Build: December 11th Release



The following Payment Engine improvements have been deployed to production for the December 11th Release.

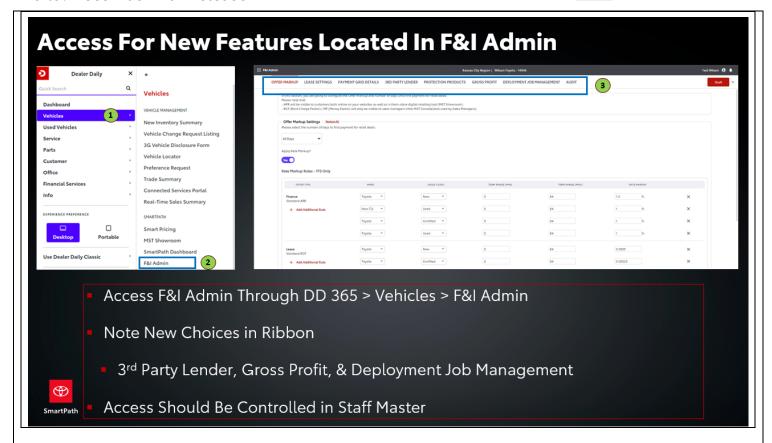
VPP Pricing By Series

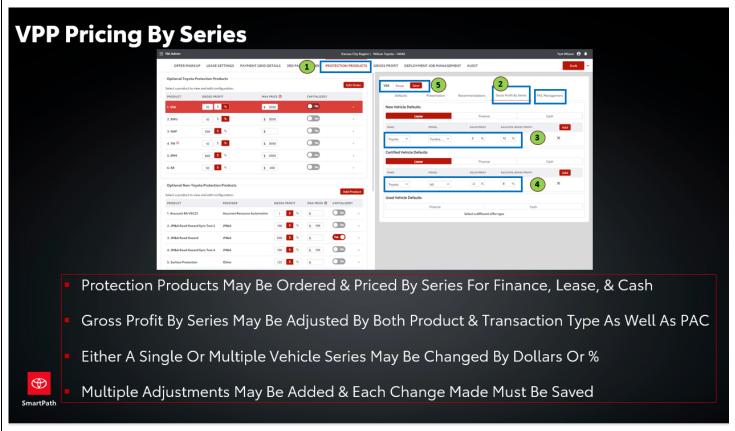
VPP Pricing By Series

Description:

This VPP Pricing By Series gives dealer admins the ability to configure markup for protection products by model series. The markup can be in \$ or %, can't adjusted for individual models or all models, configured differently for finance, lease and cash and new, certified and used. There is validation markup in \$ can not exceed Max Price and different protection product may only be applicable to certain offer types. For instance, EWU will only has lease options, so markup by series only applies to Lease. Changes will be saved to draft until deployed.

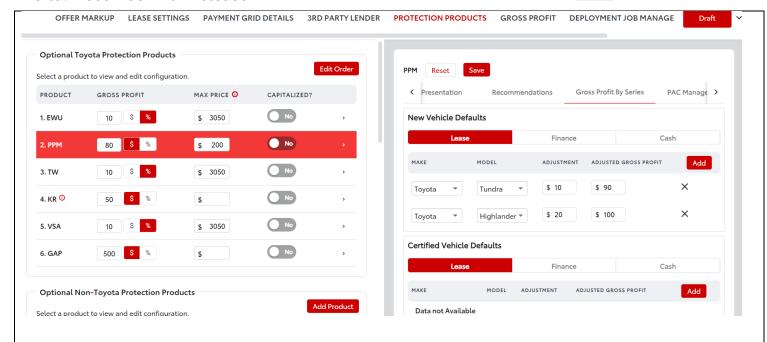






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Gross Profit

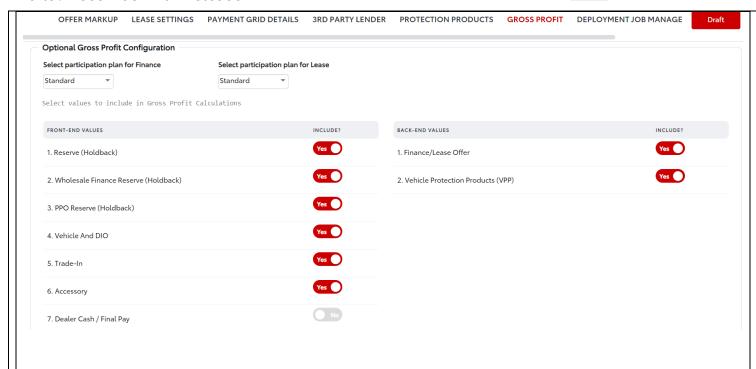
Gross Profit

Description:

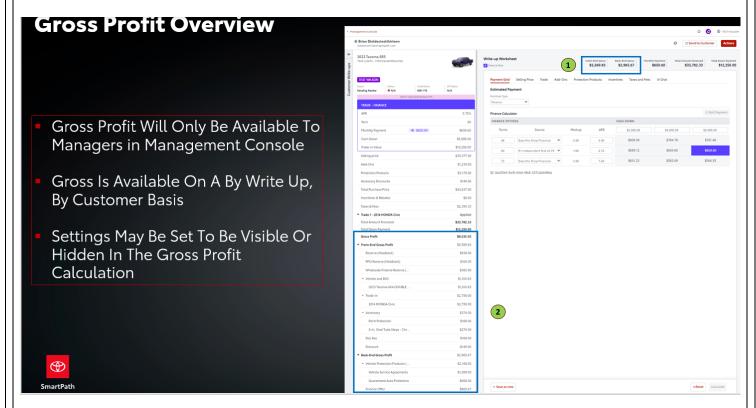
This new feature will calculate dealer Gross profit (both front end and backend profits) based on pre-defined rules. Gross Profit Will Only Be Available To Managers in Management Console, payment engine F&I admin allows dealers to configure whether to include or not to include certain component in the calculation.

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- Settings for certain component may be set to include or not include In The Gross Profit Calculation
- Gross Profit Will Only Be Available To Managers in Management Console
- Gross Is Available On A By Write Up, By Customer Basis
- Toggle Each Category Yes or No, Save, & Deploy



New Vehicle Selling Price is Part of the Total Front-End Gross Calculation



- Base Selling Price Counter Dealer Invoice = Selling Price Gross Profit
- Front-End Gross Will Factor Holdback & Finance Reserve If Elected To Be Shown & Break It Out In The Front-End Gross Profit Breakdown
- To Get Front-End Gross For Selling Price While Desking Any Preowned Vehicle, There Must Be An ACV
 For The Calculation
- Base Selling Price Counter ACV = Selling Price Gross Profit
- ACV Is Pulled From The Used Vehicle Inventory Screen In Dealer Daily 365
- Updates Are Cached Every 24 Hours
- Profit On Trades Is Calculated By Taking ACV & Subtracting from the Offer Field (Counter Box) For the
 Profit Calculation, Applies To Multiple Trades
- Sales Manager Must Use ACV Box To Get This Calculation
- Dealer Installed Option (DIO) Profit Is Included In Front-End Gross & Is Calculated as DIO MSRP DIO Cost
- DIO Gross Is Sourced From DIO Admin Screen In DD365
- DIO Does Not Factor In Labor Costs Separately
- NEW DISCOUNT FIELD Allows For Accessory Discounts Separate From Lowering A Vehicle Price
- The Documentation (Doc) Fee May Be Included In Front-End Gross If Desired
- Changes To Doc Fee Would Change The Front-End Gross
- Future Enhancements Will Include Sales PACs & Ability To Adjust Markups In Deals With Custom Offers
- Vehicle Protection Products (VPPs) Are A Back-End Gross Profit Calculation
- Both TFS & Optional Dealer 3rd Party Products Are Calculated
- Calculation Is Generated From Setup in The F&I Admin Tool Which In Turn Pulls Figures From iBook
- Gross Profit Derived From APR & RCF Markups Are Back-End Gross Profit Calculations
- Calculation is Markup Minus Base Rate
- TFS markups Are Pulled From Offer Markup In The F&I Admin Menu
- 3rd Party Lender Markups Come from Campaign Rate Inputs

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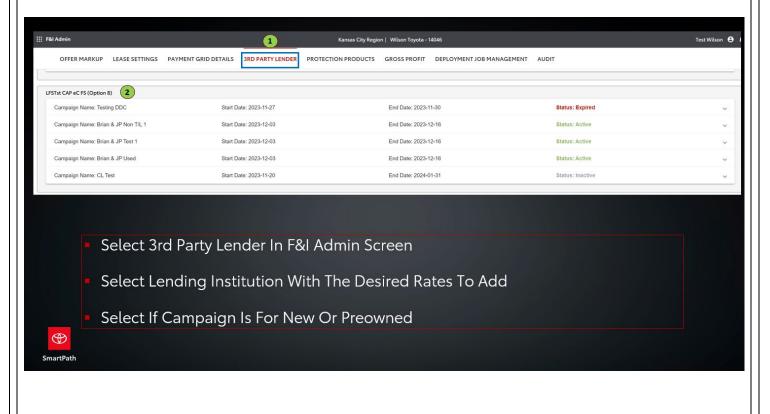
3rd party Offfers (Manual Rate)

