Build: September 12, 2022



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 48 60 72 |
| | Select Up to 3 Standard Lease Terms* Select Featured Term for Lease * 24 36 48 |
| | 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 * |
| | Select ▼ 24 36 48 |
| | Select Up to 3 Standard Finance Terms * Select Featured Term for Finance * Select |
| | Reset |

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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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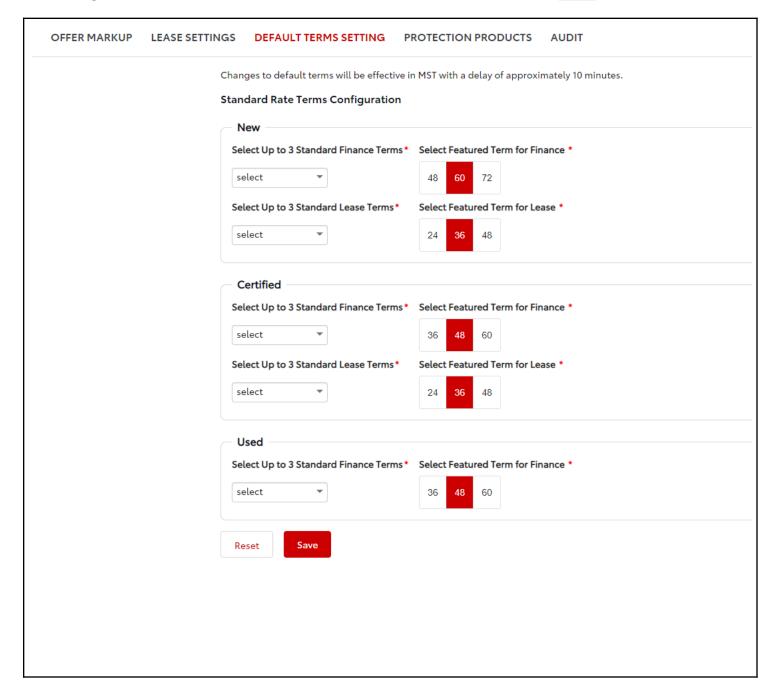
MSTC View:

| Payme | ent Options (3) | Sort: Recommended | |
|-------|------------------|-------------------|--|
| 0 | \$650 /mo. 7.82% | % APR 48 mos. | |
| • | \$539 /mo. 7.82% | APR 60 mos. | |
| 0 | \$471 /mo. 8.21% | 6 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.





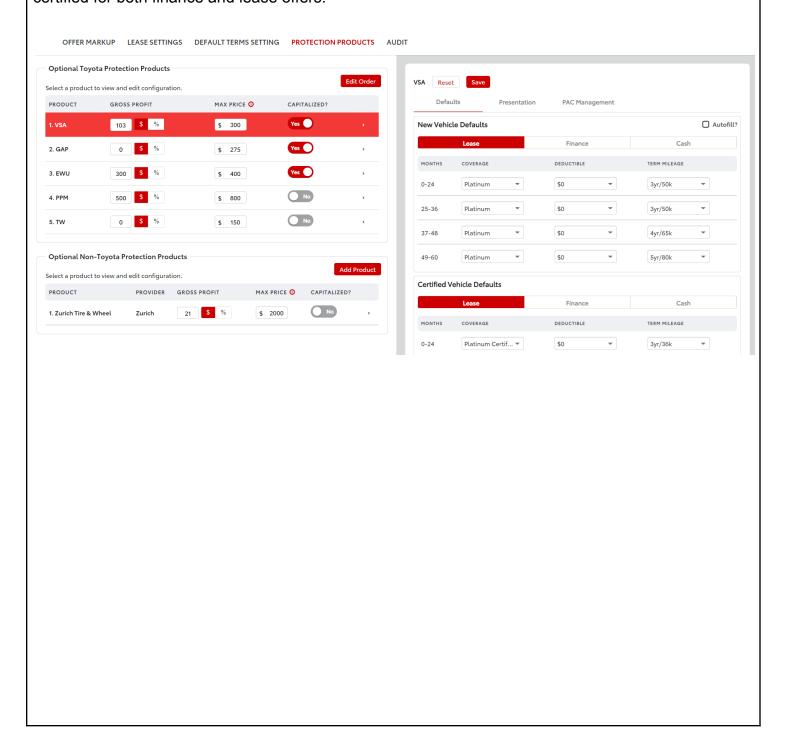
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Protection Products Setting

