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<u>presenting new vehicles range and used vehicles</u>

marketing offers and promotions

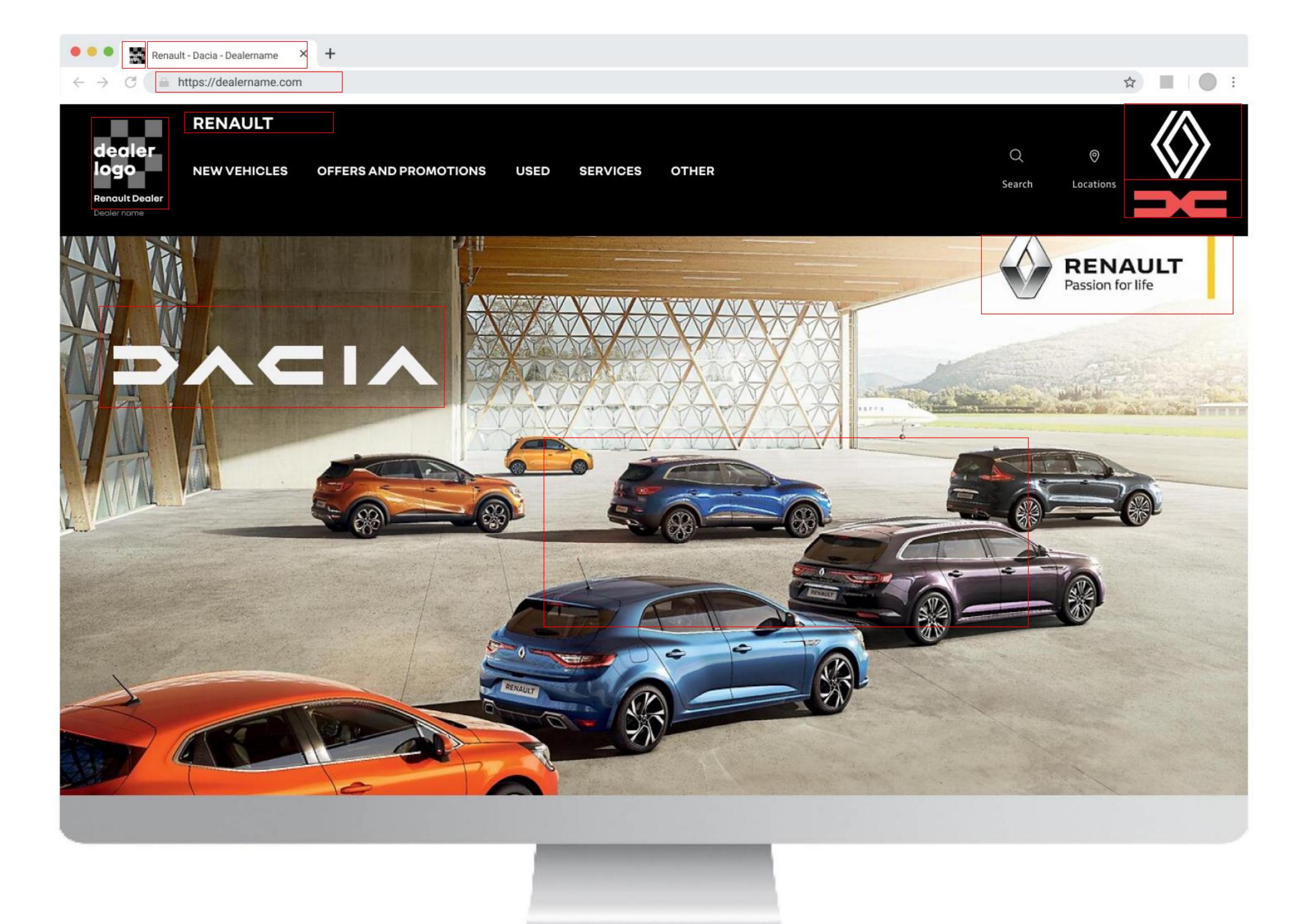
**04 e-reputation**google business profile management, reviews & Q&A

#### How to use

The following page illustrates a selection of situations not to be reproduced, known as « don'ts ».

- Click on the red areas to go to the relevant part and its explanation.
- Then click on « back to chapter » to return on the interactive page.

Click on the icons 🖟 to go to the contents page.