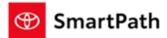
3rd Party Lender Campaigns/Manual Rate

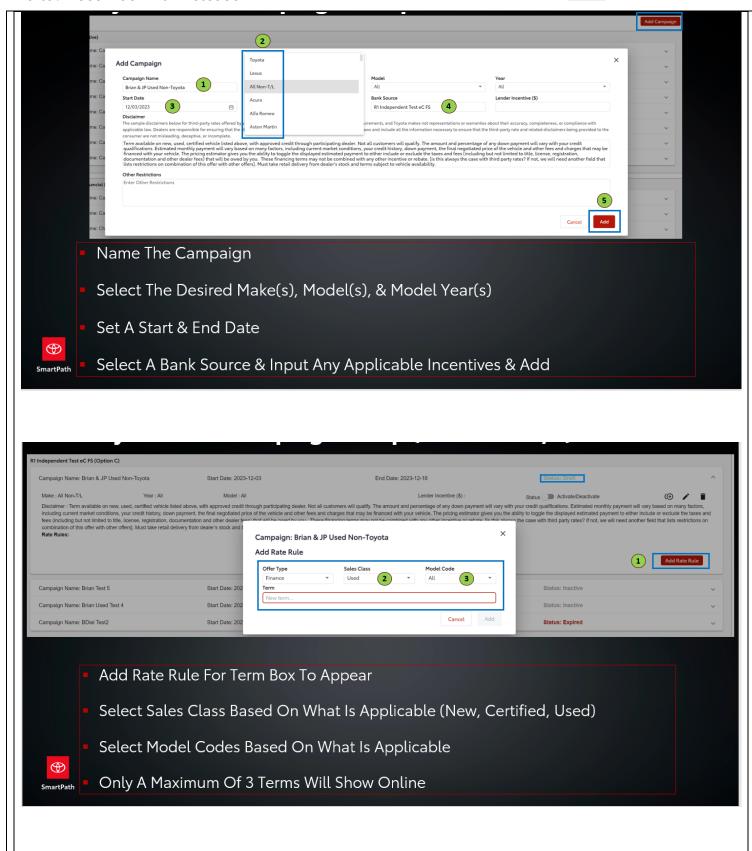
Description:

This features allows dealers to configure and offer rates from 3rd party lenders already set up in RouteOne. It can be used for New and Pre-owned vehicles and currently is only for finance offers only. There are many options different 3rd party rates can be configured and dealers will need to add their own disclaimer for 3rd party rates.

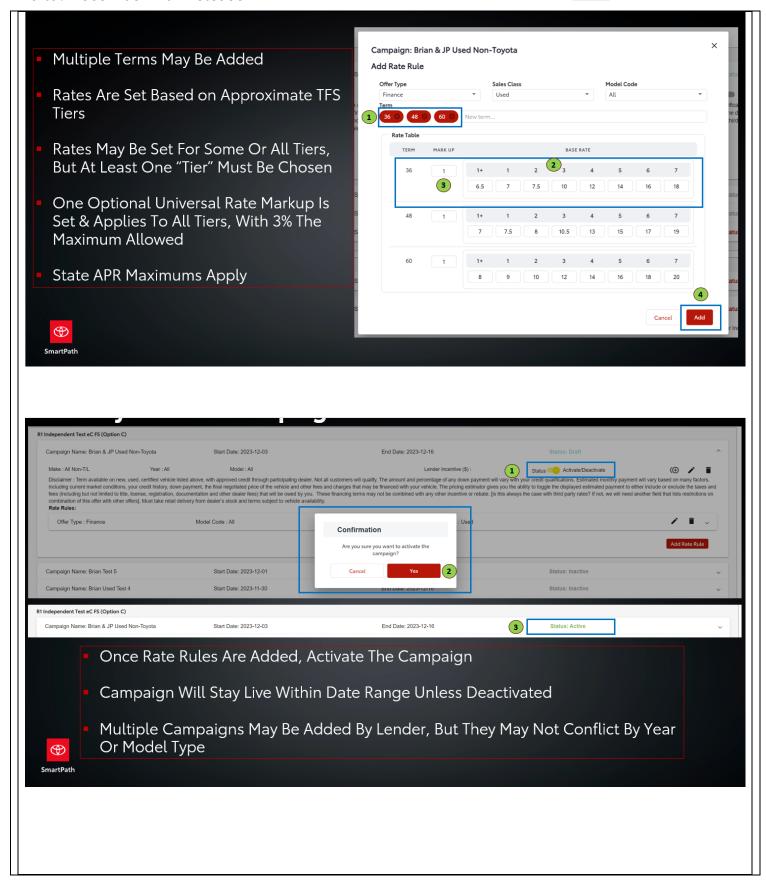
- Campaigns May Be Set For New Or Preowned Vehicles
- Only Finance Rates (APRs) May Be Set At This Time
- Multiple Term Lengths May Be Set, But Only Rates With Featured Terms Selected In The Standard Rate
 Configuration of The Payment Grid Details Will Display Online
- May Only Be Set For Lending Institutions With Existing Relationships Established In Route One
- Campaigns Must Be Actively Managed



