DealerTech M&A Landscape:
AI Impact
March 2026
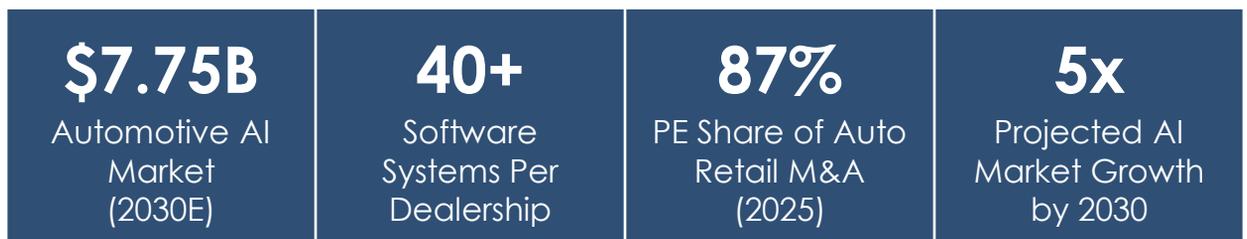
AI IS THE ENGINE OF DEALERTECH M&A

A new generation of purpose-built AI companies is fragmenting and re-fragmenting the automotive dealership technology stack — and that fragmentation is what is driving M&A activity. Acquirers are buying AI capability they cannot build fast enough internally. Financial sponsors are assembling vertical AI stacks that legacy platforms cannot replicate. The dealertech M&A cycle of the next five years will be defined by AI capability acquisition, not platform consolidation.

The dealership is one of the most data-rich environments in retail — and historically one of the worst at using that data. A franchised dealership generates continuous transaction streams across vehicle sales, financing, service, parts, and warranty, yet that data is typically fragmented across more than 40 separate software systems[1] that rarely communicate with one another. AI is valuable at dealerships precisely because the raw material exists. The opportunity is in unifying it, acting on it in real time, and doing so faster than a human team can.

The automotive AI market in dealerships is projected to grow from approximately **$1.4 billion in 2023**[2] to **$7.75 billion by 2030**[2] — a roughly 5x expansion driven by AI adoption in four distinct capability categories, each with its own competitive landscape and M&A rationale.

$7.75B Automotive AI Market (2030E)	**40+** Software Systems Per Dealership	**87%** PE Share of Auto Retail M&A (2025)	**5x** Projected AI Market Growth by 2030

[1] Industry Research Biz, Auto Dealer Software Market Report, 2025
[2] Fortune Business Insights, Automotive AI Market Report, 2025

AI CAPABILITY MAP

The dealership is a data-rich but data-poor environment. Enormous transaction volume flows through every department, sales, F&I, service, parts, warranty, yet that data is siloed across dozens of incompatible systems. AI is valuable here precisely because the data exists; the gap is in unifying it and acting on it at speed. The four capability categories below represent the areas where AI is generating measurable dealer ROI today and attracting capital as a result.

Four AI capability categories are generating measurable dealer ROI and driving capital formation:

1   **VOICE AND COMMUNICATIONS AI**
Transforming the dealership BDC through autonomous inbound and outbound voice agents

2   **BUYER INTENT, LEAD QUALIFICATION & AGENTIC AI**
Aggregating real-time signals to score intent and, increasingly, to act on it autonomously

3   **FIXED OPERATIONS & INVENTORY INTELLIGENCE**
Predictive maintenance, service lane analytics, trade-in and inventory pricing

4   **WARRANTY AND CLAIMS AI**
Processing automation, fraud detection, and the evolution of the TPA into a decision intelligence hub

Each category has a distinct maturity curve. Voice AI and intent AI are the most commercially mature and are already consolidating. Warranty and acquisition intelligence are earlier-stage but carry some of the most compelling ROI metrics in the sector. The most valuable long-term businesses will be those that connect multiple categories on a shared data layer, often enabled by dedicated analytics platforms that unify, normalize, and activate dealer data across systems, such as the products being built by Dark Sky Data.

