

# Connect Release March 23

## Highlighted Enhancements

- [Target](#)
- [Inventory Dashboard](#)
- [Removed Silverlight Test](#)
- [Lincoln OEM Compliance](#)

## Miscellaneous Enhancements and Bug Fixes

- [VinLens](#)
- [Desking – Tax and Payment Fixes](#)
- [Communications Bug Fixes](#)
- [Additional Enhancements and Bug Fixes](#)

## Category Updated – Offer Details

The Calculate Estimated Payment section has been updated to Offer Details and has moved to the top of the view for improved workflow.

Create New Target View

+ View Configuration

- Offer Details

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

Offer Type	Payment Type	Inputs															
<input checked="" type="checkbox"/> Purchase	<input type="text" value="Purchase"/>	<table border="1"><tr><td>Stock #:</td><td><input type="text"/></td><td>Year/Make/Model</td><td><input type="text"/></td><td><input type="text"/></td></tr><tr><td>Selling Price:</td><td><input type="text"/></td><td>Term:</td><td colspan="2"><input type="text"/></td></tr><tr><td>Down Payment:</td><td><input type="text"/></td><td>APR#:</td><td colspan="2"><input type="text"/></td></tr></table>	Stock #:	<input type="text"/>	Year/Make/Model	<input type="text"/>	<input type="text"/>	Selling Price:	<input type="text"/>	Term:	<input type="text"/>		Down Payment:	<input type="text"/>	APR#:	<input type="text"/>	
Stock #:	<input type="text"/>	Year/Make/Model	<input type="text"/>	<input type="text"/>													
Selling Price:	<input type="text"/>	Term:	<input type="text"/>														
Down Payment:	<input type="text"/>	APR#:	<input type="text"/>														

+ Columns

+ Filters

+ Sorting

Cancel Create New View

Create New Target View

+ View Configuration

+ Offer Details

+ Columns

- Filters

Select which fields you would like to filter on.

Field	Filter	Filter Range
Customer		
Website		
Vehicle Deal		
Vehicle Service		
Offer Estimates		
Estimated Purchase		
Estimated Lease		

+ Sorting

+ Grouping

Cancel Create New View

## New Filters – Offer Estimates

Filtering on estimated offer payments is now available and allows users to create segments based on estimated offer payment (e.g. customer offer payments would be between \$300 - \$350 / mo.)

## New Column – Last Marketed Date

A new column is available that shows the last date that the customer was last included in a campaign.

**Columns**

Use the multiselect dropdown to select which columns that you want to see in your view. Once you have selected your columns you can drag and drop them into the order in which you would like to display them in the view.

**Customer**

- Do Not Mail
- Last Outbound Attempt
- Last Inbound Contact
- Service Visits
- Total Purchased
- Total Lease
- ✓ Last Marketed Date
- Website
- Vehicle Deal
- Vehicle Service

**Drag and Drop to reorder columns.**

Last Marketed Date

+ Filters

+ Sorting

+ Grouping

Cancel Save View Save As View

# Target

## Create Campaign – Name & Description

When exporting to campaigns, the name field will be used for the Campaign Name and the description field will be used for the task description. The description will show up on user's task page.

### Export To Campaigns (582 Customers) ×

- Campaign Detail**
- Template Preview

**Name:**

**Description:**

**Delivery Type:**

**Template:**

**Send on behalf of:**

**Exclude customers that have been campaigned to in the last:**

**Max Events Per Day:**

Estimated 1 Day(s) to Complete Campaign

**Export**

Release date	Other Enhancements
2/25/16	Fixed the “Operator Incompatible” error when exporting to campaigns from Target.
2/23/16	Fixed Estimated Lease Payment values not working in Target.
3/1/16	Default value for Service Visits column in Target is now 0 – allows filtering of less than 1 service visit.
<i>The Enhancements below will release by March 31st</i>	
	Enhanced accuracy of Marketing banner seen on Customer Dashboard when a customer was included in a campaign.
	Removed Last (TYPE) Export fields and replaced with Last Marketed Date field.
	Vehicle stock photo can now be retrieved and used in Target Template.
	A user now has the ability to select <i>valid</i> existing Offer Templates from the Generate Offer UI so that I can select pre-configured offers to use for customers
	In Target I can use Expiration Date from my Offer Template so that I can include this date in my Target templates.
	A user, has the ability to select <i>valid</i> existing Offer Templates from the Target UI so that I can select pre-configured offers to use for customers.

# Retiring Legacy Inventory Dashboard

Connect Dashboards- The Legacy Inventory Dashboard will be retired with this release. Enjoy the new platform!



