Build: September 12, 2022



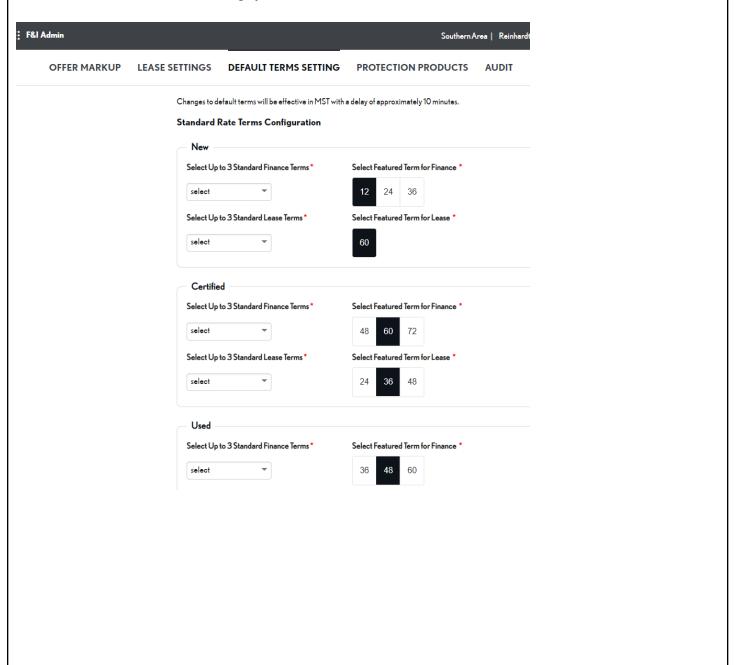
The following improvements have been slated for the September 12th Payment Engine Release

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



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.

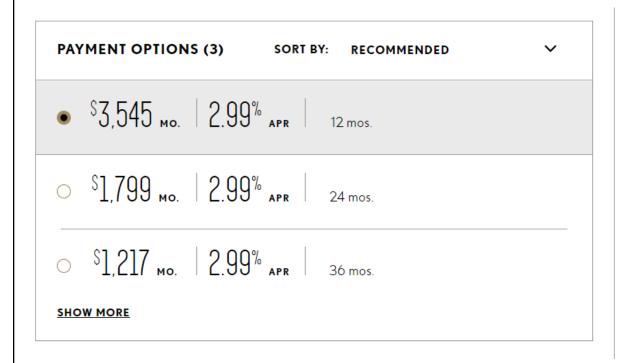
OFFER MARKUP	LEASE SETTINGS	DEFAULT TERMS SETTING	PROTECTION PRODUCTS	AUDI
		lefault terms will be effective in MST with	a delay of approximately 10 minutes.	
		Rate Terms Configuration		
	New -	. 26. 1 15	C . .	
		to 3 Standard Finance Terms *	Select Featured Term for Finance *	
	select	•	12 24 36	
	Select Up	to 3 Standard Lease Terms *	Select Featured Term for Lease *	
	select	₩	60	
	Certific	ed		
	Select Up	to 3 Standard Finance Terms *	Select Featured Term for Finance *	
	select	•	48 60 72	
	Select Up	to 3 Standard Lease Terms *	Select Featured Term for Lease *	
	select	•	24 36 48	
			21 00 10	
	Used -			
	Select Up	to 3 Standard Finance Terms *	Select Featured Term for Finance *	
	select	•	36 48 60	

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:



MSTC Lease:



MST View:

Build: September 12, 2022



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

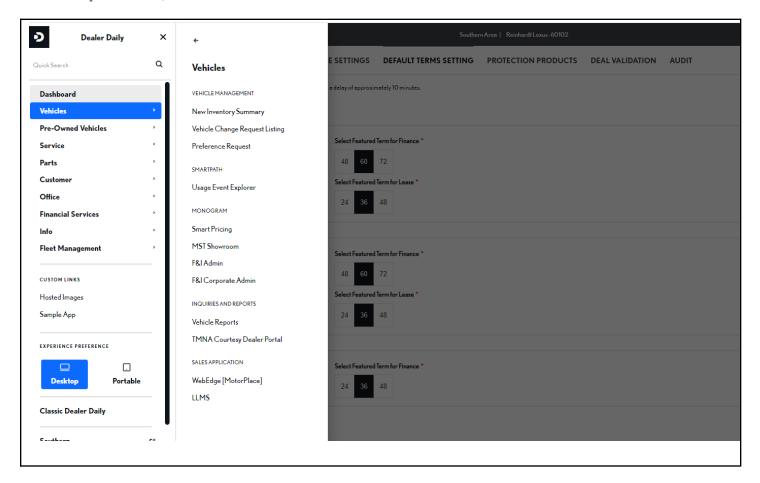
ar Lease		MILES/	YEAR: 10000 ▼
		CASHDOWN	
Source	\$0	\$1,500	\$3,000
▼ Standard	\$873.81	\$843.03	\$812.26
-			
-			
	Source ▼ Standard ▼	Source \$0 ▼ Standard \$873.81	CASHDOWN Source \$0 \$1,500 ▼ Standard \$873.81 \$843.03

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.





Build: September 12, 2022



Select Up to 3 Standard Finance Terms *	Select Featured Term for Finance *	
select	48 60 72	
Select Up to 3 Standard Lease Terms *	Select Featured Term for Lease *	
select	24 36 48	
Certified	Salast Eastern J Toron for Eigenson *	
Certified Select Up to 3 Standard Finance Terms *	Select Featured Term for Finance * 48 60 72	
Select Up to 3 Standard Finance Terms *		
Select Up to 3 Standard Finance Terms *	48 60 72	
Select Up to 3 Standard Finance Terms select Select Up to 3 Standard Lease Terms	48 60 72 Select Featured Term for Lease *	

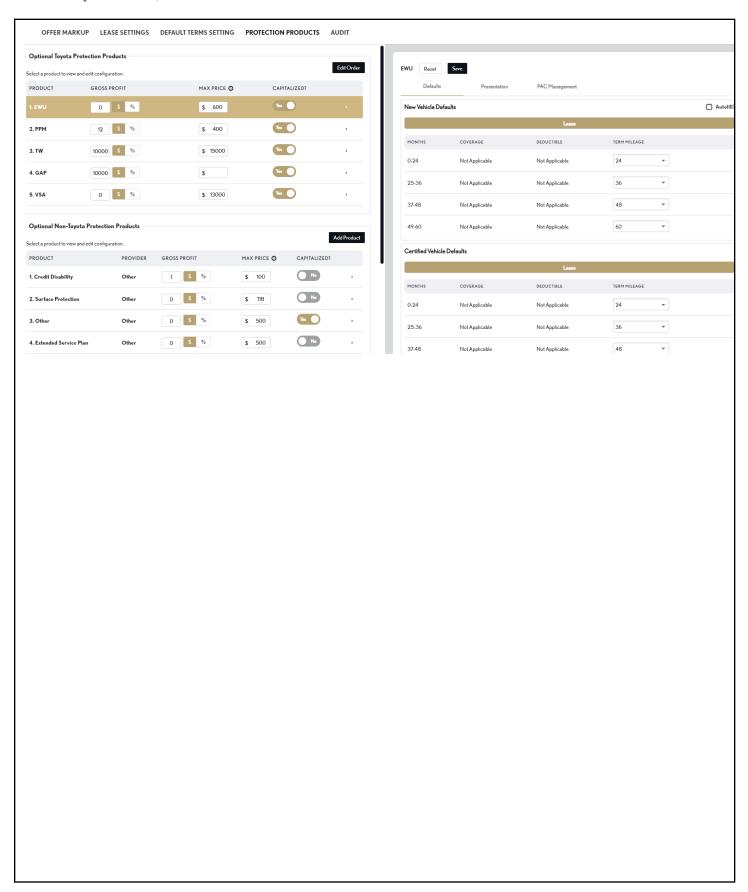
Default terms would show up on MST and MSTC as default until Dealer Admin changes it on Dealer F&I admin view as illustrated before.

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.

