

The following improvements have been slated for the September 12th Payment Engine Release

Default Terms Setting

New Default Terms Setting Screen

F & I admin allows dealer F&I admins to configure up to 3 default terms for finance and lease offers and for New, Certified and Used vehicles. Used vehicles only has finance offers, therefore can only set up default terms for finance.

- 1, Access F&I admin from Dashboard – Vehicle – F&I admin (only people with F&I admin role access can see it)
- 2, Click on Default Terms Setting, you will see the screen below

OFFER MARKUP LEASE SETTINGS **DEFAULT TERMS SETTING** PROTECTION PRODUCTS AUDIT

Changes to default terms will be effective in MST with a delay of approximately 10 minutes.

Standard Rate Terms Configuration

New

Select Up to 3 Standard Finance Terms *

Select Featured Term for Finance *

Select Up to 3 Standard Lease Terms *

Select Featured Term for Lease *

Certified

Select Up to 3 Standard Finance Terms *

Select Featured Term for Finance *

Select Up to 3 Standard Lease Terms *

Select Featured Term for Lease *

Used

Select Up to 3 Standard Finance Terms *

Select Featured Term for Finance *

Reset

Save

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Changes will show up on MSTC and MST after cache update is complete (may take up to 10-15 mins)

MST View:

FINANCE		APR ²³ 6.39 %		
OPTIONS		CASHDOWN ²²		
Term	Source	\$0	\$1,500	\$3,000
48 MO. ▼	Standard	\$602.32	\$566.73	\$531.13
60 MO. ▼	Standard	\$496.70	\$467.35	\$438.00
72 MO. ▼	Standard	\$434.55	\$408.87	\$383.19

LEASE		Regular Lease		MILES/YEAR : 12000 ▼	
OPTIONS		CASHDOWN			
Term	Source	\$0	\$1,500	\$3,000	
24 MO. ▼	Standard ▼	\$538.74	\$464.65	\$390.56	
36 MO. ▼	Standard ▼	\$450.91	\$399.52	\$348.15	
48 MO. ▼	Standard	\$425.66	\$385.30	\$344.94	

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MSTC View:

Payment Options (3)		Sort: Recommended		▼
<input type="radio"/>	\$650 /mo.	7.82% APR	48 mos.	
<input checked="" type="radio"/>	\$539 /mo.	7.82% APR	60 mos.	
<input type="radio"/>	\$471 /mo.	8.21% APR	72 mos.	

Ability to set the start term out of the 3 default terms highlighted in red. Start term will be the one shown on MST/MSTC screen as the default term.

F & I admin allows dealer F&I managers and admins to change to any default terms, up to 3 terms any given time. It will also allow them to set the start term, which is highlighted in red. These terms will be the default term on MST/MSTC. All changes may take up to 10 minutes to show on MST/MSTC due to caching.

Changes to default terms will be effective in MST with a delay of approximately 10 minutes.

Standard Rate Terms Configuration

New

Select Up to 3 Standard Finance Terms *

Select Featured Term for Finance *

Select Up to 3 Standard Lease Terms *

Select Featured Term for Lease *

Certified

Select Up to 3 Standard Finance Terms *

Select Featured Term for Finance *

Select Up to 3 Standard Lease Terms *

Select Featured Term for Lease *

Used

Select Up to 3 Standard Finance Terms *

Select Featured Term for Finance *

Reset

Save

Protection Products Setting

New Protection Products Configuration Screen

F & I admin will replace Management console for protection production configuration. It allows dealer F&I admins to configure gross profit, max price, capitalization, and preference setting for new, used, certified for both finance and lease offers.

OFFER MARKUP LEASE SETTINGS DEFAULT TERMS SETTING **PROTECTION PRODUCTS** AUDIT

Optional Toyota Protection Products

Select a product to view and edit configuration. [Edit Order](#)

PRODUCT	GROSS PROFIT	MAX PRICE	CAPITALIZED?
1. VSA	103 \$ %	\$ 300	Yes <input checked="" type="radio"/>
2. GAP	0 \$ %	\$ 275	Yes <input checked="" type="radio"/>
3. EWU	300 \$ %	\$ 400	Yes <input checked="" type="radio"/>
4. PPM	500 \$ %	\$ 800	No <input type="radio"/>
5. TW	0 \$ %	\$ 150	No <input type="radio"/>

Optional Non-Toyota Protection Products

Select a product to view and edit configuration. [Add Product](#)

PRODUCT	PROVIDER	GROSS PROFIT	MAX PRICE	CAPITALIZED?
1. Zurich Tire & Wheel	Zurich	21 \$ %	\$ 2000	No <input type="radio"/>

VSA

[Reset](#) [Save](#)

Defaults Presentation PAC Management

New Vehicle Defaults

Autofill?

MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE
0-24	Platinum	\$0	3yr/50k
25-36	Platinum	\$0	3yr/50k
37-48	Platinum	\$0	4yr/65k
49-60	Platinum	\$0	5yr/80k

Certified Vehicle Defaults

MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE
0-24	Platinum Certif...	\$0	3yr/36k

Add/Edit Gross Profit by \$ and %, Add/Edit Max Price, Turn on and off for Capitalization, and Edit the order of the protection products

OFFER MARKUP LEASE SETTINGS DEFAULT TERMS SETTING **PROTECTION PRODUCTS** AUDIT

Optional Toyota Protection Products

Select a product to view and edit configuration. [Edit Order](#)

PRODUCT	GROSS PROFIT	MAX PRICE	CAPITALIZED?
1. VSA	103 \$ %	\$ 300	Yes
2. GAP	0 \$ %	\$ 275	Yes
3. EWU	300 \$ %	\$ 400	Yes
4. PPM	500 \$ %	\$ 800	No
5. TW	0 \$ %	\$ 150	No

Optional Non-Toyota Protection Products [Add Product](#)

Select a product to view and edit configuration.

