

The background of the slide features a stylized, glowing outline of a car in shades of cyan and magenta against a dark blue background. The car's form is composed of multiple overlapping, luminous lines that give it a sense of motion and digital energy. A bright light source is visible behind the car, creating a lens flare effect. At the bottom of the image, there is a grid of thin, intersecting magenta and cyan lines.

MSX Fleet and Remarketing Solution

Revolutionize fleet management and enhance efficiency

Efficient fleet management and remarketing are crucial for profitability and brand experience. Traditional models are fragmented, involving multiple stakeholders, manual steps, and inconsistent data visibility. As agency models and electrification introduce new fleet dynamics, these inefficiencies become harder to ignore.

MSX Fleet and Remarketing Solution revolutionizes the entire lifecycle management of fleet vehicles by leveraging AI, predictive analytics, and a globally connected sales network to transform remarketing into a high-value, streamlined process. This end-to-end solution helps fleet operators, leasing companies, and corporate clients take control of their fleet operations, making them more efficient, transparent, and cost-effective.

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Enhancing efficiency and satisfaction

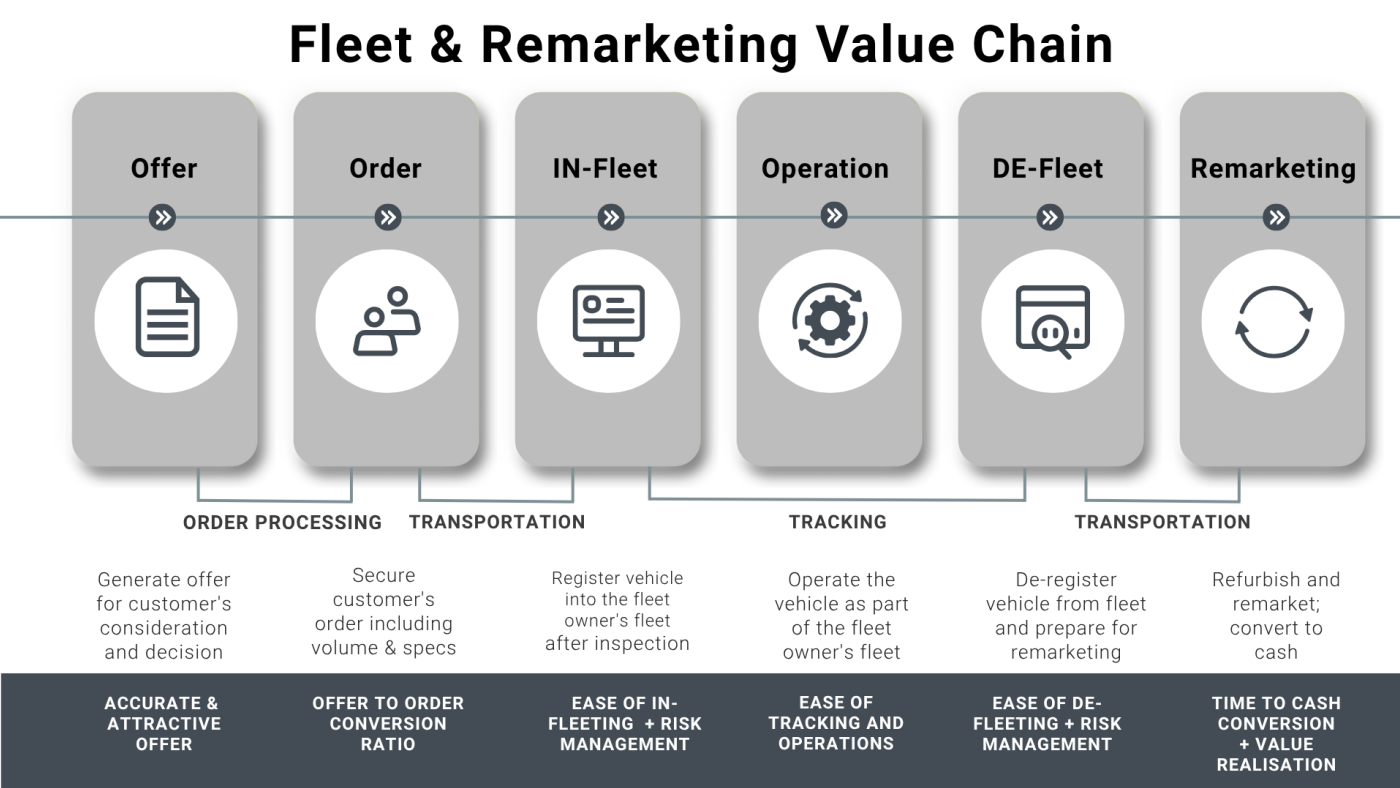
By providing access to expert guidance and support, the **MSX Fleet and Remarketing Solution** significantly enhances fleet management efficiency. It empowers service teams to reduce operational risks and boosts customer satisfaction through more targeted and timely interventions.

