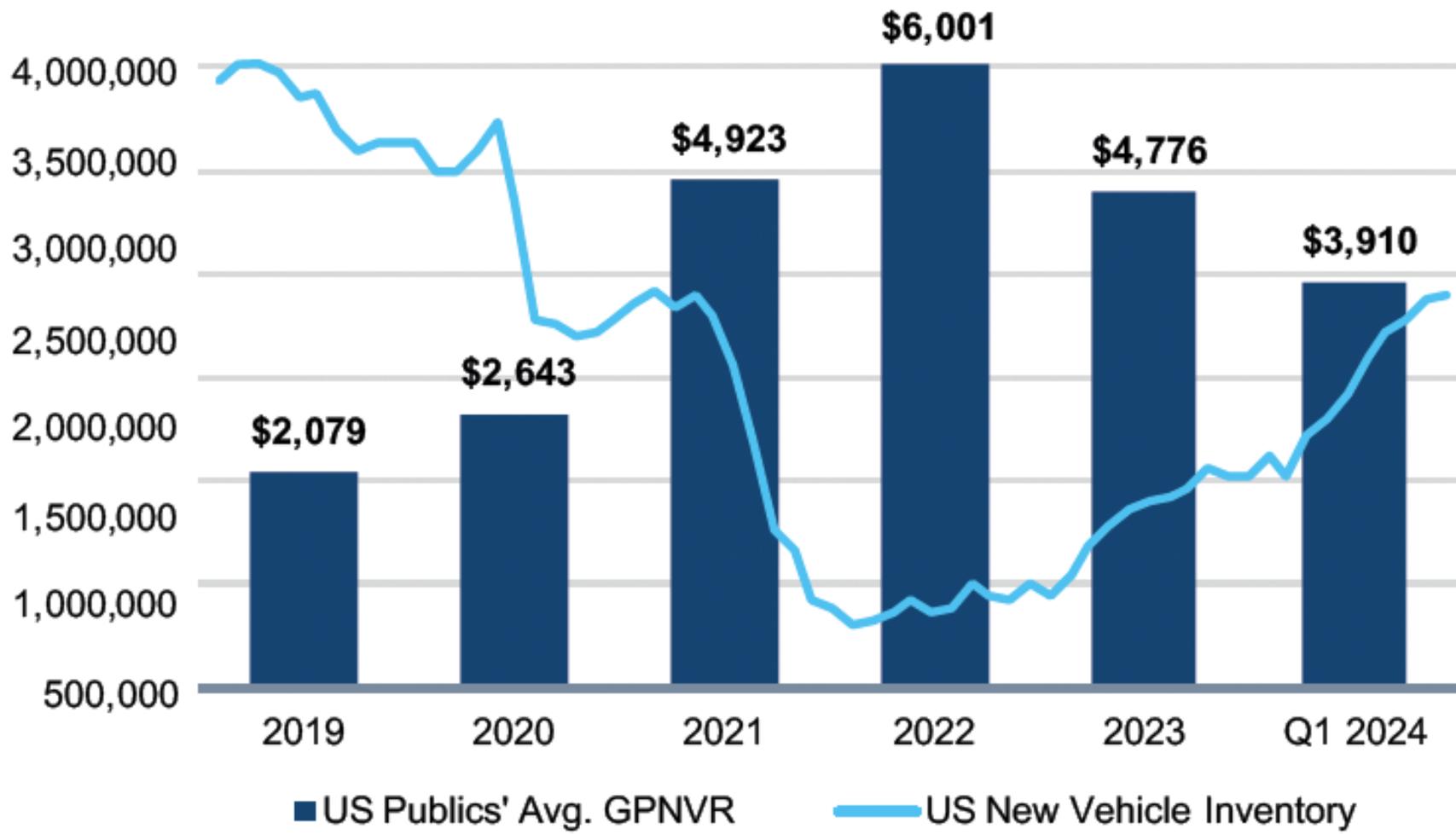
Lucratividade dos concessionários

Estimativa de Lucro Médio Anual das Concessionárias (em milhões de dólares)



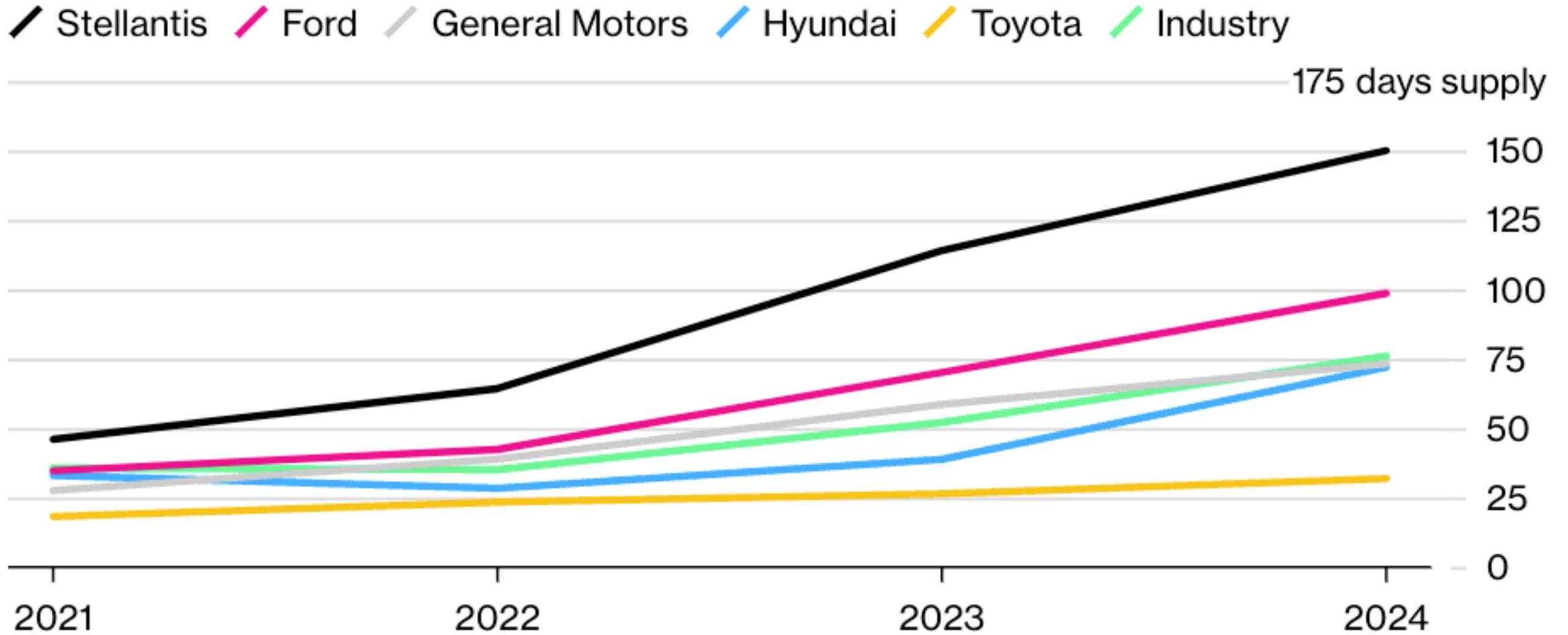
Source: SEC Filings for Asbury, AutoNation, Group 1, Lithia, Penske & Sonic, Kerrigan Advisors' Analysis

Lucro Bruto Médio por Veículo Novo Vendido no Varejo (GPNVR) pelos Grupos de Concessionárias Públicas dos EUA vs. Estoque de Veículos Novos nos EUA



Source: SEC Filings for Asbury, AutoNation, Group 1, Lithia, Penske & Sonic, Cox Automotive

Estoque em Concessionárias dos EUA

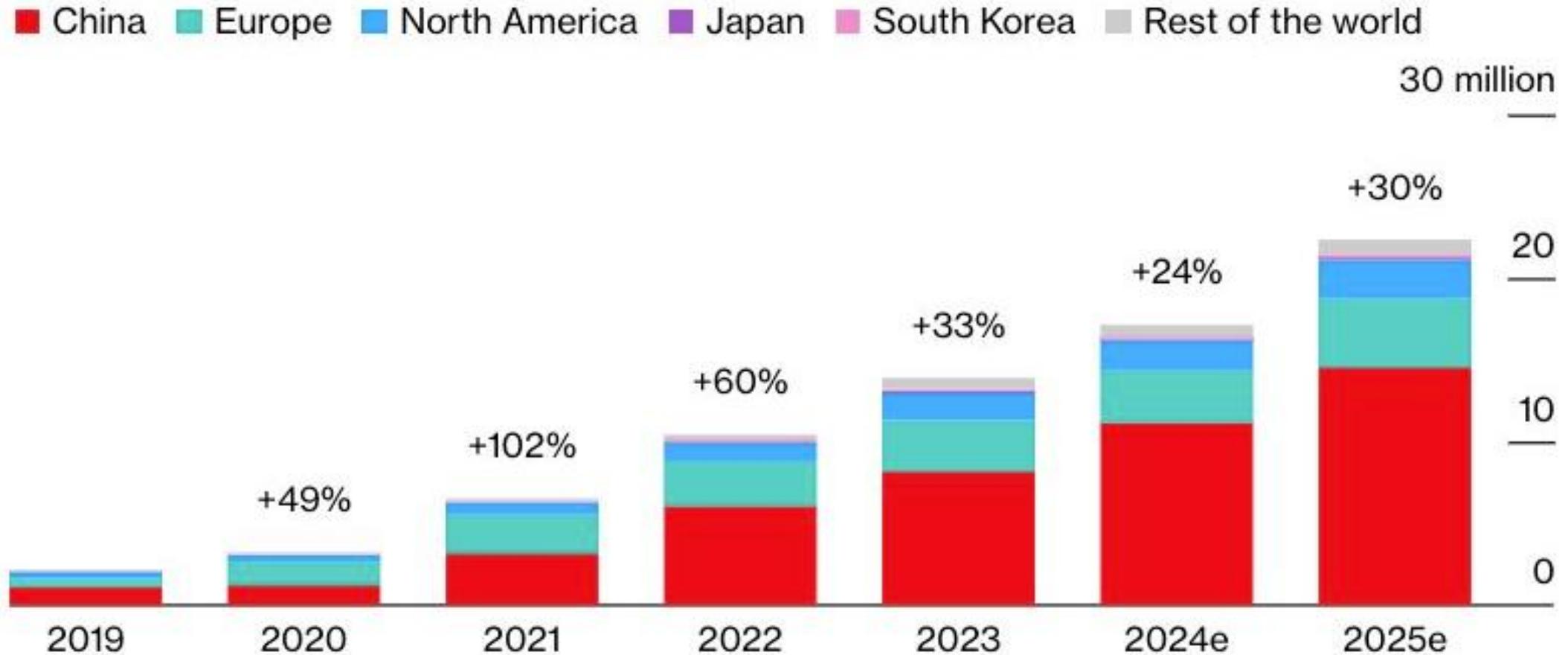


Source: Cox Automotive

The image features a white electric vehicle (EV) parked at a charging station. A charging cable with a glowing green plug is connected to the car's charging port. The background is dark with vibrant, swirling green lines that represent energy or data flow. The overall aesthetic is futuristic and clean.