1 VOICE AI & THE BDC TRANSFORMATION
The Most Mature AI Category in Dealertech

THE PROBLEM AND THE MARKET

Dealerships miss an estimated 30–40%[1] of inbound calls, and Business Development Center (BDC) staff response times average hours rather than minutes. Every missed call is a missed appointment, and every slow response hands the opportunity to the next dealer on the customer's list. The previous solution, offshore business development centers and scripted interactive voice response systems, was expensive, inflexible, and resented by customers. AI voice agents replace that infrastructure at a fraction of the cost, with response times measured in seconds rather than hours and conversations that adapt in real time rather than following a script.

WHAT IS TECHNICALLY MEANINGFUL

Not all voice AI is equal. Three capabilities separate production-grade deployments from demo-ware:

1 **Sub-2-Second Response Latency**
Customers cannot distinguish sub-2-second AI responses from a live representative. This is a real technical achievement and a meaningful competitive differentiator.

2 **DMS Write-Back**
AI that pushes confirmed appointments directly into the dealer management system without human handoff. The single capability that most reliably separates genuine operational tools from marketing demonstrations.

3 **Outbound at Scale**
The shift from reactive call-answering to proactive AI-initiated campaigns for lease maturities, open recalls, and equity mining. Dealers deploying outbound AI report step-function improvements in appointment volume.

[1]Dealertech AI Market Analysis, 2025

VOICE AI — COMPANY PROFILES

COMPANY	POSITIONING	KEY METRICS & DIFFERENTIATOR
Flai	Full-funnel ambition; pre-traction	Founded 2025; covers voice, SMS, email, lead qualification, and test drive booking. No meaningful performance data yet. Too early to evaluate against established players
Mia Labs	Best-funded pure-play; strongest automotive DNA	$29M raised; 350+ franchise dealerships; $45M enabled dealer revenue; 1.5M human hours saved in 2025; sub-2-second latency vs. 3.5-second industry average. Expanding from inbound to autonomous outbound campaigns[1]
Numa	Most tenured; broadest channel coverage	Founded 2016; voice, text, chat, and service communications across the full dealership. Deepest integration history with dealership systems of any pure-play automotive AI comms vendor
Pam	Integration-depth differentiator	Native Dealer-FX integration — key wedge in service-heavy dealer deployments. Covers inbound calls, service bookings, and outbound campaigns
Podium / Jerry AI	Largest scale; horizontal player going vertical	10,000+ businesses served; 300% YoY AI revenue growth; 30% revenue lift reported by customers. Jerry 2.0 benchmarked 41% lower cost per conversation, 39% faster response vs. competitors[1]
Sandra AI	Pure-play; earliest-stage with real architecture	YC Fall 2024 batch; $500K raised; multilingual voice + SMS/WhatsApp/email; direct DMS appointment booking from inception[2]
Toma	Service lane specialist; DMS write-back leader	Founded 2024; 1M+ dealership calls automated in 2025; DMS write-back scheduling is core product, not a feature add-on. Purpose-built for fixed operations workflows. Youngest company with verifiable production scale[3]

[1]"Bringing AI to local businesses: How Podium is arming 10,000+ SMBs with AI agents," OpenAI, 2025
[2]Sandra AI/Y Combinator company disclosures, 2025
[3]Toma company disclosures, 2025

BUYER INTENT, LEAD QUALIFICATION & AGENTIC AI
The Category Attracting the Most Growth Equity

2

THE INTENT SIGNAL STACK

First-generation CRM lead scoring ranked inbound leads by basic form-fill data: name, phone, vehicle of interest. The intelligence was thin and the lead-to-sale conversion rate reflected it. Second-generation intent AI aggregates signals across multiple layers in real time: browsing behavior (time spent on vehicle detail pages, return visits, configuration tool usage), credit and pre-qualification activity, trade-in inquiry timing, and email and text engagement patterns.

