









Unmanned Alignment and Tire Inspection





Accelerate your business



Always up to date with Inspection Live™



Camber and toe alignment inspection



3D tire tread results



Flightboard™ results display



Automatic vehicle identification

### Game-changing enhancements

# DRIVEN BY INSPECTION LIVE™

Hunter's Quick Check has driven shop revenue opportunities for over a decade. Inspection live software is the next step to simplify shop operations.

- All-in-one subscription combines stable, on-site software with automatic over-the-air updates
- ✓ Your inspection lane will always have the latest OEM specs and software
- ✓ Continually updated HunterNet® features resonate with vehicle owners and drive service authorizations
- Inspection Live™ subscription is easy to manage in HunterNet® and includes flexible payment options, status and update notifications, and error monitoring



OVER-THE-AIR UPDATES
Automatic weekly spec updates and
quarterly license plate recognition
enhancements



SINGLE CONSOLE

Run multiple lanes with smaller upfront equipment investment and reduced equipment footprint

MANAGE TWO LANES WITH



REFRESHED FLIGHTBOARD™

More eye-catching icons and tire renders plus shareable link makes display on any screen location easy

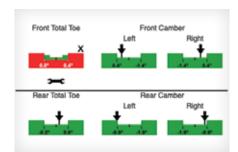


THROUGH HUNTERNET®

Manage Inspection Live™ subscription and integrated partners, view reporting from all stores, and more

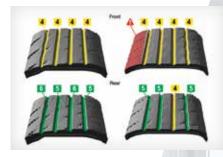
**EASY MANAGEMENT** 





# AUTOMATIC ALIGNMENT MEASUREMENTS

Present major alignment angles like toe and camber to customers simply by driving through



# CAPTURE LASER-MEASURED TREAD

Present laser-generated exact tread measurements as a live render of the actual tread patch



#### **BODY DAMAGE CAMERAS**

Protect against mistaken damage claims using 40+ photos captured automatically for each vehicle









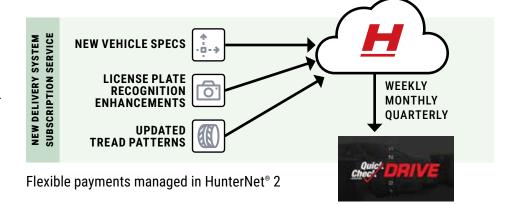
#### New software

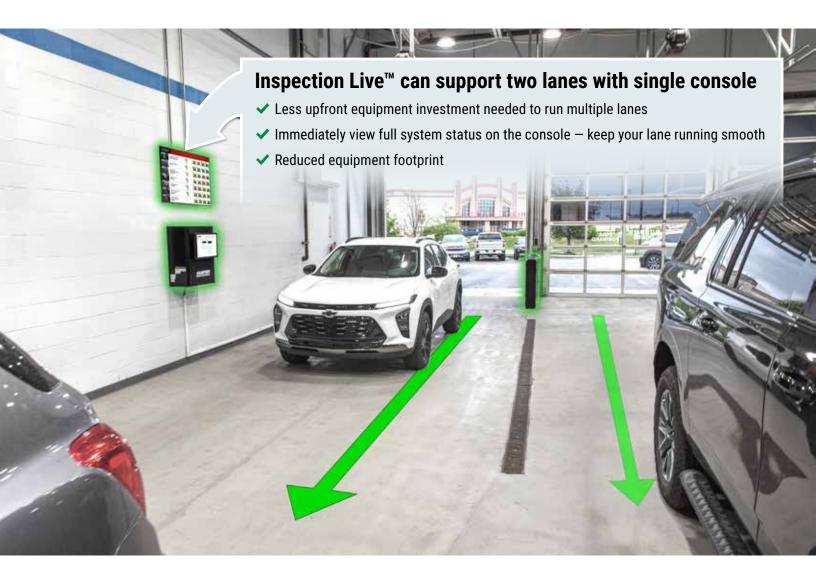
# **INSPECTION LIVE™**

Hunter's new inspection software is managed over-the-air as a full package subscription, processing inspection and body damage camera results plus automatic updates to the latest specs, license plate recognition enhancements, and feature updates.

