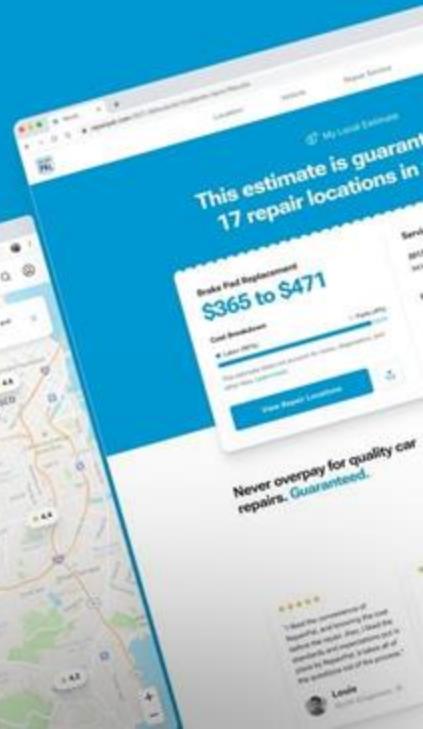
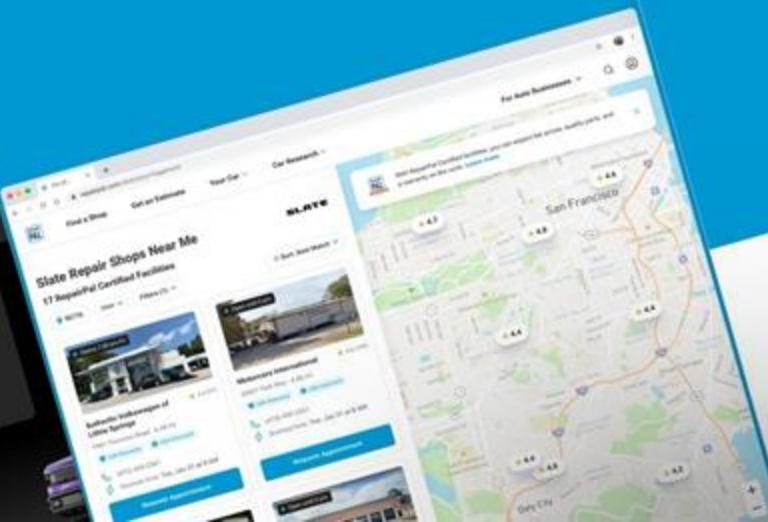




# Plug Into New Customers

*How the RepairPal & Slate Partnership Drives Business to Your Shop*



# Today's Presenters



**Dan Pera**

*Sr. Manager, Consumer Partner  
Programs at RepairPal*



**Adam Chan**

*Head of Service Operations at  
Slate*

# Agenda

1. Overview of the Slate electric vehicle
1. How RepairPal and Slate are working together to simplify and improve EV maintenance and repair
1. How to get new business from this partnership
1. Q & A

# Slate

Vehicle Overview

# WE BUILT IT. YOU MAKE IT.<sup>TM</sup>



## AFFORDABLE

We had the audacity to remove the bells and whistles



## USEFUL

We're bold enough to make our entry level model a truck



## PERSONALIZABLE

We're humble enough to make a car that you can design yourself



## RELIABLE

We create safe and durable vehicles that work for your needs

# DESIGNED FOR LIMITLESS CUSTOMIZATION

## SKU-of-One<sup>(1)</sup>



### Benefits to Service Shops

- ✓ Designed for DIY – reduces complexity for faster repairs.
- ✓ Utilize common fastener types (tool reduction) and minimal single use parts
- ✓ Easily removable panels and clearance for tool access
- ✓ Simplified EV architecture
- ✓ Minimize special tools required.
- ✓ Error-proof fasteners (cross thread, stripped threads), common electrical connectors.
- ✓ Off-the shelf fluids (Brakes, coolant)
- ✓ Instructional videos, QR codes, open access to all technical publications (no pay wall)
- ✓ Accessory upfit for customers – more throughput at the service bay

# SLATE

### Target Market

Retail

Fleet

### Vehicle Type

SUV

Truck

### Accessory Categories

Interior

Exterior

Utility

Appearance

Tech & Power

## Unbound Potential

### SUV



### Truck



### Fleet

### SUV



### Truck



# DESIGNED FOR LIMITLESS CUSTOMIZATION

## SKU-of-One<sup>(1)</sup>



### Benefits to Consumer

- ✓ Consumers only pay for the features they want
- ✓ Minimalist foundation designed for personalization
- ✓ Endless post-production use cases
- ✓ Direct to consumer