AI USAGE IN SALES

39% Of franchised dealers now use AI-driven intent scoring and personalized outreach[1]

27% Higher showroom appointment rates[2]

26% Higher lead-to-sale conversion[2]

THE AGENTIC LEAP: FROM SCORING TO ACTING

The commercially meaningful shift is from AI that ranks leads for a human to review, to AI that autonomously executes the next action. Companies deploying agentic workflows are not selling a tool to the BDC, they are replacing the BDC. This distinction carries very different valuation implications.

The practical version: a high-intent buyer is identified at 11pm. The AI sends a personalized text referencing the specific vehicle viewed three times that week. Pre-qualification is initiated. A test drive is booked. All of this occurs before the salesperson logs in the next morning. No human was in the loop.

[1]Cox Automotive AI Readiness Study, 2025
[2]Dealertech AI Market Analysis, 2025

COMPANY	DESCRIPTION
AutoAgentic	Early-stage advisory and platform positioning itself around an "AI Leadership" framework for dealership AI transformation. Less product than advisory at this stage, but signals a market category forming around agentic AI implementation consulting.
Capital One Chat Concierge	Autonomous lead capture, qualification, and scheduling across voice and text within a single workflow.
Convin AI	Autonomous follow-up call execution, CRM sync, and scheduling. Claims 90% lower manpower requirement. Call-center infrastructure increasingly targeting auto retail.
Fullpath	Launched what it calls "automotive's first Agentic CRM" in January 2026.
Impel	Impel positions its product as an "AI Operating System" that manages the full customer lifecycle without human queuing at each step. The framing is deliberate: Impel is not selling a point tool but claiming ownership of a workflow.
Lotlinx	Agentic AI applied to the inventory side of the dealer P&L rather than customer engagement. Autonomous pricing decisions, stocking recommendations, and real-time market analysis. Won the LLM Innovation Award 2024.
Mia Labs	Expanding its inbound voice AI into fully autonomous outbound campaigns triggered by live intent signals. The expansion from reactive to proactive is the key strategic move.
Podium / Jerry AI	Autonomous lead capture, qualification, and scheduling across voice and text within a single workflow.
Revmo AI	Deploys "Agent Flow" for multi-step autonomous sequences: searches databases, triggers workflows, updates tasks, and books appointments without human supervision. Targeted at automotive service chains.

AGENTIC AI — COMPANY PROFILES

COMPANY	DESCRIPTION
Sandra AI	Multilingual autonomous voice and messaging AI with direct DMS appointment booking. Architecturally designed for agentic operation from inception rather than retrofitted. The clearest early-stage pure-play in the category.
Toma	Autonomous DMS write-back scheduling for service appointments. The service-lane equivalent of a closed agentic loop: AI identifies the need, contacts the customer, books the appointment, and writes it to the DMS.
Whippy AI	Autonomous SMS and voice re-engagement of unsold leads and dormant databases. General-purpose with automotive as a primary vertical.

FIXED OPERATIONS & INVENTORY INTELLIGENCE
From Reactive Service Scheduling to Proactive Revenue

3

THE STRATEGIC REFRAME

Fixed operations (service, parts, and repair) has historically been managed reactively: the customer calls when something breaks, or comes in for scheduled maintenance according to a calendar. AI enables a fundamentally different model: the dealership identifies vehicles approaching failure thresholds before the customer knows there is a problem and initiates outbound contact proactively. The revenue and retention implications are significant.

AI-driven scheduling and predictive maintenance are increasing service department revenue by 15–20%[1] in documented deployments. The mechanism: AI reads telematics data, diagnostic trouble codes, and service history to identify which vehicles in the CRM database are approaching a service need, then triggers outbound contact. The competitive logic for dealers is straightforward: own the customer relationship before the independent repair shop gets the call.

INVENTORY AND TRADE-IN INTELLIGENCE

Lotlinx deploys autonomous pricing decisions and stocking recommendations executed in real time without human approval at each step. The LLM Innovation Award 2024 reflects the novel nature of applying large language model infrastructure to inventory P&L optimization[2].

On the trade-in side, Kelly Blue Book's AI-powered remote damage assessment tool standardizes vehicle evaluations and improves pricing accuracy for trade-in appraisals — removing one of the most friction-heavy and subjective interactions in the vehicle acquisition process. Accurate AI-driven trade-in appraisal functions as a customer acquisition tool as much as a pricing tool: it reduces the negotiation friction that most commonly causes trade-in deals to collapse before the sales process can begin.