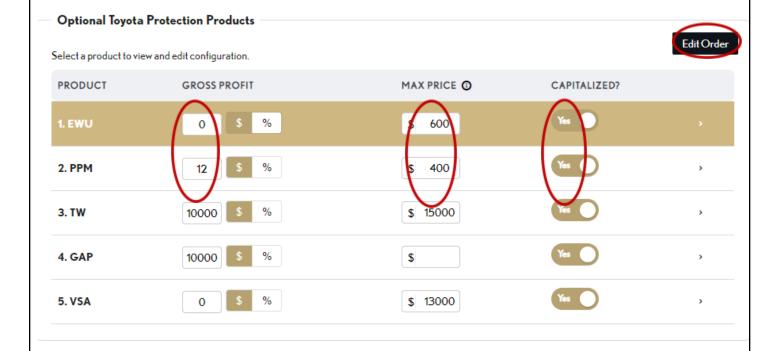




Build: September 12, 2022

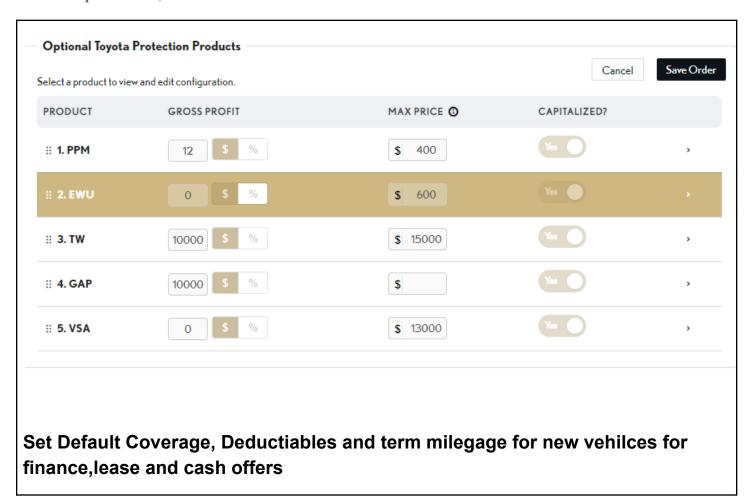


Add/Edit Gross Profit by \$ and %, Add/Edit Max Price, Turn on and off for Capitalization, and Edit the order of the protection products

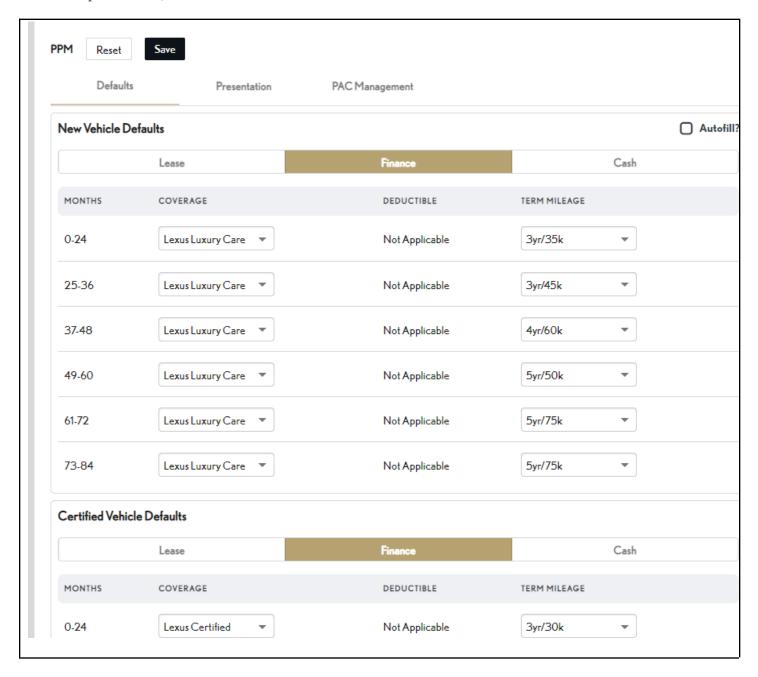


Drag and drop the products to switch orders, new order will show up in MST/MSTC, it may take up to 10 minutes due to cache.

