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Target

Summary of changes, details follow

Enhancements
Offer Details – Will now stop user from advancing if required fields are not fulfilled.
Target now has a confirmation pop-up when creating a campaign.

Target Offer Details

Will now stop user from advancing if required fields are not fulfilled.

 Offer Details

Select the offer type you would like to include in your view, and the input fields will appear to the right.

Offer Type

Purchase

Lease

Purchase Offer Details

Offer Template:

Expiration Date:

Stock Number:	Year:	Make:	Model:
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Selling Price:	Term:	APR:	Down Payment:
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Rebate:			
<input type="text"/>			

Required fields: Selling Price, Term, Stock # or Year/Make/Model, APR.

Target

Dealers will now see a pop-up when creating a campaign. This provides them an overview of the campaign details and an opportunity to send or cancel.

The screenshot displays a web interface with a modal window titled "Create Campaign (1 Customers)". The modal has a sidebar with "Campaign Detail" selected and "Template Preview" below it. The main content area contains the following fields:

- Name:** A text input field.
- Description:** A text input field.
- Delivery Type:** A dropdown menu with "Email Task" selected.
- Template:** A dropdown menu with "0 0aaDigital Media - Aspecials" selected.
- Send on behalf of:** A dropdown menu with "Sales Rep" selected.
- Exclude customers who have been campaigned to in the last:** A dropdown menu with "30" selected and a unit dropdown with "days" selected.
- Max Events Per Day:** A dropdown menu with "1" selected.

Below the "Max Events Per Day" field, it says "Estimated 1 Day(s) to Complete Campaign". At the bottom right of the modal is a blue "Create" button. Above the modal, a smaller system message box from "moto.qa.vinsolutions.com" asks "Create campaign for 1 customers?" with "OK" and "Cancel" buttons.

Target – PBI/Bug Release items

Enhancements
The [DEALER PRINCIPLE FULL NAME] token now functions properly
Several email tokens that were not replacing are now fixed
Several [USER EMAIL ADDRESS] tokens would not replace unless the [USER NAME] token was present. This is resolved.
Some of the Target system views are powered by service data. The ability to access service data is a TargetPro feature. These views are no longer available for base Target dealers.

Target/TargetPro/TargetPro+

Target now automatically adds an identifier to the front of campaign name when creating a campaign from Target. The identifier corresponds to the dealer's Target product and allows for better ROI tracking on the Campaigns Dashboard.

- Target = T
- TargetPro = TP
- TargetPro+ = TPP

<u>TPP_campaigns2</u>	05/31/2016- 05/31/2016	17	0	0	0	0	0	0	0	0
<u>TPP_James Tests</u>	05/31/2016- 05/31/2016	8	0	0	0	0	0	0	0	0
<u>TPP_prameela - campaigns</u>	05/31/2016- 05/31/2016	17	0	0	0	0	0	0	0	0

TargetPro/TargetPro+

“Generate Offer” screen now displays errors to the user when template tokens fail to replace.

Generate Offer

Customer Vehicle
2006 Lexus IS 250 - Sold - Est. Equity: \$5,180

Content Template: Target - Upgrade Lease
Offer Template: No valid offer templates were found.

Template Error: [TARGET LEASE REPLACEMENT Year], [TARGET LEASE REPLACEMENT Make], [TARGET LEASE REPLACEMENT Model], [TARGET LEASE REPLACEMENT Trim], [TARGET LEASE VehicleStockPhoto], [TARGET LEASE REP...]

Stock Number:

Year: 2016	Make: Honda	Model: Accord	Trim: LX
Selling Price: \$26,000	Term: 36	Rebate: \$500	Down Payment: \$1,000

APR: 5 %

Estimated Monthly Payment: **\$579**

VinLens/VinURL

Enhancements

Corrected the malformed link in traffic history. When a user clicks a link in “Live Website Traffic Detail” or “VinLens Website” history the link will open the page in a new window/tab.

Communications

Summary of changes, details follow

Enhancements
We have updated the code in our system to allow for customers located in Canada to acquire toll-free numbers from Twilio to use for call tracking campaigns.
The Agent Name has been added back to the dashboard in Call Provider Log from the VCT (Out) and VCT (In) view. If we were not able to identify a single agent for the number, you will see Multiple Agents instead of the user name.
Introduced pagination to the VCT Call Provider Log. For dealers who have more than 2500 calls logged in a month, the LM view of the call provider log was not loading. We have added pagination to this page which will load 10 calls within the window and allow for moving through pages preventing time-outs.
We have updated the CRM to load the Email Statistics Report within the same window frame as the report selection.