[1]Dealertech AI Market Analysis, 2025
[2]Lotlinx company disclosures and press releases, 2025

SERVICE LANE & INVENTORY INTELLIGENCE — COMPANY PROFILES

COMPANY	CATEGORY	WHAT IT DOES
AutoVitals	Service operations intelligence	Digital vehicle inspections, technician productivity analytics, and service advisor performance tracking. Analyzes repair orders, inspection results, upsell acceptance rates, and technician productivity metrics. Comprehensive service-lane analytics platform in active deployment.
Kelly Blue Book	Inventory intelligence	Has a AI-powered remote vehicle damage assessment and trade-in valuation. Standardizes appraisal accuracy using image-based analysis to reduce subjectivity and negotiation friction. Improves acquisition conversion by providing transparent, data-driven trade-in pricing that accelerates deal progression and reduces drop-off in the early sales process.
Lotlinx	Inventory intelligence	Autonomous inventory pricing and stocking optimization platform. Uses AI to continuously adjust vehicle pricing and merchandising strategies in real time based on market demand and inventory performance, executing decisions without manual intervention.
TruVideo	Video inspection AI	AI-assisted video multi-point inspection sent to customers via text. Technicians capture vehicle condition; AI overlays flag issues. Documented improvement in repair authorization rates across dealer network.
UVeye	Computer vision inspection	Drive-through AI scanning system that flags vehicle issues before the service advisor conversation. Computer vision identifies tire wear, undercarriage damage, and fluid leaks at intake. Integrates with service lane management platforms.

Note: Toma and Pam, profiled in Section 1, are also active service lane deployments, DMS write-back scheduling and Dealer-FX integration respectively. Both are the communications layer to AutoVitals' and TruVideo's inspection and analytics layer.

WARRANTY & CLAIMS AI

4

The Highest ROI Category Nobody is Talking About

STILL HEAVILY MANUAL

OEM warranty claims processing is one of the largest manual revenue functions in automotive retail, and one of the least discussed in dealertech investment conversations. Each OEM operates its own proprietary claims system with 10 to 12 claim types; an incorrect submission results in rejection or delayed revenue. The labor required to navigate these systems correctly is substantial, and the leakage from errors, fraud, and missed claims is material. AI attacks this problem at two levels: dealer-side processing efficiency and OEM or administrator-side fraud detection and leakage recovery.

The ROI metrics in this category are among the most compelling in all of dealertech, and they are documented, not projected.

OEM AND ADMINISTRATOR SIDE: AI CLAIM ADJUDICATION AND FRAUD DETECTION

Several companies in this category serve automotive as one vertical among several, including manufacturing, heavy equipment, insurance, and financial services.

AI CLAIM ADJUDICATION & FRAUD DETECTION — COMPANY PROFILES

Company	Industries Served	Key AI Capability
Annata (A365 Warranty)	Automotive OEM, manufacturing, heavy equipment, fleet	Enterprise warranty management on the Microsoft ecosystem. AI claim validation, automated audits, and fraud pattern detection across dealer and manufacturer networks. Primarily used by OEMs, heavy equipment manufacturers, and fleet operators rather than individual dealerships.