# DO'S LOGOTYPE

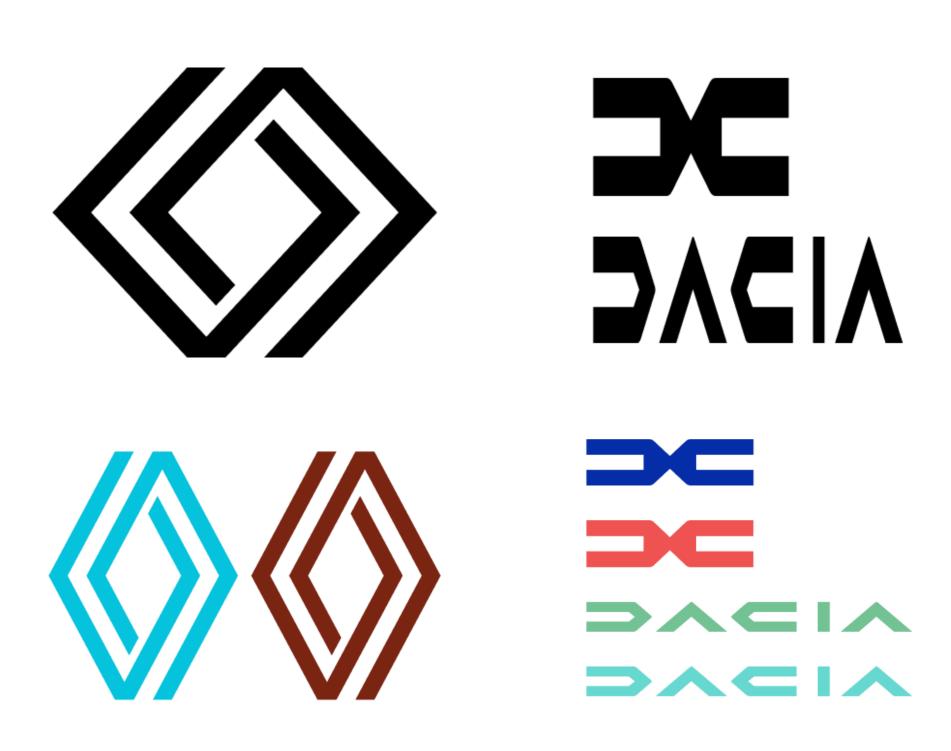
- maintain logotype integrity: use the approved logotype consistently.
- ensure size consistency: keep logotype proportions intact.
- use clear space: respect the recommended clear space around the logo to ensure its visibility.
- contextual use: tailor logotype colors to suit different digital backgrounds while adhering to brand guidelines.

# DONT'S LOGOTYPE

alter logotype: do not modify, alter or style the logotype.

inconsistent sizing: do not resize the logotype disproportionally.

color modifications: do not change logotype colors without proper authorization.

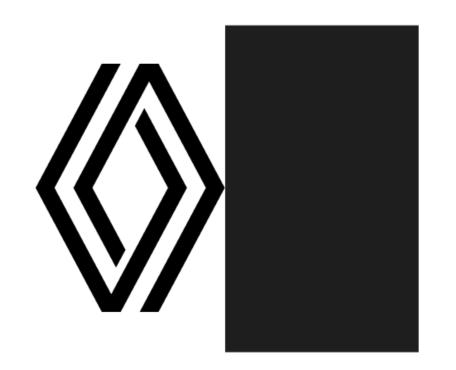


# DONT'S LOGOTYPE

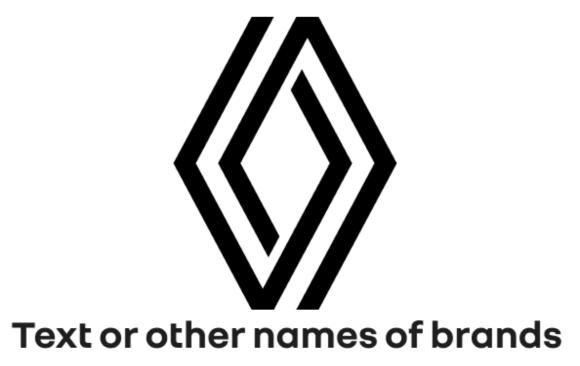
**overcrowding**: do not place elements too close to the logotype and create an accumulation of logos.

unauthorized usage: do not use the logotype in non-approved contexts.

outdated elements: do not use older versions of the logotype.













# DO'S TYPOGRAPHY & COLORS

- typography: use the correct typography corresponding to the brand.
- respect the formatting: respect the formatting rules for paragraphs, headings and sub-headings.
- use appropriate colors: use only the colors accepted by Renault Group on the pages dedicated to the brand.
- color consistency: follow the color guidelines for each element (text, buttons, etc...).

