

# CDK Global Marketplace Integration

## Stop Absorbing Non-Cash Processing Costs

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

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 CDK into WAVit**  
Order number, amount, and customer information load automatically with no manual entry.
- 2 Non-cash adjustment is assigned and 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 who pay with cash pay the base amount. For all non-cash payments, WAVit applies the adjustment seamlessly—no manual calculations and no terminal surprises.

## 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 — CDK GLOBAL EXAMPLE

|                              |                    |
|------------------------------|--------------------|
| Customer                     |                    |
| Phone                        |                    |
| Vehicle                      | Mercedes GLE 350w4 |
| Labor                        | \$250.00           |
| Shop Supplies                | \$114.73           |
| Sales Tax                    | \$32.37            |
| <b>Admin. Processing Fee</b> | <b>\$11.91</b>     |
| <b>Total Due</b>             | <b>\$409.01</b>    |

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 &amp; 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            |
| <b>Annual difference with WAVit</b> |                        | <b>\$38,280.48</b> |

WAVit redirects non-cash adjustment costs to the customer's payment method, keeping the dealer's margin intact.

## SAMPLE REPAIR ORDER (RO) WITH WAVit

CUSTOMER #: 672855

\*INVOICE\*

DUPLICATE 1  
PAGE 2

HOME: CONT: SERVICE ADVISOR:  
BUS: CELL:

HELMs BROS., INC.  
MERCEDES-BENZ

SERVICE & PARTS  
40-01 168th STREET - FLUSHING, NEW YORK 11358  
(718) 631-8299 Service (718) 631-8042 Parts  
FAX (718) 359-6990  
NYS-MV R/S REG NO. R-7098267  
www.helmsbros.com