Parte 3:
Veículos eletrificados (EVs)

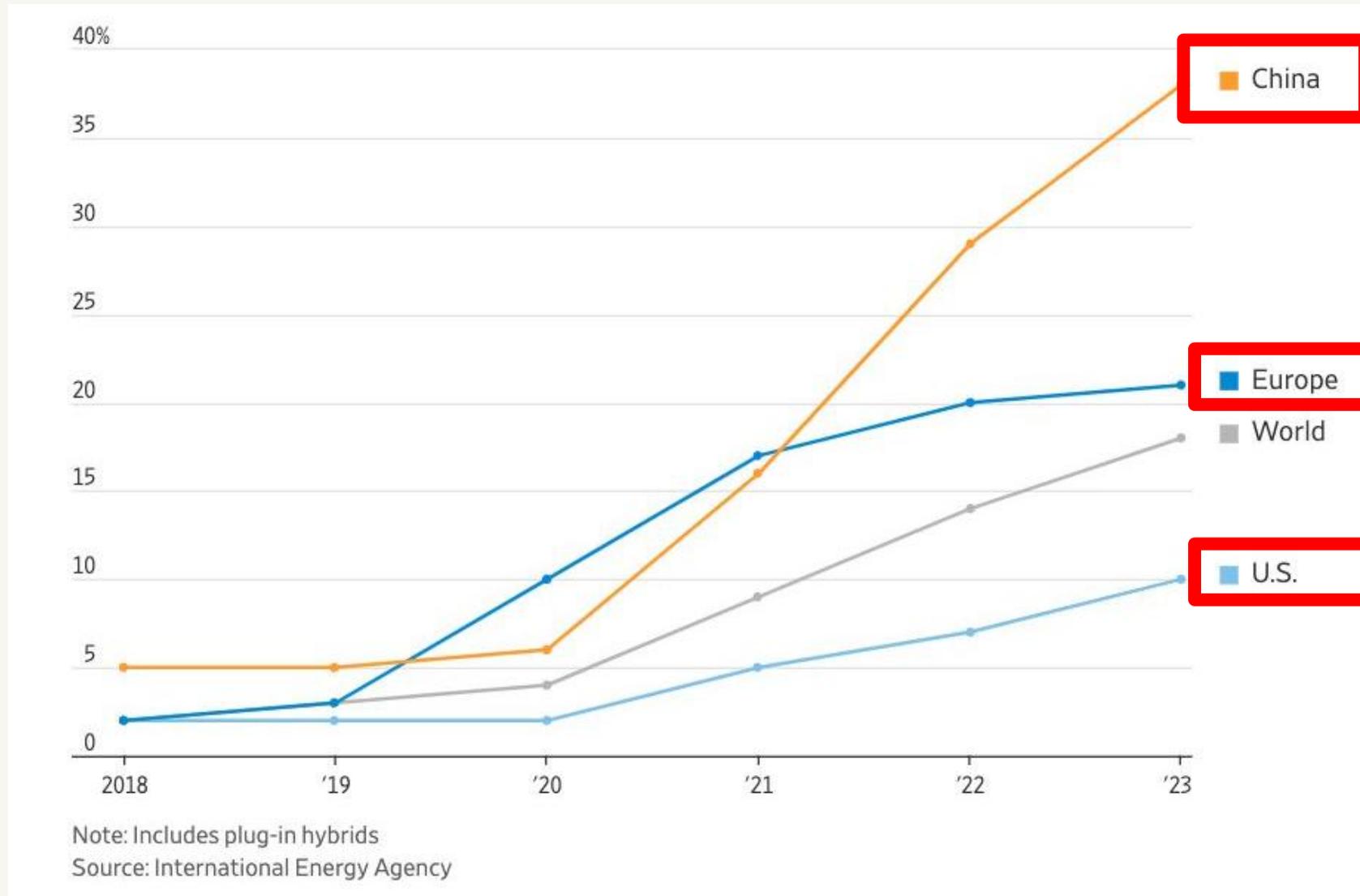
O Crescimento das Vendas de Veículos Elétricos Pode se Recuperar Após a Desaceleração



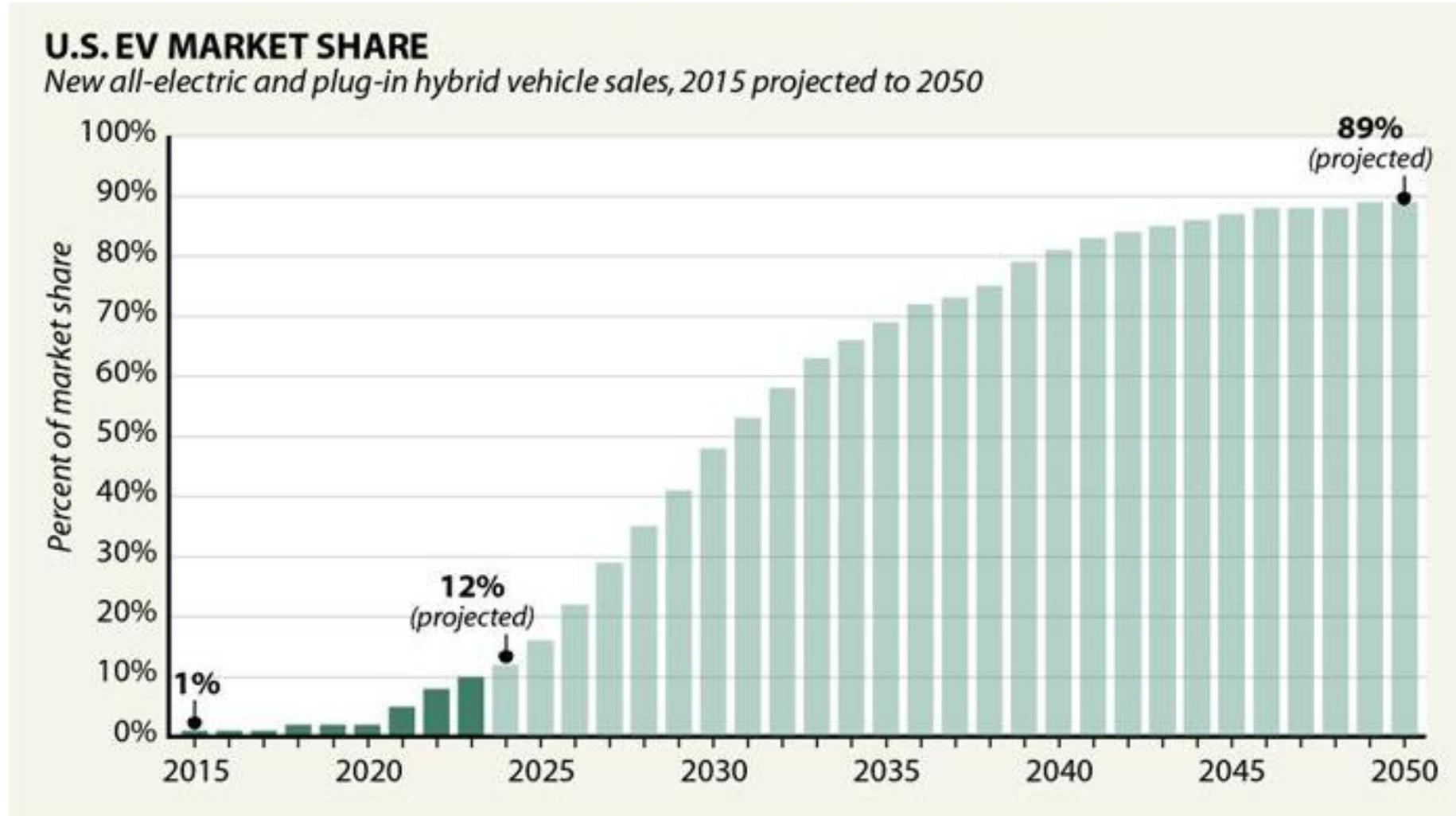
Source: BloombergNEF

Note: Some December 2024 data estimated. Includes battery-electric and plug-in hybrid vehicles.

Participação dos Veículos Elétricos no Total de Vendas de Automóveis



Projeção de Crescimento da Participação de Mercado de Veículos Elétricos

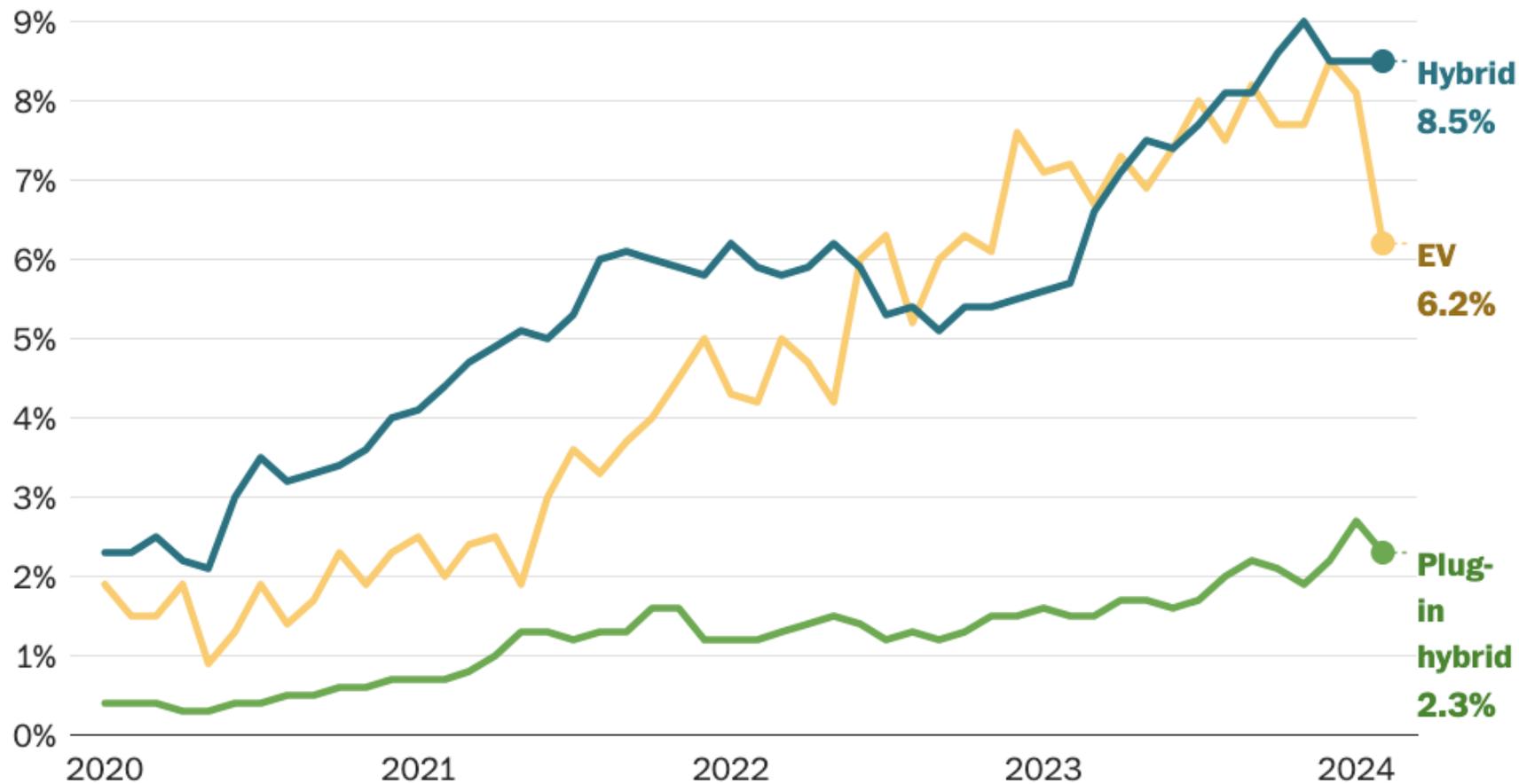


SOURCE: BloombergNEF

PAUL HORN / Inside Climate News

Os veículos elétricos estão perdendo espaço enquanto os híbridos continuam crescendo