# Removed Silverlight text

The yellow text which appears on the left side of the frame when logged into VinConnect, has been removed.

VinCONNECT Vincare Training #6210  
Ceilia Cravens viewing as Aaron Eggleston

CRM Inventory Desking Campaigns Websites VinLens Reports Settings

Dealer List Support 1 Support 2 Websites Implementation System DMS Dev Billing

Admin >> Dealers

Dealer name:  Status: Active  
Affiliate: -- Select -- Page:

Search Add CRM Enabled: -- Any --

Action	Dealer #	Status	Aff	Dealer Name	Phone
	7055	New or Unknown	VINSTICKER		
	8288	New or Unknown	VINSTICKER		
	7792	Complete	VINSTICKER	Bob Ruwart Motors Inc	(307) 322-3146
	1875	Complete	VINSTICKER	Ciocca Ford of Souderton	(800) 503-7716
	3208	Complete	VINSTICKER	Example CRM	(913) 825-6124
	7382	Complete	VINSTICKER	Fremont Chevy Buick GMC Cadillac	(888) 274-7617
	4149	Complete	VINSTICKER	Gabriel/Jordan Chevrolet Cadillac	(903) 657-2506
	7546	Complete	VINSTICKER	Hi-Line Garage	(704) 532-9200
	5648	Complete	VINSTICKER	Honda World	(502) 499-5040
	7907	Complete	VINSTICKER	Mazda & Volkswagen of Fredericksburg	(540) 898-1600
	10128	Complete	VINSTICKER	Ville Platte Chrysler Dodge Jeep Ram	(337) 363-6627
	8362	Complete	VINSTICKER	\$5,000 & Under	(954) 967-5665

Page 1 of 411

Current view

VinCONNECT Vincare Training #6210  
Ceilia Cravens viewing as Aaron Eggleston

CRM Inventory Desking Campaigns Websites VinLens

Dealer List Support 1 Support 2 Websites Implementation System

Admin >> Dealers

Dealer name:  Status: Active  
Affiliate: -- Select --

Search Add CRM Enabled: -- Any --

Action	Dealer #	Status	Aff	Dealer Name
	7055	New or Unknown	VINSTICKER	
	8288	New or Unknown	VINSTICKER	
	7792	Complete	VINSTICKER	Bob Ruwart Motors Inc
	1875	Complete	VINSTICKER	Ciocca Ford of Souderton
	3208	Complete	VINSTICKER	Example CRM
	7382	Complete	VINSTICKER	Fremont Chevy Buick GMC Cadillac
	4149	Complete	VINSTICKER	Gabriel/Jordan Chevrolet Cadillac
	7546	Complete	VINSTICKER	Hi-Line Garage
	5648	Complete	VINSTICKER	Honda World
	7907	Complete	VINSTICKER	Mazda & Volkswagen of Fredericksburg
	10128	Complete	VINSTICKER	Ville Platte Chrysler Dodge Jeep Ram
	8362	Complete	VINSTICKER	\$5,000 & Under

New view

# Lincoln OEM Compliance

Per Lincoln OEM's compliance, if a Model is listed, "Lincoln" must precede the Model and must be capitalized. When Dynamic Comments are selected "Lincoln" is now added.

Option Codes (#):

Vehicle Pricing	Website Pricing Options
Internet Price: 44,180 Lot Price: 44,829 Compare to price: <input type="text"/> -- Price Type -- ▾	Cost: 42,174 Wholesale: <input type="text"/> Invoice: 41,744 MSRP: 44,829
<input type="checkbox"/> Internet Special <input type="checkbox"/> Internet Special 2 <input type="checkbox"/> Hide Price	
Override Price Label: <input type="text"/> -- Price Field -- ▾	

**Vehicle Comments**

You can select a pre-defined comment from the list below to populate this vehicle's sales pitch or comment, or manually enter one in the field below. Configuring your commonly used comments is recommended. Comments are shown on VinSolutions websites and sent to most 3rd party classified sites. **NOTE: Do NOT use HTML or javascript in vehicle descriptions!**

Pre-Defined Comment: -- Select Pre-Defined Comment -- ▾ [Select Comment](#) [Manage Comments](#)

You may customize the comments in the "Comment Template" field, and then click the "Update" button to copy comments into the "Comment" field. Optional template fields will be processed and put in to the final comment.

Comment Template: **[Dynamic Comments]** Cortese Paint Protection and RainX Glass Shield protects your car for One Year...Guaranteed! Call or Click for more information and a no-obligation test drive or information on unadvertised incentives: 1-800-501-6470. Proudly serving Rochester NY and the Genesee Valley for 39 years!

