



## **Client Command® Named to Inc. 5000 List of Fastest Growing Private Companies for 4<sup>th</sup> Consecutive Year**

ATLANTA, GA – August 20, 2019 – Client Command, an Atlanta-based automotive industry-disrupting shopper marketing company, was named to Inc. 5000 Annual List of the fastest growing private companies in America for the eighth time and fourth consecutive year. This year's inclusion puts Client Command in a distinct class, among only one-percent of companies who have made the list eight times. Client Command's steady growth is fueled by building technology solutions that enable dealers to keep pace with today's data proliferation and evolving shopper expectations.

“The automotive industry is hungry for cutting edge solutions that helps dealers win in today's competitive market. Client Command's explosive growth corresponds with our relentless pursuit to innovate technology-based marketing solutions that drive results for our customers,” said CEO Jonathan Lucenay. “As we continue to invest in technology that helps dealers identify in-market car shoppers and deliver an overall customer experience that connects with today's shopper, we believe we will continue to see unprecedented results that will set us apart from the pack.”

Client Command's ability to drive revenue and deliver efficiency for its customers has led to a 20 percent increase in its customer base in the past year. The company's patented AI-powered technology identifies active shoppers and enables a 1:1 shopper journey, driving high value prospects to its dealer customers. Client Command customers see an average gross profit increase of seven percent, with buyers spending an average of \$318 more per vehicle. Customers also average an industry-leading 12:1 ROI, 16:1 for retained customers and an unprecedented 10:1 for conquest customers. .

The four consecutive years on the Inc 5000 fastest-growing private companies list coincides with Client Command's deployment of industry-leading innovations. Since 2016, Client Command launched the Active Shopper Network™, began activating data with omni-channel marketing, introduced dynamic

shopper journeys into the automotive marketing landscape and secured a patent on technology that delivers shopper marketing to conquest automotive shoppers.

### **About Client Command**

Client Command is the automotive industry leader for knowing and engaging the Active Shopper™. The company's patented AI-powered technology delivers the most precise audience identification in the industry, matching real-time online shopping behavior with offline identity information to build profiles on Active Shoppers™. Client Command's ability to know more about shoppers fuels personalized marketing solutions with a proven track record of increasing a dealership's ability to conquest new and retain existing customers. The Atlanta, Georgia-based company has won multiple awards for both its AI-powered products, patented technology and corporate culture. For more information, visit [clientcommand.com](http://clientcommand.com).

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