AI CLAIM ADJUDICATION & FRAUD DETECTION — COMPANY PROFILES

Company	Industries Served	Key AI Capability
Gruve AI	Automotive OEM, manufacturing, financial services, healthcare, retail	Autonomous warranty claims processing, service coordination, and Salesforce/Agentforce integration. Positioned at the OEM and captive finance level rather than individual dealerships. Relevant where coverage extends to OEM-level workflow automation.
Intellinet Systems (Intelli Warranty)	Automotive, heavy equipment	Machine learning fraud detection via service history cross-referencing and dealer behavior benchmarking. Flags approval rates far above dealer peers, repeated replacement of long-life parts, and suspicious claim timing near warranty expiration.
MSX International (automotive pure-play)	Automotive OEM and dealer operations	Documented deployment results: 32% reduction in manually processed claims, 16% improvement in processing time, and share of claims identified with deficiencies increased from 25% to 42%[1].
Tavant	Automotive, financial services, manufacturing, real estate	AI claim adjudication, automated approval, anomaly detection across dealer networks. Example: AI detects a dealer claiming 12 hours of labor for a job with a documented 4-hour standard time. One of the most established vendors for OEM warranty analytics; automotive is a significant vertical but not the only one.
Truepic	Automotive, Insurance, real estate, financial services, equipment finance	AI-verified image authentication for administrators. Remote repair verification and fraud detection in damage claims. Used by warranty administrators to verify repair documentation without on-site inspection.

[1]"Improve warranty management accuracy and efficiency with AI and automation," Pasquale Aloi, MSX International

AI CLAIM ADJUDICATION & FRAUD DETECTION — COMPANY PROFILES

Company	Industries Served	Key AI Capability
Upstream Security (automotive pure-play)	Automotive OEM and dealer operations	Real-time anomaly detection across connected vehicle fleets; AI-driven fraud pattern recognition in telematics-linked warranty claims. More relevant as connected vehicle penetration grows and warranty claims become increasingly tied to vehicle data.
WarrCloud (automotive pure-play)	Automotive (dealerships)	Automotive warranty claims automation for dealerships. AI extracts repair orders from DMS, applies OEM-specific rules, and automatically builds and submits claims with minimal human involvement. Improves accuracy and reimbursement capture while reducing processing costs and manual effort, effectively replacing traditional warranty administration workflows.

VSC AND SERVICE CONTRACTS: THE TPA INTELLIGENCE EVOLUTION

Vehicle service contracts and the third-party administrators that process them represent a parallel opportunity. AI is connecting the historically siloed data of claims, payments, contracts, and dealer performance into a unified intelligence layer. The result is faster adjudication, automated remittance reconciliation, and real-time performance analytics that were previously impossible to generate at scale.

The framing from the Warranty Innovations 2025 conference was precise: TPAs are evolving from transaction processors to decision intelligence hubs. Human roles are shifting from repetitive processing to exception management. The practical implication for sponsors: a TPA that has made this transition is a fundamentally different business from one that has not — different margin profile, different retention characteristics, different growth trajectory.

AI fraud detection is a standout capability in this context: AI systems can spot fleet-wide patterns across multiple vehicle models and repair facilities simultaneously — patterns that human reviewers, working claim by claim, would consistently miss. A single faulty part generating warranty claims across an entire vehicle fleet becomes visible in an AI-analyzed dataset in a way that is invisible in a manual review process.

TRENDS DRIVING M&A
Structural Shifts Redefining Dealertech Value Creation

AGENTIC PLATFORMS ARE CONSOLIDATING THE STACK

Dealer workflows are converging into unified, AI-driven platforms that manage the full lifecycle — from lead to sale to service — without human orchestration. This is shifting value away from point solutions toward systems that own workflow and decisioning end-to-end.

DATA SCALE IS THE DURABLE ADVANTAGE

Model performance compounds with proprietary dealer data, but only when that data is unified, structured, and activated across systems. Platforms that solve this data layer generate better predictions, pricing, and automation, creating widening performance gaps that are difficult for new entrants to close.

DMS INTEGRATION DEFINES WINNERS

Deep, bidirectional DMS integration — especially write-back capability — is a structural requirement, not a feature. As access improves, the barrier shifts from connectivity to depth of integration, favoring platforms embedded in core dealership operations.

POINT SOLUTIONS ARE BEING ABSORBED

Standalone tools (especially in voice and communications) are moving up-stack into workflow ownership. Vendors that fail to expand beyond narrow use cases are increasingly acquisition targets rather than long-term winners.

AI IS MOVING CLOSER TO THE DEALER

Capabilities historically owned by OEMs, lenders, or administrators (e.g., warranty intelligence, underwriting signals) are migrating downstream to the dealership, expanding the surface area of dealer-facing platforms.

