

FOR IMMEDIATE RELEASE

DRB leverages Microsoft Foundry to power future autonomous sales agents, enabling lifelike, data-driven selling in the car wash lane

Akron, OH — [April 23, 2026] — DRB®, a Vontier company and leading provider of technology solutions for the car wash industry, is presenting its Autonomous Sales Agent concept, bringing virtual AI-assisted selling to the car wash lane. The solution leverages DRB's point-of-sale data and Microsoft Foundry to deliver a conversational AI experience at the car wash kiosk.

The Autonomous Sales Agent delivers an impactful, data-driven sales interaction through a simulated salesperson to increase membership capture rates, improve ticket averages and alleviate staffing pressures through smart, always-on selling.

“The Autonomous Sales Agent has the potential to unlock a new level of customer service and personalization opportunity in the car wash industry. By combining point-of-sale data with artificial intelligence, DRB will enable smart recommendations, more predictable performance, and a scalable approach to sales execution across every lane,” said David Nixon, DRB President.

“For customers who still prefer a human touch, this solution provides an excellent option for accelerating the ramp-up of newly built or acquired sites while also offering coverage during staffing shortages. Bringing this solution to life through strong relationships across the technology ecosystem is yet another example of the advantages of being a part of Vontier,” Nixon added.

DRB will preview the Autonomous Sales Agent at The Car Wash Show in booth #601, where the team will gather feedback, validate demand and recruit early pilot partners. The Car Wash Show takes place May 11-13 in Nashville, Tenn.

About DRB

As the car wash technology leader for over 40 years, DRB is the ultimate partner for operators who seek rapid ROI, unparalleled membership growth and unwavering reliability. Our technology is designed to give operators the tools they need to maximize their car wash investments. From groundbreaking point-of-sale technology to marketing automation that drives traffic, DRB enables data-led business decisions and scalability that helps car washes thrive while delivering extraordinary customer experiences.

Choosing DRB means connecting with a partner that is committed to car wash business success. Learn why leading car wash operators choose DRB. www.drb.com

About Vontier

Vontier (NYSE:VNT) is a global industrial technology company uniting productivity, automation and multi-energy technologies to meet the needs of a rapidly evolving, more connected mobility ecosystem. Leveraging leading market positions, decades of domain expertise and unparalleled portfolio breadth, Vontier enables the way the world moves – delivering smart, safe and sustainable solutions to our customers and the planet. Vontier has a culture of continuous improvement and innovation built upon the foundation of the Vontier Business System and embraced by colleagues worldwide. Additional information about Vontier is available on the Company’s website at www.vontier.com.