New Protection Products Configuration Screen

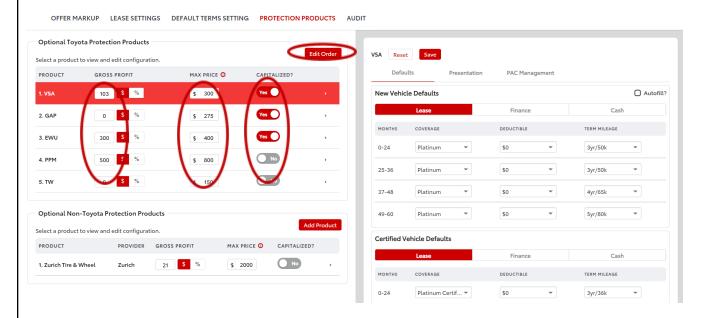
F & I admin will replace Management console for protection production configuration. It allows dealer F&I admins to configure gross profit, max price, capitalization, and preference setting for new, used, certified for both finance and lease offers.



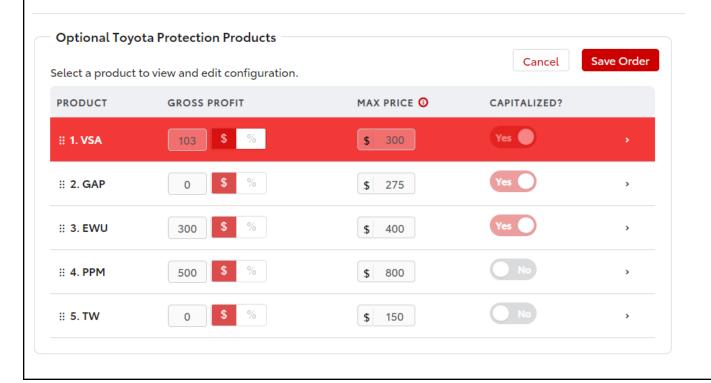
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Add/Edit Gross Profit by \$ and %, Add/Edit Max Price, Turn on and off for Capitalization, and Edit the order of the protection products

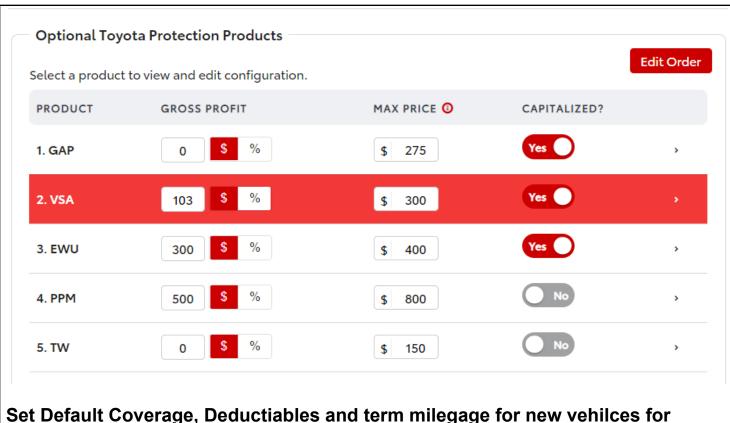


Drag and drop the products to switch orders, new order will show up in MST/MSTC, it may take up to 10 minutes due to cache.



