



The past few weeks we have received numerous inquiries concerning our current and future participation in various technology initiatives facing our industry, including our involvement with the multi platform selling hub (“Hub”) project and the upcoming launch of our new Whann Technology Group Marketplace. I would like to take a moment to share with you a few of my thoughts on these topics.

Whann Technology Group (“WTG”) is heavily involved with the Hub project. With our industry becoming more dependent on technology by the day and, in particular, on things like online selling and marketplaces, we feel projects like this are of critical importance. To that end, we currently have 12 of our WTG team members involved in or supporting some phase of the Hub project, coordinating our efforts with those of Manheim and Adesa.

Some have said that Manheim and ADESA have invested massive amounts of capital into technology to use it as a competitive tool. Manheim and Adesa should be investing large amounts of money on information technology; it is the lifeblood of our industry. It only becomes a competitive advantage when you don’t have access to that technology or do the same.

We remain committed to the wholesale auto auction business model and consider it a privilege to be able to represent the interests of our WTG customers, independent auctions and the industry as a whole on projects like the hub. The WTG investment on technology initiatives facing our industry over the past few years has been significant. We consider the millions of dollars we have spent to be a worthwhile investment on behalf of our current and future customers and our industry related partners. We feel it enables us to keep our product offerings cutting edge and helps insure a promising future of our industry. And we will continue to make that investment.

We are extremely pleased to announce the upcoming launch of **WTG Global**, our state-of-the-art online auction marketplace portal. Our open platform philosophy has and always will be to allow the “best in breed” technologies (ours or others) to interact allowing for the user to always have the easiest most productive experience regardless of where they do business. This offering is no different, it is meant to compliment what you are doing on OVE, SmartAuction, Openlane or any other marketplace on which you are having success.

Think of WTG Global as a marketplace of marketplaces, allowing each auction to have control of their customer’s experience and maintain that local auction feel for the customer, yet have the reach of the entire playing field to be able to sell vehicles worldwide. Our near term production path calls for testing to start in June to coincide with testing for the Hub initiative, with the goal of being fully functional by late July.

We will be in contact with you in the very near future to obtain a contact person at your auction so that we are able to obtain all of the necessary information to be able to fully and accurately represent your auction in our marketplace and other offerings. Again, this is at no additional cost to you.

If you have any questions or ideas you would like to share with us, please feel free to send me an email at the address below. Thank you for your business and for allowing me to share a few thoughts with you. We look forward to providing you with technology that keeps your auction in the forefront of the industry and helps insure your continued success for years to come!

Keith Whann, Founder
Whann Technology Group
kwhann@whanntech.com
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