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**The New
Automotive
Dealer | Future
of Auto Retail |
Accenture
Traditional
automotive sales
models are at
risk The
traditional
automotive sales
model relies on
independent
dealers which**

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occupy a central role in pricing, marketing and sales. By purchasing vehicles from the OEM and reselling them to the end customers, they generate the bulk of OEMs' new car sales revenues.

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**The future of
automotive
retailing - KPMG
Here's her take
on the future of
the automotive
aftermarket
industry: Real-
time inventory,
API integrations
and customizable
exports for
pricing and data**

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**are becoming
standard in the
#aftermarket:
Tracie Nunez @c
ustomautontwk
#DrivePartsSales
Click To Tweet
“For 49 years,
the Custom
Automotive
Network
association has
been focused on
automotive**

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**aftermarket
supply channel
issues.**

**The Future of
Auto Retail—A
Future
Perspective
Data-driven
Retail: Build a
culture of data-
driven
enterprise,
where sharing**

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data is seen as a value, not a risk. The road ahead. The future of auto retail will be defined by human interactions, both physical and virtual. It will also be driven by data in a strategic, end-to-end process of

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**continuous
customer
engagement.**

**Tech Trends that
Signal the Future
of Automotive
Retail**

**The study
“Future of
Automotive Sales
and Aftersales”
by Deloitte
analyzes how**

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**current industry
trends scenarios
will affect OEM
revenues and
profit until 2035
for the
automotive
industry in the
markets Euro5,
China, Japan and
United States.**

**The Future of
Automotive Sales**

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| **Axel Schmidt** |

Accenture

But, before you go, download our guide to automotive retail innovation and the challenges shaping the future for OEMs and dealers, created by Star's automotive and mobility experts.

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It's an excellent companion piece to the podcast and will provide even more advice and examples of what it takes to digitize the automotive buying process and meet or exceed customer expectations.

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**The Future of
Automotive
Retail: 5 Trends
for Driving ...
Future of
Automotive
Retail &
Aftersales The
business of
selling cars ,
parts , and
services is
undergoing**

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**tremendous
disruption at
every level. From
omnichannel
retailing and
digital dealers to
the Uberization
of services, the
downstream
automotive eco-
system is
expected to be
completely
transformed over**

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**the next 10-15
years.**

**Future of
Automotive Sales
and Aftersales |
Deloitte
Source: Cox
Automotive
Future of Digital
Retail Study
(November 2017)
26 “I like the
idea of signing**

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the papers at the actual dealership. I like the face to face contact in a very technology advanced world. I feel it is nice to have someone there if I have any further comments, questions, or concerns.” ONLY

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**11% want to
review & sign**

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**We see and hear
a lot about the
way increased
customer
expectations,
disruptive
technologies and**

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new players are transforming the automotive retail industry, questioning the future of dealers. As a result, 58% of dealers expect the traditional local sales channel to lose importance. On the contrary the customer survey

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shows that

**Future of the
Automotive
Industry: 2020
Predictions and
Trends
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the books future**

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inspiring means.
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and no-one else
going in the
same way as
book amassing
or library or
borrowing from
your connections
to open them.
This is an**

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**entirely easy
means to
specifically get
lead by ...**

**The Future of
Automotive
Retail - PwC
Lindsay
Vanhulle,
“Pandemic
accelerates
adoption of
digital tools,”**

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**Automotive
News, March 30,
2020. View in
article. Bradd
Craver et al.,
Changing lanes
on talent in the
auto retail
sector: Evolving
from customer to
human
experience,
Deloitte Insights,
July 31, 2019.**

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View in article

**The Future of
Automotive
Retail Strategy
in Europe - KPMG**

...

**The Future of
Automotive
Retail. Research
results on how
the automotive
transformation
will affect the**

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retail landscape.

**79%. of dealers
are sure that
their role will
change
dramatically in
the next five to
ten years. 63%.
of customers
would buy
directly online
from the
manufacturer.
50%.**

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**Future Of
Automotive
Retail Di
Beijing Auto
Show
foreshadows
automotive retail
future. By. Jason
Unrau-
September 30,
2020. 0. Share
on Facebook.
Tweet on**

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**Twitter. tweet;
The 2020 Beijing
International
Automotive
Exhibition kicked
off on Saturday,
Sept 26 as the
first major auto
show since the
coronavirus
pandemic began
after initially
being postponed
from its original**

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April ...

**Cox Automotive
Future of Digital
Retail Study ...
Forecasting the
future of auto
retailing. A new
department --
mobility ...
"Dealers that will
be successful will
partner or lead"
in determining**

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**what the "future
of retail looks
like," he said.**

**Beijing Auto
Show
foreshadows
automotive retail
future
To thrive in the
future of
automotive
retail, retailers
will need to**

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leverage an efficient supply chain. The rise of IoT supply chain technology will allow brands to offer timely experiences like automatic repair and maintenance, part-ordering, and predictive inventory to

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**satisfy this “just-
in-time” need.**

**The future of
automotive retail
| Star**

**5. Volkswagen
We. The future of
mobility is a big
consideration.**

**Volkswagen We
is the well-known
car**

manufacturer's

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**attempt at
tackling it. This
digital
ecosystem brings
together a
variety of
different
interconnected
services, such as
cashless parking,
in-car retail
offers, delivery
to car and an
upcoming car**

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sharing model.

**Pandemic alters
future of
automotive
industry |
Deloitte ...
Car
manufacturers
and their retail
partners should
use COVID-19 as
a catalyst to a
new model for**

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**automotive
retail, according
to a new report
by McKinsey
Automotive. The
report, 'A future
beyond brick and
mortar -
disruptive
change ahead in
automotive
retail',
interviewed key
stakeholders**

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**from the OEM,
dealer, mobility
and tech
industry ...**

**Future of
Automotive
Retail &
Aftersales |
Mobility ...**

**In addition to
providing the
latest
automotive news**

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**and in-depth
interviews with
industry leaders,
CBT News also
hosts weekly
shows featuring
the nation's top
automotive
trainers and
consultants,
covering all
departments of
the dealership
including sales,**

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**fixed ops, parts,
management,
leasing and
finance.**

**'Future of
automotive retail
is at a
crossroads,' says**

...

**The Future of
Auto Retail—A
Future
Perspective.**

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**April 14, 2020 by
Dennis Ephlin.**

**What will be the
business model
and value of
dealers in the
future? In order
to get a
perspective on
the future of
auto retailing,
we must first be
clear on the
definition and**

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**elements of
retailing today
and going
forward.**

**13 initiatives
that show the
future of
automotive retail**

...

**The future of
automotive
retailing. A look
at the changing**

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needs and preferences of car buyers and how automakers and dealers and retail platform developers can address them. Related content. Automotive's new reality: fewer trips, fewer miles, fewer cars?

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**The Future of
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The Future of
Automotive
Retail Strategy
in Europe The
Future of
Automotive
Retail Strategy
in Europe Five
strategic steps
that can help**

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**players in the
automotive retail
market future
proof their
business against
the challenges
ahead, and
capture some of
the opportunities
at hand.**

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