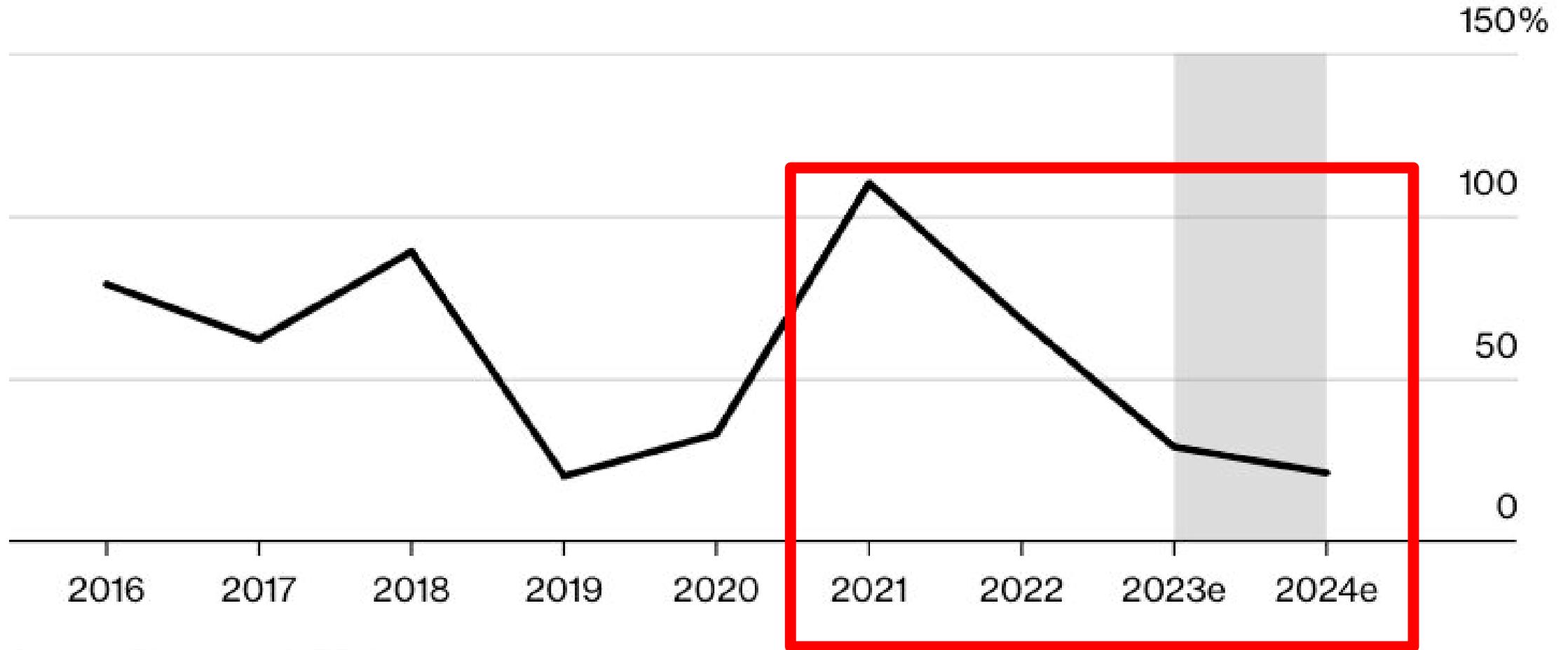
Share of new U.S. car and truck sales by vehicle type



Source: Cox Automotive

Crescimento Global das Vendas de Veículos Elétricos

Sales growth Estimated sales growth

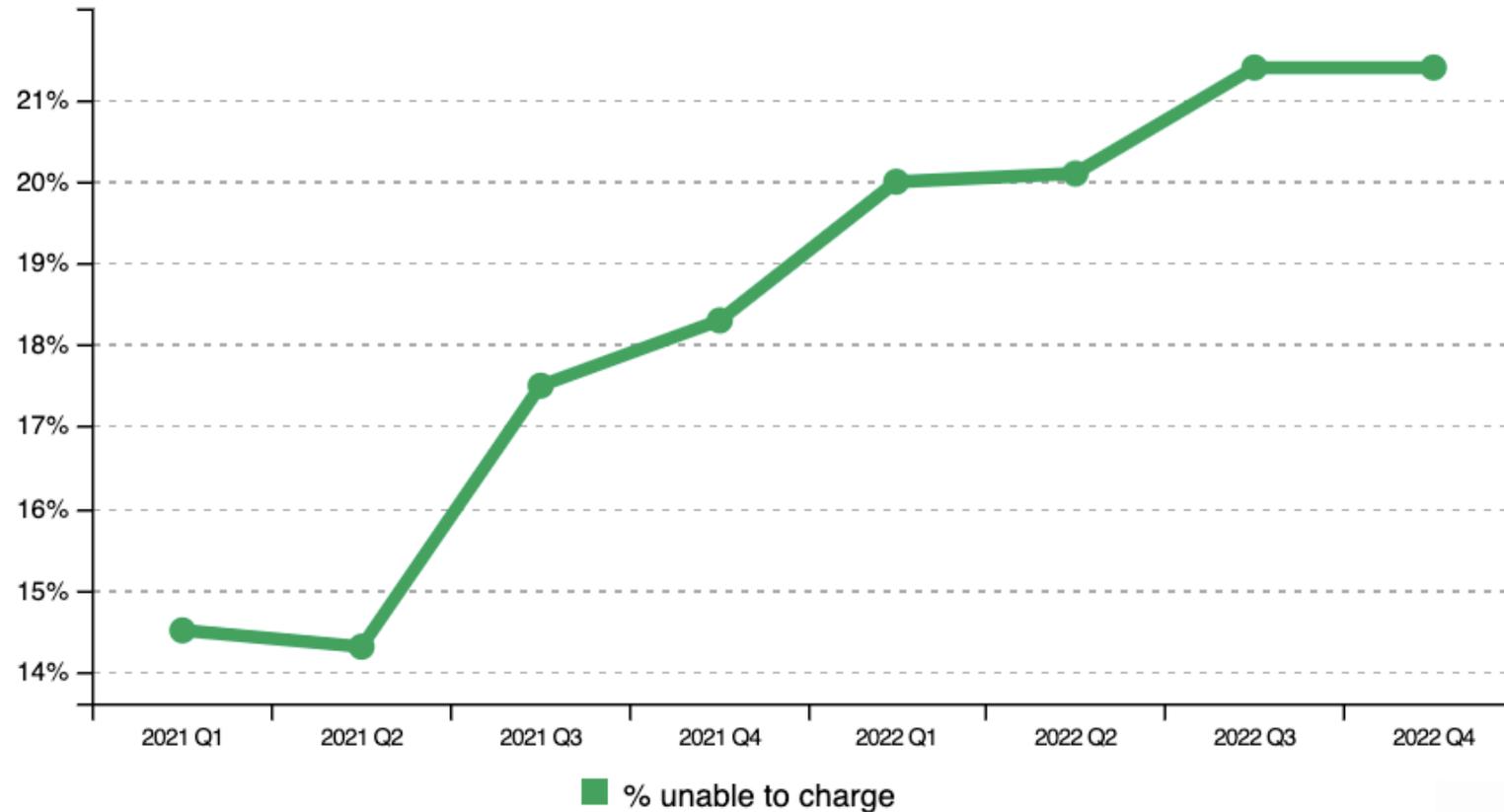


Source: BloombergNEF data

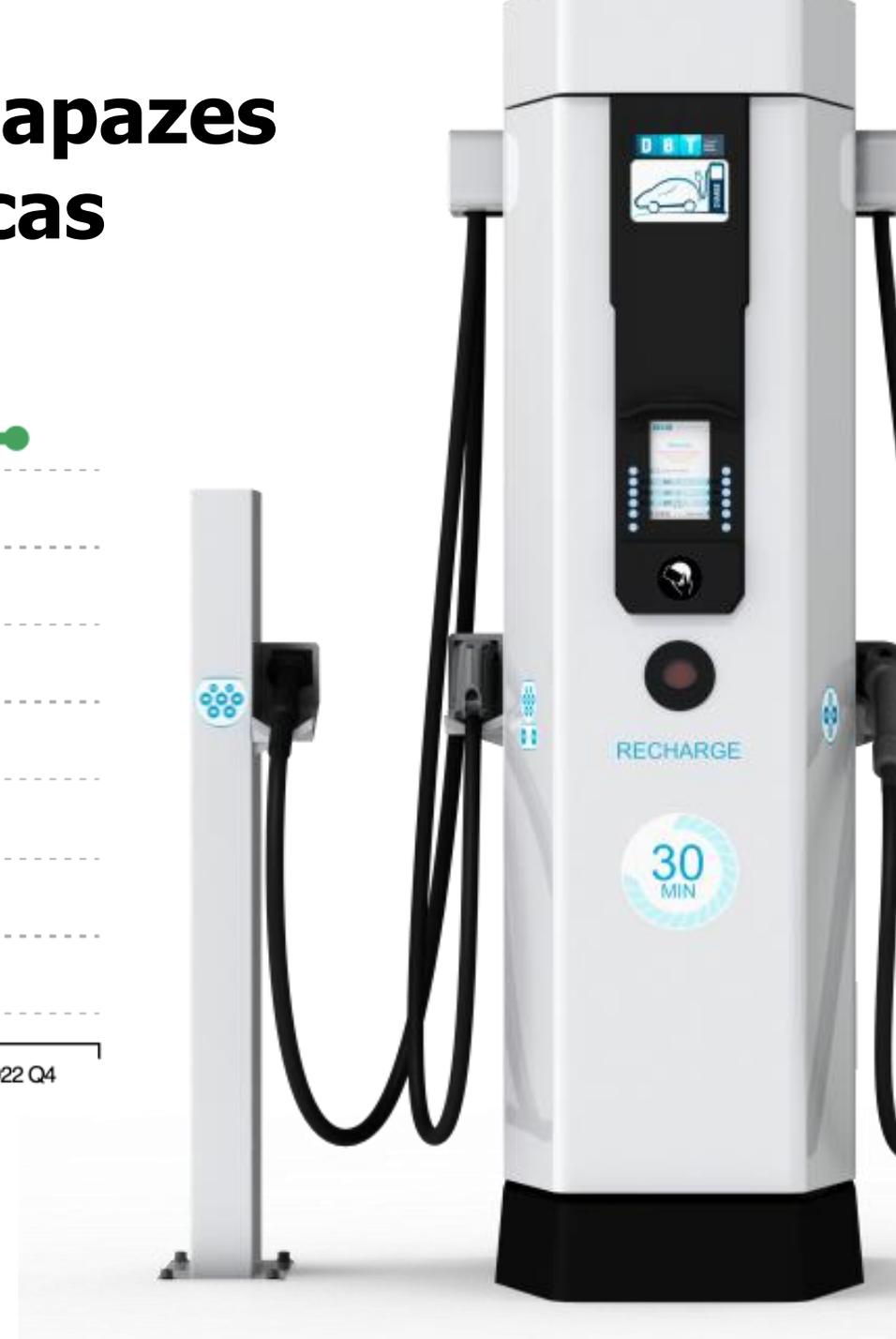
Note: Figures for 2023 and 2024 are estimates

Motoristas de veículos elétricos incapazes de carregar em estações públicas

Hover over or touch chart for a detailed view.



