



AutoGrade® Service - Industry Standard Vehicle Condition Score

How It Works

The AutoGrade® service allows clients to submit vehicle damage information and generate condition report scoring.

AutoGrade® Scoring

- Clients collect and submit vehicle damage information to the AutoGrade® service.
- The AutoGrade® service then generates scoring and reports information back to the client.
- Clients have the option of integrating directly with the AutoGrade service through Manheim or the Auto Auction Services Corporation (AASC) via AutoIMS.

Defining the Purpose of the AutoGrade® Service

- Provide consistency of condition score assessment across the industry by removing subjectivity in the condition score calculation
- AutoGrade is based on the concept introduced in the NAAA Vehicle Condition Grading Scale Guidelines
- The AutoGrade service uses a Manheim-developed algorithm, known as the AutoGrade® Condition Score, and makes this score available to the entire wholesale vehicle inspection industry (U.S. Patent No. 8,230,362)
- Additional research, data analysis, customer & user input are also considered to ensure accuracy of a vehicle's calculated condition score

What are the Benefits?

- The AutoGrade service helps auctions and sellers across North America maintain a consistent vehicle scoring system.
- The AutoGrade service encourages reporting consistency in the automotive wholesale marketplace.
- This consistency helps sell more cars.

How is AutoGrade® Condition Score Calculated?

- The AutoGrade Condition Score is a calculation of the overall vehicle condition based on an inspection process that provides a thorough condition report that captures vehicle conditions, damages and disclosures.
- The AutoGrade Condition Reports are based on a standardized instruction process to support consistency across the industry.
- AutoGrade takes into consideration the existing and repaired damages disclosed in the condition report when determining the score.

Who Can Utilize the AutoGrade® Platform

While initially offered only to NAAA member auctions, the AutoGrade service is now offered to all non-NAAA auctions and wholesale marketplaces as well as other support entities, including third-party inspection companies, software vendors and consignors.

Any organization involved in the wholesale vehicle remarketing process can access the AutoGrade platform. Being an AutoIMS member is not required to utilize the AutoGrade service. A licensee fee applies for access to the AutoGrade service.



**What Impacts the AutoGrade® Condition Score?
Item, Damage Type & Damage Severities Impact the Calculations**

Major Grade Reductions	Moderate Grade Reductions	Minor Grade Reductions
<ul style="list-style-type: none"> • Hail Damage* • Poor Previous Repairs - Body • Body Damage/Panel replacement* • No Keys Present/Non-Drivable • Structural Damage • Mechanical/Engine Damages • Fire - Flood - Biohazards 	<ul style="list-style-type: none"> • Glass/Windshield* • Wheel Damage* • Body Damage/Repair* • Tire Replacement Required* (3/32nd or less tread depth)** • Interior Damages* • Damaged/Missing Parts* 	<ul style="list-style-type: none"> • Body Damage/Cosmetic* • Bumpers/Partial* • Tire Wear* (4/32nd - 7/32nd tread depth) • Acceptable Previous Repairs

*Damage Size / Severity /Number of Occurrences per damage line item may have a graduated impact on total score

**Tire tread depth is only used in the calculation when tire tread depth is marked as 3/32 or less but the respective tire does not require repair or replacement. AutoGrade does NOT use both tread depth AND the tire damage line item in the calculation - this avoids “double dipping” for tire replacement.

Q & A

Q: Does AutoGrade® Condition Score consider the cost of repairs?

A: No – Repair labor rates can vary from shop to shop skewing the score. AutoGrade remains consistent by using the damage descriptions.

Q: Does approving repair of high dollar damage line items impact the AutoGrade® Condition Score more significantly?

A: Making repairs based on the Major, Moderate, Minor columns above will return the appropriate post-recon score improvements. AutoGrade is not determined by the price of the repairs.

Q: How often is the AutoGrade® Condition Score updated?

A: The AutoGrade Condition Score is constantly being evaluated based on industry updates, client feedback and vehicle updates to ensure the most accurate and up-to-date platform is available. Most updates are done on a quarterly basis.

Q: How does AutoGrade® Condition Score help a buyer or seller determine the price of a vehicle?

A: When AutoGrade information is combined with mileage, year, make, model, and then used in conjunction with industry valuation tools, the most accurate price can be determined.

Q: How do I sign up for the AutoGrade® service or inquire for more information?

A: Contact Data Syndication by email datasyndication@coxautoinc.com