NEW ENTRANTS ARE RESHAPING OWNERSHIP

Non-traditional players, including lenders and capital providers, are beginning to compete for control of the customer workflow — increasing strategic urgency and complexity in the M&A landscape.

M&A IMPLICATIONS
What Acquirers Should Value Most

▶ **PROPRIETARY DEALER DATA NETWORKS**
Scaled, unique data assets that improve model performance and compound over time.

▶ **DEEP DMS INTEGRATION AND WRITE-BACK CAPABILITY**
True system-of-record connectivity, not superficial integrations.

▶ **WORKFLOW OWNERSHIP (NOT POINT FUNCTIONALITY)**
Platforms that initiate and execute actions, not just assist or analyze.

▶ **OUTBOUND AND REVENUE-GENERATING CAPABILITIES**
Systems that drive demand and engagement, not just respond to it.

▶ **EMBEDDED AUTOMOTIVE INTELLIGENCE**
Domain-specific models trained on real dealership operations, not generic AI layers.

SELECTED M&A TRANSACTIONS IN AI DEALERTECH

	TARGET	BUYER	COMMENTS
February 2026	VIRTUANS AI	AutoAcquire AI	Virtuans AI is an agentic AI platform that deploys voice and chat automation to handle inbound lead qualification, outbound follow-up, and scheduling primarily across WhatsApp, phone, and email. With this acquisition, AutoAcquire AI will bring this automation to dealership operations
January 2026	PROCEDE SOFTWARE	Rubicon Technology Partners	Provides a dealer management system for commercial vehicle dealers. The platform covers the full dealership back office and serves more than 1,100 rooftops in North America[1]
January 2026	MIA LABS	Permanent Capital Ventures*	Provides an AI-native conversational platform for dealerships, automating appointment booking and lead conversion via voice and messaging. Raised a $20 million Series A in January 2026, bringing total capital raised to $29 million[2]
January 2026	MYKAARMA	Warburg Pincus*	myKaarma provides a cloud-native, AI-enabled fixed ops platform for dealerships. Warburg Pincus made a strategic growth investment in the company, with the transaction including a partial sale by existing investor H.I.G. Growth Partners
December 2025	SELECTFI	StartFast Ventures*	SelectFi is an AI-powered predictive lending platform that generates payment quotes using a dealership's existing lender relationships. StartFast Ventures led a funding round for SelectFi in December 2025, after a $4.5 million pre-seed round in July 2024[3]
November 2025	OECONNECTION	Francisco Partners	AI-enabled, end-to-end aftersales tech platform with solutions spanning parts procurement, repair workflow, supply chain management, and dealership fixed ops optimization. Genstar Capital, Ford, and General Motors will remain as minority investors after the acquisition by Francisco Partners

*Minority deal with lead investors listed

[1]ProcedeSoftware.com, 2026
[2]"Mia Labs Raises $20M Series A to Power the AI 'Super Employee' Behind 350+ Dealerships," PR Newswire, 2026
[3]"SelectFI Secures $4.5M in Pre-Seed Funding to Propel Growth and Innovation," SelectFi, 2024

SELECTED TRANSACTIONS IN AI DEALERTECH
(continued…)