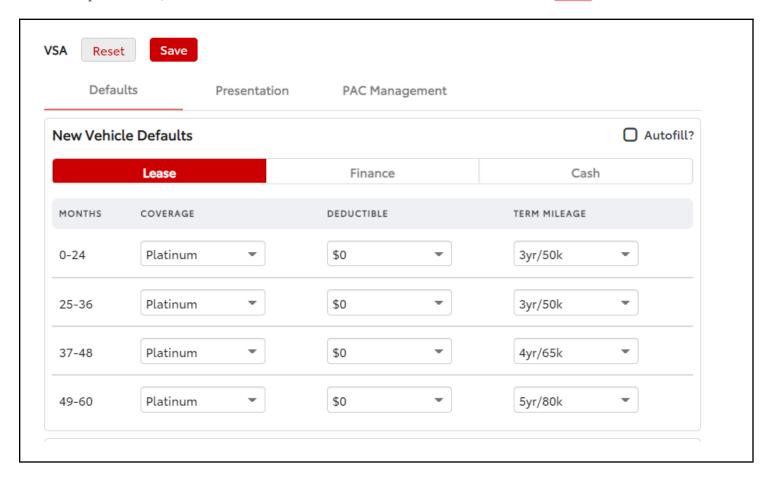
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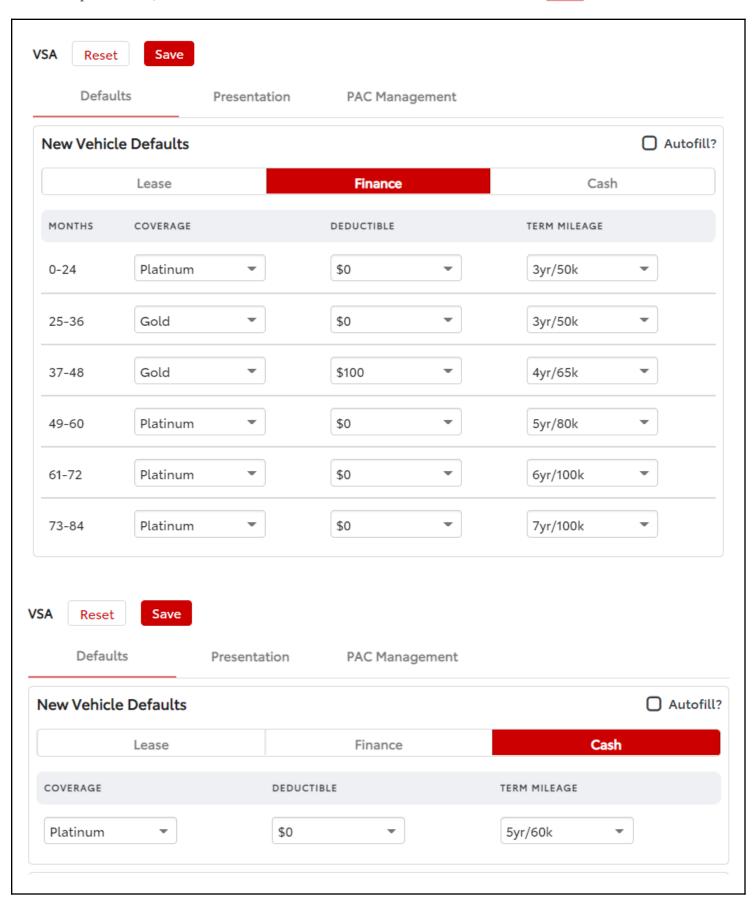


Set Default Coverage, Deductiables and term milegage for new vehilces for finance, lease and cash offers