Communications

Previously the ability for Canadian dealers to acquire toll-free call tracking numbers involved development resources as they were not able to use the Call Tracking screens in the CRM. We have updated the code in our system to allow for customers located in Canada to acquire toll-free numbers from Twilio to use for call tracking campaigns.

CRM Inventory **Campaigns** Websites VinLens Reports Settings Admin

Create AutoMarketing Campaign Campaign Dashboard Manage Campaigns Call Tracking Create Custom Campaign Approval Ma

Acquire New Campaign Call Tracking Phone Number

1) Select Area Code / Toll Free

Local Numbers

250 604 778

780 236

Toll Free

800 888 877

866 855

Phrase (optional):

2) Choose Phone Number

(855) 664-6175 (855) 246-0665

(855) 215-7670 (855) 569-3639

(855) 410-1398 (855) 631-2319

(855) 290-7207 (855) 447-3297

(855) 228-3953 (855) 410-1729

(855) 782-3722 (855) 598-4014

(855) 598-3175 (855) 246-9756

(855) 782-3616 (855) 289-3198

3) Confirm and Activate Number

Forward To Number *

Description

Select Website

Select Campaign

Communications

The Agent Name has been added back to the dashboard in Call Provider Log from the VCT (Out) and VCT (In) views. If we were not able to identify a single agent for the number, you will see “Multiple Agents” instead of the user name.

Call Provider Log Print						
From: 5/26/2016		To: 5/27/2016		Call Type: Inbound	Call Provider: VinSolutions Call Tracking	Refresh
Today Yesterday Last 7 Days MTD LM						
Call Provider	Customer	Agent	Date	Duration		
-- No filter --		-- No filter --				
VinSolutions CallTracking VinSolutions CallTracking-Inbound	CALL UNASSIGNED PROSPERITY FOOD MERRIFIELD, VA 22046 (703) 208-3400	VinSolutions Test User4 (913) 333-3333	5/26/2016 4:41 PM	0.35 (min)		
VinSolutions CallTracking VinSolutions CallTracking-Inbound	CALL UNASSIGNED H E WILLIAMS FT WALTON BEACH, FL 32548 (850) 864-1627	Multiple Agents (913) 825-6124	5/26/2016 3:46 PM	29.92 (min)		
VinSolutions CallTracking VinSolutions CallTracking-Inbound	CALL UNASSIGNED Cell Phone ID BLACKFOOT, ID 83221 (208) 681-8757	Multiple Agents (913) 825-6124	5/26/2016 9:43 AM	60.02 (min)		
					3 items in 1 pages	

Communications

We have introduced pagination to the VCT Call Provider Log. For dealers who have more than 2500 calls logged in a month, the LM view of the call provider log was not loading.

We have added pagination to this page which will load 10 calls within the window and allow for moving through pages preventing time-outs.

Call Provider	Customer	Agent	Date	Duration
Call Provider Log Print From: 5/1/2016 To: 5/31/2016 Call Type: Outbound Call Provider: VinSolutions Call Tracking Refresh Today Yesterday Last 7 Days MTD LM				
-- No filter --		-- No filter --		
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Reardon, Brendan Reardon, Brendan 10365 Franlio Rd Eden Prairie, MN 66202 (612) 221-8772	Chris Pickett (913) 396-2372	5/25/2016 4:19 PM	0:10 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Reardon, Brendan Reardon, Brendan 10365 Franlio Rd Eden Prairie, MN 66202 (612) 221-8772	Chris Pickett (913) 396-2372	5/24/2016 1:37 PM	0:10 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Reardon, Brendan Reardon, Brendan 10365 Franlio Rd Eden Prairie, MN 66202 (612) 221-8772	Chris Pickett (913) 396-2372	5/23/2016 1:43 PM	0:08 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Svoboda, Zachary Svoboda, Zachary 1780 N Lennox St Olathe, KS 66061 (913) 207-7920	James Campbell (913) 317-8302	5/23/2016 8:33 AM	1:67 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Reardon, Brendan Reardon, Brendan 10365 Franlio Rd Eden Prairie, MN 66202 (612) 221-8772	Chris Pickett (913) 396-2372	5/19/2016 1:06 PM	1:68 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	20160518_Deploy 20160518_Deploy 42 Wine Cellar Cir Weatherford, TX 76086 (913) 703-3202	Mobile Manager (913) 449-0752	5/18/2016 10:18 PM	0:60 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Rombach, PRCO Rombach, PRCO 42 Wine Cellar Cir Weatherford, TX 76086 (913) 703-3202	Mobile Manager (913) 449-0752	5/18/2016 1:36 AM	0:98 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Bond, Iggy Bond, Iggy 123 Main St Oak Park, KS 66000 (913) 123-4567	Mobile Manager (913) 449-0752	5/18/2016 1:11 AM	0:43 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Piggelidy, Gang Piggelidy, Gang 9421 W 162nd St Overland Park, KS (913) 555-1212	Mobile Manager (913) 449-0752	5/17/2016 1:22 PM	1:67 (min)
NIA VinSolutions CallTracking VinSolutions CallTracking-Outbound	Piggelidy, Gang Piggelidy, Gang 9421 W 162nd St Overland Park, KS (913) 555-1212	Mobile Manager (913) 449-0752	5/17/2016 1:19 PM	0:42 (min)
1 2 3				21 items in 3 pages

