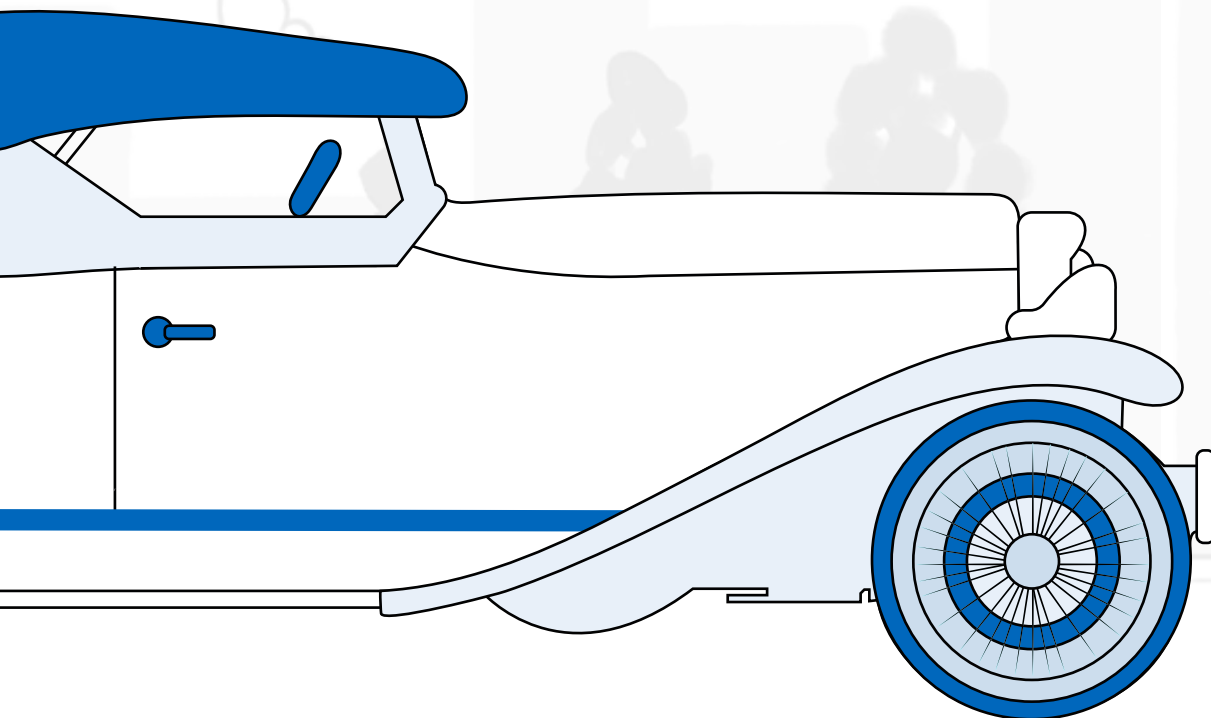
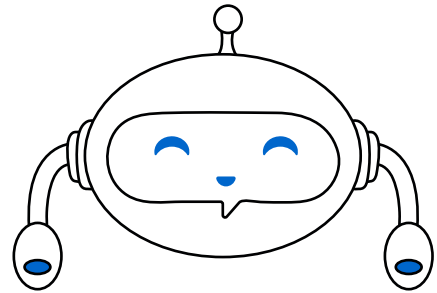