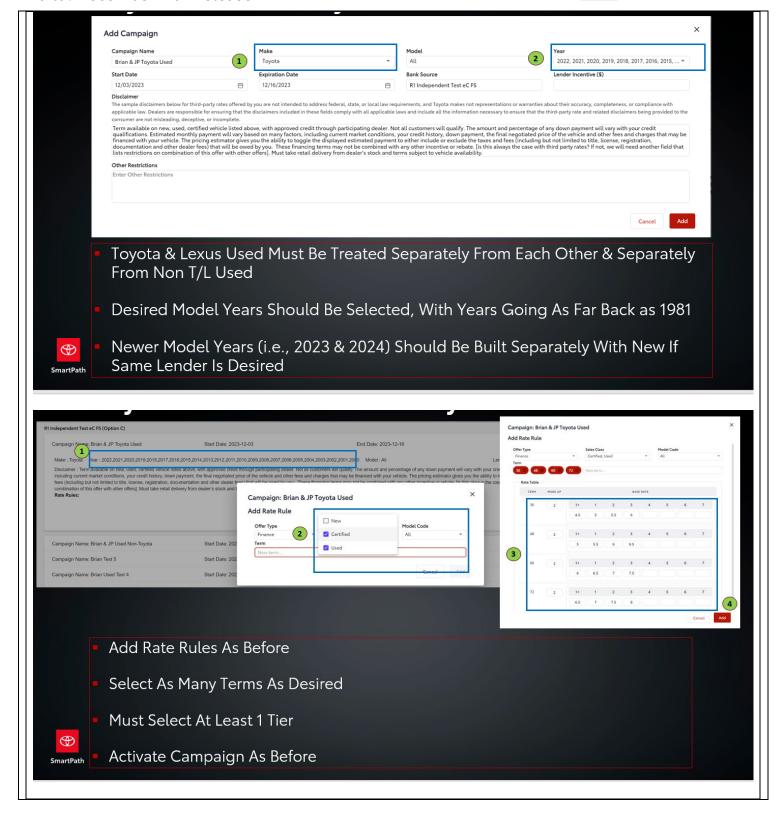




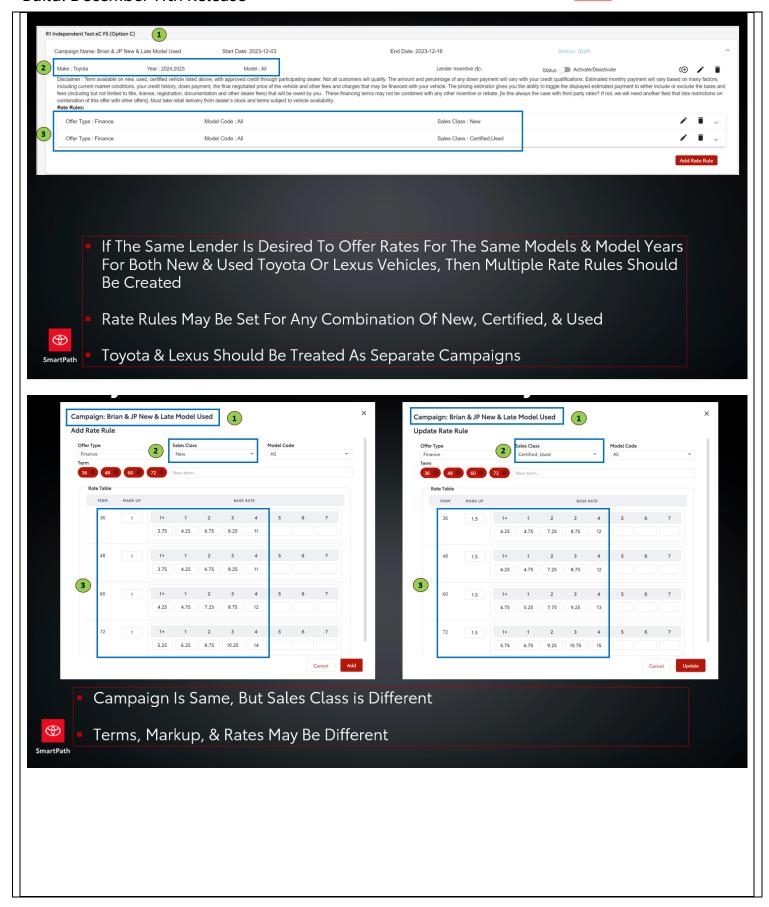












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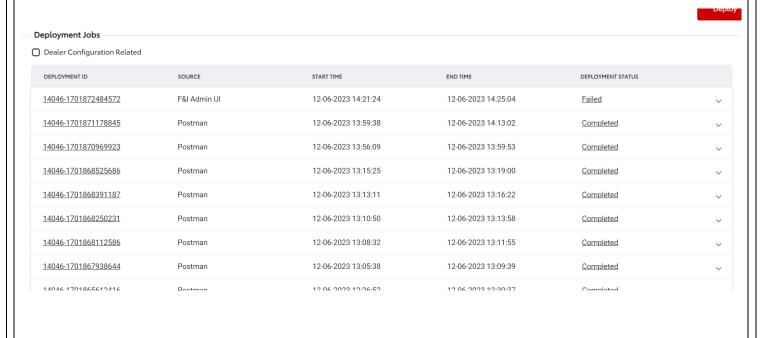
Deployment Job Automation

Deployment Job Automation

Description:

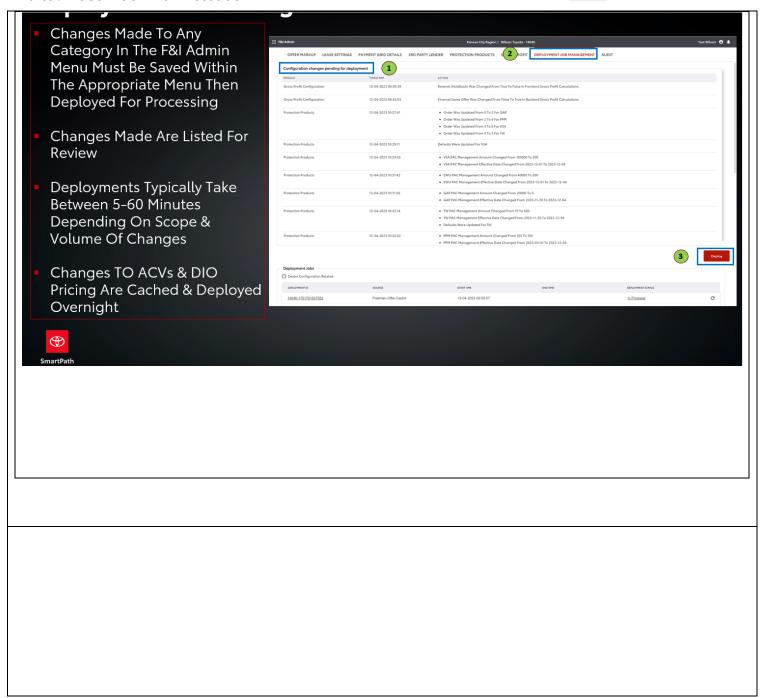
This new feature allows dealers to better manage deployment jobs and cache which is a typical backend function and a total mystery. This gives dealer admin controls on which jobs to prioritize and gives them visibility on when the jobs are deployed so they know when to expect things to show up.

- Changes are first saved as draft until they are deployed.
- When status shows completed, it means changes are deployed and cache is cleared, dealers can expect to see changes show up in MST and MSTC if applicable.



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Reminders

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REMINDERS

To contact Premier Support

- By email: send a message to PremierCare@toyota.com
- By phone: call 1-877-DLDAILY (1-877-353-2459), choose Option 2