Communications

The Email Statistics Report was not loading under Reports>CRM>Email Statistics because of the type of modal window previously used for this report was no longer being supported by web browsers. We have updated the CRM to load the report within the same window frame as the report selection.

The screenshot displays the CRM Reports interface. The top navigation bar includes CRM, Inventory, Campaigns, Websites, VinLens, Dashboards, Reports, Settings, and Admin. Below the navigation bar, there are links for 'View All Reports' and 'View Legacy Custom Dashboards'. The main content area is titled 'Email Delivery graph' and features a date range selector from '6/1/2016' to '6/8/2016' and a 'Search' button. The graph area is currently empty, with a legend on the right listing categories: Delivered, Submitted, Bounced, Dropped, Spam Report, Deferred, and Invalid. The ZingChart logo is visible in the bottom right corner of the graph area. On the right side of the interface, there is a list of reports, with 'Email Statistics' highlighted by a red circle. The list includes: Desk Log, Sold Log, Message Log, Bad Leads, Lost Leads, Sold Leads, Customer Search, Email Read Log, Email Statistics, Response Times, Active Leads with No Future Follow-up, Customers with Equity, No Longer Owns Log, Lead Source, Lead Source ROI, and Lead Source ROI - Classic.

Desking

Summary of changes, details follow

Expected Release Date	Enhancements
6/14/16	Total Taxes – Dealers will now be able to toggle “Upfront” taxes individually to “Capped” (capitalized), improving on the previous functionality that limited users to only toggle “upfront” taxes as a group.
6/2/16*	WI (113) Cap Reduction Tax is now based on the taxable % of cap reduction identified by the Wisconsin Automobile & Truck Dealers Association
6/2/16*	MD (35) Tax credits will now only apply to the trade-in with the highest trade allowance
6/2/16*	Payment Roll for Weekly & Bi-Weekly Payment Frequencies now use the correct frequency for recalculating the payment
6/2/16*	TN Single Article tax will no longer be added to the Subtotal when it should only be added to the Gross Cap Cost

*denotes released as part of Continuous Deployment

Desking – Total Taxes

This enhancement provides additional tax assignment options by allowing users to toggle upfront taxes individually to 'Capped' (capitalized), improving upon the previous functionality which limited users to only toggle 'upfront taxes' as a group.

- Current State** - This screen shows how users currently toggle taxes to "capped." There is no option to mark individual taxes.
- Future State** – The new screen allows users to toggle upfront taxes in the Tax Detail screen. Users can click the corresponding "Upfront" or "Capped" button to move the taxes to their appropriate places.

Due At Lease Signing

Amount Due at Lease Signing

Item	Capitalize	Amount
First Monthly Payment	<input type="checkbox"/>	238.93
Upfront Fees	<input type="checkbox"/>	0
Additional Upfronts	<input type="checkbox"/>	0
Upfront Taxes	<input checked="" type="checkbox"/>	0
Capitalized Cost Reduction		3,511.07
Amt Due At Lease Signing		3,750

How the Amt Due at Lease Signing will be paid (Itemization)

Item	Amount
Rebates and Noncash Credits	750
Amount Paid by Customer	3,000
Additional Capitalized Cost	0
Amount Paid by Dealer	<input type="text" value="0"/>
Total	3,750

Tax Detail

Manually Enter Taxes:

Monthly Taxes:

Upfront Taxes:

Capitalized Taxes:

Taxes are based on the Dealer's address.