Delivering a meaningful, customer-first experience is not a test-drive

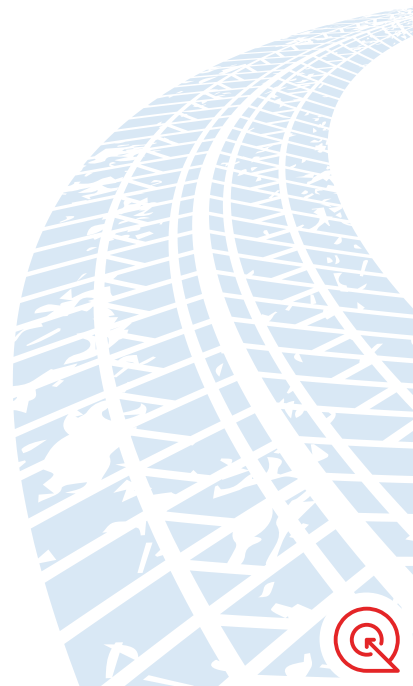


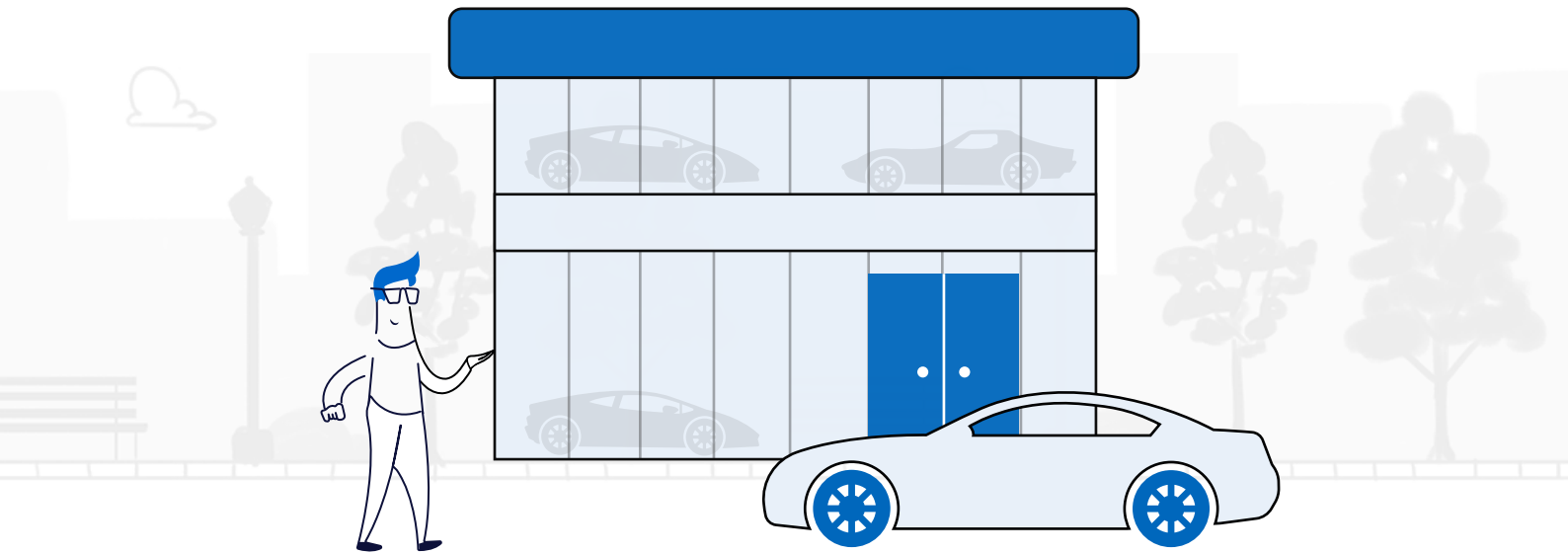
How Zobot can steer your brand story ?

- ④ Optimized buying experience
- ④ Faster & cost effective customer service
- ④ Digitizing relevant touchpoints
- ④ Scale business efficiency

Facilitate flexible retail customer experience with Zobot

- ④ Shop on their own terms
- ④ Complete choice on varieties
- ④ Direct price and term comparisons
- ④ Book a test-drive option
- ④ Doorstep concierge services





Pre-sales Zobot - The sales advisor

Zobot assists customers with professional expertise and guidance during the initial research process.



Discover vehicles

Decide on model, color, engine size, and more without being limited to what's on the showroom floor.

Zobot

What kind of budget could we expect?



Peter

I'm not quite sure which would be the best fit?

Zobot

No worries, I'm there! So how many seaters are you looking at?

Peter

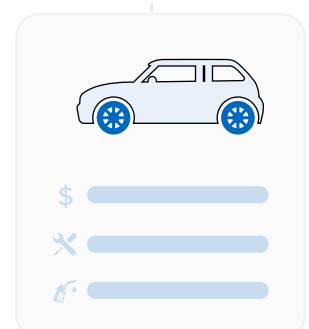
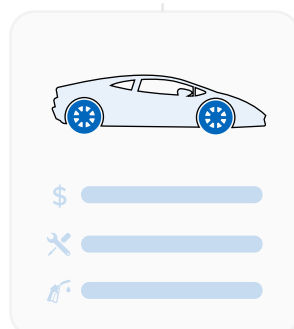
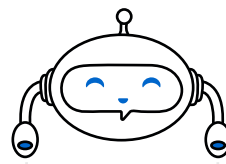
Four seater

Guided conversation

Personalized buyer-guidance based on their needs.