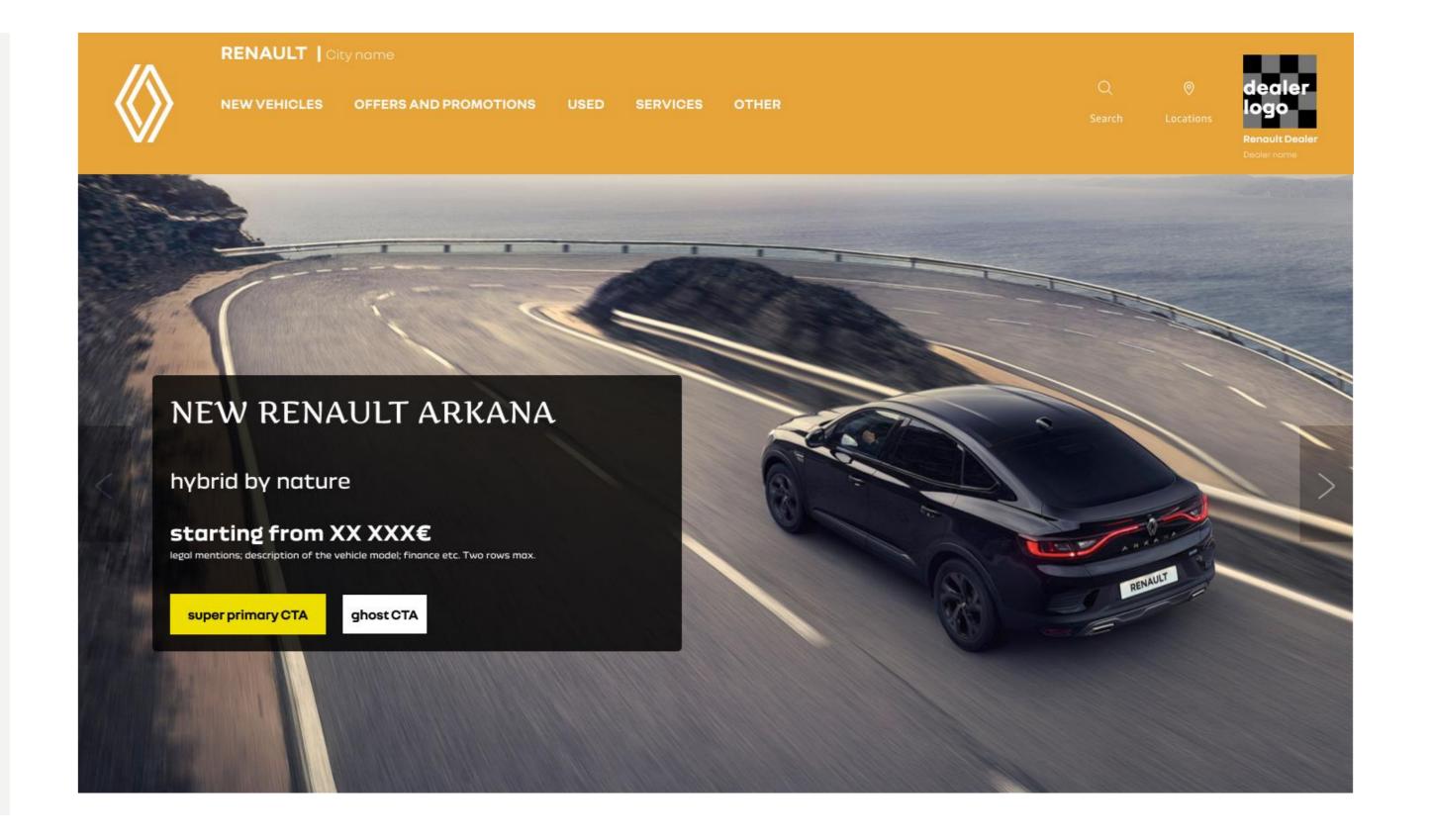
# DONT'S

TYPOGRAPHY & COLORS

**inconsistent typography**: do not modify the fonts, change or modify the shape of the letters.

**unauthorised use**: do not mix other fonts with Renault Group fonts. Do not use Renault Group fonts in other parts of the dealer's website that are not related to Renault/Dacia.

inappropriate colors: do not use different colors other than those approved by the brand.



# DO'S

VISUALS & GUI (GRAPHIC USER INTERFACE)

- clear navigation: design an easy-to-navigate interface for a seamless user experience.
- consistent visual language: maintain a cohesive visual language throughout the digital user interface. Use the icons provided by the brand.
- regular updates: keep visuals and GUIs elements updated to align with current trends approved by Renault.

# DONT'S

VISUALS & GUI (GRAPHIC USER INTERFACE)

neglect user experience: do not neglect the user experience in graphic design.

overcomplication: do not use complex visuals that may confuse the user.

outdated elements: do not use outdated elements for GUI components.





# DONT'S

VISUALS & GUI (GRAPHIC USER INTERFACE)

**cross-brand confusion**: do not use elements that might create confusion in a multi-brand environment.

inconsistent navigation: do not confuse the user with inconsistent branding elements and incoherent navigation.



# DO'S BUSINESS NAME

- accurate representation: represent the business name accurately and consistently across all digital platforms.
- brand alignment: ensure the business name aligns with the brand's overall identity and values.
- cross-brand separation: clearly distinguish business names for dealerships with multiple brands.
- regular review: regularly review and update the representation of the business name.
- seek approval: obtain approval before using variations or abbreviations of the business name.

# DONT'S BUSINESS NAME

unauthorized variations: do not use unauthorized variations or abbreviations of the business name without approval.

inconsistent representation: prohibit inconsistencies in the representation of the business name.