Source: J.D. Power Electric Vehicle Experience Public Charging Study





Parte 4:

Novo Governo EUA

US presidential election 2024 [+ Add to myFT](#)

Donald Trump would gut Joe Biden’s landmark IRA climate law if elected

Former president plans to scrap clean energy rules and expand drilling to boost fossil fuels, say advisers

- 
- 
- 
-  Share
-  Save



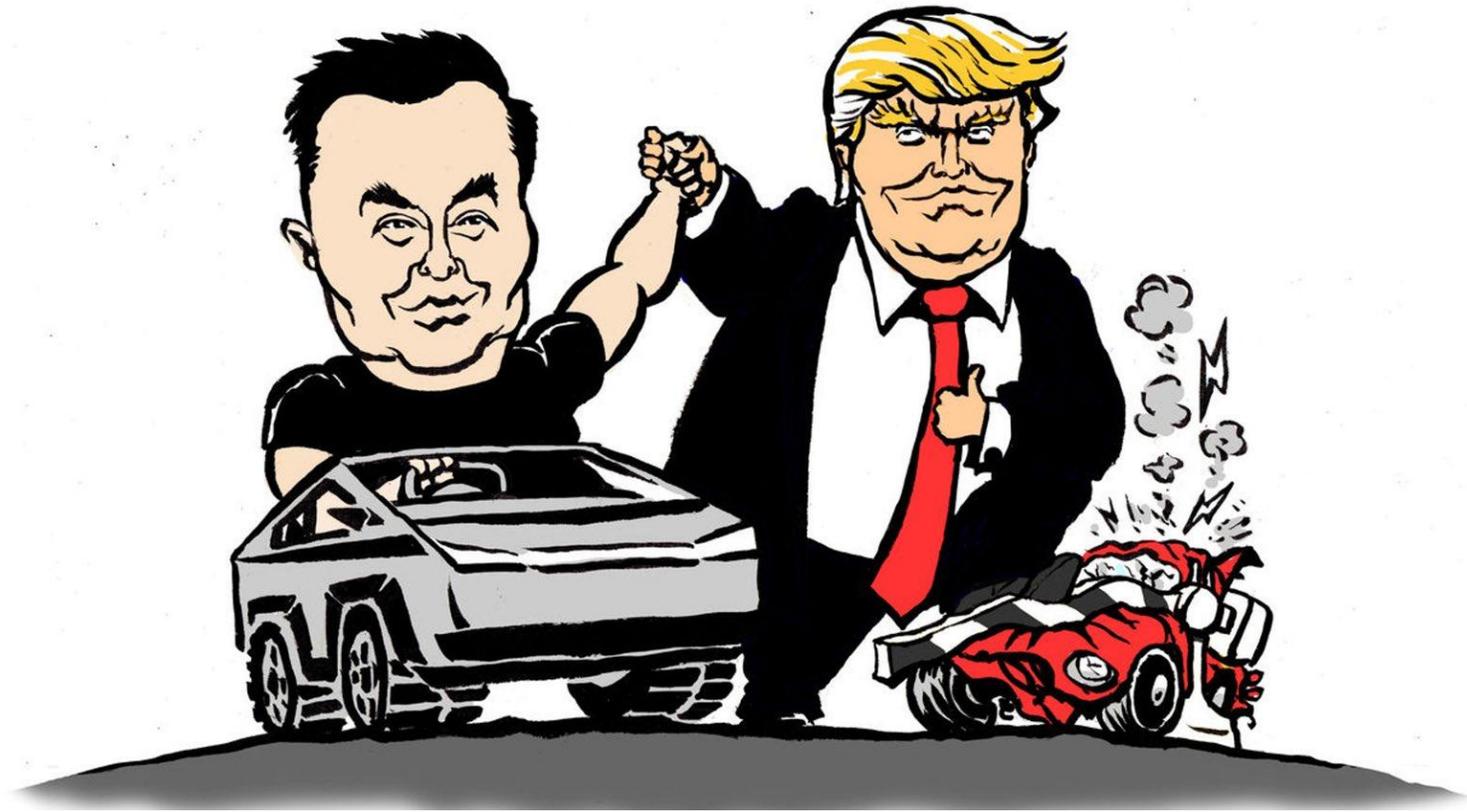
Former president Donald Trump has criticised Joe Biden for compromising what he claimed was his achievement of securing US 'energy independence' © Carlos Barria/Reuters

Jamie Smyth in New York and Aime Williams in Washington NOVEMBER 23 2023

United States | Lexington

One big thing Donald Trump and Elon Musk have in common

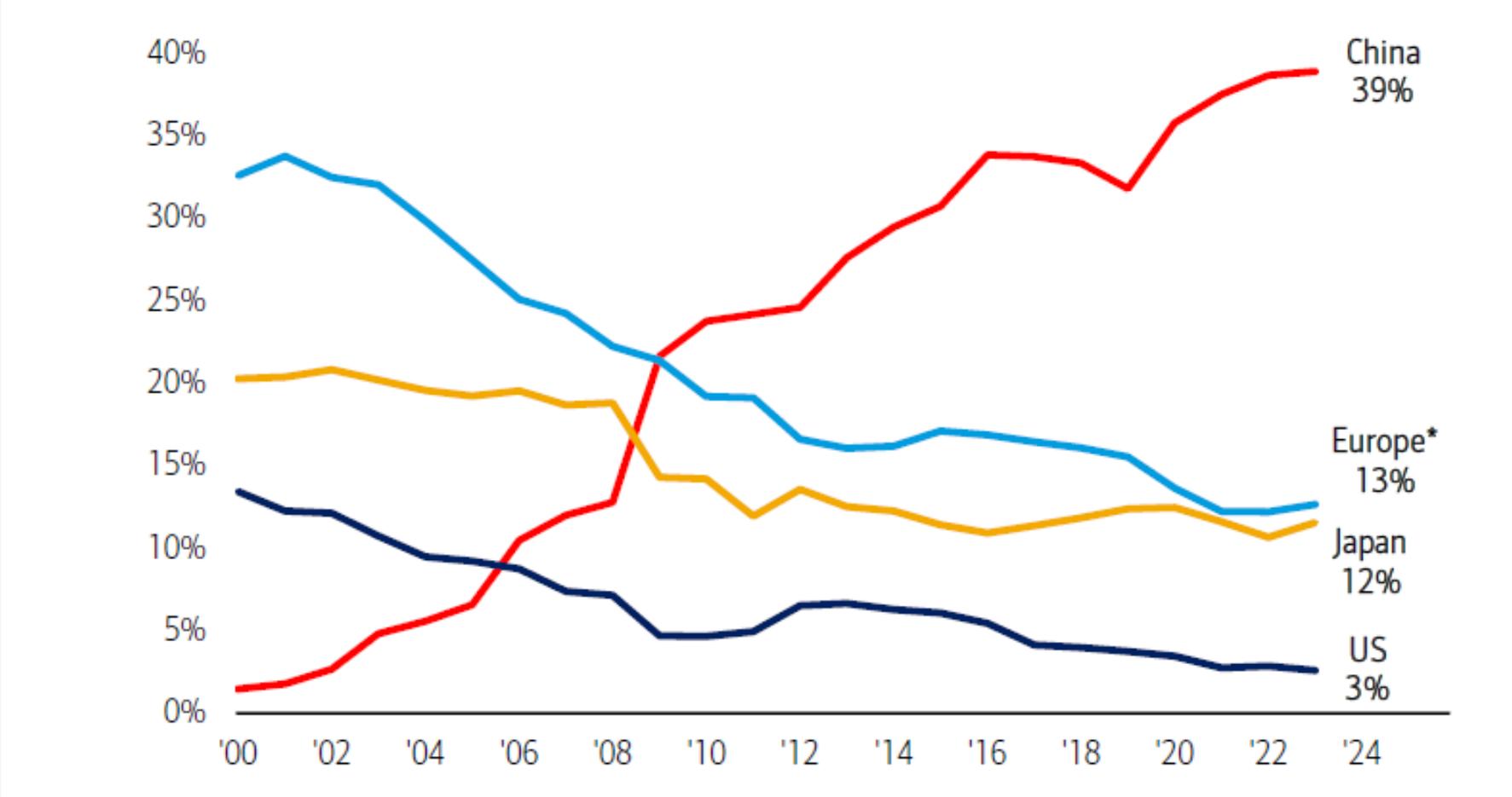
They both want to crush Tesla's competition





