# ADESA Simulcast

## REMOTE SELLER USER GUIDE

ADESA.COM

JANUARY 2020

#### WHAT IS ADESA SIMULCAST?

ADESA Simulcast lets you join live sales anytime from your desktop. ADESA Simulcast has a responsive, user-friendly design that makes it faster and easier to bid, buy and sell cars online. Learn more about ADESA Simulcast at ADESA.com/Simulcast.

ADESA Simulcast is based on technology from Velocicast, a proven platform used by more than 150 independent auctions across North America.

#### WHAT IS REMOTE SELLER?

Remote Seller is a feature of ADESA Simulcast that allows sales representatives to join a sale and interact with the auctioneer in real-time as inventory crosses the block. Make informed selling decisions to maximize your margins when you leverage real-time vehicle and sale data.

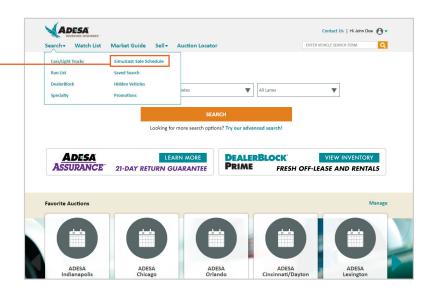
You need to be enabled as a seller to use this feature. Contact your ADESA sales representative to receive permissions needed to join a sale. Allow 5-7 business days for permissions to be granted. Once permissions are granted, log in to ADESA.com to join a sale.

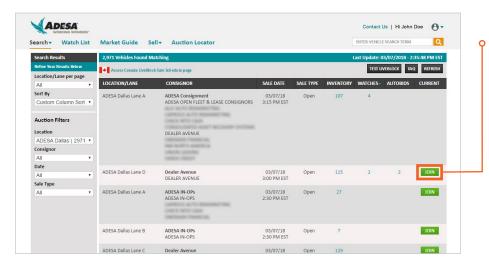
#### **TABLE OF CONTENTS**

- Joining a Sale
- Reviewing Your Vehicles
- Managing Your Lanes
- Using Multiple Monitors
- Adding and Editing Reserve/Floor Price
- · Repping Your Vehicles
- Using Alerts
- Analyzing Your Sale Summary
- Reports

#### **JOINING A SALE**

From ADESA.com, hover over Search on the top navigation bar and click on Simulcast in the drop-down menu





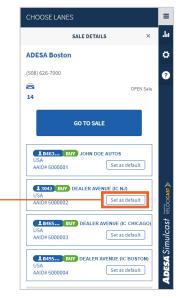
• 2. The Sale Schedule will appear, select JOIN for any current sale. This will automatically launch the ADESA Simulcast bidding experience.

Note: **JOIN** button is available an hour before the sale start time.

Select the seller profile(s) that you want to rep as, and click GO TO SALE. You may set the default profile for each new lane as you open it.

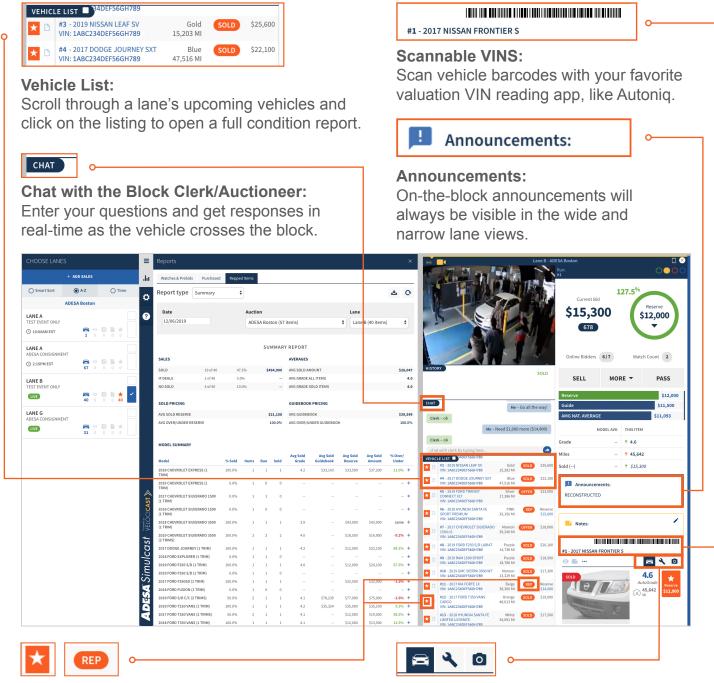
#### **ADESA** Simulcast is **FAST**

- · Nothing to download or install
- · Compatible with all browsers
- Responsive fits all screen sizes



#### REVIEWING YOUR VEHICLES

Sellers can now join sales and review their vehicle details one hour prior to start time.