# DONT'S BUSINESS NAME

**neglect updates:** do not neglect to update the representation of the business name regularly.

**cross-brand confusion:** don't mix business names in showrooms with multiple brands.



# DO'S URL&FAVICON

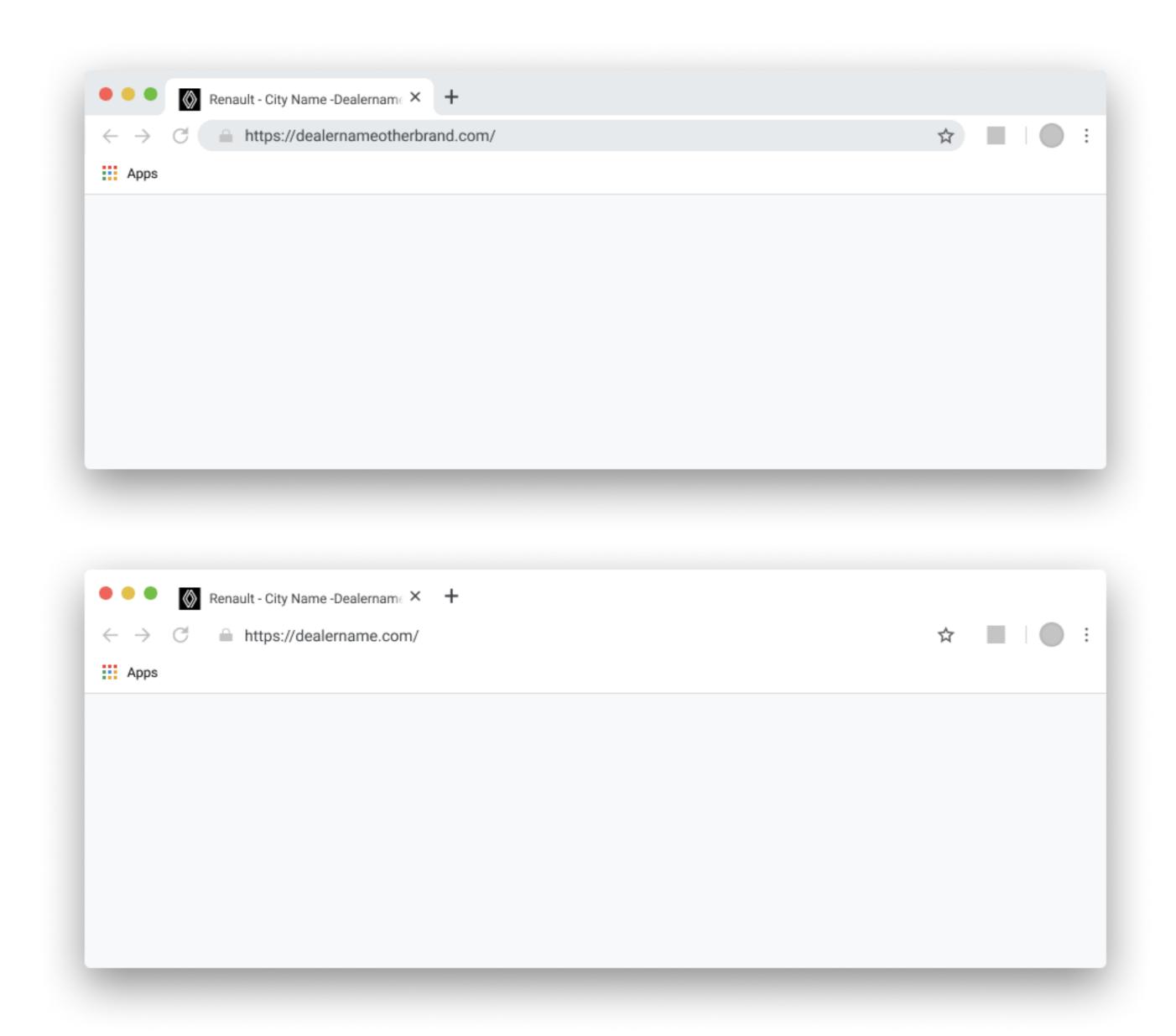
- relevant and clear URL: choose a clear and relevant URL that reflects the brand and dealership.
- conciseness: keep URLs concise and easy to remember.
- cross-brand separation: ensure distinct URLs for dealerships with multiple brands mention the brand name in the URL.
- ownership maintenance: regularly update and maintain ownership of the domain.
- favicon: use the brand favicon when we are in the brand environment.

# DONT'S URL&FAVICON

**complex and unaligned URLs:** do not use complex URLs that are unrelated or not aligned with the brand's overall identity.

generic URLs: do not use generic or non-professional URLs.

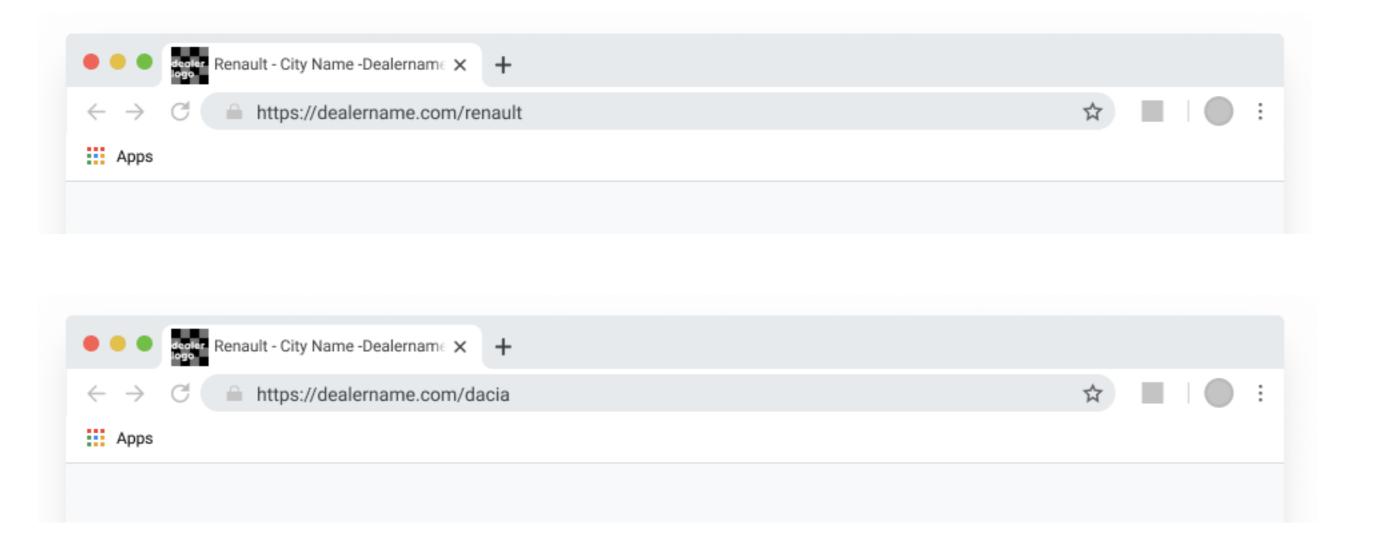
**cross-brand confusion:** do not use URLs that might cause confusion in a multi-brand environment.