# SLATE

### Target Market

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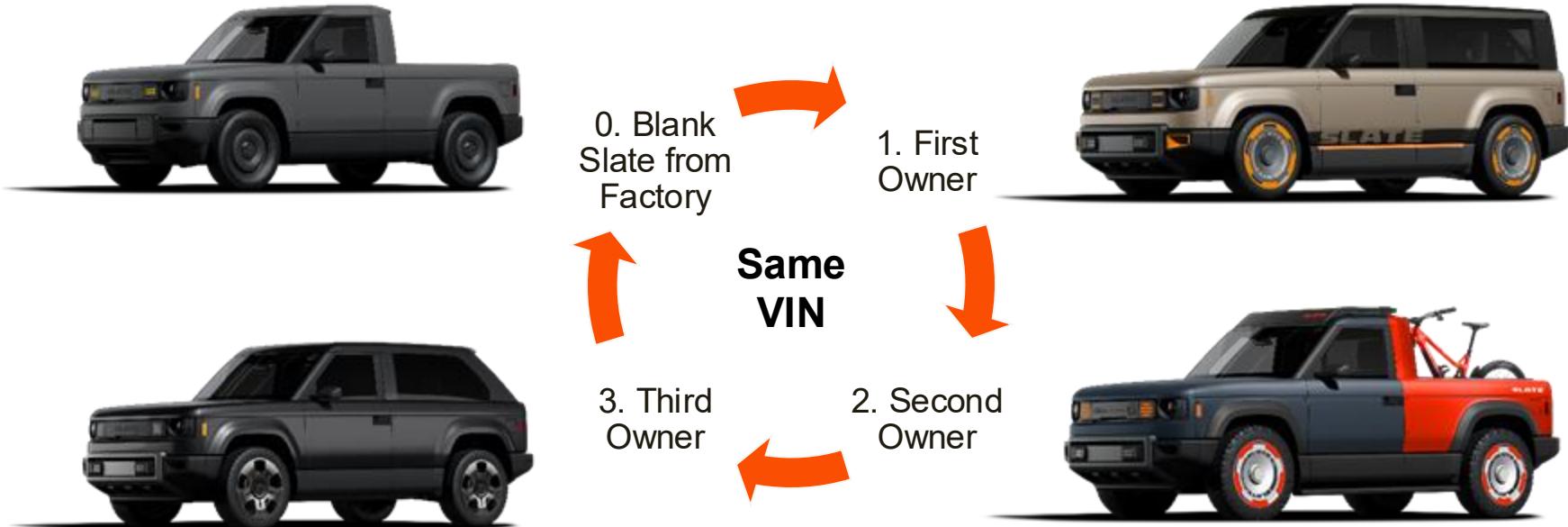
### SUV



### Truck



# ONE TRUCK, MANY LIVES



CUSTOMIZE AND RE-CUSTOMIZE, AGAIN AND AGAIN

# RepairPal

Certification, Onboarding, and Timeline



# Growing a Repair Business is a Big Challenge



## Why?

Consumers want an easy, high-quality car repair experience, but may not know how to find you and might not trust you

# RepairPal

## *Largest Site for Auto RepairPal*

Millions of consumers each month in need of mid-to-major mechanical repairs visit RepairPal.com looking for trusted repair at a fair price

All RepairPal Certified locations have been evaluated to the highest standards of quality, customer satisfaction, and fair pricing

**4k+ locations**



RepairPal Certified shops are trusted by consumers as the standard for high quality and fair prices.

Partners like Slate, CarMax, USAA and Consumer Reports refer their customers to RepairPal shops



# Partner Program

100+ Partners

**SLATE**

**CARMAX**

**USAA**

**Agero**

**ENDURANCE**

**ALPHA**  
WARRANTY SERVICES

**AGWS**  
EVERY WAY FORWARD

WARRANTY SOLUTIONS | **WARRANTECH**  
AMYNTA COMPANIES

**EFG**  
COMPANIES

**DOWC**

**HEADSTART**  
WARRANTY GROUP  
We Got You Covered

**ciul**

**olive.com.**

**DriveSmart**  
WARRANTY.COM

**AXIOM**  
AXIOMADMIN.COM

**REPAIR  
PAL**

**NAAC**  
north american auto care

**omega**  
autocare

**Veritas**  
Global Protection

**smart** autocare™

**ASSURANT**®

**NVP Warranty**  
Keeping you on the road

# RepairPal Certified

## *Trusted by Consumers*

All RepairPal Certified locations have been evaluated to the highest standards of quality, customer satisfaction, and fair pricing.

They have the right experience and training, tools and equipment, and high quality parts to repair cars correctly the first time. They also have a minimum 12,000 mile / 12 month repair warranty and are guaranteed to have fair prices.



We'll walk you through the **application** process.



We'll **survey** recent customers and post reviews on your RepairPal profile.



Once **Certification** is complete, you'll start onboarding.



You'll set up your **Shop Profile** and receive **Dashboard** training.



