

# The future of digital retailing is here.

Delight customers.  
Accelerate your sales.  
Offer a complete online buying experience on your website, in-store, and through Facebook.



New  
**2022 INFINITI QX80**

Explore Payments >

Value Trade >

Free Credit Check >

 APPROVED



Lease offer for your  
**2022 INFINITI  
Q60 Luxe AWD**

**\$645** /mo



Ryan Osten  
Returning Customer

Payments  
**Live**

Send Message



# Virtual Retailing: it's a BIG deal

## A seamless trade experience

Generate a trade-in value based on real market data from the trade-in provider you work with. Seamless license plate lookup with penny-perfect payoff values delivered in real-time.

## Payments

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

## Rebates and incentives

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

## 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.

## Real-time lender approvals

Perform a full credit pull and deliver real decisions from your lenders in real-time, online.

## Online checkout: show me the money

Help customers secure their vehicle with a simple credit card or debit deposit. Connected to your Stripe account, customers can pay their way, by credit, debit, PayPal, Apple, or Google pay.

## Sign deals online with DocuSign

DocuSign allows you to prepare, sign, and manage documents online, so you can save time and sell cars without customers having to be in store.

### See your trade-in value in seconds

License Plate

Make/Model

License Plate

Type license plate

State

Select state

We would love to buy  
your vehicle!

YOUR OFFER

\$ 16,457



Confirmed loan payoff -\$3,954

### Checkout

Due today \$3,999.00

Fully refundable, taxes and fees included

Card details

1234 1234 1234 1234 MM/YY

Name on card

Luc Mikelsons

Pay Now

PayPal

Apple Pay

Google Pay



Pay In-Store

# Guide shoppers through a complete online car buying experience

## Trained 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.

## Showroom: connect your online experience in-store

With Showroom, customers can shop by payment, and easily filter vehicles by finance, lease, and cash.

## Retarget 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.

## Sell cars completely through Facebook

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.

New



### 2022 INFINITI Q50



Starting from

**\$42,100**

400hp  
Horsepower

2.5 L  
Engine

350 lb-ft  
Torque

Buy Now



### 2022 INFINITI Q60

\$41,750 • 400 HP • AWD

View

Request More Info

# The most advanced live chat in automotive

## Join the conversation

ResQ the chat from Glive to join a conversation. Send vehicles directly within the chat, letting consumers view a VDP or explore payments in Virtual Retailing.

## Replace forms with LivePlays

Launch an automated chat experience that starts with any customer click or targeted campaign.

## Show off inventory with chat VDP

Over 72% of chats are related to inventory. We send vehicles in the chat so customers can easily view specs, pictures and videos.

## BEAST makes it personal

Meet the BEAST. Our patented behavioral scoring algorithm tracks and scores every visitor to your website to create unique engagement experiences and turn your anonymous web visitors into identifiable customers.

