Agile Auto Case Study: “Gaining Group-Level Visibility and Control”

Background

A successful multi-store dealership group operating across four rooftops had strong oversight of its used car operations, with each location managing performance through its own established processes. The ownership team was experienced and maintained a solid handle on variable operations across markets.

As the group continued to expand, leadership recognized that their control relied heavily on manual reporting, multiple data sources, and individual store updates. While their systems were effective, they lacked the unified visibility needed to drive decisions confidently at scale.

The Challenge

Before implementing Agile Auto, the dealership group relied on each store to manually submit data on performance, sales pace, buying activity, and inventory. While ownership maintained strong oversight, interpreting information from four separate systems made it difficult to see the complete picture across the group.

As the organization prepared for continued expansion, leadership wanted to strengthen their existing processes without losing command of daily operations. They recognized that their current approach worked well for individual stores but would not easily scale as new locations were added. To sustain growth, they needed a solution that unified data across rooftops and provided real-time visibility at the group level.

The Solution

Agile Auto’s Group Compare tools gave leadership the visibility and control needed to manage performance confidently across all rooftops. By consolidating data into one unified view, the platform allowed ownership to track sales pace, inventory health, and profitability in real time while maintaining consistency and scalability.

The Lesson

Implementing Agile Auto gave the ownership team a deeper level of visibility and accountability across every store. The Group Compare tool made it possible to evaluate each location side by side, tracking month-over-month and year-to-date performance across sales, acquisition, revenue, trades, and wholesale outcomes.

Key Takeaway

With consistent measurement and shared metrics, leadership could quickly see which stores were leading, which needed additional support, and where the best opportunities for growth existed. What was once a manual, multi-system process became a unified view of group performance, empowering the team to manage

proactively and scale with confidence.

Conclusion

Agile Auto didn’t replace what was working: it strengthened it. The ownership team already had strong operational control, but Agile Auto provided deeper visibility, greater precision, and the confidence to grow without losing command.

With unified dashboards, consistent performance tracking, and scalable onboarding tools, leadership now manages multiple rooftops seamlessly and continues to expand with clarity and accountability across the entire group.