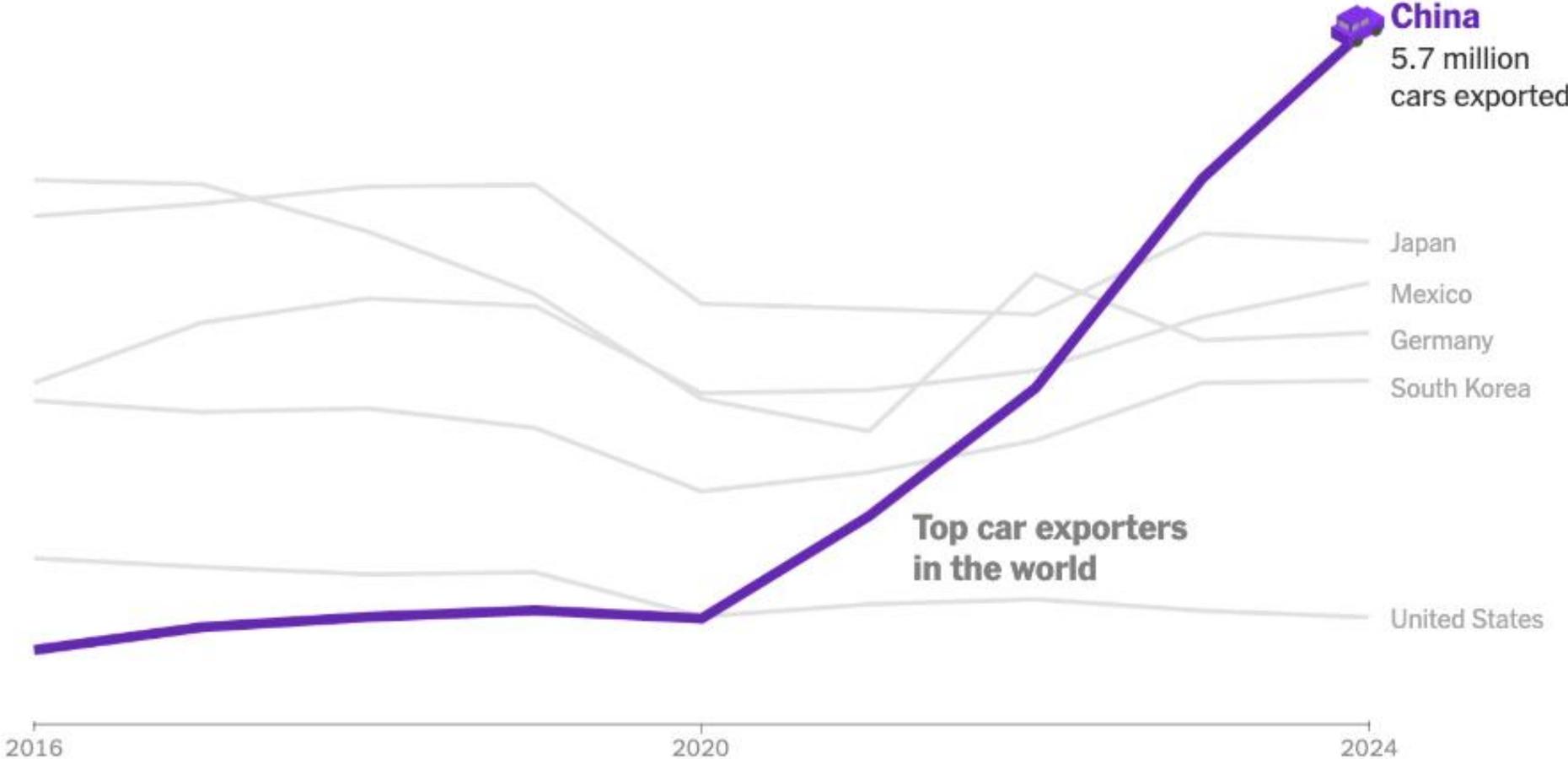
Parte 5:
CHINA

A participação da China na produção de carros passou de 1% para 39% nos últimos 20 anos



Source: Bloomberg, International Organization of Motor Vehicle Manufacturers. *Europe 'Big 5' = Germany, Spain, France, Italy, UK.

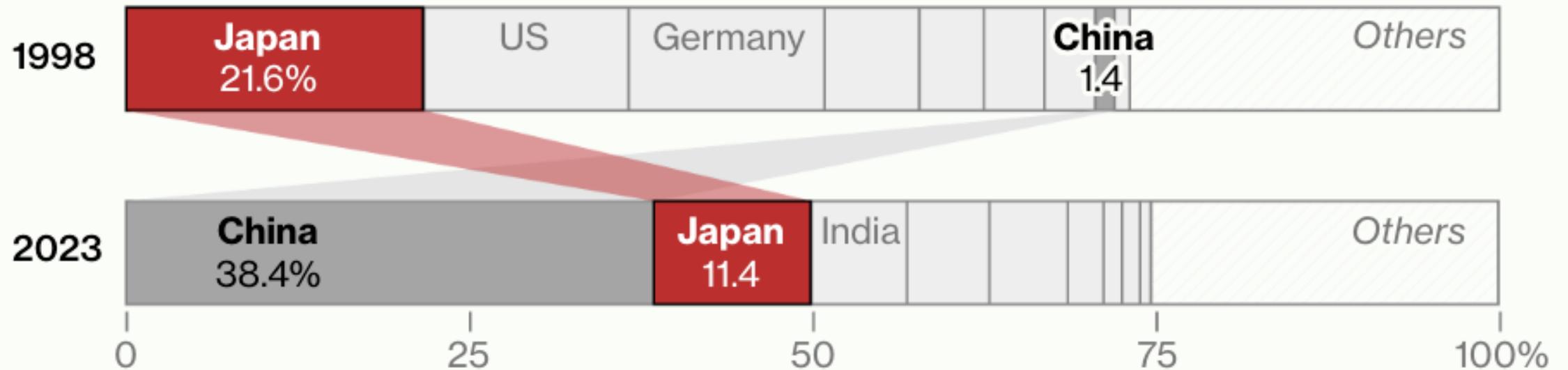
Como a China se tornou a maior exportadora de carros do mundo



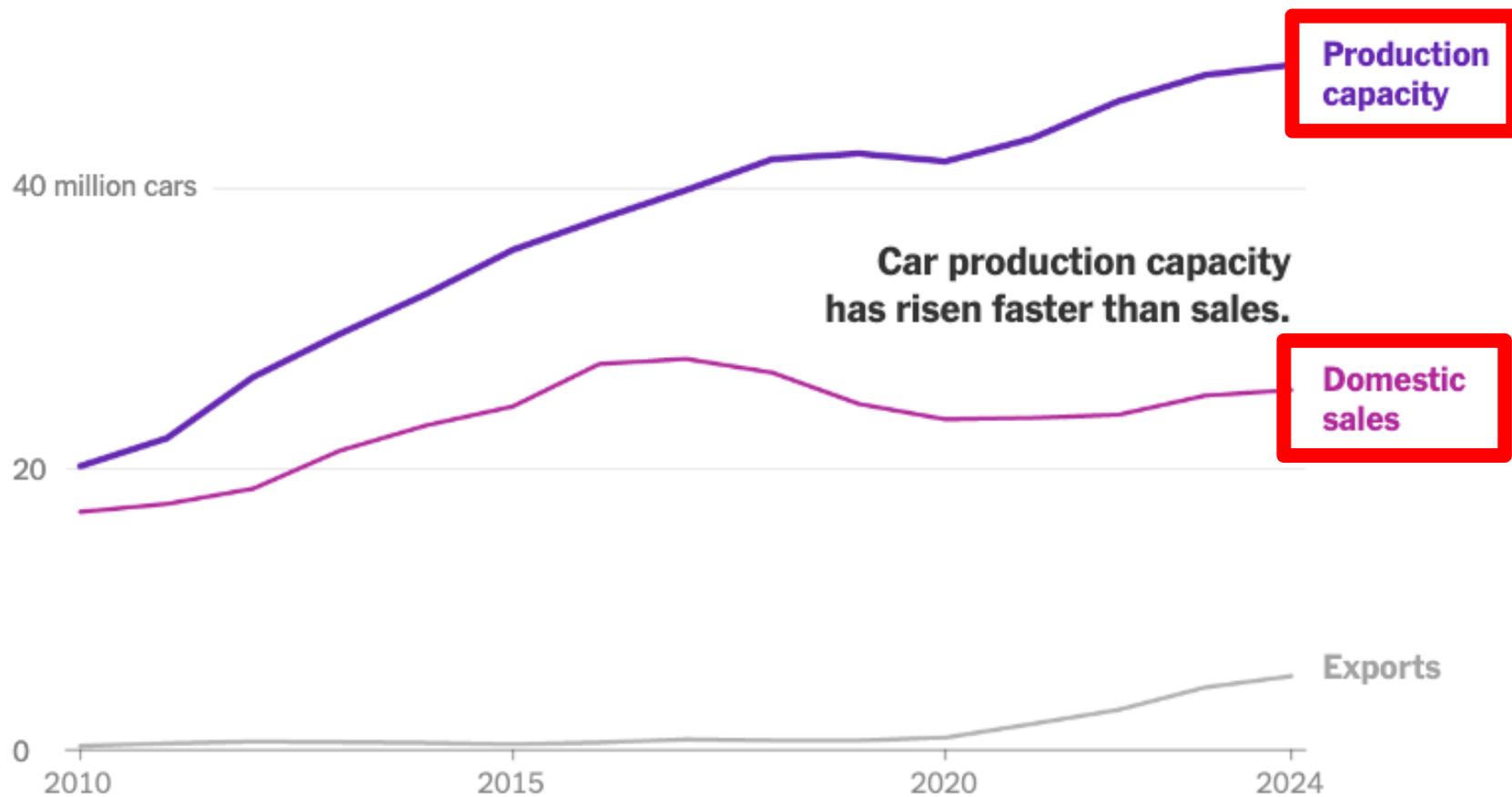
Source: Alix Partners · Note: 2024 values are estimated.

The New York Times

De "Feito no Japão" para "Feito na China"