State: KS
County: Palm Beach
City: Overland Park

		Taxable Amount	Calculated Tax	Method
Monthly Tax				
KS State	6.5 %	\$58,429.33	\$ 3,797.91	Monthly Use
Overland Park, KS (KS City)	\$ 48.00		\$ 45.00	Monthly Use
Upfront Tax				
KS State CCR	6.5 %	\$ 2,500.00	\$ 162.50	<input type="button" value="Capped"/>
Capitalized Tax				
Documentation Fee	1.15 %	499.00	32.44	<input type="button" value="UpFront"/>
License Fee	1.15 %	249.99	16.25	<input type="button" value="UpFront"/>

VinStickers

Enhancements

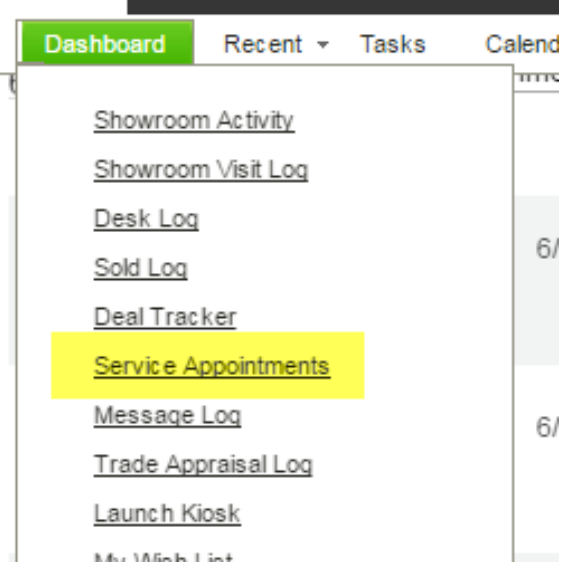
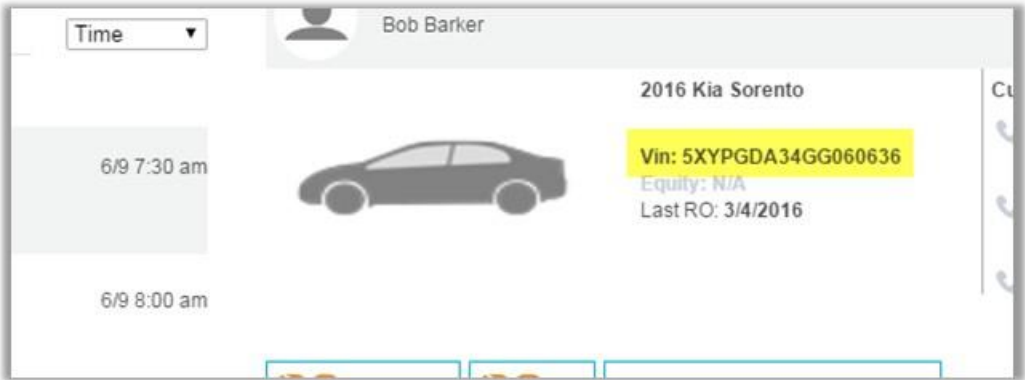
VinStickers links are now directing to the correct pages

Now you can create addendums to VinStickers

Service Appointment Board Updates

VIN Number: To provide dealers with more detail, the service vehicle VIN will now be displayed with the vehicle information when viewing the details of any service appointment.

The link to the service appointment screen in the “CRM -> Dashboard” menu has been updated and now reads “Service Appointments”.



Additional Enhancements

Expected Release Date	Enhancements
6/14/16	To provide dealers with more detail, the service vehicle VIN will now be displayed with the vehicle information when viewing the details of any service appointment.
6/2/16*	The link to the service appointment screen in the “CRM -> Dashboard” menu has been updated and now reads “Service Appointments”.
6/14/16	The VinCommunity is no longer active and the link has been removed from the navigation in the upper right corner of VinConnect.
6/14/16	CASL - Dealers can now restrict a Salesperson's ability to make edits to the EBR/Subscriptions modal, using the existing 'Remove Sales Rep ability to edit Do Not Email, Call, Mail' setting.

*denotes released as part of Continuous Deployment

Additional Bug Fixes

Enhancements
When co-buyer information is received through a DMS imported sale record, the co-buyer information will now be updated correctly on the existing sale record in the CRM.
Deal information, such as front and back gross, will no longer be displayed to users with sales rep access when they're viewing a sold record in the new mark sold page.
When entering a Business Name via the Customer Information modal, upper case characters are now being saved successfully.

Integration – Bug Fixes

Enhancements

Dealer issue resolved. Inventory with photos now exporting to GM, AutoTrader and Cars.com. For vehicles without an image, the “No Photo” image will no longer be sent in inventory exports to third parties.