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| **Audi Program Items** | **Response** |
| What planning and Zoning will be required on the proposed property development? Will you require to have any variance and rezoning meetings? Site Plan approval process? |  |
| Using your mobile phone, please provide GPS coordinates of the proposed or current (for renovation) building site. Instructions on how to do this are attached to this document. |  |
| Have you discussed the capabilities of an RCXC / BDC with your regional representatives? If so, what was the outcome of that conversation? Please reach out to your Regional Network Development Manager with questions.  |  |
| Have you spoken to the Audi Experience team about digital retail sales and service tools and programs? Please reach out to Mark Ulbrich, Digital Solutions Lead, at Mark.Ulbrich@audi.com to discuss how this program will best work within your dealership operations. |  |
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| **Showroom** | **Response** |
| How many cars would you like to see in the showroom above what is required by your CPT? |  |
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| **Sales Areas** | **Response** |
| How many offices will you need above and beyond the required in the Capacity Planning Tool (CPT)? |  |
| Do you have separate new car and CPO sales? Are the new and used managers separate or would you like to have them in one room? |  |
| Is your general manager’s office typically on the main floor or in a discreet location? |  |
| Do you have the need for a dealer office/suite on site? Dealer’s Asst? |  |
| How many vehicle turnover delivery areas will you need? 1, 2, or more? |  |
|  |  |
| **Service** | **Response** |
| How does your service area operate today? Is there a concierge? Are your service writers stand up or sit down? |  |
| How many work stalls/bays, etc. would you ideally like to have above and beyond the CPT, in the future? |  |
| How do you handle the retail parts?  And cashier – do your service writers do cashiering? Or do you want a separate cashier area/ dedicated staff member? |  |
| Do you sell wholesale parts? Do you use store parts, regular shelving? High capacity parts storage bins? Or a Remstar? Or a tire carriage? |  |
| Do you want a drive through car wash? |  |
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| **Back of House** | **Response** |
| Do you have the need for an accounting office on site or do you have a remote location with a dealer group office? |  |
| Do you promote a break room separate for the service staff verses sales staff or is it combined? |  |