#### Repped Vehicle Icons:

Look for the orange icons on a vehicle to indicate that you are repping it.

#### More Information Icons:

Click the car, wrench and camera icons to get vehicle details, inspection information and photos.

#### **MANAGING YOUR LANES**

#### Lane Navigation Menu

Add lanes at any time by opening the lane navigation menu.

#### Lane View Options:

- Select small square for "mini bidder" view.
- Select larger rectangle for wide and narrow view.
- Switch/swap from mini bidder view to a wider view by clicking the arrows icon.

### ((\*1)

#### **Audio/Video Options:**

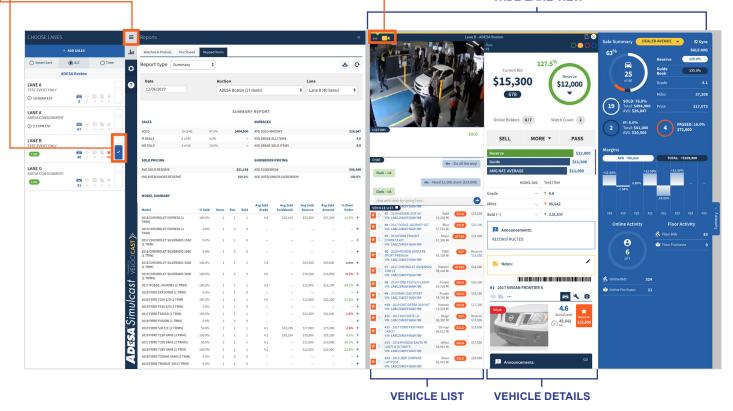
Toggle by selecting the icons in the top of the larger views. The yellow bar indicates the lane where audio is playing.

Test your online connection for audio/video: visit https://adesa.velocicast.io/conn-test

#### **ADESA** Simulcast is **FLEXIBLE**

- Join an unlimited number of lanes
- You choose how to view your lanes
- Use multiple screens

#### **WIDE LANE VIEW**



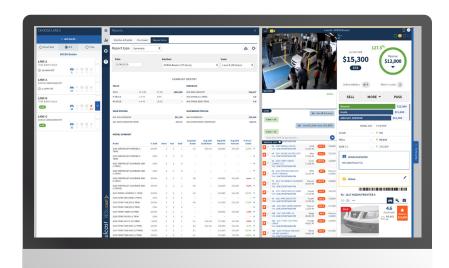
#### **Zoom Your View:**

From your keyboard, hold down **Ctrl** (or **Command** if on a Mac) and + at the same time to enlarge or – to shrink your screen view.

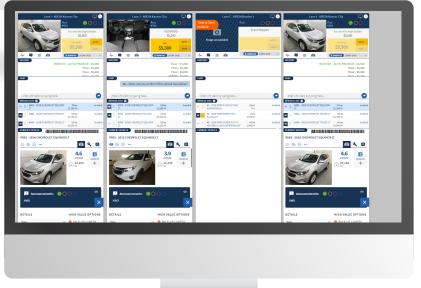
#### **USING MULTIPLE MONITORS**

If you are using a Google Chrome, Internet Explorer or Microsoft Edge browser, **right-click on the tab where you have ADESA Simulcast open** and select **Duplicate. Drag** the new duplicate tab onto your second monitor.

If you are on a FireFox or Safari browser, **add a new tab from the top navigation**, then just copy the web address from your first tab into a second tab and click **Enter. Drag** the newly created tab onto your second monitor.



Monitor 1 (seller view)



Monitor 2 (buyer view)