[Update Comment](#) [Randomize Comment](#)

Comment: Awesome!!! It just doesn't get any better!! This Vehicle is simply super in every aspect. One of the finest cars around, you won't believe what you get for the money!! Great MPG: 33 MPG Hwy.. Safety equipment includes: ABS, Traction control, Curtain airbags, Passenger Airbag...Other features include: Bluetooth, Power door locks, Power windows, Heated seats, Auto... Cortese Paint Protection and RainX Glass Shield protects your car for One Year...Guaranteed! Call or Click for more information and a no-obligation test drive or information on unadvertised incentives: 1-800-501-6470. Proudly serving Rochester NY and the Genesee Valley for 39 years!

Short Comment: *Short comment is used on VinSolutions dealer websites as a short tagline*



Enhancements were made to support the continuous deployment initiative and to improve the integration with DDC.

Expected Release date	Description
3/3/2016	Resolved an issue causing VinLens to fail to load due to a number of Dealer.com websites use Secure Socket Layer.
3/10/2016	VinLens traffic now shows on Internet Explorer 11.

# Desking - Tax and Payment Fixes

On 3/15, released fixes that corrected 3 state specific tax related issues and several other issues including problems with the Total Due being different in the lease scenario that it is in the Total due at signing breakdown.

On 3/22 we expect to release 2 fixes that deal with the Ford Local Fee for several states.

Expected Release date	Description
3/15/16	In CT, Dealertrack DMS lease deals with negative equity will now calculate taxes properly
3/15/16	For ME, Taxes will now be calculated based on pre-tax payment when taxes are modified from UpFront to Capped
3/15/16	Issue with KY purchase tax not taxing accessories has been corrected.
3/22/16	Ford Local Fee for AR, CT, KY, RI, VA and WV will now be properly applied.
3/22/16	In Missouri, the Ford Local Fee for property tax will now be part of the taxable payment for the MO monthly use tax
3/15/16	When a dealer is desking a deal for customer in GA and clicks on the DoR Assessment link they will now be redirected to the correct website.
3/15/16	The issue with the Total Due at signing on a 'One Pay' lease being different in the Lease Scenario than it is in the Total Due at signing breakdown has been fixed.
3/15/16	This fixes the issue with the Ford Lessor check box not staying checked after saving.
3/15/16	Fixes a Hawaii specific issue with the Showroom Activity Timestamps in Desking not matching the CRM Showroom Activity Timestamps.

# Communication Bug Fixes

Expected Release Date	Description
2/19/2016	Users are now able to send email to any customer and the "From" now displays on the Send email page.
2/19/2016	Emails being sent from a Domain exclusion will now be parsed correctly.
2/26/2016	Body of email is now showing in the notes and history for customer.
3/4/2016	Dealer Issue resolved: Restore missing emails from #41789 fixed on 2/26/16.
3/2/2016	Dealers now able to access Smartermail- Server is fixed.
3/5/2016	Email accounts are now able to log in to SmarterMail using their credentials (related to 43022).
3/10/2016	Request to change the dealer SMS number for store #10815 to contain the local area code (212 to 708)
3/10/2016	Adjust the SMS phone number area code to reflect the area code of Subaru of Baton Rouge (225)
3/10/2016	Adjust the SMS phone number area code to reflect the area code of Infiniti of Baton Rouge (225)
3/10/2016	Adjust the SMS phone number area code to reflect the area code of Acura of Baton Rouge (225)
3/10/2016	Adjust the SMS phone number area code to reflect the area code (973)
3/14/2016	Twilio resolved SMS messages using their dealer SMS number.

# Additional CRM Enhancements and Bug Fixes

Description
Resolved error that was produced when attempting to scan QR codes from Window Stickers
When a new lead source is being added to the lead source list (settings -> ilm/crm settings -> lead source list), the lead source name will save exactly how it was entered by the user that created it.
If the salesperson on a sold deal has changed in the DMS system after the initial sale creation, the record in the CRM will update to reflect the new sales rep on the sold deal.
Customer birthday follow-up tasks can now be created any time from up to 30 days before a customer's birthday to as long as 30 days after a customer's birthday.

Resolved error that was produced when attempting to scan QR codes from Window Stickers

When a new lead source is being added to the lead source list (settings -> ilm/crm settings -> lead source list), the lead source name will save exactly how it was entered by the user that created it.

If the salesperson on a sold deal has changed in the DMS system after the initial sale creation, the record in the CRM will update to reflect the new sales rep on the sold deal.

Customer birthday follow-up tasks can now be created any time from up to 30 days before a customer's birthday to as long as 30 days after a customer's birthday.