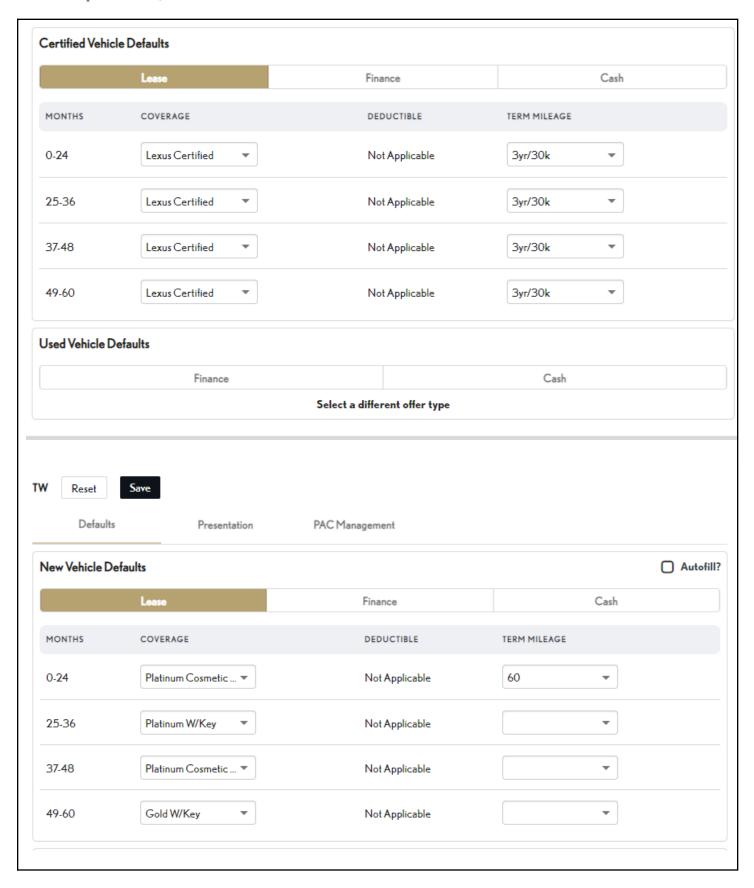








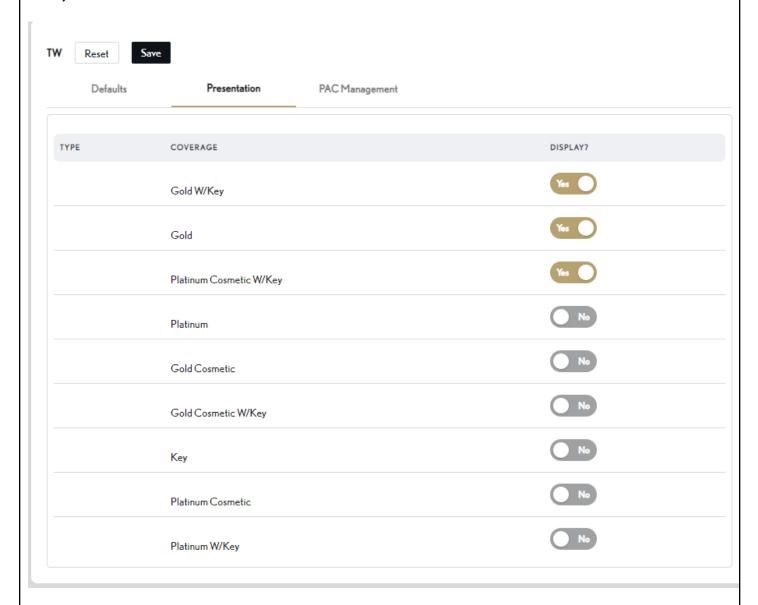




Build: September 12, 2022



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



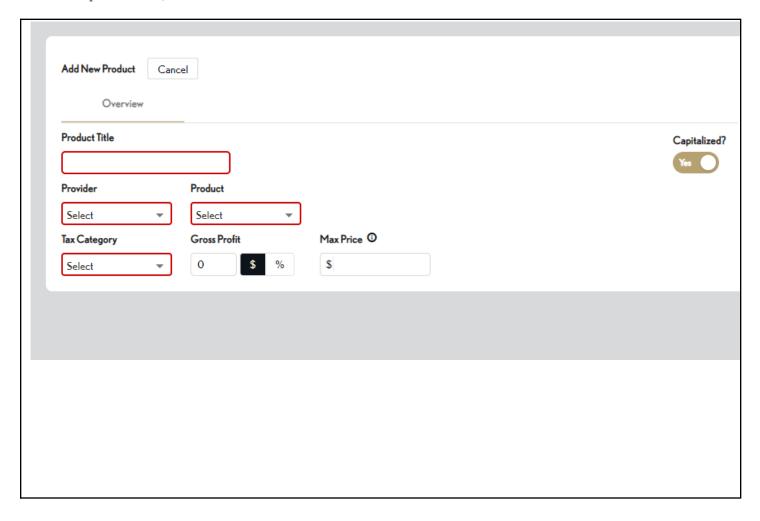
Dealer Staff with PAC role can also set PAC markup through PAC Management

Build: September 12, 2022



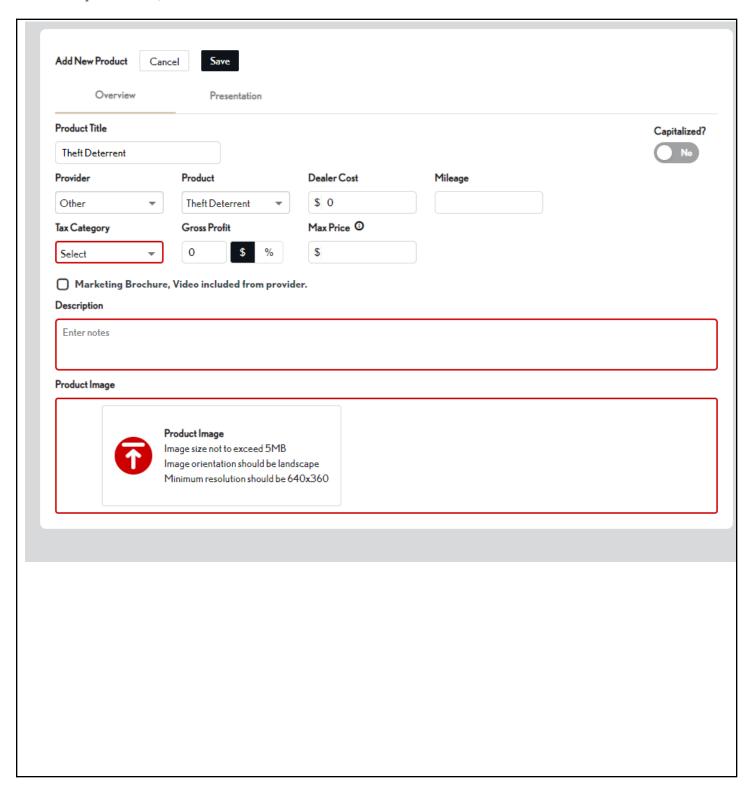
Auto Fill feature allows dealers to apply same change to all coverage levels once Auto Fill field is checked. Reset Defaults Presentation PAC Management New Vehicle Defaults ✓ Autofill? Finance Cash MONTHS COVERAGE **DEDUCTIBLE** TERM MILEAGE 0-24 Platinum Cosmetic ... ▼ 60 Not Applicable 25-36 Platinum W/Key Not Applicable 37-48 Platinum Cosmetic ... Not Applicable 49-60 Gold W/Key Not Applicable **Certified Vehicle Defaults** Cash Finance MONTHS COVERAGE DEDUCTIBLE TERM MILEAGE Platinum W/Key 0-24Not Applicable Ability to add optional Non-Toyota Protection Products by selecting from the existing vendors or dealer defined (others).





Build: September 12, 2022





Reminders

Build: September 12, 2022



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