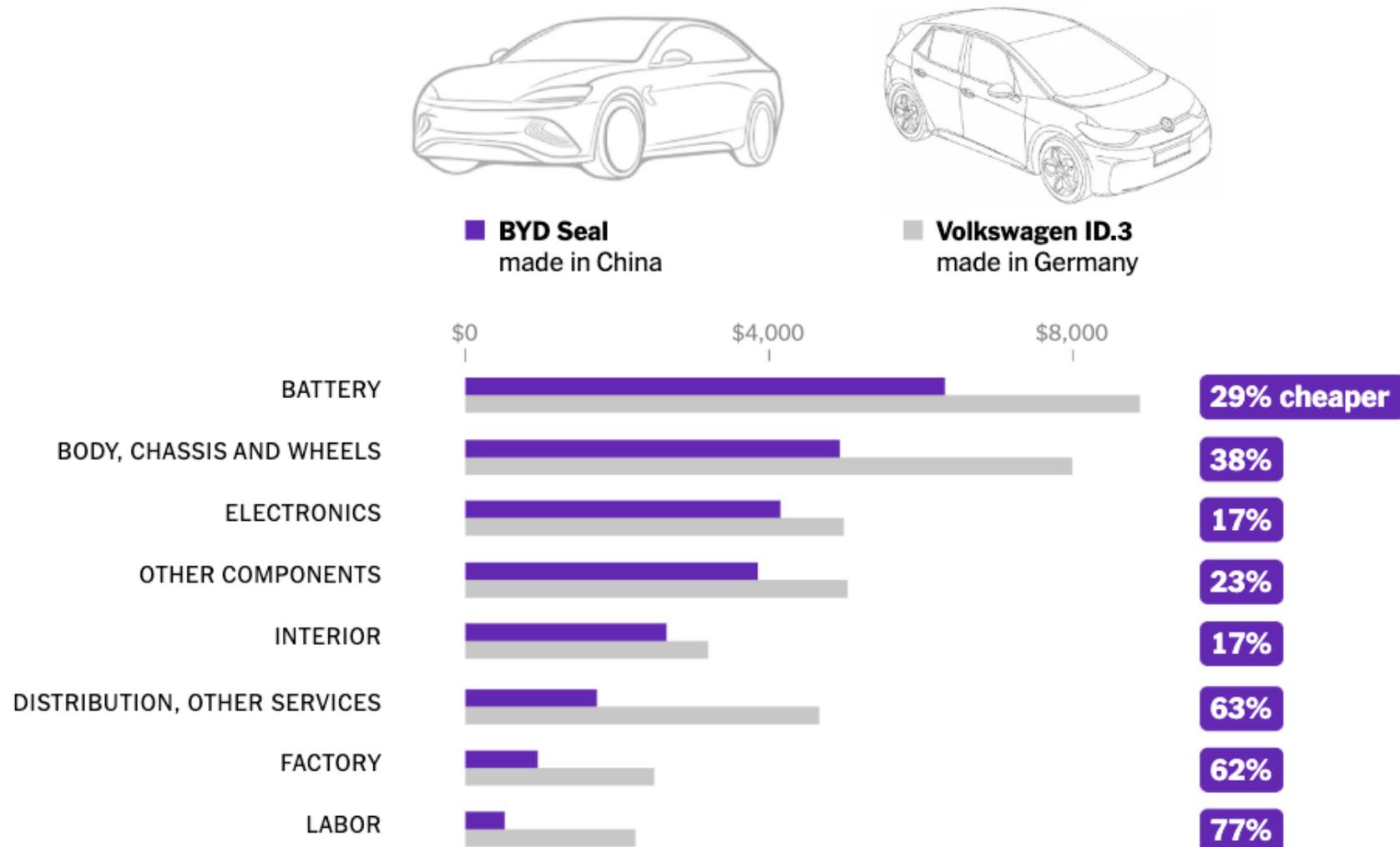


A capacidade de produção de carros da China aumentou mais rápido do que as vendas



Source: GlobalData • Note: 2024 values are estimated.

Os insumos para fabricação são mais baratos na China

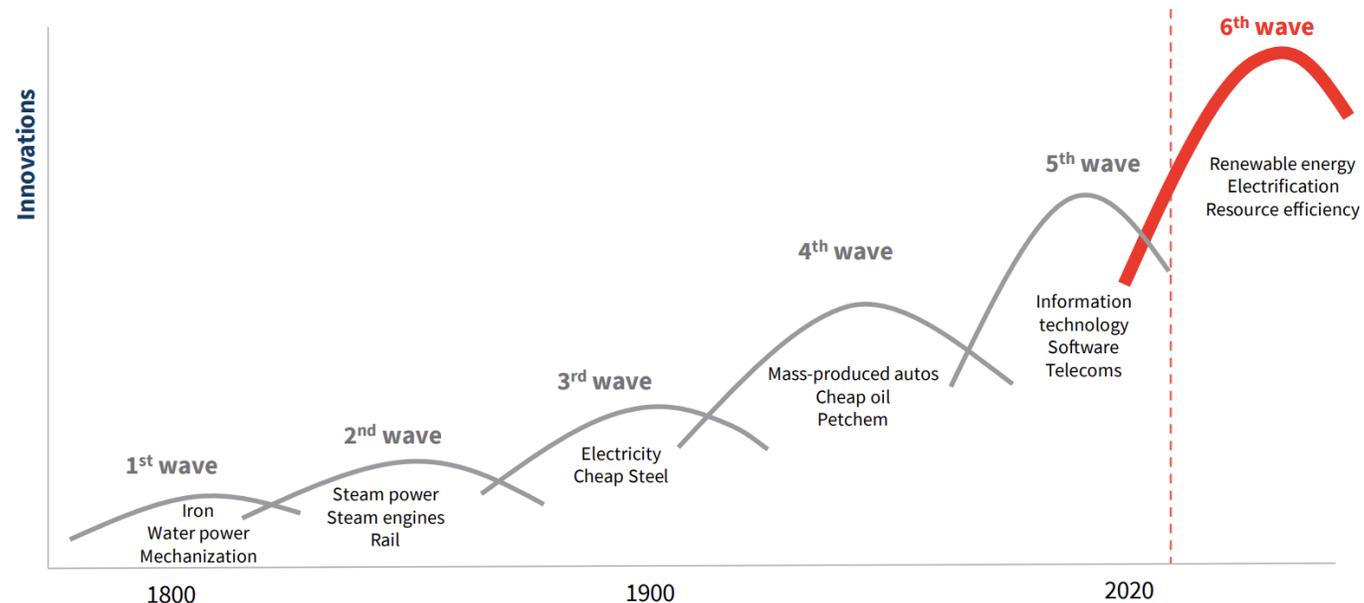


Source: UBS - Note: Models compared are of similar size and function. Prices are in U.S. dollars, for models from 2021.

Após dois séculos com o Ocidente liderando cinco ondas tecnológicas sucessivas, a China está prestes a liderar o mundo na Era das Energias Renováveis.

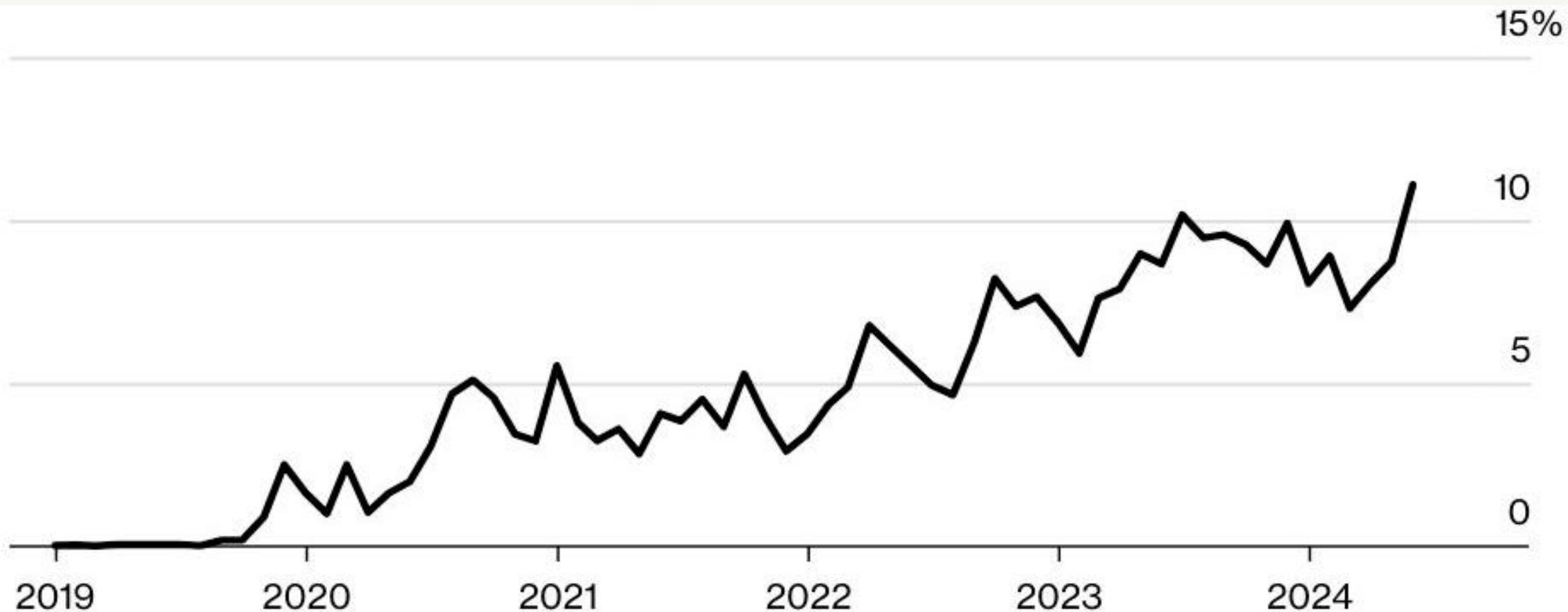
Exhibit 22: The Renewable Revolution as the sixth major technology revolution

Name	Industrial Revolution	Age of Steam & Rail	Age of Steel & Electricity	Age of Oil & Mass Production	Information Age	The Renewable Age
Led by						



Source: Carlota Perez (first five), RMI (renewable age)

Um mês recorde para marcas chinesas de veículos elétricos na Europa

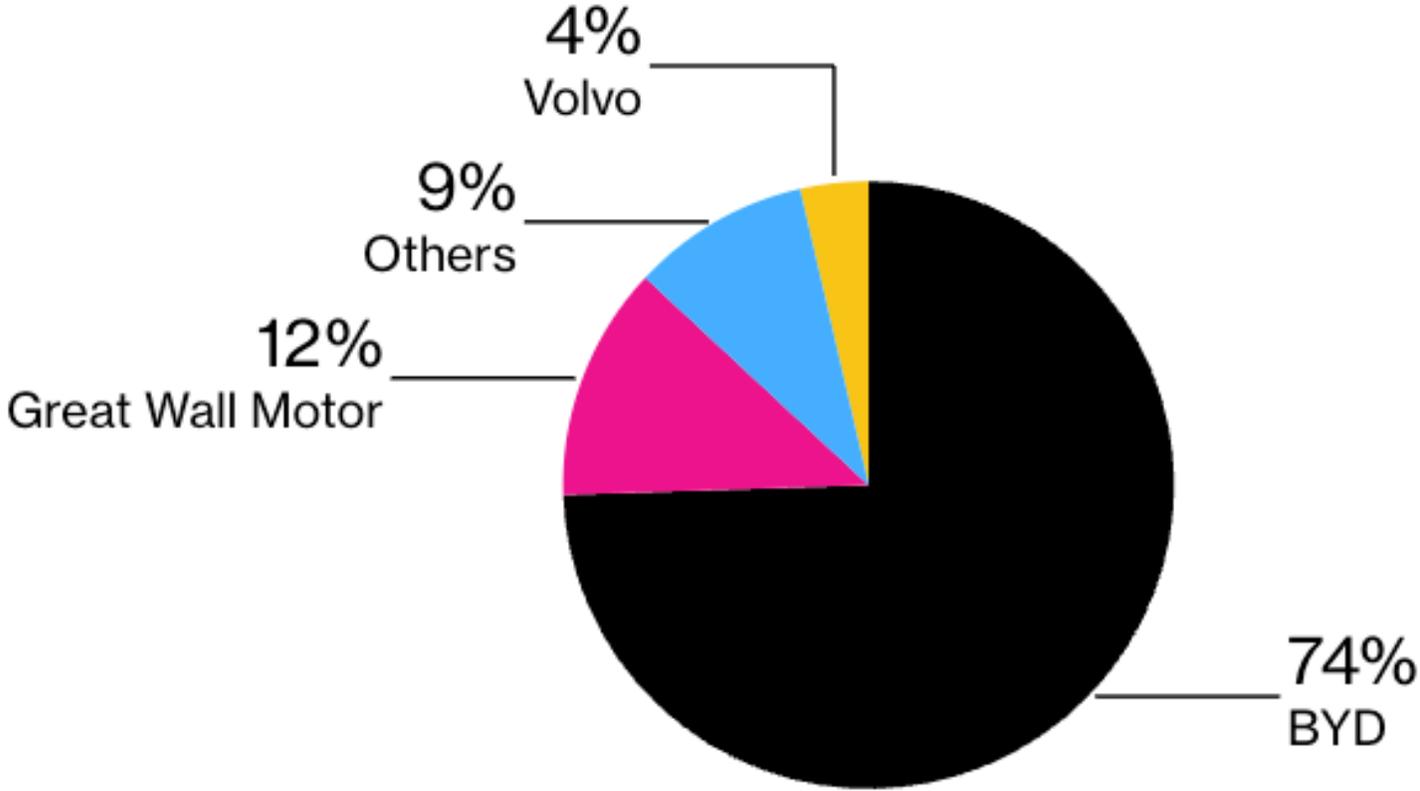


Source: Dataforce

Note: Based on battery-electric unit sales in EU, + EFTA and UK. Includes Polestar, DR and Evo, excludes Smart