# DONT'S URL&FAVICON

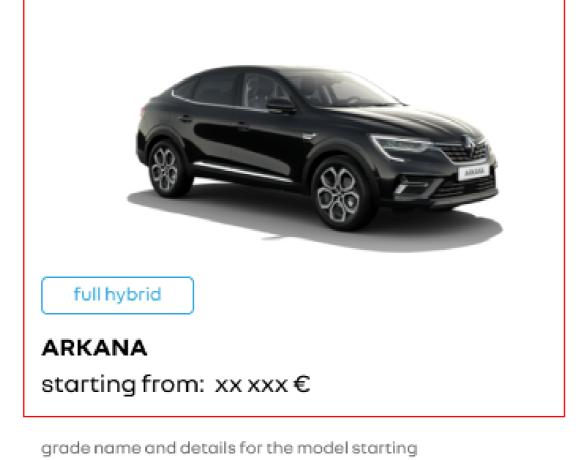
**ownership maintenance**: do not neglect regular renewal and maintenance of domain ownership.

**favicon**: do not use the dealer favicon on pages dedicated to the Renault & Dacia brands. Do not alter/readapt the favicon.









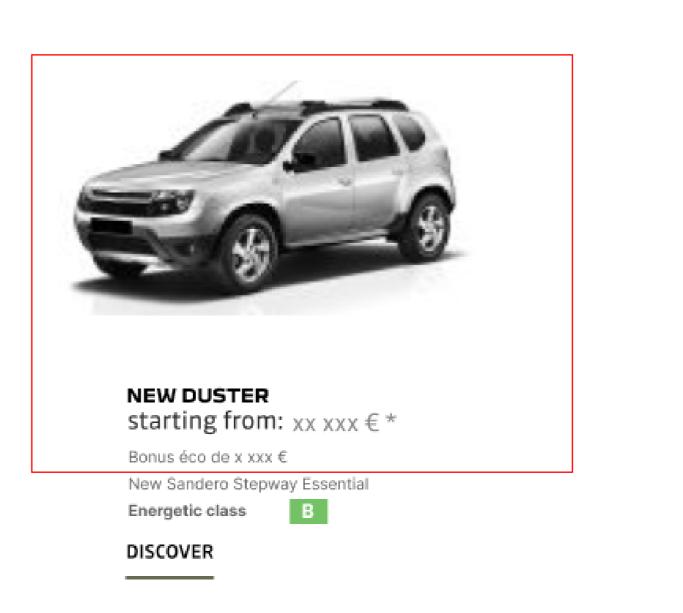
price; legal notice etc.

discover



grade name and details for the model starting price; legal notice etc.

discover



# DO'S USERJOURNEY

- brand separation and fluid paths: clearly define and separate the user journey for each brand on a multi-brand website.
- clarity in navigation: ensure clear navigation paths to improve the overall user experience.
- regular optimisation: regularly optimize the user journey based on analytics and user behavior.

# DONT'S USERJOURNEY

intricated paths: do not create a confusing or too complex user path.

**inconsistent navigation**: do not create inconsistency when navigating different user journey. Ensure consistency by mixing the brand with elements specific to the dealers.

neglecting feedback: do not ignore valuable feedback regarding user experience.

cross-brand confusion: prohibit overlap or confusion in user journeys for multiple brands.

# DO'S

#### PRESENTING NEW VEHICLES RANGE AND USED VEHICLES

- high quality visuals: showcase new and used vehicles with high-quality visuals.
- complete information: provide complete and accurate information on each vehicle.
- transparency: be transparent about vehicle details, features, and conditions.
- regular updates: keep vehicle information and visuals up to date and according to standards present the range of products for the relevant country.
- brand and activity separation: clearly distinguish the presentation of new and used vehicles of each brand.

# DONT'S

PRESENTING NEW VEHICLES RANGE AND USED VEHICLES

outdated information: do not use outdated information or visuals for vehicles.

**inconsistent updates:** do not create inconsistencies when updating vehicle information on all platforms.



# DONT'S

#### PRESENTING NEW VEHICLES RANGE AND USED VEHICLES

**misrepresentation**: do not misrepresent vehicle details or features. Use the redirection to the corporate website as a safe way to present each vehicle page.

**incomplete information**: not to provide incomplete or misleading information on vehicles and not to use strike prices for new vehicles.

**cross-brand confusion**: prevent confusion by clearly separating presentations for different brands.

NEW JOGGER

starting from: XX XXX € \* Starting from: XX XXX € \*

DISCOVER

discover



ARKANA

full hybrid

starting from: xx xxx €

grade name and details for the model starting price; legal notice etc.



full hybrid

AUSTRAL starting from: xx xxx €

grade name and details for the model starting price; legal notice etc.



NEW DUSTER
starting from: XX XXX € \*

Bonus éco de x xxx €

New Sandero Stepway Essential
Energetic class

DISCOVER

# DO'S

#### MARKETING OFFERS AND PROMOTIONS

- brand-aligned messaging: promote marketing offers in alignment with brand messaging.
- clarity in communication: clearly communicate terms and conditions of offers and promotions.
- transparency: be transparent about the duration and limitations of promotional deals.
- cross-brand separation: ensure a clear distinction in the promotion of offers for each brand.
- timely updates: regularly update and refresh marketing offers in a timely manner.