### **Automatic updates**

- Weekly spec updates update vehicles and plate recognition
- Monthly software feature updates including new tread patterns
- Quarterly license plate recognition enhancements







Flightboard™ digital results display

# SHOW CUSTOMERS A CLEAR CALL TO ACTION

- ✓ Provide immediate feedback on alignment and tread depth inspections
- ✓ Alert customers to important safety recall information
- Digital presentation helps inform customer before reviewing with technician or service writer
- Customer vehicle results display automatically in waiting area or service drive





# Visualize sales opportunities

Your alignment and tire business rely on trusted and powerful data-driven tools



## FEEDBACK TRANSLATES INTO OPPORTUNITY

Alignment =



= Alignment Sale

Tread = Tire Sale

### **NEW!** Exclude dealer/ non-customer traffic

- Upload a list of plates to ignore – keep dealer vehicles out of results displays
- More accurate performance reporting



# **NEW!** Refreshed Flightboard™ for easy management

New icons and tire renders are eye catching, give clear call to action



Take immediate action on pass/fail



Add specs in one click to get a pass/fail result



Know when a car re-run is needed or if traffic flow needs addressing

- Shareable link makes display on any screen location easy and removes login
- Mix and match lanes to make multiple custom Flightboards

### Check every vehicle. See every opportunity.

# POWERED BY PATENTED TECHNOLOGY



# Four high-definition cameras

- ✓ License plate images identify vehicle
- ✓ 40 or more still images captured as vehicle drives past to defend against false damage claims



# Eight cameras and 32 lasers

- ✓ Accurately measure camber and total toe
- 16 measurements for increased accuracy
- ✓ Repeatable results



### Intricate tire tread mapping

- Jesse Burg

- ✓ Lasers map over 400,000 data points across a 4-inch section
- ✓ Visually compelling unique 3D renders of each tire



### **Intelligent and fast**

- Results based on specific OEM Spec
- Scan a new vehicle every 3-5 seconds
- ✓ Inspection Live Software updates software to newest features automatically



Drive® has helped the technicians at Big O Tires make the most of their time.

Procurement Manager of Big O Tires in Columbia, MO

### **Automatic measurements uncover opportunities**

#### **OUICK CHECK DRIVE®**

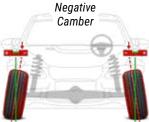
#### Automatic alignment angle check

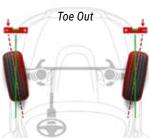
- Measure total toe and individual camber
- Generate opportunities for the most profitable service



Toe In



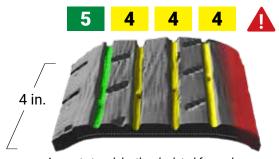




#### **OUICK TREAD EDGE®**

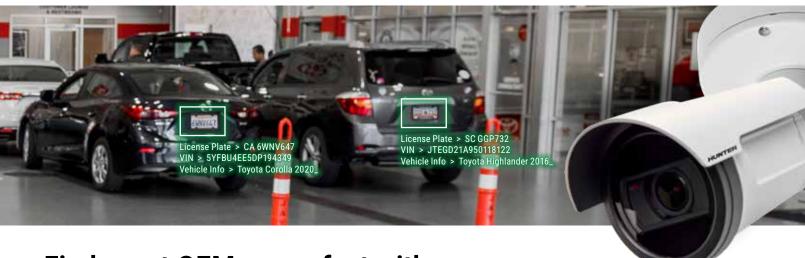
#### Automatic tread depth measurement

- Measuring tire tread edge wear is critical to proactive tire safety
- ✓ 3D tire results help sell critical replacements



Accurate tread depth calculated for each groove

**DID YOU KNOW?** A bald tire edge will affect wet weather traction, resulting in longer stopping distances and poor handling. If the edge portion of the contact patch has no tread, it cannot shed water.



# Find exact OEM specs fast with automatic vehicle identification

#### **PATENT PENDING**

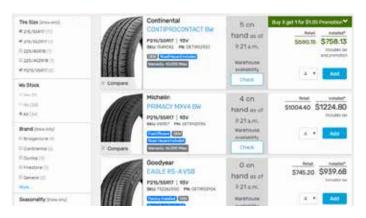
Quick Check Drive® units include an external camera — the first step to accurate results. The vehicle's license plate is captured as the vehicle drives through. In most cases, the system finds the exact OEM specs to compare against the alignment and tread measurements, for the most accurate pass/fail results.

- Exceptional character identification
- ✓ Extensive license plate coverage every U.S. state and most Canadian provinces
- ✓ Flexible installation options indoor or outdoor, ceiling- or wall-mounted, front or rear plate capture, etc.

### Partner integrations

# PROVIDE A SEAMLESS CUSTOMER EXPERIENCE

Our 25+ industry-leading partners integrate with virtually every major dealer and shop management system to provide seamless customer service experience.



