

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

Default Payment 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

The screenshot shows the 'Default Terms Setting' screen for an F&I Admin. The page has a dark header with 'F&I Admin' on the left and 'SouthernArea | Reinhardt' on the right. Below the header is a navigation bar with tabs: 'OFFER MARKUP', 'LEASE SETTINGS', 'DEFAULT TERMS SETTING' (which is active), 'PROTECTION PRODUCTS', and 'AUDIT'. A message states: 'Changes to default terms will be effective in MST with a delay of approximately 10 minutes.' The main content is titled 'Standard Rate Terms Configuration' and is divided into three sections: 'New', 'Certified', and 'Used'. Each section has two columns of settings. The first column is 'Select Up to 3 Standard Finance Terms' and the second is 'Select Featured Term for Finance'. The 'New' section has 'select' for standard terms and '12', '24', '36' for featured terms. The 'Certified' section has 'select' for standard terms and '48', '60', '72' for featured terms. The 'Used' section has 'select' for standard terms and '36', '48', '60' for featured terms. The 'Featured Term' buttons are highlighted in black.

F&I Admin SouthernArea | Reinhardt

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 *

Payment Engine Release Notes

Build: September 12, 2022

Ability to set the start term out of the 3 default terms highlighted in black. 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.

F&I Admin SouthernArea | Reinhardt

- 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 *

Payment Engine Release Notes

Build: September 12, 2022

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

MSTC View – Finance:

PAYMENT OPTIONS (3)	SORT BY:	RECOMMENDED	▼
<input checked="" type="radio"/> \$3,545 MO.	2.99% APR	12 mos.	
<input type="radio"/> \$1,799 MO.	2.99% APR	24 mos.	
<input type="radio"/> \$1,217 MO.	2.99% APR	36 mos.	
SHOW MORE			

MSTC Lease:

PAYMENT OPTIONS (1)	SORT BY:	RECOMMENDED	▼
<input checked="" type="radio"/> \$664 MO.	60 mos.	\$5,263 due at signing	

MST View:

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FINANCE		APR ²³ 2.99 %			
OPTIONS		CASHDOWN ²²			
Term	Source	\$0	\$1,500	\$3,000	
12 MO. ▼	Special ▼	\$4,481.87	\$4,354.84	\$4,227.80	
24 MO. ▼	Special ▼	\$2,274.39	\$2,209.93	\$2,145.46	
36 MO. ▼	Special ▼	\$1,538.78	\$1,495.17	\$1,451.55	

LEASE		Regular Lease		MILES/YEAR: 10000 ▼	
OPTIONS		CASHDOWN			
Term	Source	\$0	\$1,500	\$3,000	
60 MO. ▼	Standard	\$873.81	\$843.03	\$812.26	
MO. ▼					
MO. ▼					

Lexus Corporate F&I Admin

Lexus Corporate F&I admin

Lexus Corporate F&I admin will have a special app to manage default terms that would apply to all dealers. The page will be similar to the Dealer Admin Default Terms Setting. Only people with special corporate role will see it. All changes may take up to 10 minutes to show on MST/MSTC due to caching.

Payment Engine Release Notes

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The screenshot displays the Dealer Daily application interface. On the left is a navigation sidebar with the following sections:

- Dashboard**
- Vehicles** (highlighted)
- Pre-Owned Vehicles
- Service
- Parts
- Customer
- Office
- Financial Services
- Info
- Fleet Management

Below the sidebar are sections for CUSTOM LINKS (Hosted Images, Sample App), EXPERIENCE PREFERENCE (Desktop selected, Portable), and Classic Dealer Daily.

The main content area is titled "Vehicles" and lists various management and reporting tools:

- VEHICLE MANAGEMENT
 - New Inventory Summary
 - Vehicle Change Request Listing
 - Preference Request
- SMARTPATH
 - Usage Event Explorer
- MONOGRAM
 - Smart Pricing
 - MST Showroom
 - F&I Admin
 - F&I Corporate Admin
- INQUIRIES AND REPORTS
 - Vehicle Reports
- TMNA Courtesy Dealer Portal
- SALES APPLICATION
 - WebEdge [MotorPlace]
- LLMS

The right side of the screenshot shows a settings page for "Southern Area | Reinhardt Lexus - 60102". The top navigation includes: SETTINGS, DEFAULT TERMS SETTING, PROTECTION PRODUCTS, DEAL VALIDATION, and AUDIT. The page content includes a message about a 10-minute delay and several "Select Featured Term" sections for Finance and Lease, each with radio button options for 24, 36, and 48 months. The 36-month option is selected in all instances.

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 *

Default terms would show up on MST and MSTC as default until Dealer Admin changes it on Dealer F&I admin view as illustrated before.

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.

Payment Engine Release Notes

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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. EWU	0 \$ %	\$ 600	Yes <input type="radio"/>
2. PPM	12 \$ %	\$ 400	Yes <input type="radio"/>
3. TW	10000 \$ %	\$ 15000	Yes <input type="radio"/>
4. GAP	10000 \$ %	\$	Yes <input type="radio"/>
5. VSA	0 \$ %	\$ 13000	Yes <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. Credit Disability	Other	1 \$ %	\$ 100	No <input type="radio"/>
2. Surface Protection	Other	0 \$ %	\$ 118	No <input type="radio"/>
3. Other	Other	0 \$ %	\$ 500	Yes <input type="radio"/>
4. Extended Service Plan	Other	0 \$ %	\$ 500	No <input type="radio"/>

EWU

Reset

Save

Defaults

Presentation

PAC Management

New Vehicle Defaults

Autofill

Lease			
MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE
0-24	Not Applicable	Not Applicable	24
25-36	Not Applicable	Not Applicable	36
37-48	Not Applicable	Not Applicable	48
49-60	Not Applicable	Not Applicable	60

Certified Vehicle Defaults

Lease			
MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE
0-24	Not Applicable	Not Applicable	24
25-36	Not Applicable	Not Applicable	36
37-48	Not Applicable	Not Applicable	48

Payment Engine Release Notes

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

Optional Toyota Protection Products

Edit Order

Select a product to view and edit configuration.