| COLOR                                                                                                                                                                                                                                                                                                                                                                                  | YEAR       | MAKE/MODEL        | VIN          | LICENSE                                          | MILEAGE IN/OUT         | TAG     |           |        |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-------------------|--------------|--------------------------------------------------|------------------------|---------|-----------|--------|
| GY                                                                                                                                                                                                                                                                                                                                                                                     | 18         | MERCEDES GLE350W4 | 4JGDA5HB6    |                                                  | 34037/34038            | I       |           |        |
| DEL DATE                                                                                                                                                                                                                                                                                                                                                                               | PROD. DATE | WARR. EXP.        | PROMISED     | PO NO.                                           | RATE                   | PAYMENT | INV. DATE |        |
| 23AUG18                                                                                                                                                                                                                                                                                                                                                                                | DD23AUG22  |                   | WAIT 04JAN24 |                                                  | 250.00                 | RCF     | 03JAN24   |        |
| R.O. OPENED                                                                                                                                                                                                                                                                                                                                                                            |            | READY             |              | OPTIONS: SOLD-STK:8M2515 DLR:56106 ENG:3.5_Liter |                        |         |           |        |
| 09:57 03JAN24                                                                                                                                                                                                                                                                                                                                                                          |            | 12:22 03JAN24     |              | TRN:A AXL:                                       |                        |         |           |        |
| LINE                                                                                                                                                                                                                                                                                                                                                                                   | OPCODE     | TECH              | TYPE         | HOURS                                            | LIST                   | NET     | TOTAL     |        |
|                                                                                                                                                                                                                                                                                                                                                                                        |            | 3251              | C            | 0.00                                             |                        | 0.00    | 0.00      |        |
| PARTS: 0.00 LABOR: 0.00 OTHER: 0.00                                                                                                                                                                                                                                                                                                                                                    |            |                   |              |                                                  | TOTAL LINE C: 0.00     |         |           |        |
| 3403 RECOMMENDED WORK RECOMMEND REPLACING REAR TIRES SOON, SPARK PLUGS, ENGINE AIR FILTER, CABIN AND DUST FILTERS AND PERFORMING BRAKE FLUSH. DECLINED AT THIS TIME                                                                                                                                                                                                                    |            |                   |              |                                                  |                        |         |           |        |
| *****                                                                                                                                                                                                                                                                                                                                                                                  |            |                   |              |                                                  |                        |         |           |        |
| D 3% CREDIT CARD PROCESSING FEE                                                                                                                                                                                                                                                                                                                                                        |            |                   |              |                                                  |                        |         |           |        |
| CCF 3% CREDIT CARD PROCESSING FEE                                                                                                                                                                                                                                                                                                                                                      |            |                   |              |                                                  |                        |         |           |        |
| 3251 C 0.00                                                                                                                                                                                                                                                                                                                                                                            |            |                   |              |                                                  |                        | 0.00    | 0.00      |        |
| CCPF CREDIT CARD PROCESSING FEE                                                                                                                                                                                                                                                                                                                                                        |            |                   |              |                                                  |                        | 11.91   | 11.91     |        |
| PARTS: 0.00 LABOR: 0.00 OTHER: 11.91                                                                                                                                                                                                                                                                                                                                                   |            |                   |              |                                                  | TOTAL LINE D: 11.91    |         |           |        |
| *****                                                                                                                                                                                                                                                                                                                                                                                  |            |                   |              |                                                  |                        |         |           |        |
| ESTIMATE: 37.00                                                                                                                                                                                                                                                                                                                                                                        |            |                   |              | 03JAN24 09:57 SA: 1198                           |                        |         |           |        |
| CONTACT: *****                                                                                                                                                                                                                                                                                                                                                                         |            |                   |              |                                                  |                        |         |           |        |
| THANK YOU FOR CHOOSING HELMS BROS. MERCEDES BENZ! SHORT ON TIME? ASK ABOUT OUR EXPRESS SERVICE WITH COMPLETION WITHIN AN HOUR!!!                                                                                                                                                                                                                                                       |            |                   |              |                                                  |                        |         |           |        |
| QUESTIONS, COMMENTS, SUGGESTIONS?<br>PLEASE CALL OUR SERVICE MANAGER,                                                                                                                                                                                                                                                                                                                  |            |                   |              |                                                  |                        |         |           |        |
| *****                                                                                                                                                                                                                                                                                                                                                                                  |            |                   |              |                                                  |                        |         |           |        |
| ANY WARRANTIES ON THE PRODUCTS SOLD HEREBY ARE THOSE MADE BY THE MANUFACTURERS. THE SELLER HEREBY EXPRESSLY DISCLAIMS ALL WARRANTIES EITHER EXPRESS OR IMPLIED, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE AND NEITHER ASSUMES NOR AUTHORIZES ANY OTHER PERSON TO ASSUME FOR IT ANY LIABILITY IN CONNECTION WITH THE SALE OF SAID PRODUCTS. |            |                   |              |                                                  | DESCRIPTION            |         |           | TOTALS |
| IMPORTANT NOTICE TO CUSTOMER                                                                                                                                                                                                                                                                                                                                                           |            |                   |              |                                                  | LABOR AMOUNT           |         |           | 250.00 |
| UNLESS ADVISED (IN WRITING) TO THE CONTRARY, WITHIN 10 DAYS OF THE DATE OF THIS ORDER WE SHALL CONSIDER REPAIRS COMPLETED AS SATISFACTORY. ANY QUESTIONS CONCERNING THIS REPAIR ORDER MUST BE ACCOMPANIED BY THIS COPY. ANY DISPUTE, LEGAL PROCEEDING, OR COURT CLAIM WITH RESPECT TO THIS AGREEMENT SHALL BE ADJUDICATED IN AN APPROPRIATE COURT IN QUEENS OR NASSAU COUNTIES ONLY.   |            |                   |              |                                                  | PARTS AMOUNT           |         |           | 114.73 |
| I acknowledge that storage charges in the amount of \$100 per day will be assessed 48 hours after I have been notified by the dealer that the repairs are complete. By signing this document I acknowledge that I have waived my right to the return of any parts.                                                                                                                     |            |                   |              |                                                  | CREDIT CARD FEE        |         |           | 11.91  |
| THESE REPAIRS ARE COVERED BY A LIMITED WARRANTY, LABOR AND PARTS FOR 24 MONTHS OR UNLIMITED MILES WHICHEVER COMES FIRST FOR MERCEDES-BENZ AND VOLKSWAGEN CARS ONLY. ALL OTHER VEHICLES ARE 90 DAYS OR 4,000 MILES WHICHEVER COMES FIRST.                                                                                                                                               |            |                   |              |                                                  | SUBLET AMOUNT          |         |           | 0.00   |
| CUSTOMER RECEIPT OF COPY                                                                                                                                                                                                                                                                                                                                                               |            |                   |              |                                                  | TIRE TAX               |         |           | 0.00   |
| Thank you for your patronage!                                                                                                                                                                                                                                                                                                                                                          |            |                   |              |                                                  | TOTAL CHARGES          |         |           | 376.64 |
| CUSTOMER COPY                                                                                                                                                                                                                                                                                                                                                                          |            |                   |              |                                                  | DISCOUNT               |         |           | 11.91  |
|                                                                                                                                                                                                                                                                                                                                                                                        |            |                   |              |                                                  | SALES TAX              |         |           | 32.37  |
|                                                                                                                                                                                                                                                                                                                                                                                        |            |                   |              |                                                  | PLEASE PAY THIS AMOUNT |         |           | 397.10 |

CASH PAYMENT

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

Contact Us



Phone



Email