# DON'TS

#### MARKETING OFFERS AND PROMOTIONS

inconsistent messaging: do not communicate messages that are inconsistent between different offers and promotions.

**cross-brand confusion:** prevent confusion by clearly separating promotions for different brands.

#### **OUR OFFERS**



00% ELECTRIC MEGANE E-TECH

etails about the offer - legal mentions and short description



imary link 🔰



NEW DACIA SPRIN

Details about the offer - legal mentions and short descrip



primary link 🗦



**NEW DACIA JOGGER** 

Details about the offer - legal mentions and short description



primary link



ARKANA E-TECH FULL HYBRID

Details about the offer - legal mentions and short description

primary CTA

primary link

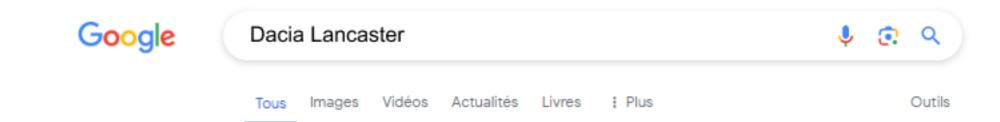
# DON'TS

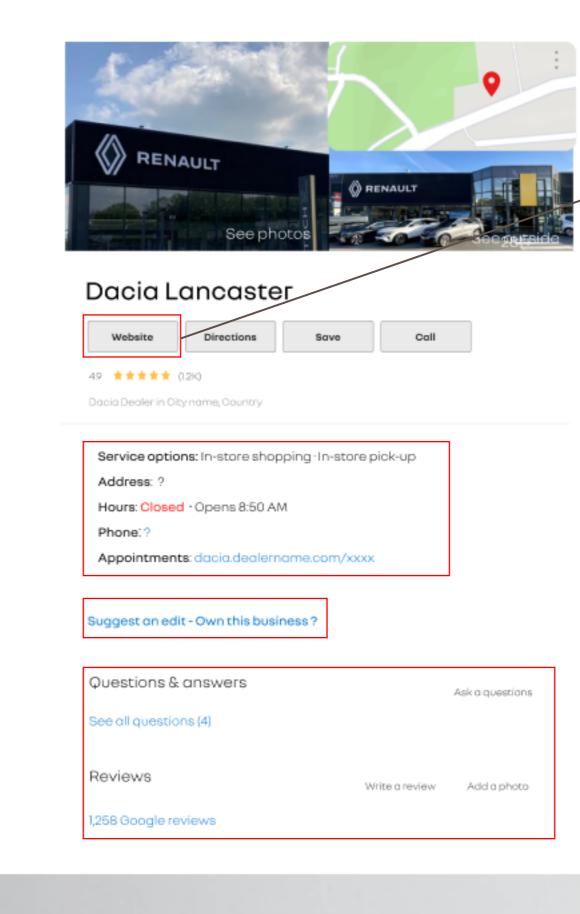
#### MARKETING OFFERS AND PROMOTIONS

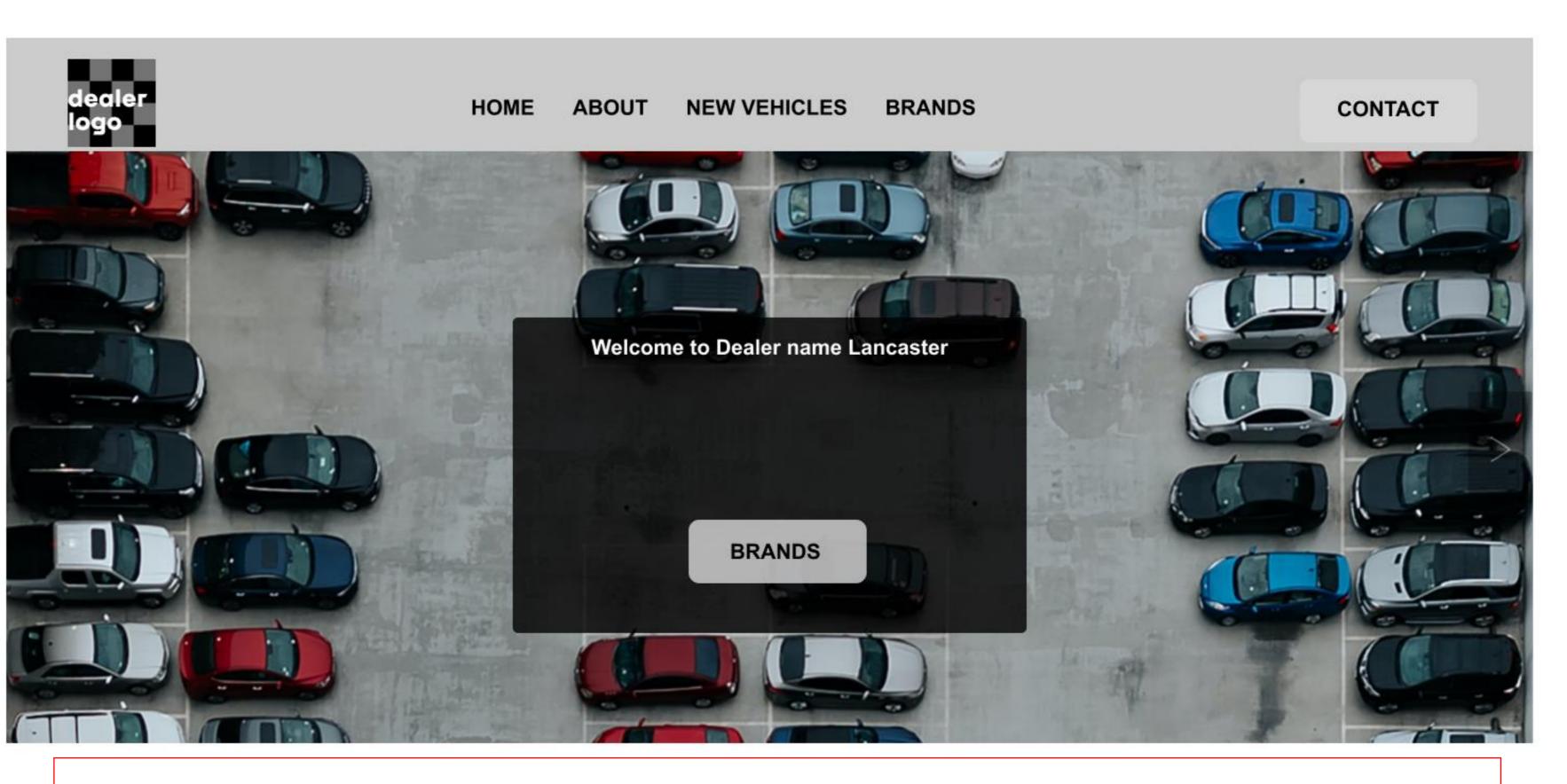
deceptive practices: do not engage in deceptive commercial practices.