PRODUCT	GROSS PROFIT	MAX PRICE	CAPITALIZED?
1. EWU	0 \$ %	\$ 600	Yes <input checked="" type="checkbox"/>
2. PPM	12 \$ %	\$ 400	Yes <input checked="" type="checkbox"/>
3. TW	10000 \$ %	\$ 15000	Yes <input checked="" type="checkbox"/>
4. GAP	10000 \$ %	\$	Yes <input type="checkbox"/>
5. VSA	0 \$ %	\$ 13000	Yes <input type="checkbox"/>

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.

Payment Engine Release Notes

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Optional Toyota Protection Products

Cancel

Save Order

Select a product to view and edit configuration.

PRODUCT	GROSS PROFIT	MAX PRICE	CAPITALIZED?
:: 1. PPM	12 \$ %	\$ 400	Yes <input checked="" type="checkbox"/>
:: 2. EWU	0 \$ %	\$ 600	Yes <input type="checkbox"/>
:: 3. TW	10000 \$ %	\$ 15000	Yes <input checked="" type="checkbox"/>
:: 4. GAP	10000 \$ %	\$	Yes <input checked="" type="checkbox"/>
:: 5. VSA	0 \$ %	\$ 13000	Yes <input checked="" type="checkbox"/>

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

Payment Engine Release Notes

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PPM

Reset

Save

Defaults

Presentation

PAC Management

New Vehicle Defaults

Autofill?

New Vehicle Defaults			
Lease		Finance	Cash
MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE
0-24	Lexus Luxury Care ▼	Not Applicable	3yr/35k ▼
25-36	Lexus Luxury Care ▼	Not Applicable	3yr/45k ▼
37-48	Lexus Luxury Care ▼	Not Applicable	4yr/60k ▼
49-60	Lexus Luxury Care ▼	Not Applicable	5yr/50k ▼
61-72	Lexus Luxury Care ▼	Not Applicable	5yr/75k ▼
73-84	Lexus Luxury Care ▼	Not Applicable	5yr/75k ▼

Certified Vehicle Defaults

Certified Vehicle Defaults			
Lease		Finance	Cash
MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE
0-24	Lexus Certified ▼	Not Applicable	3yr/30k ▼

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Certified Vehicle Defaults

Lease				Finance	Cash
MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE		
0-24	Lexus Certified	Not Applicable	3yr/30k		
25-36	Lexus Certified	Not Applicable	3yr/30k		
37-48	Lexus Certified	Not Applicable	3yr/30k		
49-60	Lexus Certified	Not Applicable	3yr/30k		

Used Vehicle Defaults

Finance	Cash
Select a different offer type	

TW

Defaults Presentation PAC Management

New Vehicle Defaults

Autofill?

Lease				Finance	Cash
MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE		
0-24	Platinum Cosmetic ...	Not Applicable	60		
25-36	Platinum W/Key	Not Applicable			
37-48	Platinum Cosmetic ...	Not Applicable			
49-60	Gold W/Key	Not Applicable			

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

TW

Defaults Presentation PAC Management

TYPE	COVERAGE	DISPLAY?
	Gold W/Key	<input checked="" type="checkbox"/> Yes
	Gold	<input checked="" type="checkbox"/> Yes
	Platinum Cosmetic W/Key	<input checked="" type="checkbox"/> Yes
	Platinum	<input type="checkbox"/> No
	Gold Cosmetic	<input type="checkbox"/> No
	Gold Cosmetic W/Key	<input type="checkbox"/> No
	Key	<input type="checkbox"/> No
	Platinum Cosmetic	<input type="checkbox"/> No
	Platinum W/Key	<input type="checkbox"/> No

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.

TW

Defaults Presentation PAC Management

New Vehicle Defaults Autofill?

Lease				Finance	Cash
MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE		
0-24	Platinum Cosmetic ...	Not Applicable	60		
25-36	Platinum W/Key	Not Applicable			
37-48	Platinum Cosmetic ...	Not Applicable			
49-60	Gold W/Key	Not Applicable			

Certified Vehicle Defaults

Lease				Finance	Cash
MONTHS	COVERAGE	DEDUCTIBLE	TERM MILEAGE		
0-24	Platinum W/Key	Not Applicable			

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

Overview

Product Title

Capitalized?

Yes

Provider

Select ▼

Product

Select ▼

Tax Category

Select ▼

Gross Profit

0 \$ %

Max Price ⓘ

\$

Payment Engine Release Notes

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Add New Product

Overview Presentation

Product Title **Capitalized?**

No

Provider **Product** **Dealer Cost** **Mileage**


Tax Category **Gross Profit** **Max Price** ⓘ

 %

Marketing Brochure, Video included from provider.

Description

Product Image



Product Image
Image size not to exceed 5MB
Image orientation should be landscape
Minimum resolution should be 640x360

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