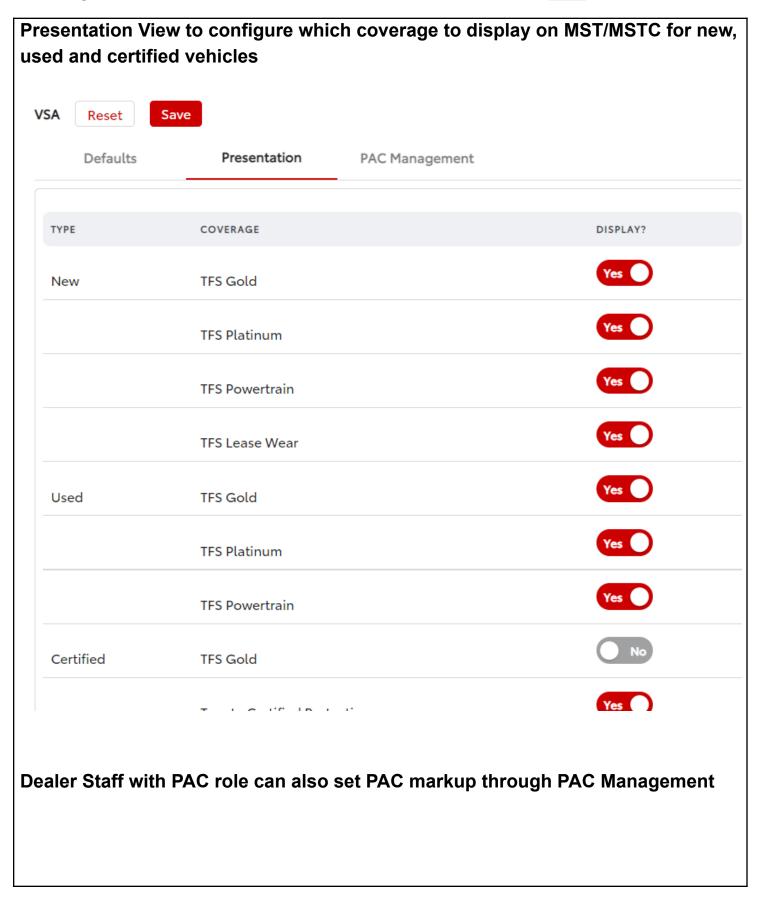








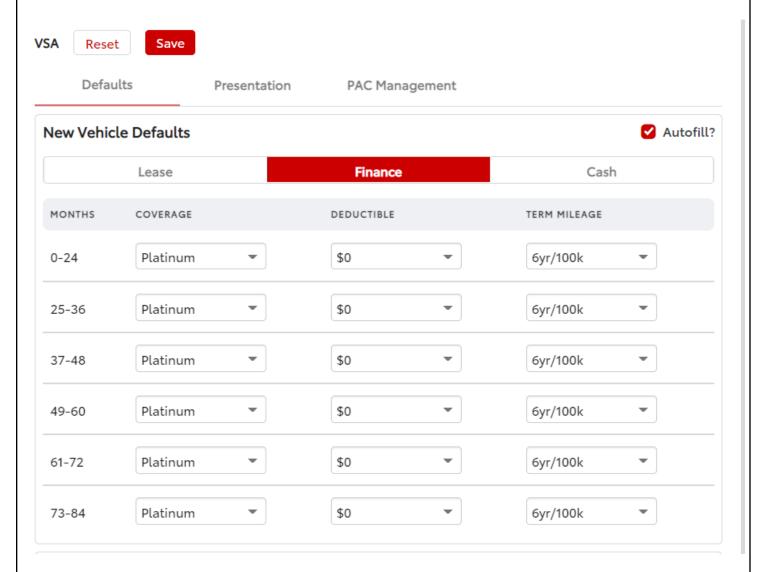




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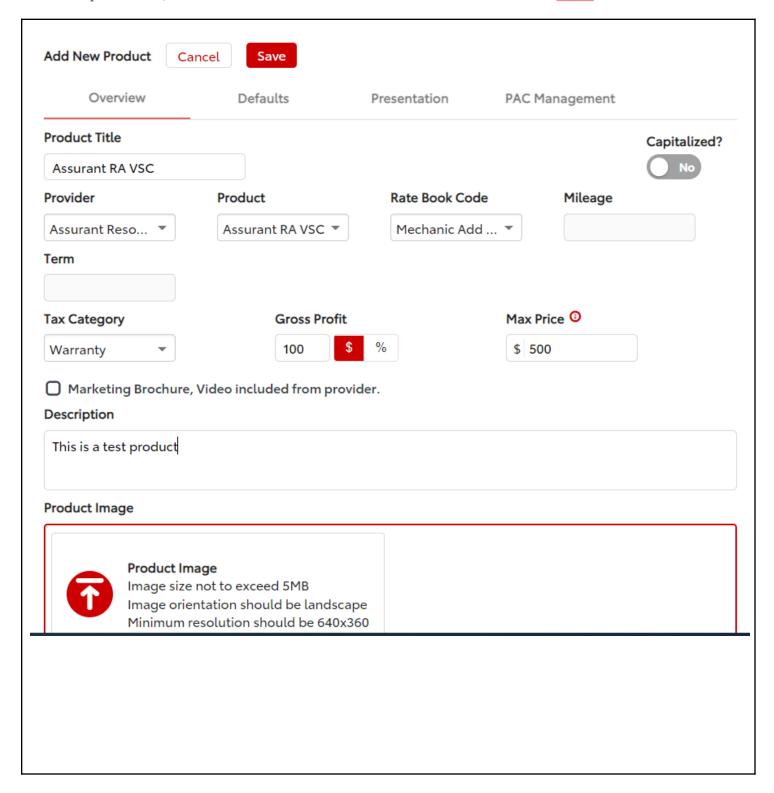


Auto Fill feature allows dealers to apply same change to all coverage levels once Auto Fill field is checked.



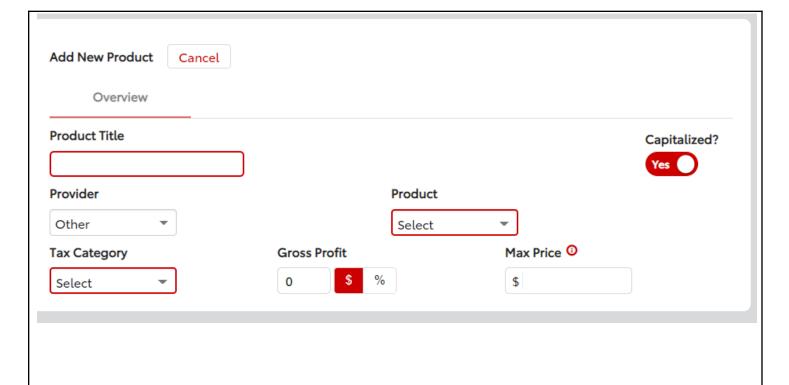
Ability to add optional Non-Toyota Protection Products by selecting from the existing vendors or dealer defined (others).





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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