

Certified Vehicle Clearance

Who are we?

Certified Vehicle Clearance (CVC) is a start-up that is addressing the prevalent problematic issues of inaccurate vehicle descriptions and derivatives, misrepresented quality and overall condition of pre-owned units for sale within the motor industry.

Our team comprises veterans in the industry, with decades of experience in Sales (Used and New), Management (Sales Managers, Dealer-Principals) and Appraisers (Valuators and Technicians). **CVC** has teamed up with DEKRA, which is associated with the AA, to come up with a process that will:

- Significantly reduce, if not eliminate, financial risk to all relevant parties due to inaccurate derivatives.
- Result in comprehensive technical and administration checks on units to be financed.
- Provide Financial Institutions with fully comprehensive reports on such units.

Our team is well connected nationally in the motor industry, and are experts in the problems surrounding vehicle financing.

Current situation in the pre-owned vehicle industry

The vehicle industry, specifically during the financing process, is vulnerable to several issues that we are well equipped to rectify. Human error is not uncommon, and understandably so, taking the combination of:

- Make
- Model
- Year
- MM code

Bearing in mind that we are looking at about 15 000 different types of classifiable vehicles, the Retail Value of which, with only minor variations of specifications being almost infinite, any error can lead to significant financial losses.

Additionally, the current process for financing vehicles, means that a financial institution never physically lays their eyes on a vehicle, to check the condition, as well as colour and to a certain degree, available specifications and derivatives.

With the services offered by **CVC**, all relevant parties to a pre-owned vehicle purchase will be protected via the **CVC inspection** and certification process. Once inspected by us we will forward our report and certificate to the dealer's F&I/Business Manager, who will verify that the certificate matches the dealer's OTP.

This ensures that the unit exactly matches the purchase expectations of the consumer and amongst other things also complies with the requirements of the CPA as it currently stands.

Finance Institutions will have the option to make **CVC certificates** available to purchasers as a **VAP**, and in doing so, establish the provenance of the unit. This will give purchasers peace of mind in

relation to the unit meeting their expectations, since some purchasers might not be knowledgeable enough to identify existing problems. This then puts part of the onus for checks on the customer's shoulders.

The way **CVC** operates is the first of its kind, and it will eliminate any opportunities for unscrupulous behaviour. This results in a lower financial risk to all parties concerned, and satisfies the corporate risk component of the transaction.

The solutions we at **CVC** provide, eliminates the majority of human errors (behavioural as well as unintentional), resulting in accurate information with the financial institution.

Pricing

Our business model allows us a variety of costing options dependent on the level of service required. This will be established in consultation with you, the client. Bear in mind that the cost will at the conclusion of the transaction be borne by the purchaser either as a real cost or as an additional profit centre by selling the **CVC Certificate** to the purchaser.

We look forward in providing the minutiae which will undoubtedly be raised by our powerful proposal. We are as excited to discuss our revolutionary product with you, as you most are probably excited to add this tool to your risk-eliminating methodology.