Chinese Duo Dominate Brazil's EV Market

Share of EV sales in the first four months of 2024



Source: Brazil's National Federation of Automotive Vehicle Distribution



WORLD WAR Z



Ford, GM CEOs open to partnerships to compete with China

By Joseph White and Nathan Gomes

February 15, 2024 1:02 PM EST · Updated 9 days ago



Ford Motor President and CEO Jim Farley attends the press day of the North American International Auto Show in Detroit, Michigan, U.S. September 13, 2023. REUTERS/Rebecca Cook [Purchase Licensing Rights](#) ↗

CEOs da Ford e GM estão abertos a parcerias para competir com a China

Companies

NISSAN
MOTOR CORPORATION

HONDA

 **MITSUBISHI
MOTORS**





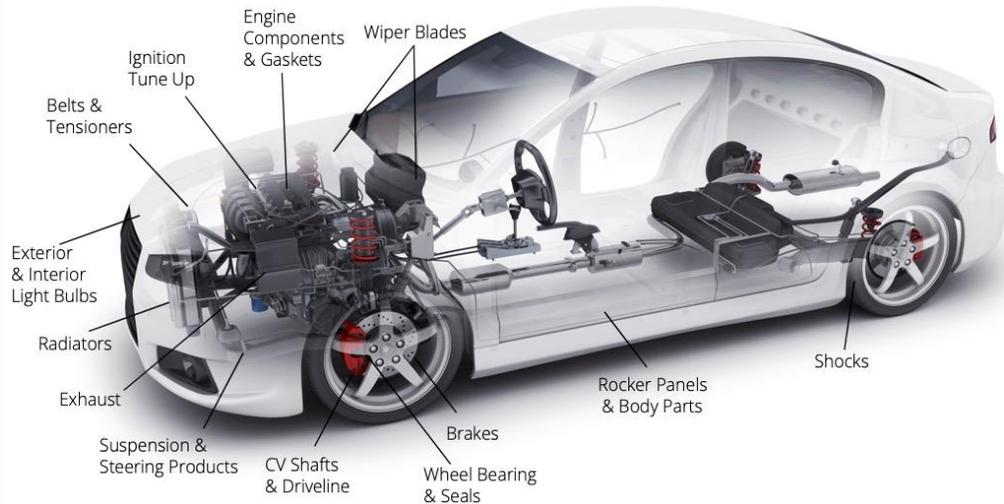
REPAIR SERVICE

Parte 6:

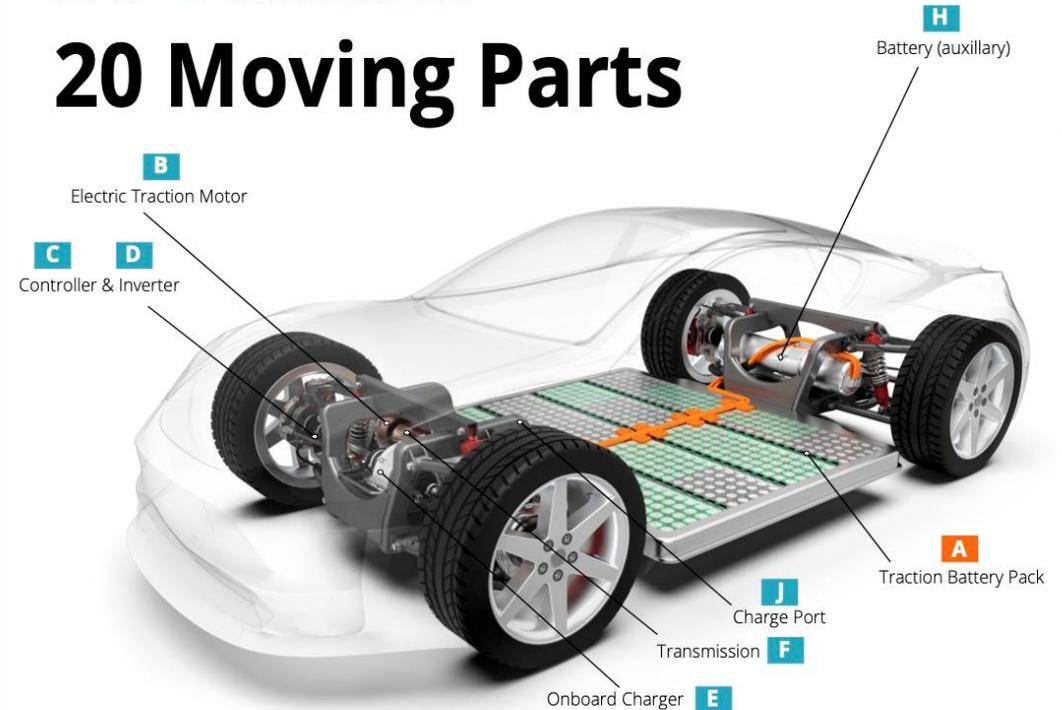
Pós-Vendas

Redução Do Número De Componentes Em Veículos Elétricos

ICE Vehicle: 2,000 Moving Parts



EV Vehicle: 20 Moving Parts



= Menos peças; manutenção menos frequente

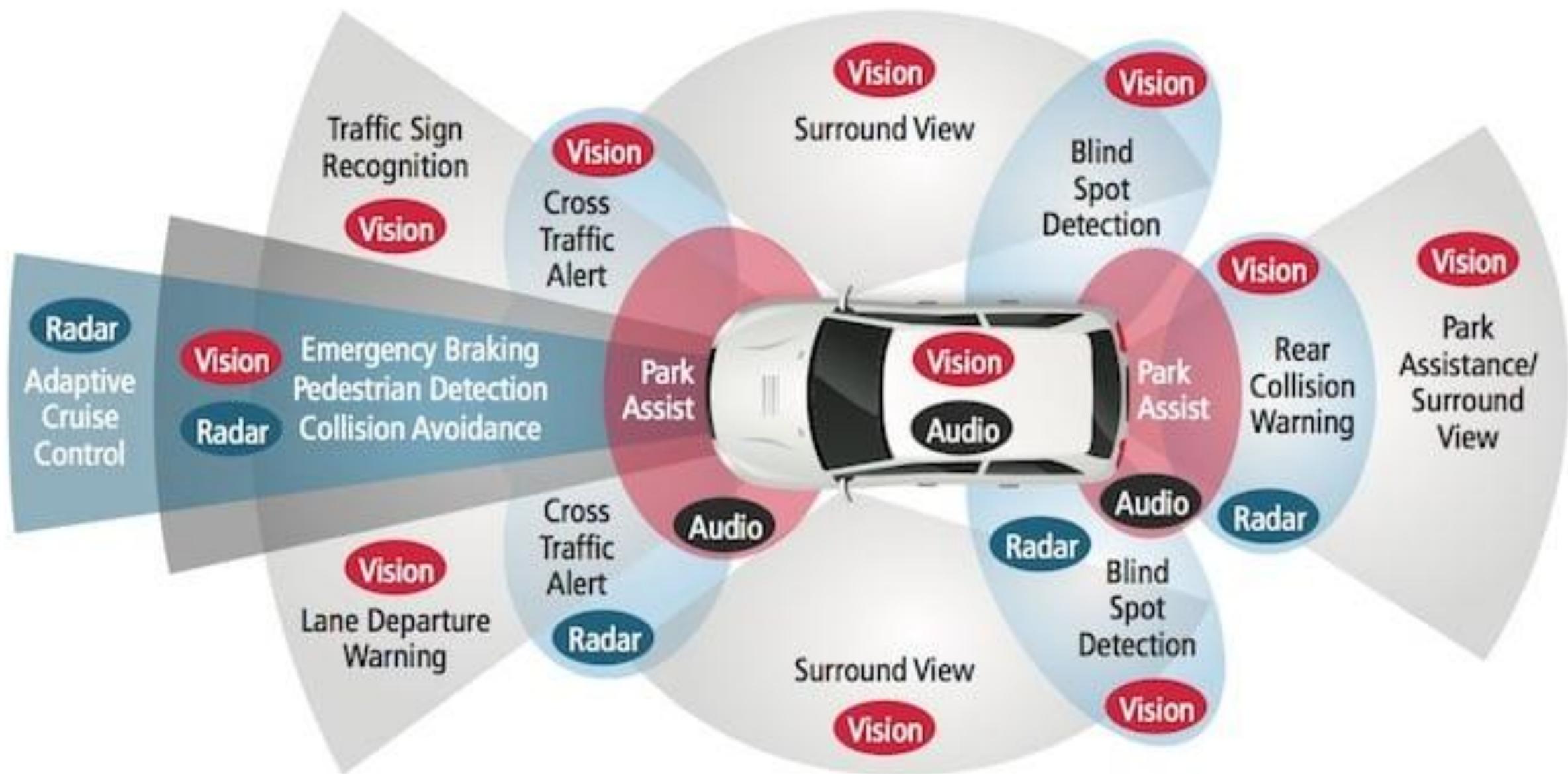
Participação das Concessionárias no Serviço Automotivo

1960s

45%

Current Day

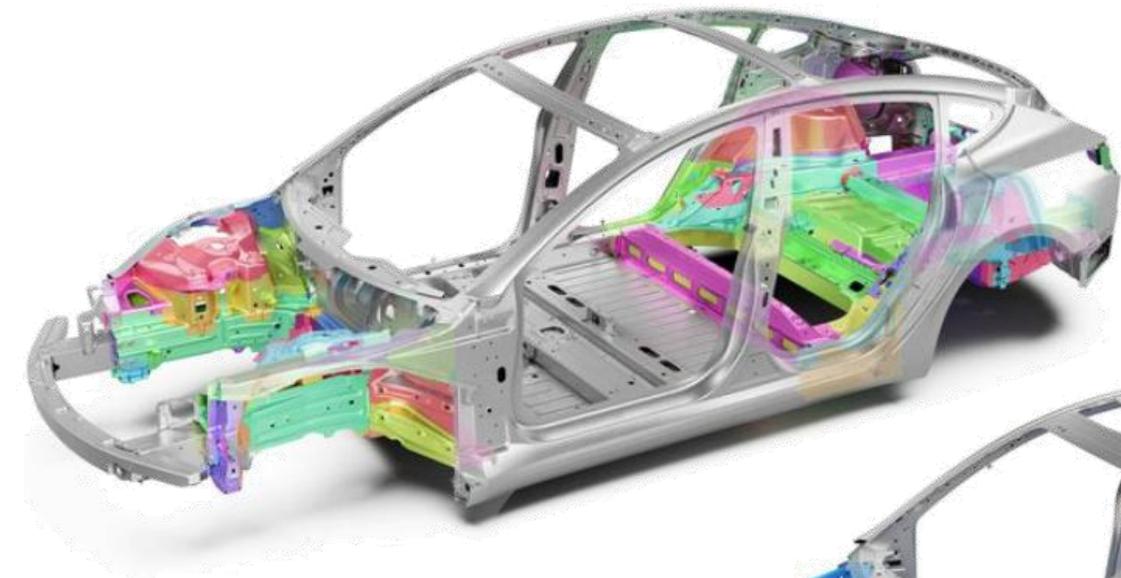
30%



Deserção de Serviço



Enquanto o **Model 3** usa mais de **150 peças** de metal individuais na montagem tradicional, o Model Y **reduz esse número para apenas duas peças principais.**



Donut

**A.I. DESIGNED
THIS**



A close-up photograph of a hand holding several bright red balloons. The hand is positioned in the center, with fingers curled around the balloons. The background is dark and textured. The overall image has a semi-transparent grey overlay on the left side where the text is located.