PRODUCT	PROVIDER	GROSS PROFIT	MAX PRICE	CAPITALIZED?
1. Zurich Tire & Wheel	Zurich	21 \$ %	\$ 2000	No

VSA [Reset](#) [Save](#)

Defaults Presentation PAC Management

New Vehicle Defaults Autofill?

MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE
0-24	Platinum	\$0	3yr/50k
25-36	Platinum	\$0	3yr/50k
37-48	Platinum	\$0	4yr/65k
49-60	Platinum	\$0	5yr/80k

Certified Vehicle Defaults

MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE
0-24	Platinum Certif...	\$0	3yr/36k

Drag and drop the products to switch orders, new order will show up in MST/MSTC, it may take up to 10 minutes due to cache.

Optional Toyota Protection Products

Select a product to view and edit configuration. [Cancel](#) [Save Order](#)

PRODUCT	GROSS PROFIT	MAX PRICE	CAPITALIZED?
:: 1. VSA	103 \$ %	\$ 300	Yes
:: 2. GAP	0 \$ %	\$ 275	Yes
:: 3. EWU	300 \$ %	\$ 400	Yes
:: 4. PPM	500 \$ %	\$ 800	No
:: 5. TW	0 \$ %	\$ 150	No

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Optional Toyota Protection Products

[Edit Order](#)

Select a product to view and edit configuration.

PRODUCT	GROSS PROFIT	MAX PRICE	CAPITALIZED?
1. GAP	0 \$ %	\$ 275	Yes <input checked="" type="checkbox"/>
2. VSA	103 \$ %	\$ 300	Yes <input checked="" type="checkbox"/>
3. EWU	300 \$ %	\$ 400	Yes <input checked="" type="checkbox"/>
4. PPM	500 \$ %	\$ 800	No <input type="checkbox"/>
5. TW	0 \$ %	\$ 150	No <input type="checkbox"/>

Set Default Coverage, Deductibles and term mileage for new vehicles for finance, lease and cash offers

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VSA

Reset

Save

Defaults

Presentation

PAC Management

New Vehicle Defaults

Autofill?

Lease

Finance

Cash

MONTHS

COVERAGE

DEDUCTIBLE

TERM MILEAGE

0-24

Platinum

\$0

3yr/50k

25-36

Platinum

\$0

3yr/50k

37-48

Platinum

\$0

4yr/65k

49-60

Platinum

\$0

5yr/80k

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New Vehicle Defaults

Autofill?

Lease

Finance

Cash

MONTHS

COVERAGE

DEDUCTIBLE

TERM MILEAGE

0-24

Platinum

\$0

3yr/50k

25-36

Gold

\$0

3yr/50k

37-48

Gold

\$100

4yr/65k

49-60

Platinum

\$0

5yr/80k

61-72

Platinum

\$0

6yr/100k

73-84

Platinum

\$0

7yr/100k

VSA

Reset

Save

Defaults

Presentation

PAC Management

New Vehicle Defaults

Autofill?

Lease

Finance

Cash

COVERAGE

DEDUCTIBLE

TERM MILEAGE

Platinum

\$0

5yr/60k

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Presentation View to configure which coverage to display on MST/MSTC for new, used and certified vehicles

VSA

Reset

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Defaults

Presentation

PAC Management

TYPE	COVERAGE	DISPLAY?
New	TFS Gold	Yes <input checked="" type="checkbox"/>
	TFS Platinum	Yes <input checked="" type="checkbox"/>
	TFS Powertrain	Yes <input checked="" type="checkbox"/>
	TFS Lease Wear	Yes <input checked="" type="checkbox"/>
Used	TFS Gold	Yes <input checked="" type="checkbox"/>
	TFS Platinum	Yes <input checked="" type="checkbox"/>
	TFS Powertrain	Yes <input checked="" type="checkbox"/>
Certified	TFS Gold	<input type="checkbox"/> No
	TFS Platinum	Yes <input checked="" type="checkbox"/>

Dealer Staff with PAC role can also set PAC markup through PAC Management

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Auto Fill feature allows dealers to apply same change to all coverage levels once Auto Fill field is checked.

VSA

Reset

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Defaults

Presentation

PAC Management

New Vehicle Defaults

Autofill?

Lease

Finance

Cash

MONTHS

COVERAGE

DEDUCTIBLE

TERM MILEAGE

0-24

Platinum

\$0

6yr/100k

25-36

Platinum

\$0

6yr/100k

37-48

Platinum

\$0

6yr/100k

49-60

Platinum

\$0

6yr/100k

61-72

Platinum

\$0

6yr/100k

73-84

Platinum

\$0

6yr/100k

Ability to add optional Non-Toyota Protection Products by selecting from the existing vendors or dealer defined (others) .

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Add New Product

Cancel

Save

Overview

Defaults

Presentation

PAC Management

Product Title

Assurant RA VSC

Capitalized?

No

Provider

Assurant Reso...

Product

Assurant RA VSC

Rate Book Code

Mechanic Add ...

Mileage

Term

Tax Category

Warranty

Gross Profit

100

\$

%

Max Price ⓘ

\$ 500

Marketing Brochure, Video included from provider.

Description

This is a test product

Product Image



Product Image

Image size not to exceed 5MB

Image orientation should be landscape

Minimum resolution should be 640x360

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Add New Product

Cancel

Overview

Product Title

Capitalized?

Yes

Provider

Product

Other ▼

Select ▼

Tax Category

Gross Profit

Max Price ⓘ

Select ▼

0 \$ %

\$

Reminders

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