ambiguous terms: prohibit ambiguity in the communication of terms and conditions.

neglect updates: do not neglect to update promotions in a timely manner.

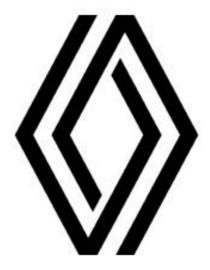






#### Your Dealername multi-brand specialist

Lorem ipsum dolor sit amet, consectetur adipiscing elit.











#### 04 - E-reputation

# DO'S

#### GOOGLE BUSINESS PROFILE (GBP) MANAGEMENT

- **cross-brand separation**: clearly distinguish GBP pages and responses for each brand, for sites with new car sales activity. Make sure to follow preventively all guidelines from e-reputation team in order to avoid Google issues (duplicates), using all relevant fields: visible ones (including the cover picture) on the web and GBP back-office fields.
- **customer journey consistency**: ensure customer journey consistency between Google and dealer website landing page. Website CTA should lead to the specific brand user journey from the dealer's brand website.
- **naming**: ensure a homogeneous naming in all digital environment: « brand + location » or « brand + location + dealer name ».
- **provide all the information**: name, category, pictures, website, physical address, opening time (same as in the showroom), phone number, description, available services.
- regular GBP updates: weekly check and update if needed the GBP.



# Renault Lancaster Website Directions Save Call 49 \*\*\*\* (12K) Renault Dealer in City name, Cauntry Service options: In-store shopping · In-store pick-up · Repair services Address: 124 College Ave, Lancaster, Pensylvania, 17603 Hours: Closed · Opens 8:50 AM Phone: 717 394 - 2978 Appointments: renault dealername.com/xxxx Suggest an edit Questions & answers See all questions (5) Reviews Write a review Add a photo

Use the documents provided by E-reputation Corporate team about Google page management.

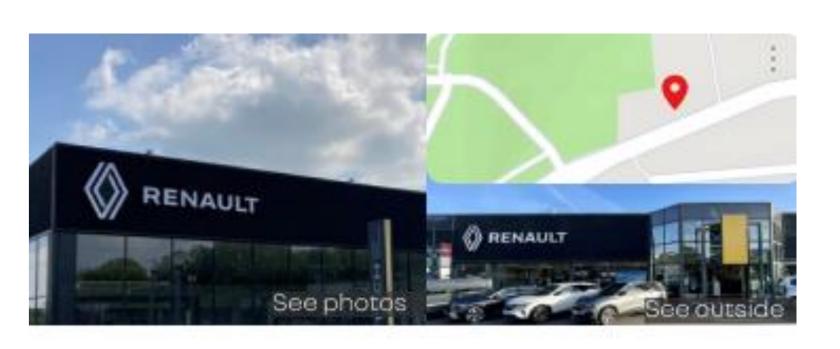
In case of question, reach your e-reputation contact.

#### 04 - E-reputation

# DO'S

#### GBP-REVIEWS AND Q&A

- **reviews**: make sure customers can easily access to the right GBP page to post a review. A process to include a QR code in commercial documents was shared by each brand. If the GBP URL has been changed by Google, you need to update the QR code (or move to a dynamic QR code).
- **timely and professional responses**: reply to 100% reviews in a personalized, professional and timely manner (within 48h). If a customer updates a review, it is important to check and update the reply.
- **Q&A**: reply timely to questions from web users, thinking about the ongoing need of the person who made the inquiry and of the other web users', more globally and in a longer term. Post questions and answers that are most relevant for your clients and your dealer site.