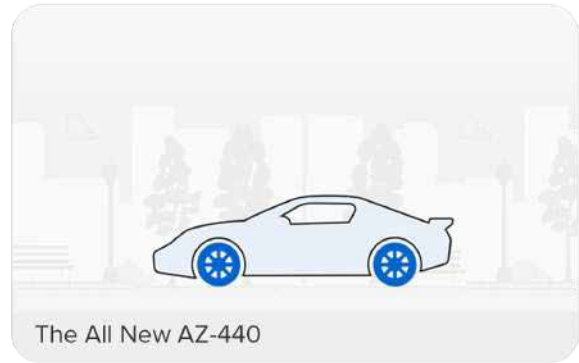
Comparison

Customized bot response for comparing vehicles with competitors.



e-Brochures

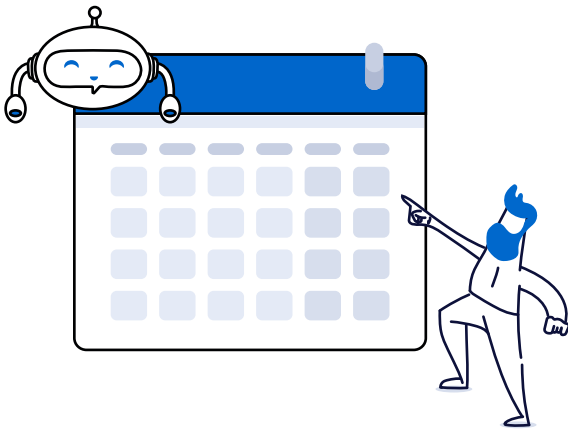
Access to detailed tech specs of any vehicle.



Performance

Technology

Design

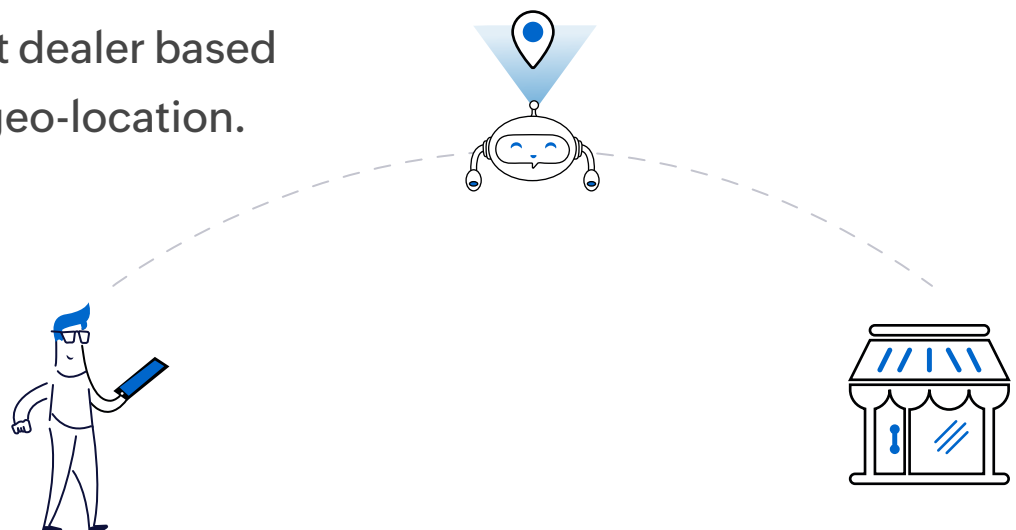


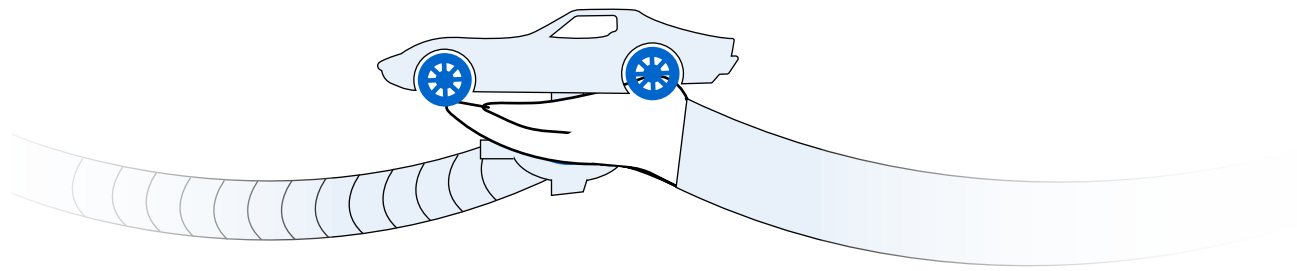
Book a test drive

Book a convenient slot based on availability.

Store locator

Find the nearest dealer based on the buyer's geo-location.