### Simplified tire offers (6 PARTNERS)

- ✓ View, manage, and order tires
- Make the immediate connection between the customer's tire tread results and the tire sale



### Multi-point inspection (9 PARTNERS)

- Streamline operations between front and back staff
- Track scheduling, service write-ups, video walkarounds, parts, and more



00000

2/32 4/32 2/32

AutoPoint

sample phone interface

### **Messaging services** (6 PARTNERS)

- Communicate directly with customers
- Include valuable inspection results
- Get approvals with less effort
- ✓ Increase customer engagement with follow-up materials



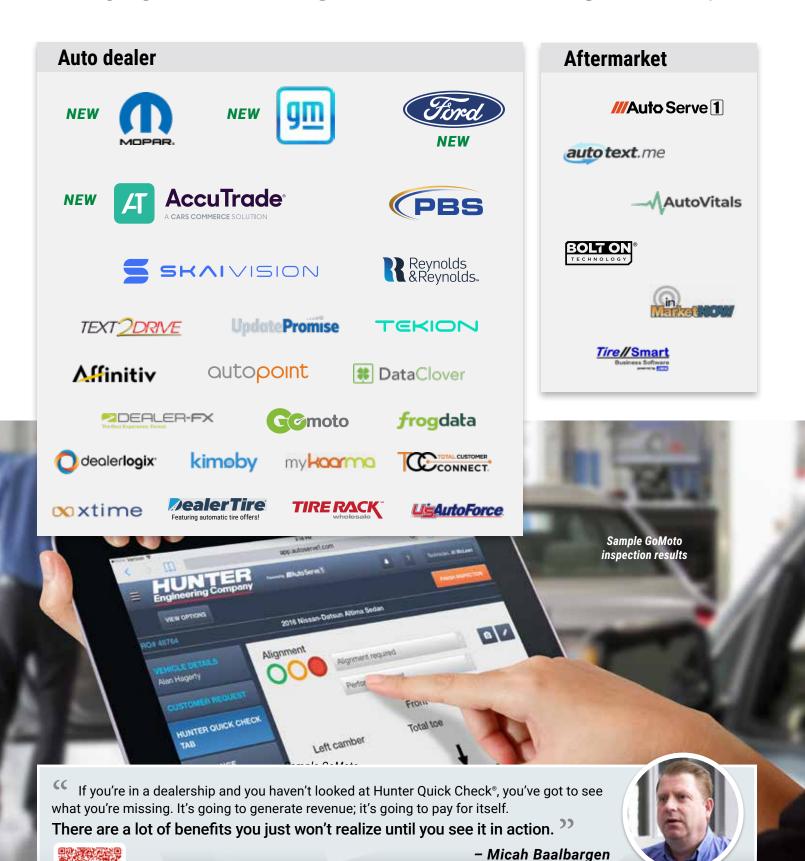
### Self-service check-in (8 PARTNERS)

Recommend services via kiosk or mobile self-check-in services

- Relieve busy overflow
- Write more ROs without added staff
- Engage younger customers

### Partner integrations

## WHO CAN INTEGRATE WITH HUNTER?



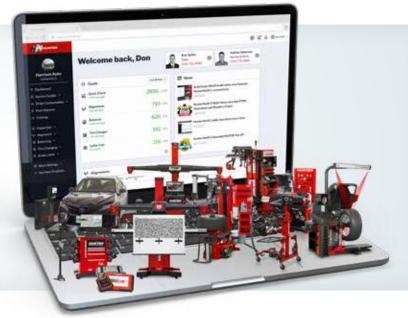
Fixed Ops Director of Parkway Family Auto Group in Texas



## **GET FULLY CONNECTED**

HunterNet® 2 customer portal unlocks the full value of your Quick Check® inspection equipment

INTELLIGENCE TOOLS HELP YOU MANAGE YOUR BUSINESS AND PROFITS IN REAL TIME





Sell opportunities with QuickView™



Analyze trends and formulate goals



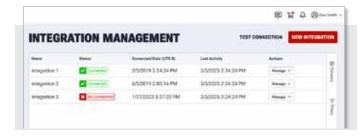
Track equipment ROI in real time



Order genuine Hunter consumable parts 24/7

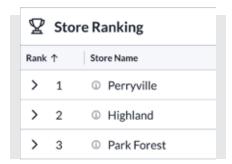


Inspection Live™ subscription management



### **NEW!** Manage partner integrations

- Simplified setup option
- Edited vehicles can now be sent to your integration
- Connection status and monitoring



### **Multi-store view**

See all your stores together, with performance ranked and equipment inventoried



### **Push reports**

- ✓ Daily delivery by email and text
- View opportunities and rates
- Measure alignment conversions
- Set goals and track performance



# Access and deliver printouts

- ✓ Hands-on customer interaction
- ✓ Mobile and tablet friendly display

### Your drive through bay

## **CHOOSING THE RIGHT SYSTEM**

Alignment

Vehicle recognition

measurement

#### **ALIGNMENT INSPECTION**

Hunter's Ouick Check Drive® is the industry's first truly unmanned and repeatable touchless alignment check solution.