You'll learn about our **partners** and then we'll activate their referrals.

# RepairPal Certified Slate Network

## *Warranty, service repair, and accessory installation*

RepairPal will support the Certification and Onboarding of shops into the Slate network.

Once you're Certified, you will be able to work on OEM vehicles, with three levels of certification:

- High Voltage (HV)
- Low Voltage (LV)
- Accessory upfit

Slate will provide additional training through *Slate University*, to ensure that Certified centers have the required knowledge to successfully assist our customers.



# Slate Participation Categories

## *Warranty, service repair, and accessory installation*

RepairPal will verify your tools, equipment and training to determine eligibility for the three service categories (Accessory installation, Low Voltage repair, High Voltage repair).

- You can participate in whichever segment of repair you choose
- Example: your shop can choose to only do Slate accessory installation, and you can receive valuable “Do it for me” (DIFM) work like SUV Conversion kits or vinyl wrapping (if your shop does that)
- If qualified, you can also choose to only perform repairs, whether it is low voltage or high voltage or both.

**Your participation plan is a blank Slate!**



# Slate Requirements

## *Low Voltage Certification*

- Safety equipment required by your state or local government
- Example: Gloves, eye protection, steel toe shoes, hearing protection.

### LV special tool requirements

- Digital scan tool, insulated hand tools
- Level 2 charging capability (240V) on site (not required but highly recommended)

### Training

- General understanding of EVs and HV basic training.
- ASE or equivalent training on EVs, Hybrid, Plug-In Hybrids
- **OR** OEM equivalent training (Ford, GM, Stellantis, VW, Tesla, Rivian, Lucid or similar) on basics of EVs.
- Low voltage familiarity with 12V systems (air bag, sensors, seat belt sensors, ignition, etc.)

# Slate Requirements

## *High Voltage Certification*

### **Certification & Technician Requirements**

- Top-tier EV certification required
- Technician must have ASE or equivalent, plus completed industry-standard HV training per local government requirements (e.g., OSHA)

### **Safety Equipment (as required by state/local government)**

- Insulated gloves, face shield, hard hat
- Hearing protection, fireproof/retardant long-sleeve jacket or shirt
- Work boots, safety hook
- Lock Out/Tag Out device (prevent unplanned system activation)
- Floor signage and HV warning signs to mark boundaries

# Slate Requirements

## *High Voltage Certification (Continued)*

### **HV Special Tool Requirements**

- Insulated hand tools (rated up to 1,000 volts)
- Digital ohm meter (e.g., Fluke 1587, 1,000V rated)
- Battery lift table or equivalent

### **Charging On Site** (not req'd at this time, but highly, highly recommended)

- Level 2 charging (240V), Level 3 charging optional/preferred for shop/customer use

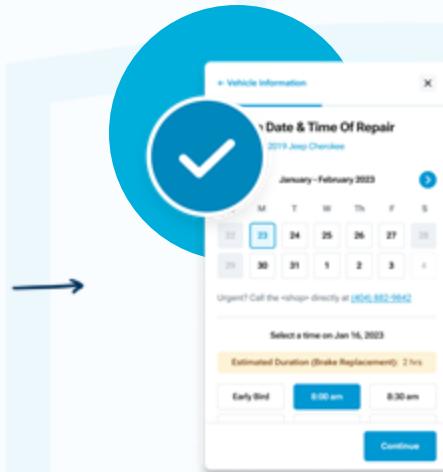
### **Training**

- ASE or equivalent HV battery training required
- xEV Safety Certifications by ASE (Level 2 High-Voltage Vehicle Technician)
- OEM HV training (e.g., Ford, GM, Stellantis, VW, Tesla, Rivian, Lucid)
- Slate-specific HV training (battery, drive motor, HV systems: HVAC, charging, power distribution, etc.)



# RepairPal | Slate Partnership

## *Primary service network*



Slate customers in need of warranty,  
service repair, or accessory work



Get referred by Slate to RepairPal's  
network of shops that have been certified  
to service Slate vehicles

Then book an appointment at a  
RepairPal Certified shop!

# Customer Experience

*Featured, supported, and paid—so your shop can focus on service.*

## Your Shop's Role

- On-the-ground experts
- Reliable, customer-friendly service
- Be the shop Slate customers can count on



## What You'll Get

- **Featured** in the Slate app; promoted for upfits
- Warranty work routed to you and paid directly
- Field team + tech support for diagnostics
- No paywall - Resources are free and accessible



# Become Certified



888-505-7809



[pages.repairpal.com/slate\\_webinar](http://pages.repairpal.com/slate_webinar)



[sales@repairpal.com](mailto:sales@repairpal.com)

# Already Certified?

We'll be contacting you - be on the lookout for an email survey!



# Slate Information

<https://www.slate.auto/en/certified>