# Renault Lancaster Website Directions Save Call 49 \*\*\*\*\* (12K) Renault Dealer in City name, Caurtry Service options: In-store shopping · In-store pick-up · Repair services Address: 124 College Ave, Lancaster, Pensylvania, 17603 Hours: Closed · Opens 8:50 AM Phone: 717 394 - 2978 Appointments: renault dealername.com/xxxx Suggest an edit

Questions & answers

See all questions (5)

Use the documents provided by E-reputation Corporate team about Google page management.

In case of question, reach your e-reputation contact.

# 04 - E-reputation

# DON'TS

#### GOOGLE BUSINESS PROFILE (GBP) MANAGEMENT, REVIEWS AND Q&A

cross-brand confusion: do not mix brands on the same GBP page.

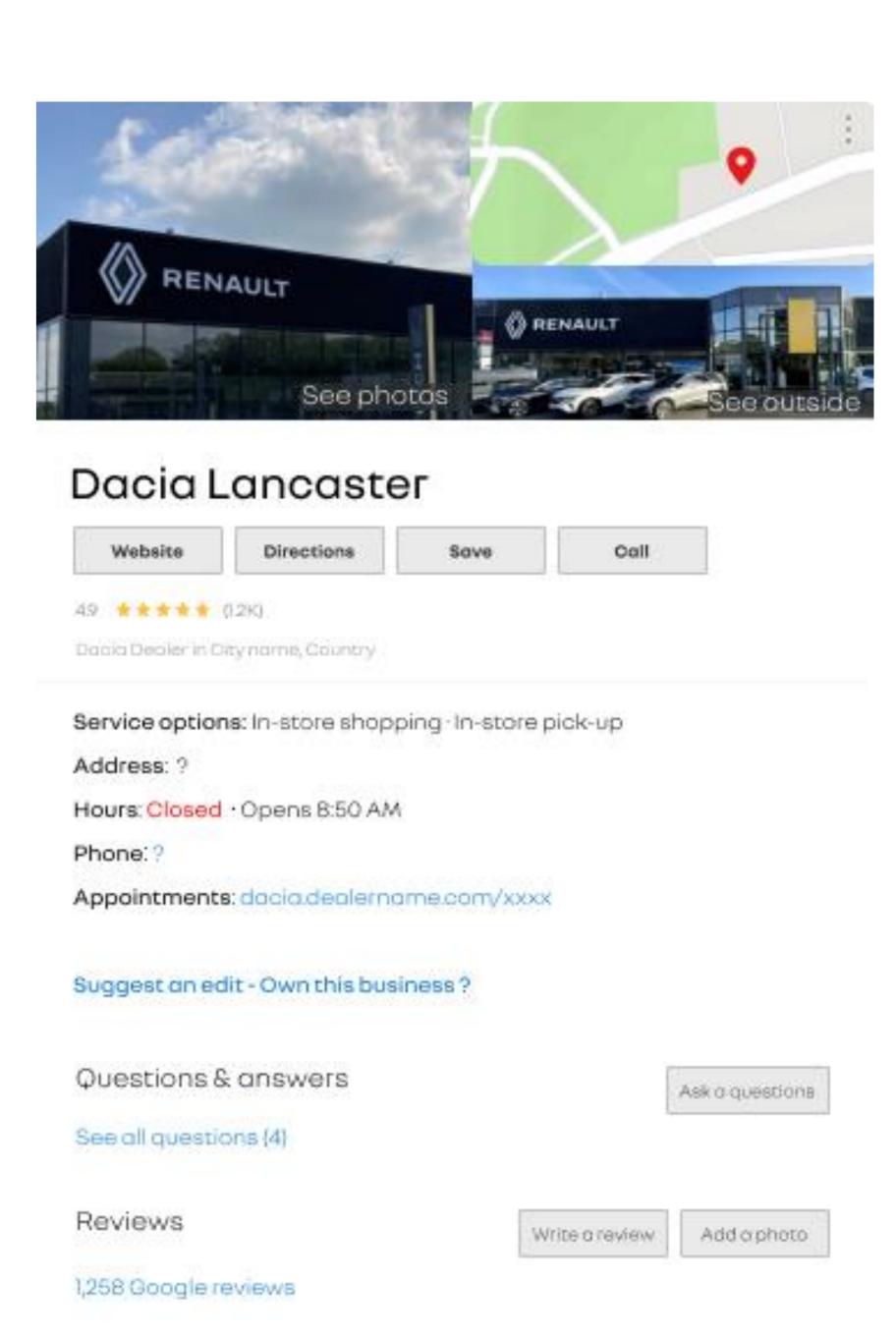
neglect information: do not neglect GBP information, leading to inaccuracies.

negatives responses: do not answer negatively to customer reviews.

**fake reviews**: do not encourage fake reviews. Google conduct random actions on fraud detection and might decide to suspend a GBP. It is then very difficult to restore the page and takes longer.

delayed responses: do not delay responses to customer inquiries on GBP.

**owner-less account**: do not leave the GBP owner-less within the dealership. At least 2 people to be in charge with reactivity and availability.



#### resources & annex

Find full digital standards guides on **Brand Store**.

- Renault digital standards guides
- Dacia digital standards guides

Aside from these digital standards guides, it is mandatory to respect and follow all up-to-date Corporate Guides and trainings on branding/marketing/e-reputation/commercial methods related topics that are provided to you.

E-reputation: here is the Reputation platform link: https://app-eu.reputation.com

FIGMA library: All Brands specific elements have been reproduced and webpage templates have been created to ease the deployment in accordance with the Digital Standards Guides.

Access request form FIGMA: https://forms.office.com/e/rT52JUMHuu