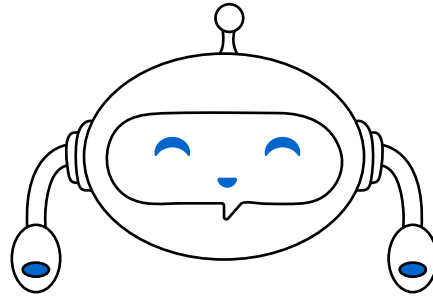




Buying experience Zobot - The dealmaker

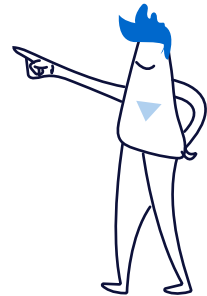
Zobot helps gain a firm purchase commitment from the buyer and drives each customer down the path to purchase getting you the deal you want.





Payments

Provide valuation and credit checks, process and approve finance applications.



Data-led promotion

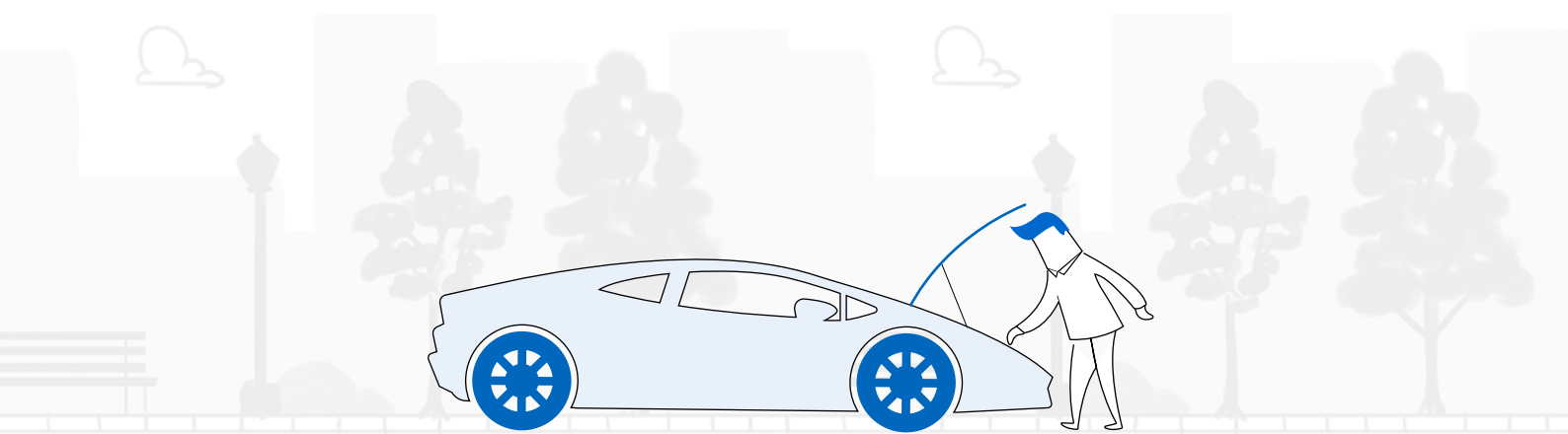
Prompt financing and insurance offers, parts, accessories, and maintenance packages based on buyer information.



Confirmation

Customers can review their purchase summary, invoicing details and make pick-up / delivery requests.





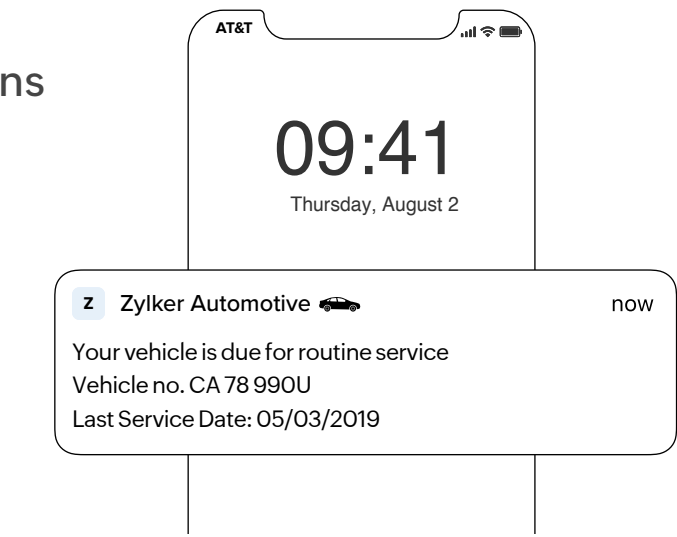
Post-Sales Zobot - The service manager

Zobot's workflows and automation are designed to deliver an optimal post-sales customer experience.