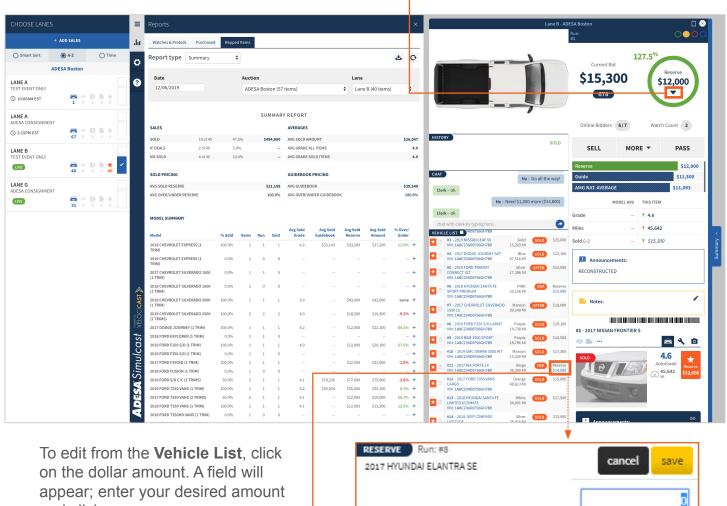
#### ADDING AND EDITING RESERVE/FLOOR PRICE

It is important to have the reserve/floor price for a vehicle set before it crosses the block. This ensures that buyers, the auctioneer and the clerk all understand the minimum price you will accept for a vehicle. Ideally, these will be set prior to a sale, but with ADESA Simulcast you are able to add and edit even after the sale has begun.

You can review and edit the reserve/ floor price from several places. If no reserve/floor price has been set, Min Price – not set will appear in the dollar amount space.

#### Edit the reserve/floor price at any time

From the orange bidding activity section look for the drop down arrow icon. Add or edit the dollar amount of your reserve/floor and click SET.



appear; enter your desired amount and click save. •

#### REPPING YOUR VEHICLES

To help you make profitable decisions during the sale, ADESA Simulcast provides you with real-time data on bidding activity, auction attendance, pricing guidance, and comparisons to past auction performance.

Click the **SELL**, **MORE** or **PASS** buttons to communicate to the auctioneer and block clerk – the button will turn orange. An alert message will be sent to the auctioneer and block clerk on the action you would like taken. If you change your decision, you may click the button again to rescind your decision – the button will go back to grey.

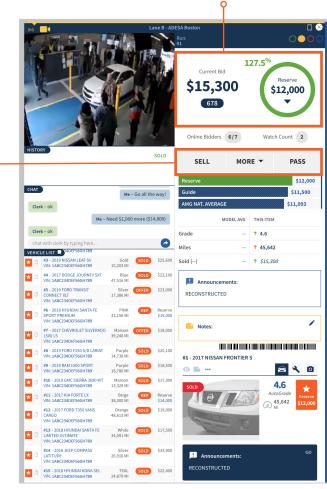
Use the **MORE** drop down menu to quickly ask for additional money. See your message reflected in the chat section.

**SELL** MORE ▼ **PASS** \$12,000 Reserve + \$100 + \$200 Guide \$11,500 AMG NAT. AV + \$300 + \$500 11,093 + \$1000 + \$1500 Grade more amount... Miles Sold (--) **OFFER** 

Note: these messages do not complete the sale, they only send the alert.

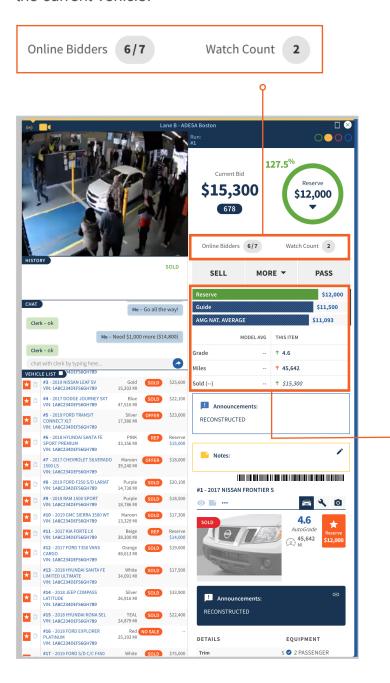
See at-a-glance how the current bid compares to your reserve price.





#### REPPING YOUR VEHICLES

See the number of online bidders in the sale and total number of watches set on the current vehicle.



Valuation information populates when available.

ADESA Market Guide (AMG) is aggregated from 120 days of sales data from similar vehicles sold within the ADESA network.

Model Sold Average shows number and sale average of similar vehicles that have been sold in this sale (model, year, odo, grade).

Guidebook value displayed if provided by the seller.