In a 25,000-vehicle study, 51% of all vehicles needed an alignment but showed no irregular tire wear. Only 10% had irregular wear and needed an alignment.

CONCLUSION: Tread appearance is NOT a reliable predictor of alignment need.



### **HUNTER QUICK CHECK DRIVE®**

| camber laser measurement —<br>6-month ROI is typical               |  |
|--|--|
| Automatically captures plate and VIN for exact OEM alignment specs |  |

Direct total toe and individual

Drive through Minimal footprint for inviting drive through experience experience

Body damage Standard with subscription cameras



#### **COMPETITOR**

| Anginitent predicted |
|----------------------|
| from tire wear -     |
| not always reliable  |
| Plate captured       |
| for identification   |
| purposes only        |

Alignment predicted

Large footprint with narrow driving lane; can be height limited in some cases.

Standard with subscription

#### TIRE TREAD INSPECTION

Hunter's Quick Tread Edge® provides more information in less time with greater reliability than any other drive-over tread depth system.



#### **HUNTER OUICK TREAD EDGE®**

|               | •   |  |
|---------------|---|--|
| Tread         | 3D laser tire scan of over 400,000            |  |
| measurement   | data points for exact measurement             |  |
| Tread display | Color coded tread depth and edge wear warning |  |
|               | A 16 1 1                                      |  |

Weather Self-cleaning resistance

integrations



#### COMPETITOR

Tread interpreted from photo analysis

Color coded tread depth

than 15 partner apps

None



Hunter backs our inspection equipment with great inspection result display options, and industry-leading service.



The HunterNet® customer portal directly connects customers with local certified Hunter Service Rep for scheduled or same-day needs pairing the latest technology with the industry's leading service for a more productive inspection lane.



|                     | HUNTER  | COMPETITOR                                 |
|---------------------|---|--|
| Service and support | Backed by 400+ Hunter Field Reps located across the country   | Service dispatched from only two locations |
| Customer<br>portal  | Display and share inspection results<br>plus a full HunterNet® suite of parts<br>ordering, coverage guides, and<br>connectivity to other Hunter Equipment | Only to display and share results          |
| In-lane display     | Customer-branded Flightboard  | No in-lane display                         |
| Partner             | Alignment and tread results available   | Results available in less                  |

in 25+ Integration Partner apps

### FOCUSED ON PROFITS

Autonomously identify profitable service opportunities. Most systems pay for themselves within six months.



Everything we do is for the long term. If we can't do it right, we won't do it.

With Hunter's Quick Check Drive® inspection system, Ken's shop quadrupled their alignment business overnight, and the tire business at least doubled.

- Ken Silverman, Owner of Lake Norman Tire & Auto in Mooresville, NC



TIRE REPLACEMENT **OPPORTUNITIES** 

\$1.500\*

Potential Tire Revenue Opportunity Per Day

Tire sales are critical to customer retention. The first to show the tire need and ask for the sale aets the order 85% of the time. (NADA 2017)

#### VALUE-ADDED OPPORTUNITIES

Informing vehicle owner of passing vehicle inspection results builds consumer trust.

**ALIGNMENT REPAIR OPPORTUNITIES** 

\$1,000\*

Potential Alignment Revenue Opportunity Per Day

Alignment service has the highest margin in your shop, with 68% profit. (MTD 2016)

Potential Open Recall Revenue Opportunities



<sup>\*</sup> Based on 20 vehicles per day shop average, an average tire replacement of \$150 in revenue, and an average four-wheel alignment of \$100 in revenue. Tire failure rates based on Hunter study of 25,000 vehicles. Alignment failure rates based on Hunter study of 1 million Quick Check Drive® results.

Good

News

### Your trusted service professionals

- ★ 520+ independent Technical and Training Representatives in U.S. and Canada
- All Reps complete a 9-week advanced training course
- 80% of Reps live within 60 miles of most customers
- On-site product training by Hunter-certified Technical and Training Reps
- 98% of customers recommend Hunter products based on service



Because of continuing technological advances, specifications, models and options are subject to change without notice.

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