## Dynamic greeters

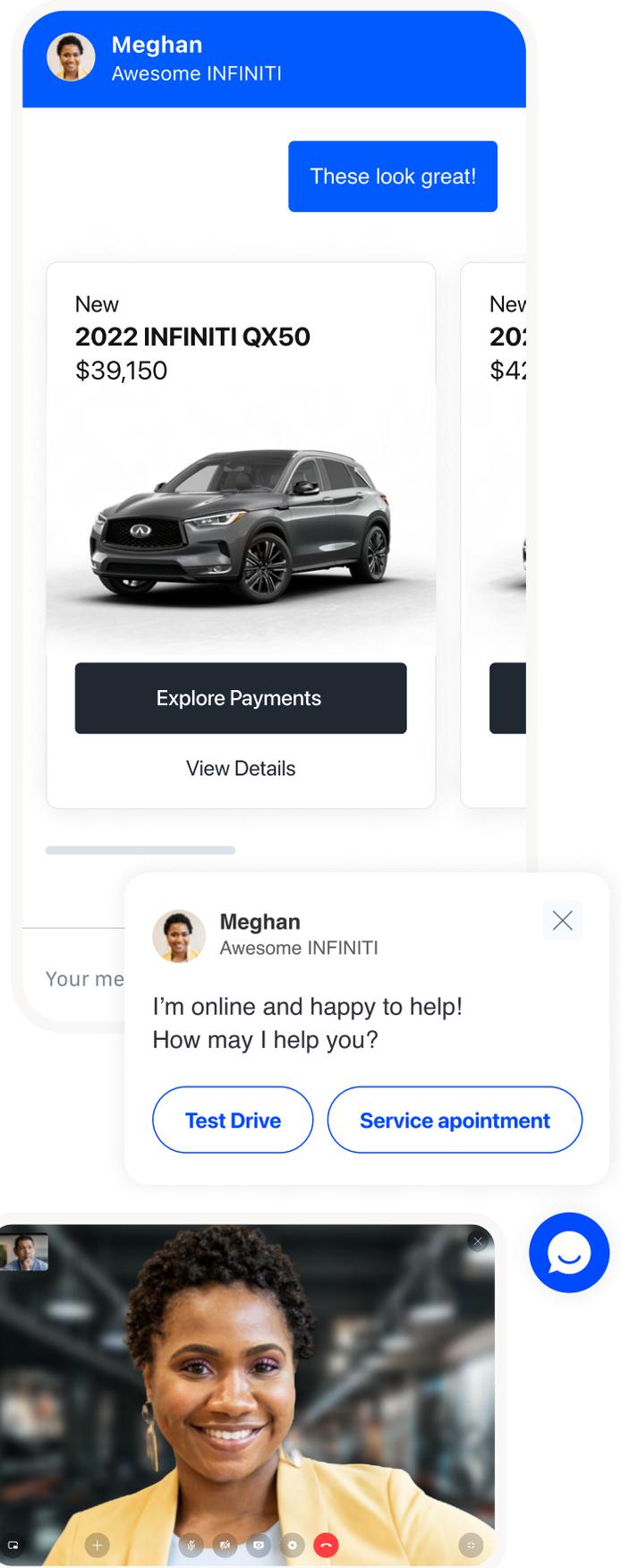
Greet customers based on behavior and intent. Our advanced greeter technology is designed to maximize chat engagement by delivering a personalized chat experience.

## Quick Replies

Customers can use Quick Replies to schedule a service appointment or value a trade-in for a unique experience.

## Click to call or launch a live video

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



# Accelerate your lead generation efforts with these powerful add-on modules.

## Publisher

Publisher is the intelligent way to promote your specials. Customers are 2x more likely to convert when offers are customized to their intent. Deliver hyper-relevant offers to your web visitors based on unique behavior and take your lead conversion to the next level. We give you a dedicated Publisher expert to help you execute your Publisher strategy.

## Facebook integrations

Upload inventory to your business profile, leverage for ads, and track leads in GLive.

## Apple Messages for Business

iPhone and iPad users can chat with your dealership, view inventory, and book appointments in the Apple Messages app.

## Car Wars

Engage your customers through text with your existing Car Wars phone numbers. We handle the SMS conversations initiated by a customer.

## ServicePro

Book your customer's service appointments with ease through chat, text, Facebook, and Publisher.

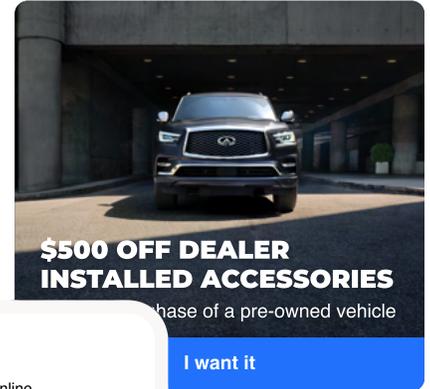
## OfferUp

We respond 24/7 to shopper inquiries on pre-owned vehicles from OfferUp.

**Give your customers a personalized experience. Get your demo today!**

- Gubagoo Virtual Retailing → \$1,299 per month
- eSign with DocuSign → \$4.03 per envelope

[Book My Demo](#)



**Get 10% off any service**  
When you book an appointment online.

[CONTACT](#) [VEHICLE](#) [SERVICE](#) [DATE](#)

Service

**Most Common Services**

- Oil Change
- Seasonal Tire Swap
- Replace Brake Fluid
- Tire Balance and Rotate

**All Services**

- Battery Replacement

Each step fully executed, fully online.

Virtual Retailing transforms the traditional car buying process into a modern, transparent and seamless experience. Customers can value their trade-in, receive instant lending decisions, electronically sign documents and pay online in the same amount of time it takes to order groceries. The transaction happens right on your website for an ideal experience that increases conversion and customer acquisition.

**True digital retailing is here.**