- **End-to-end digitalization:** Digitize and automate fleet management and remarketing processes, from asset identification to final sale.
- **AI-powered intelligence:** Predictive analytics and AI-driven insights optimize decision-making and residual value recovery.
- **Accelerated turnaround:** Reduce holding periods and achieve faster cash conversion cycles.
- **Global sales access:** Connect to a worldwide pool of qualified buyers through our multi-channel network.
- **Audit-proof compliance:** Ensure full regulatory adherence and risk mitigation with end-to-end documentation.
- **Sustainability integration:** Support corporate sustainability goals by extending the lifecycle of vehicles and promoting reuse.

Steps to smarter operations

MSX Fleet and Remarketing Solution manages every phase of the vehicle remarketing lifecycle, ensuring a seamless, efficient, and profitable process. It comprises several key components that work together to deliver effective fleet operations and management.

- Data-driven offers: We utilize **dynamic pricing and competitor benchmarking** to create accurate and attractive offers that stand out in the market.
- Our **seamless order fulfillment** process ensures high offer-to-order conversion rates, streamlining the purchasing process.
- We leverage **AI-generated condition reports, logbooks, and integrated workflows** to provide fast, compliant onboarding, and implement **sustainability scoring and AI-driven fleet optimization** to achieve operational efficiency and cost control.
- Our **dynamic de-fleet planner and automated logistic coordination** ensure a fast turnaround with minimal residual loss.
- Our **smart channel optimizer and lifecycle ROI dashboard** ensure high ROI and short time-to-sale, maximizing asset value.



Our extended offerings enable seamless handover of vehicles to internal or external remarketing channels with capabilities such as digital vehicle condition processes, transfer scheduling, ownership switches, and automated document archiving for audit trails. They also support an advanced, multi-step process with refurbishment management, a valuation engine, channel distribution, buyer engagement, and sales conversion.

Modular applications for optimized fleet performance

Our success-proven fleet modules leverage advanced technologies and a comprehensive approach to create a cohesive system that optimizes various aspects of fleet management operations. Our virtual knowledge base, customer help centre, and vehicle scanner and telematics integration provide additional functionalities to enhance fleet management operations. These tools provide comprehensive support, ensuring that your fleet runs smoothly and efficiently. With these advanced features, you can manage your fleet more effectively, improve operational efficiency, and achieve better results.

ORDERING & DE/INFLEETING

All the necessary procedures for when a vehicle will be ordered, registered, arrives or leaves fleet – in/de-fleeting.

Rental Business Staff

RESIDUAL VALUE FORECAST

Keep track of the value of your vehicle automatically with the best data connected. Expert appraisal for repair cost estimation.

DOCUMENT MANAGEMENT

Controlling, matching and clustering of documents and images.

BUDGET REQUESTS

Expert valuation for buying and selling. Creation of budget request.

