

Dealertrack Integration



Dealertrack
by Cox Automotive

Stop Absorbing Non-Cash Processing Costs

WAVit helps dealerships offset payment processing costs through a compliant non-cash adjustment, fully integrated within Dealertrack.

Customers paying with cash pay the base amount. For all non-cash payments, WAVit automatically applies the adjustment and displays it clearly on the repair order before payment—helping protect dealership margins while keeping the customer experience transparent and straightforward.

HOW IT WORKS

- 1 RO/PO data flows automatically from Dealertrack into WAVit**
Order number, amount, and customer information load automatically with no manual entry.
- 2 The non-cash adjustment is displayed on the repair order**
The adjustment appears as a line item in dollars and cents before the customer reaches the terminal, providing transparency upfront.
- 3 Customer chooses how to pay**
Customers paying with cash pay the base amount. For all non-cash payments, WAVit applies the adjustment automatically with no manual calculations or surprises at the terminal.

PROTECTING YOUR CUSTOMER SATISFACTION INDEX (CSI) SCORE

Checkout is the last touchpoint on the service drive. Presenting the non-cash adjustment on the RO, not at the terminal, keeps the experience smooth, transparent, and surprise-free. Remote payment via Text to Pay or Email to Pay lets customers settle before pickup and skip the line entirely.

BENEFITS

Offset Processing Costs

- Compliant non-cash adjustment
- One flat monthly technology fee
- Unlimited transaction processing

Better Customer Experience

- Text to Pay & Email to Pay
- Pick up vehicle, skip the line entirely

DMS-Native Workflow

- Non-cash adjustment displayed on the RO
- Real-time reporting dashboard

Enterprise Security

- Point-to-Point Encryption (P2PE)
- EMV chip + Tokenization

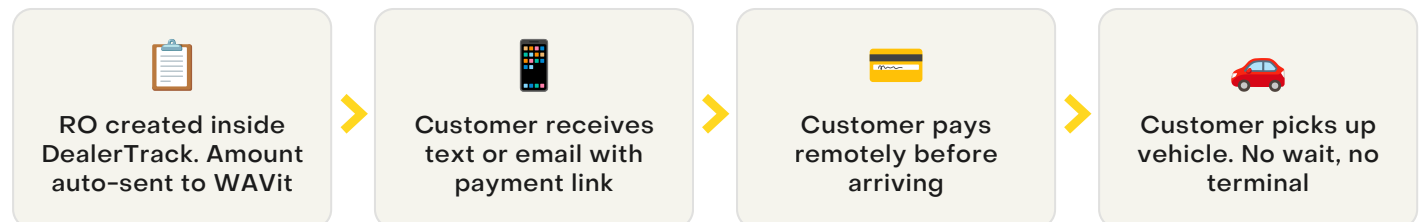
SAMPLE REPAIR ORDER

REPAIR ORDER — DEALERTRACK EXAMPLE

Customer	
Phone	
Vehicle	2011 Toyota Tundra 2WD
Labor	\$320.00
Shop Supplies	\$35.20
Sales Tax	\$3.83
Admin. Processing Fee	\$11.20
Total Due	\$370.23

The non-cash adjustment appears as a line item in dollars and cents on the RO before payment.
Customers see the full amount upfront.

TEXT TO PAY & EMAIL TO PAY



PAYMENT CHOICE SAVINGS COMPARISON

Item	Traditional Processing	With WAVit
Monthly volume	\$100,000	\$100,000
Credit card fees absorbed	\$2,900	\$0
Monthly platform fee	\$329.99	\$39.95
Total monthly cost	\$3,229.99	\$39.95
Annual difference with WAVit		\$38,280.48

WAVit applies a non-cash adjustment to non-cash payments, helping dealerships offset processing costs while keeping the customer experience clear and transparent.

SAMPLE REPAIR ORDER (RO) WITH WAVi



TOYOTA OF LAREDO
Driving Laredo Forward
6407 Arena Blvd - Laredo, TX 78041
(956) 718-4281 - Fax: (956) 718-4259

SERVICE DEPARTMENT HOURS
7:30 a.m. to 6:00 p.m.
Monday - Friday
8:30 a.m. to 5:00 p.m. Saturday

R/O Open Date		R/O Number	
		26189564/1	
R/O Close Date		Status	
09/26/22		Pre-Invoice	
Mileage In		Mileage Out	
165648		165648	
Service Advisor / Tag #			

Work Phone		Vehicle Identification Number	
Home Phone		Delivery Date	
Body		Color	
		WHITE	
License Number			

Year	Make	Model
2011	TOYOTA TRUCK	TUNDRA 2WD TR

DESCRIPTION OF SERVICE AND PARTS	AMOUNT
#1 - 02TOZZ22K: 37 POINT INSPECTION TECH B52 ,TECH 482,TECH 982 CUSTOMER REQUEST FREE 37 POINT INSPECTION	
#2 - 60TOZ: ACCESSORIES test add accessories Caused by test Tech: HOUSE TECHNICIAN (ZZZ) test	320.00
-ADMIN. PROCESSING FEE →(OPT)	11.20
Sub Total: 331.20	
***** * TOYOTA OF LAREDO IS NOW RENTING BRAND NEW TOYOTA CARS * * AND TRUCKS TO THE GENERAL PUBLIC. OFFERING * * SUNBIT FLEXIBLE PAYMENT PLANS FOR TOYOTA PARTS AND* * SERVICE ASK FOR DETAILS * *****	
Total Fees Amount	11.20
LABOR	320.00
PARTS	.00
DEDUCTIBLE	.00
SUBLET	.00
SHOP SUPPLIES	35.20
HAZARDOUS MATERIALS	.00
SALES TAX OR TAX I.D.	3.83
SPECIAL ORDER DEPOSIT	.00
DISCOUNTS	.00
TOTAL DUE	370.23

TERMS: STRICTLY CASH UNLESS ARRANGEMENTS ARE MADE. "I hereby authorize the repair work hereinafter to be done along with the necessary material and agree that you are not responsible for loss or damage to vehicle or articles left in the vehicle in case of fire, theft, or any other cause beyond your control or for any delays caused by unavailability of parts or delays in parts shipments by the supplier or transporter. I hereby grant you or your employees permission to operate the vehicle herein described on streets, highways, or elsewhere for the purpose of testing and/or inspection. An express mechanic's lien is hereby acknowledged on above vehicle to secure the amount of repairs thereto."

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NO RETURN ON ELECTRICAL OR SAFETY ITEMS OR SPECIAL ORDERS.

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WAVi integrates with Dealertrack to display non-cash adjustments natively in the RO, ensuring transparency for customers and accuracy for accounting.

Contact Us



Phone



Email