

Gubagoo + FCA

VIRTUAL RETAILING PRO

THE FUTURE OF DIGITAL RETAILING IS HERE

Our award-winning, conversational platform delivers a complete online car buying experience on your dealership's website and Facebook page.



Gubagoo Virtual Retailing is Powered By Live Chat, Text, and Video



Virtual Retail Specialists Deliver a Guided Shopping Experience

Our skilled retail specialists are available 24/7 to coach, manage and support potential buyers through chat, text, and live video.



Consumers Can Buy a Car in Minutes

All the steps to sell a car can now be completed online. Calculate payments, trade-in value, rebates, accessories, F&I add-ons, and credit applications in one place.



Watch, Build, and Buy

Introducing a flexible approach to online retailing.

- negotiate and restructure deals
- price, payment, and model comparisons
- adjust rates and residuals, automate retargeting



Re-Target and Re-Engage Consumers Through Multiple Channels

Get real-time alerts when a customer engages or revisits your site. You can re-engage customers via chat, text and email to direct them back into the deal and activate your sales funnel.



Click to Call or Launch a Live Video

Continue the conversation in an audio call or live video. Walk shoppers through the buying process and discuss deal details.



Offer the Same Experience on Facebook

Sell more cars using Facebook Marketplace. We deliver the same digital retailing experience through Messenger.

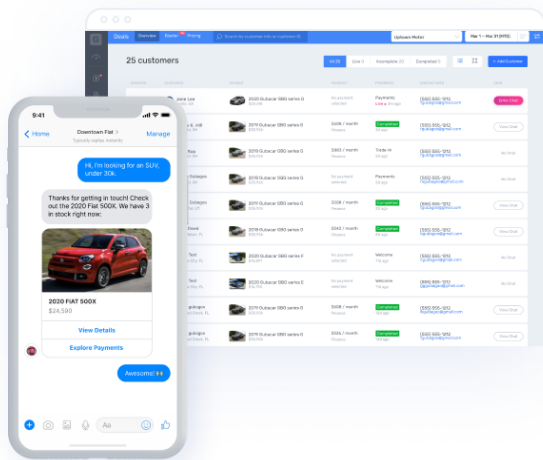
Your order is confirmed!
We've sent the deal details to your email.
If you have any questions, please start a chat or give us a call.

Andrea
Hi there 🙌 I have a great deal on a maintenance package for you.
[I'm Interested](#) [No, thanks](#)



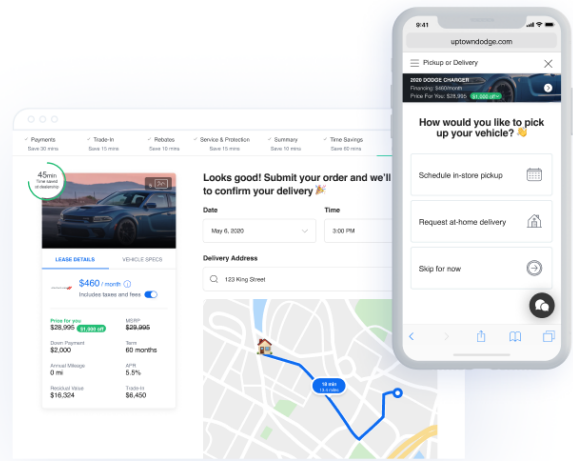
Sell Cars Completely Through Facebook and Messenger

Provide a truly unique shopping experience by launching Gubagoo Virtual Retailing directly from Facebook and reach your customers where they are. Enable your customers to shop your inventory from your dealership Facebook page or Messenger.



Meet Your Customers Where They Are With Vehicle Delivery

Provide an end-to-end, white glove retailing experience with the new vehicle delivery option in Gubagoo VR. Vehicle delivery will enable your customers to request at-home delivery, and your dealership can charge a cost per mile rate for the delivery.



Payments, Credit Applications, and Orders, All Through Facebook

Your customers can now see monthly payments, complete a credit application, and order a vehicle completely within Facebook; and engage in chat conversations through Facebook Messenger.



Join the Conversation

ResQ the chat from Glive to join the conversation. Dealers using ResQ experience a 6% increase in conversion after entering the chat.



Send Inventory In Chat With ResQ

Send vehicles directly within the chat, with an option to "View Details" which opens VDP with Payments, or "Explore Payments" which opens VR in a new tab.



Request At-Home Delivery

Deliver more value and convenience to your customers with the new "Pick-up or Delivery" option. This new feature allows customers to conveniently have their vehicle delivered directly to their home.



Schedule Delivery Date and Time

When a customer selects "Request at-home delivery", they'll see the new delivery screen. They can enter date, time, and address to pull up the map and see the distance and travel time to your dealership.



Instant Lead Submission

Once the lead is submitted to the store, the lead info will contain information on vehicle delivery for you to follow up with the customer.

Guide Shoppers Through a Complete Online Car Buying Experience

The screenshot displays the Gubagoo website interface. At the top, there are navigation tabs: 'Accessories' (15 min save), 'Service & Protection' (25 min save), 'Summary' (10 min save), and 'Financing' (30 min save). A location dropdown shows '33433, Boca Raton, FL'. The main heading is 'Craft your perfect payment' with the subtext 'Choose a buying or lease option and get to a payment that works for you.' Below this, there are two columns: 'Finance' and 'Lease'. The 'Finance' column shows three options: \$645 per month (24 months, 3.2% APR), \$430 per month (36 months, 3.4% APR), and \$325 per month (48 months, 3.9% APR). The 'Lease' column shows two options: \$660 per month (24 months, 10,000 miles) and \$460 per month (36 months, 10,000 miles). A chat window is overlaid on the interface, showing a message from Kelly, Sales Manager: 'Hi, I'm Kelly, your retail specialist 😊 The 2020 Chrysler Pacifica is a great choice! Here's real time payment options from lenders.' Below the message is a 'Reply to Kelly' button.



Payments

Add detailed loan or lease payment options for any vehicle on your website.



Trade-In

Generate a trade-in value based on real market data from the trade-in provider you work with.



Rebates and Incentives

Display offers and discounts available by vehicle, OEM, and from your dealership.



Accessories

Let customers choose from various additional custom accessories.



F&I Add-Ons

Grow revenue and feature your most lucrative F&I products online.



Credit Application

Optional soft credit pull and online credit application saves time in the dealership.



Document Upload and eSignatures

Dealers can send contracts online and customers can sign and complete them online.

Request Demo