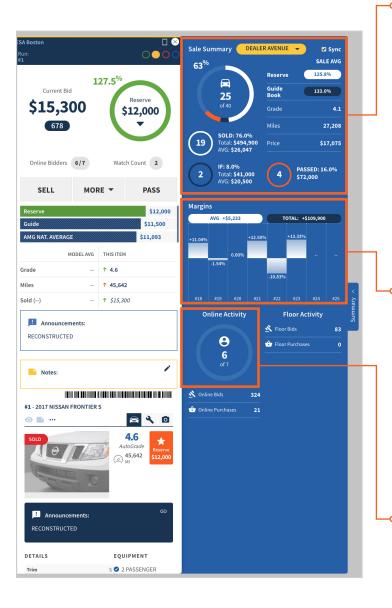
An extra bar will display when the vehicle was an IF Deal in a previous sale; dollar amount indicates high money.



#### **ANALYZING YOUR SALE SUMMARY**



On the block visual analytics are available in real-time during the sale, so you have the insights to help you adjust your pricing and get the most out of your sale. Just click the **Summary** tab on the right edge of the wide lane view.



#### Sale overview widget

Data will update in real-time each time a vehicle is transacted throughout the sale:



Check the **Sync** box to see data for only the current organization you are repping for in this lane.

White= number of items sold

Dark blue= number of items offered on an IF Deal

Orange= number of items passed

Light blue= number of items left in the sale

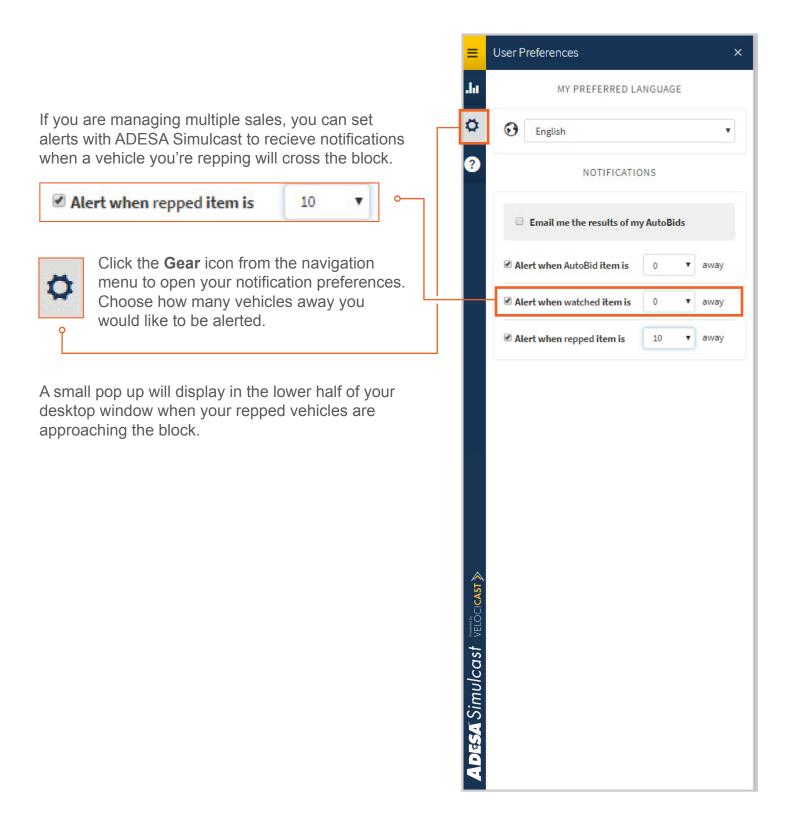


See side-by-side vehicle sales stats, over/ under reserve per vehicle and sale total. You can **CLICK THE GRAPH** for more details and to scroll through all of your runs.



At any time you can see the total number of online attendees, bids and purchases from online and floor bidders for this sale.

#### **USING ALERTS**



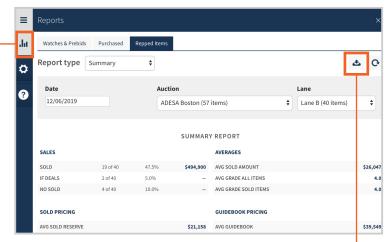
#### **REVIEWING REPORTS**



You can see all of your repped vehicles at any time within Simulcast during the sale by clicking the **Reports** icon from the main navigation and clicking the **Repped items** tab.



**Download** and save your reports after every sale for future reference and to further analyze the results.



Click through the **Report type** drop down menu in the upper-left corner of the report frame to find four options: Summary report, Repped Items, IF Deal List and Buyer Activity; each provide insightful details on your sale(s). Filter by **DATE** or **AUCTION** to find the statistics you need.



#### **QUESTIONS?**

Contact our helpful Customer Connection representatives with any questions you have about ADESA Simulcast. 888-526-7326 or CustomerConnection@ADESA.com.