Parte 7:

Modelo de negócios - concessionárias



Produtividade por vendedor

1950:

10 carros

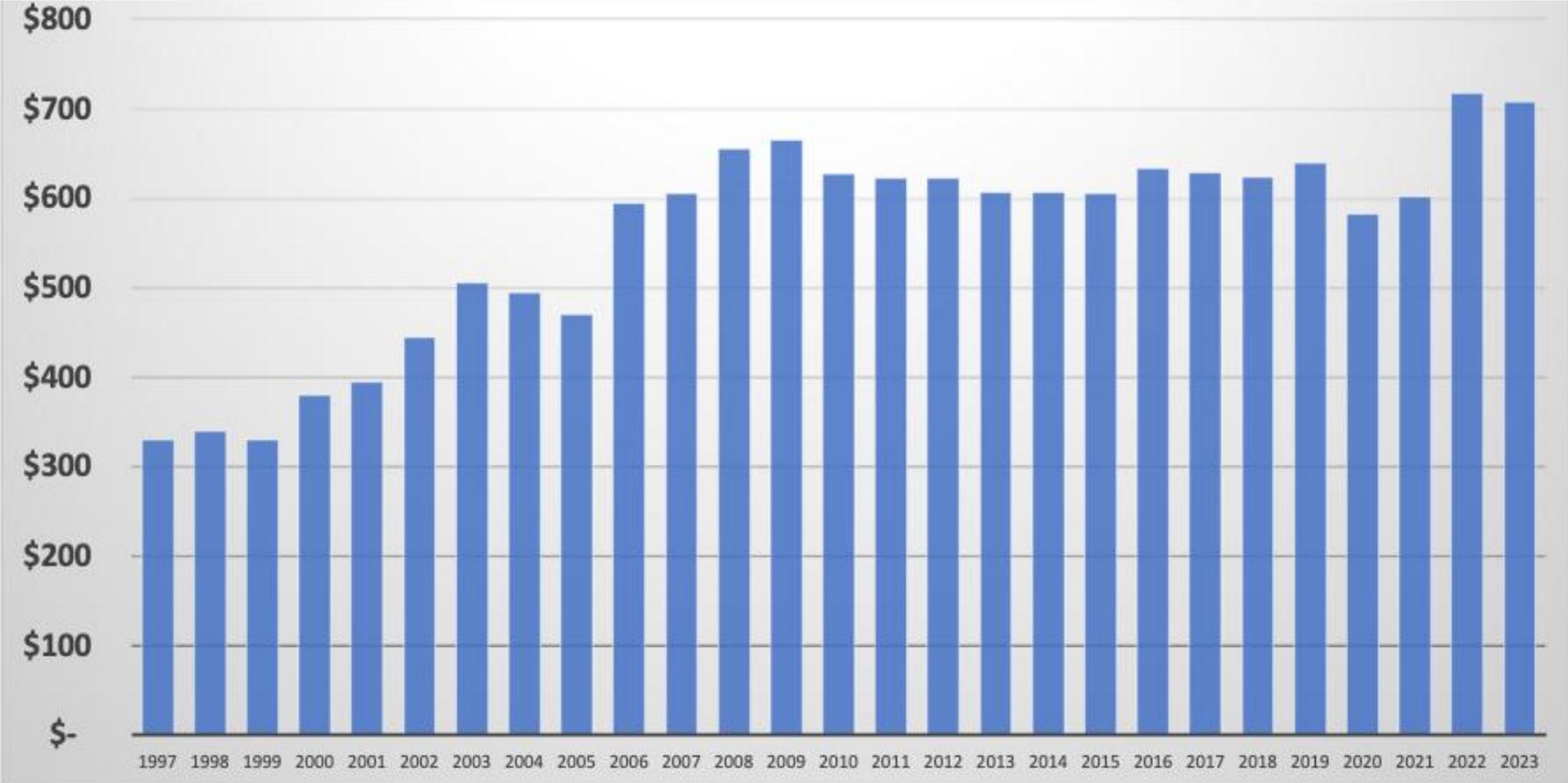
vendido por
mês por
vendedor

2024:

10 carros

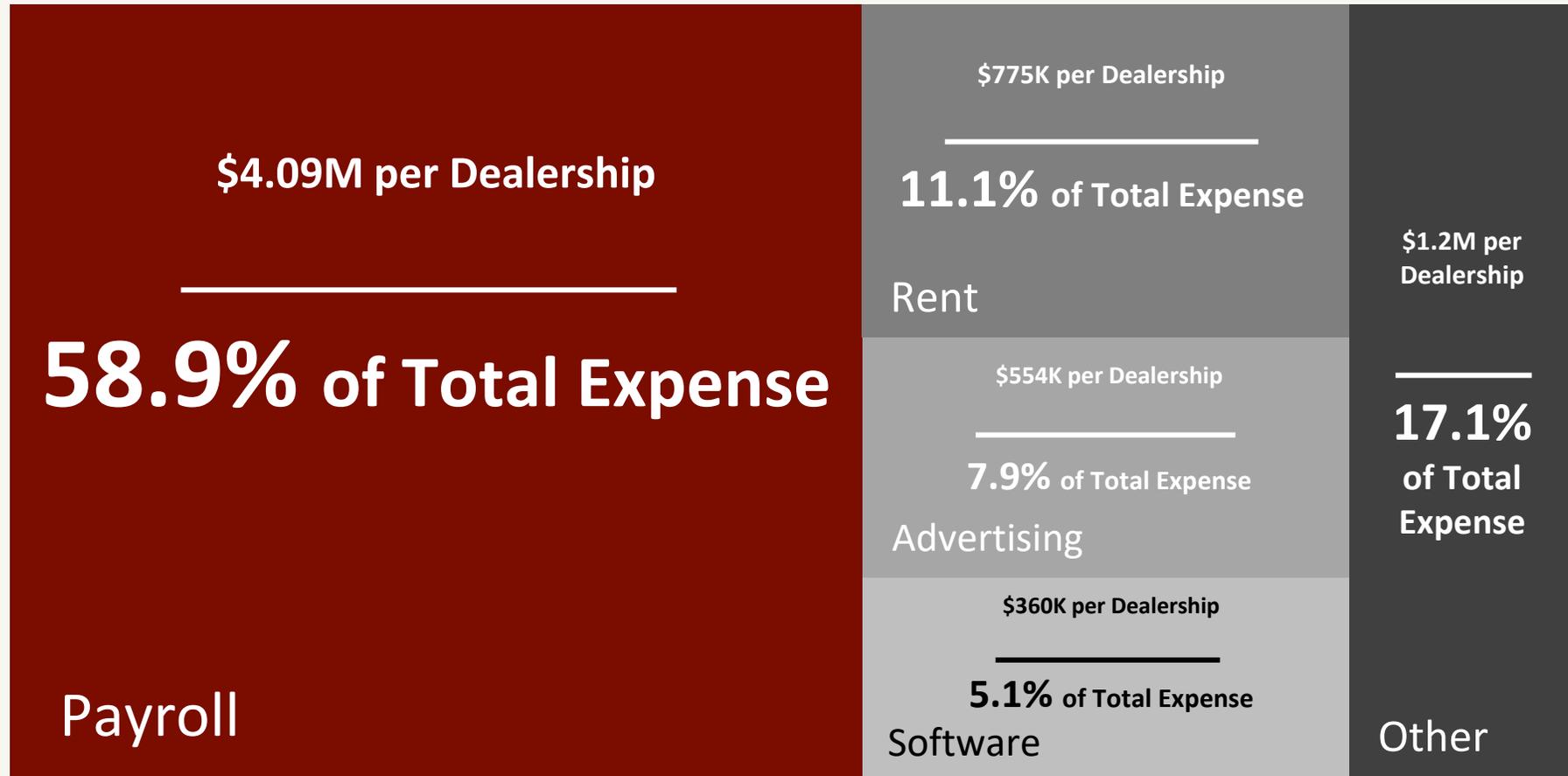
vendido por
mês por
vendedor

Investimentos de marketing por carro 0 KM



Source: NADA Data

Onde Uma Concessionária Gasta Seu Dinheiro



Total Franchise Dealer Expense per Year

\$7.0M per Franchise Dealership

A tall, white lighthouse with a red roof and a lantern room, situated on a rocky cliff overlooking the ocean. The sky is filled with dramatic, colorful clouds in shades of orange, yellow, and blue, suggesting a sunset or sunrise. The sun is visible on the horizon, casting a warm glow over the scene. The lighthouse is the central focus, with a small white building at its base. The overall mood is serene and majestic.

Epílogo:

Nossa tese de Investimento

Nossas teses de Investimento

Connectivity,
Cybersecurity
& Compliance



OTA Cybersecurity

Decentralized mapping

Vehicle Cybersecurity

Predictive maintenance

Usage based insurance

Autonomy,
Robotics & AI



Damage recognition

Teleoperation

Vehicle manufacturing

Robotics in
service/repair

Simulation/ Validation

Shared Assets,
Subscription &
Convenience Economy



Shared EV charging
infrastructure

Data Subscriptions

Vehicle Subscriptions

Last Mile Logistics

Vehicle Feature
Unbundling

Decarbonization
& New Energy Sources



Electrification of Fleet

EV to Grid Solutions

Battery Analytics

EV Charging

Hydrogen

Evolution of
Auto Commerce



Extended Warranty
Marketplace

P2P Vehicle
Marketplace

AR/VR

Digital Customer
Experiences

Robotic Process
Automation

Smart City &
Urban Mobility



Parking Payment / Fine

Traffic Optimization

Micromobility

Public Transport
Optimization

Routing & Trip Planning

Industrial Technology



Material Science

Manufacturing

Mining

Farming

Supply Chain Analytics

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