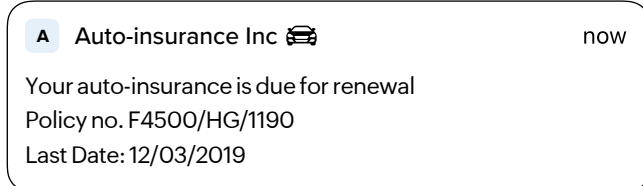
Service reminders

Automated customer notifications on service due dates.



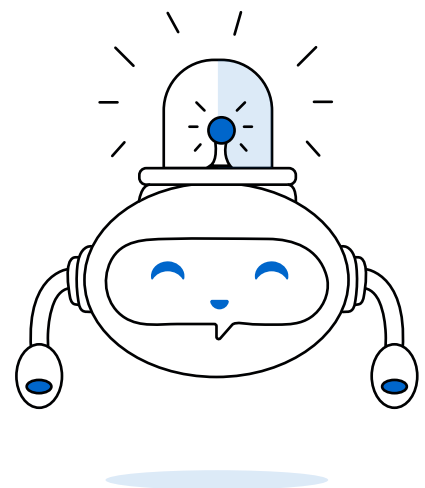
Insurance reminders

Triggers automated reminders to customers to renew Insurance.



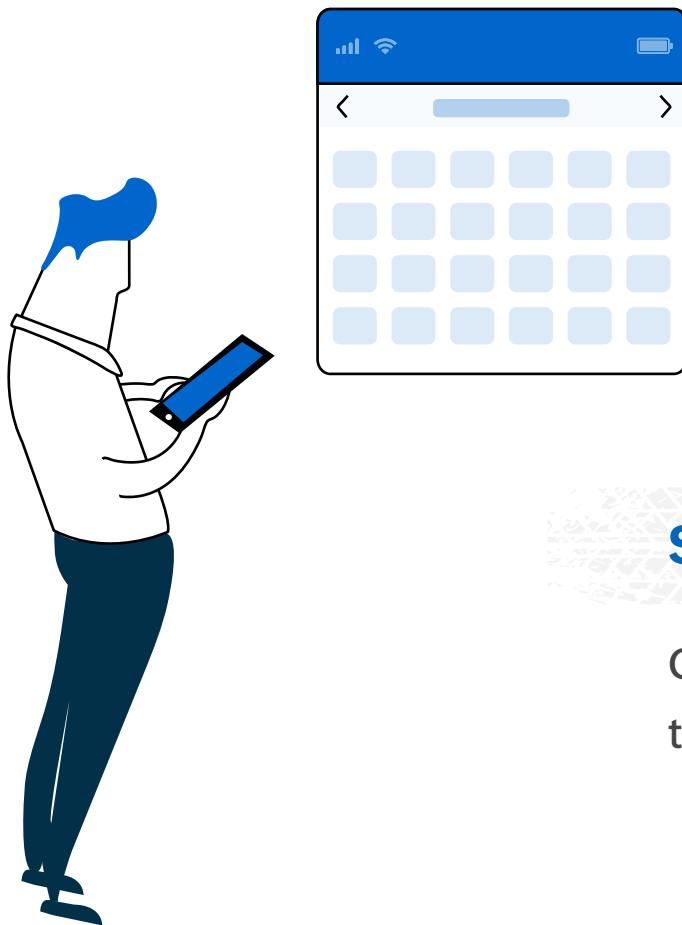
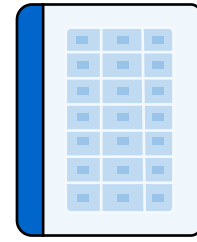
Emergency roadside assistance

24/7 emergency roadside assistance, in just a few clicks.



Share estimates

Share and get job sheet quotes approved from customers before service.

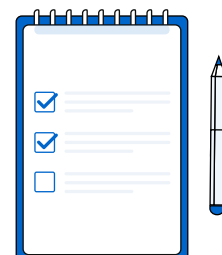


Service scheduling

Customers can conveniently book their service appointments.

Status checks

Access past service records and the vehicle's current service status.





At Mahindra, we compared 3 different platforms and found Zoho SalesIQ the most suitable. Our digital sales revenue has increased by about 1-1.5% and SalesIQ is giving us complete ROI.

Pravin Nehete,

Deputy General Manager, Automotive | Mahindra & Mahindra