	TARGET	BUYER	COMMENTS
October 2025	CALLREVU	Astira Capital Partners	AI-powered communication intelligence platform for dealerships, combining a hosted phone system, real-time call monitoring and analytics, role-based performance training, and reputation management
September 2025	BIZZYCAR	Dealer Tire*	AI-powered recall management and mobile service platform that identifies vehicles with open recalls, automates customer outreach, and streamlines appointment scheduling. Raised $20 million in a follow-on to its Series B, bringing total funding to over $50 million[4]
July 2025	TOTAL CUSTOMER CONNECT	Vehlo	Service lane software suite for dealerships, including automated service reminders, digital multi-point inspection presentations, declined service capture, personalized marketing campaigns, and CRM tools
March 2025	AUTO LABS	Kenect	AI-native fixed ops platform for dealerships, providing automated service scheduling, video multi-point inspection, recall mining, and telephony
February 2025	SELF INSPECTION	Costanoa Ventures DVx Ventures*	AI-powered vehicle inspection platform that generates standardized condition reports for use in dealer trade-ins, lease returns, repossessions, and wholesale transactions. Closed a $3 million seed round[5]
January 2025	UVEYE	Woven Capital*	AI-powered automated vehicle inspection systems for dealerships, auctions, OEM manufacturing lines, rental companies, and fleet operations. Secured $191 million in an extension of its Series D funding round led by Woven Capital, Toyota's growth fund, bringing total funding to $380.5 million[6]
November 2024	SKAIVISION	Reynolds and Reynolds*	Computer vision AI software for dealerships that uses cameras to track vehicle and technician activity in the service department. Reynolds and Reynolds invested in Skaivision and integrated Skaivision into the Reynolds Retail Management System

*Minority deal with lead investors listed

[4]"BizzyCar, Global Leader in Recall Management, Raises $20M," BizzyCar, 2025
[5]"Self Inspection Secures $3 Million to Accelerate AI-Powered Vehicle Inspections," GlobeNewswire, 2025
[6]"UVeye Secures $191M in Funding, Strengthening Its Global Leadership in AI-Powered Vehicle Inspection," UVeye, 2025

SELECTED TRANSACTIONS IN AI DEALERTECH
(continued...)

	TARGET	BUYER	COMMENTS
June 2024	PROACTIVE DEALER SOLUTIONS	Better Car People (BCP)	Suite of dealership engagement tools including a digital voice assistant, call management, BDC services, and AI speech analytics. Financing for the acquisition was partially provided through Better Car People's partnership with Abry Partners
May 2024	TOTALCX	CallRevu	AI-driven call management platform and integrated hosted telephony solution for automotive dealerships
January 2024	TRIVIE	Quantum5	Trivie is an AI-powered workforce learning platform with applications in dealer and OEM training including EV product knowledge. Quantum5, a dealer training ecosystem, will incorporate Trivie's learning tech into its platform

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Mavsign™ was sold to 1876 PARTNERS — COLONNADE

crystalfusion was sold to APCO HOLDINGS — COLONNADE

Reynolds &Reynolds acquired XZILON — COLONNADE

Reynolds &Reynolds acquired AGWS — COLONNADE

SKYAUTO PROTECTION was sold to FORTEGRA — COLONNADE

PMC PROTECT MY CAR was sold to Crestview — COLONNADE

ENDURANCE was sold to TRP Capital Partners — COLONNADE

AutoAssure was sold to ENDURANCE — COLONNADE

VSC Marketer was sold to Strategic — COLONNADE

CALTEX was sold to SPECTRUM AUTOMOTIVE HOLDINGS — COLONNADE

MILESTONE MARKETING SOLUTIONS was sold to SPECTRUM AUTOMOTIVE HOLDINGS — COLONNADE

smart autocare was sold to TiptreeInc. — COLONNADE

openroad LENDING was sold to CLARION CAPITAL PARTNERS, LLC — COLONNADE

APC INTEGRATED SERVICES GROUP was sold to SOUTHFIELD — COLONNADE

MEPCO was sold to SEABURY CAPITAL GROUP — COLONNADE

STREAMLINE RECON was sold to SolutionWorks — COLONNADE

SOUTHFIELD acquired VANGUARD DEALER SERVICES — COLONNADE

AUTOMOTIVE Development Group was sold to APCO AUTOMOBILE PROTECTION CORPORATION — COLONNADE

OMNISURE was sold to FORTRESS — COLONNADE

PACCO Preferred Automobile Credit Co. was sold to AFS ACCEPTANCE — COLONNADE

PWI PREFERRED WARRANTIES INC. was sold to KAR AUCTION SERVICES — COLONNADE

PayLink Direct was sold to OXFORD FINANCIAL GROUP, LTD — COLONNADE

MEPCO insurance premium financing was sold to INDEPENDENT BANK — COLONNADE

Automotive Digital Marketer was sold to Private Party — COLONNADE

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