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By Auto Remarketing Staff

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AiM Dealer Inspections recently launched a new website designed to allow dealers to post vehicles and move units among multiple wholesale marketplaces.

AiM highlighted Dealer Switch is meant to simplify the wholesale vehicle transaction process for its clients, allowing buyers and sellers to make transactions from their desktop and saving on time, travel and costs.

AiM's Dealer Switch includes an on-site vehicle inspection and a detailed, standardized condition report with photos that serves as a "virtual vehicle," one that can be sent to multiple online marketplaces, such as OVE, SmartAuction or OPENLANE.

Vice president of sales and operations Eric Widmer insisted AiM Dealer Switch can eliminate the costly logistical problem of moving a vehicle from location to location, accelerating the time it takes to sell a unit.

"Dealer Switch is using the Internet to make wholesale transactions faster and more cost-efficient," Widmer explained. "We call it 'Inspect/Post/Sell.' Utilizing our Web-based software, a seller can move a vehicle from one auction to another to get a vehicle seen by more potential buyers, who can then make quick decisions on cars they want to buy.

"AiM has invested a lot of time creating an inspection process that's thorough, consistent and easy to understand, to help our customers make smart purchase decisions," he continued.

AiM, with a national network of nearly 500 full-time inspectors that has conducted more than 35 million inspections since 2005, believes it can offer Dealer Switch to dealers and auctions anywhere in the U.S.

AiM inspectors are instructed to review each vehicle prior to sale, using a 150-point evaluation process to generate an online condition report, complete with photos (typically 12 to 20). Buyers can select which online marketplaces to post the vehicle on and manage the online auction in real-time. No transporters are necessary until the vehicle is sold.

"Dealer Switch streamlines the process from wholesale inventory to the buying dealer's showroom," Widmer stressed. "We're getting great feedback from our early adopters, and they're happy with their results."

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[1] <http://www.autoremarketing.com/rss.xml>

[2] <http://www.autoremarketing.com/technology/aim-seeks-streamline-wholesale-process-dealers-new-site>