

Inventory management and pricing

Automatically updates vehicle pricing based on market conditions, inventory age, and competitor analysis to optimize profit margins and inventory turnover rates.

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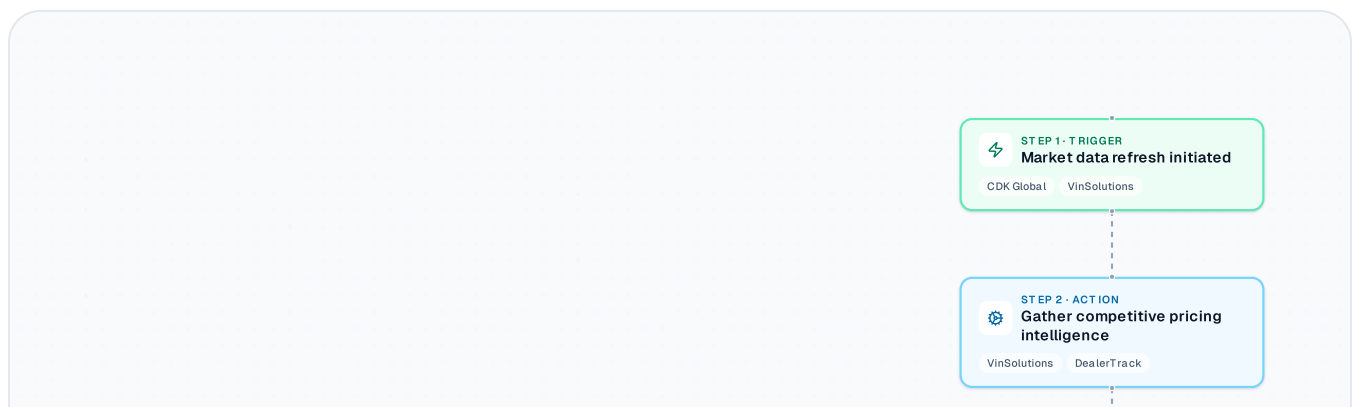


WORKFLOW TRIGGER

Daily market data refresh at 6 AM or when inventory sits for 30+ days

Visual Flow

Each node represents an automated step. Connections show how data and decisions move through the workflow.





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Step-by-Step Breakdown

Detailed explanation of each automated stage in the workflow.

1

⚡ TRIGGER

Market data refresh initiated

Daily trigger activates to pull fresh market pricing data and identify aging inventory. System flags vehicles that have been on lot for extended periods.

CDK Global

VinSolutions

Gather competitive pricing intelligence

Scrapes competitor websites and auction data to establish current market pricing for similar vehicles by make, model, year, and mileage. Pulls regional pricing trends and demand indicators.

VinSolutions

DealerTrack

3

 ACTION

Analyze inventory aging metrics

Reviews days on lot, carrying costs, and seasonal demand patterns for each vehicle. Calculates profit margins and identifies slow-moving inventory requiring price adjustments.

CDK Global

Reynolds and Reynolds

4

 DECISION

Determine pricing adjustment strategy

Evaluates whether vehicles need price increases due to high demand, price decreases due to aging inventory, or maintenance of current pricing. Routes to appropriate pricing action based on market position.

VinSolutions

5

 ACTION

Update vehicle pricing automatically

Applies calculated price changes across inventory management system and pushes updates to website listings. Maintains profit margin thresholds and dealer pricing policies.

6

 ACTION

Sync pricing across platforms

Updates vehicle prices on dealer website, third-party listing sites, and internal sales tools. Ensures consistent pricing across all customer touchpoints and marketing channels.

DealerSocket

VinSolutions

7

 OUT PUT

Generate pricing adjustment report

Creates summary report showing price changes, expected impact on inventory turnover, and profit margin analysis. Alerts sales management to significant pricing decisions requiring review.

Reynolds and Reynolds

CDK Global



Outputs

- Updated vehicle pricing across all platforms
- Pricing adjustment summary report
- Inventory aging alerts for management



Key Metrics

- Days on lot reduction percentage
- Gross profit margin per vehicle
- Inventory turnover rate



Tools & Integrations

- CDK Global
- VinSolutions
- DealerTrack
- Reynolds and Reynolds
- DealerSocket

AI Business OS

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