QA-CHECK

Quality assurance of the carpark and fleet vehicles.

SELF-CHECK BY CONSUMER

Allows the customer to check the vehicle's condition and status using the app.

BUYBACK AND PREDICTION

Forecast and balance the fleet based on consumer demand, vehicle condition, and used car demand.

FLOOR CHECK

Quickly and efficiently check the inventory at dealer's site or rental premises.

HANDLING CONTRACT COMPONENTS

Coordination with the rental companies, bank and service providers.

TRACK & TRACE RECORDING

Always keep track of the fleet vehicle and stock park. Recording of vehicles in the client's systems.

VEHICLE CONDITION CHECK

Guided check of all the parts of a vehicle and for specific BEV topics.

Ordering of vehicle related tires and demo tire sales.

Settlement of damages, excess mileage and missing parts.

CONSULTING CONTRACT CHECK

Consult and analysis of existing and future contracts.

IMAGE AND DOCUMENT COLLECTOR

Collect all pictures for the record and related document of service providers.

INVOICE CREATION AND COMPARE

Creation of new car invoices and provisions via 3rd party system.

Compare and analyze invoices to ensure consistency and root out any discrepancies.

Creation of budget requests.

Achieve remarketing excellence with MSX

Early deployments have already demonstrated proven results and success. These impressive results highlight the solution's ability to enhance efficiency, profitability, and client satisfaction, solidifying its reputation as a leading choice for fleet remarketing.

- **Fleet assessment and data analytics:** Conduct real-time asset identification and inspection, delivering detailed reports and predictive models for informed decisions.
 - **De-fleeting and reconditioning management:** Seamless vehicle offboarding and reconditioning through rapid damage assessments and optimized recommendations.
 - **Valuation and pricing optimization:** AI-powered pricing engine delivers real-time pricing recommendations to maximize profits.
 - **Sales strategy and multi-channel execution:** Access global remarketing channels with digital tools for rapid deal closure and competitive bidding.
 - **Logistics and handover coordination:** Manage end-to-end logistics, ensuring compliance and smooth customer handover.
 - **Reporting and continuous improvement:** Advanced reporting and performance monitoring with real-time KPI dashboards for ongoing process refinement.
 - **Reduced time-to-sale:** Achieve up to a 30% reduction in average time-to-sale compared to conventional remarketing processes.
 - **Increased resale values:** AI-driven pricing and smart valuation models can increase resale values by up to 20%.
 - **Lower operational costs:** Automation reduces operational overhead, lowering remarketing costs and boosting profitability.
 - **Improved client satisfaction:** Enhanced reporting and transparency contribute to improved client and stakeholder satisfaction.
 - **Full compliance:** Streamlined workflows mitigate risk and ensure full compliance with legal and regulatory requirements.
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Why choose MSX?

For over 30 years, MSX International has proudly served as a trusted partner to top vehicle manufacturers and mobility brands worldwide. Our team of experts brings a wealth of industry knowledge, insights, and experience to every project, ensuring that you receive the highest level of service and support.

Our global presence uniquely positions us to understand and address the diverse needs of our clients across different regions. Our extensive network allows us to provide tailored solutions that meet the specific requirements of each market, ensuring that you benefit from both global expertise and local insights.

We are dedicated to helping our clients succeed. Our team works closely with you to understand your unique challenges and develop customized solutions that drive efficiency and growth. With a commitment to innovation, we are committed to providing ongoing support, ensuring that you stay ahead of the competition and achieve operational excellence.





Leverage advanced technology to streamline fleet management

Transform operations and maximize profitability.

Unlock value and accelerate remarketing cycles with **MSX Fleet and Remarketing Solution**.



msxi.com/fleet-and-remarketing-solution

Contact us today: dbott@msxi.com

Innovative fleet management, designed for the future of automotive sales.
Efficient. Intelligent. Transformative.