

Console Release Notes

Build: January 22, 2023

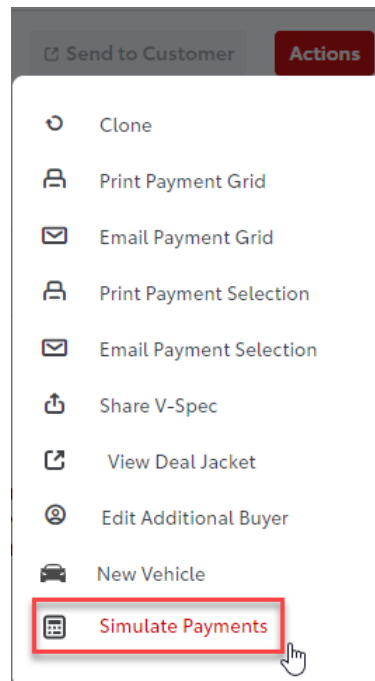


The following enhancements will be implemented in the January Mobile Sales Tool – Console Release.

Console Enhancements

Payment Simulator

This tool allows you to see examples of potential payment options available. The examples are simulated figures based on the variables input in the tool. Access the Payment Simulator by selecting 'Simulate Payments' in the Actions menu.



Console Release Notes

Build: January 22, 2023



The Payment Simulator tool will open allowing you to select a Potential Vehicle. The Vehicle fields should be completed in order, as the selections made will populate the available selections in the subsequent fields. i.e. the selection in 'Make', populates the available selections in 'Series'. The selection in 'Series' drives the options in 'Model Trim'. The selected 'Model Trim' determines the Vehicle Type, Fuel Type, and Horse Power.

Payment Simulator

POTENTIAL VEHICLE Required*

Year * Make *

Series * Model Trim *

4Runner
bZ4X
Camry
Camry Hybrid
Corolla
Corolla Cross

Vehicle Type *

Horse Power *

Payment Simulator

POTENTIAL VEHICLE Required*

Year * Make *

Series * Model Trim *

Sales Class *

Fuel Type *

POTENTIAL PAYMENT

Payment Type *

Term *

HYPO

Sellin

Net Tr

Corolla Cross Hybrid Nightshade Hybrid Nightshade 2.0L CVT AWD
Corolla Cross Hybrid S Hybrid S 2.0L CVT AWD
Corolla Cross Hybrid SE Hybrid SE 2.0L CVT AWD
Corolla Cross Hybrid XSE Hybrid XSE 2.0L CVT AWD
Corolla Cross L L 2.0L CVT AWD
Corolla Cross L L 2.0L CVT FWD

Payment Simulator

POTENTIAL VEHICLE Required*

Year * Make *

Series * Model Trim *

Sales Class * Vehicle Type *

Fuel Type * Horse Power *

Console Release Notes

Build: January 22, 2023



The Payment Simulator will also allow you to manually enter a Series that may not be available to choose in the tool, such as a future series. Select 'Other' in the Series drop down and the subsequent fields can be manually entered.

Payment Simulator

POTENTIAL VEHICLE Required*

Year * 2024 Make * Toyota

Series * Select Model Trim * Select

Tacoma
Toyota Crown
Tundra
Tundra i-FORCE MAX
Venza
Other

Vehicle Type * Select
Horse Power * [input]

Payment Simulator

POTENTIAL VEHICLE Required*

Year * 2024 Make * Toyota

Series * New Model Model Trim * New Trim

Sales Class * New Vehicle Type * Select

Fuel Type * Select Horse Power * [input]

After completing the Vehicle information, you must enter payment type, Term (if applicable), Selling Price, APR (if applicable), and Cash Down (\$0 is allowed). Once all required fields are entered, the Calculate button will become enabled.

Payment Simulator

POTENTIAL VEHICLE Required*

Year * 2024 Make * Toyota

Series * Corolla Cross Model Trim * Corolla Cross L L 2.0L C...

Sales Class * New Vehicle Type * SUV

Fuel Type * Gas Horse Power * 169

POTENTIAL PAYMENT

Payment Type * Finance

Term * 60

Zip Code * 50010

HYPOTHETICAL PRICING

Selling Price * \$30,000 APR * 7.99

Net Trade * \$0 Cash Down * [input]

Add Ons * \$0 Protection * \$0

Incentives * \$0

Simulated Figures

MONTHLY --- AMOUNT FINANCED --- TAXES & FEES

Exit Payment simulations are not saved Calculate Print

Console Release Notes

Build: January 22, 2023



Payment Simulator

POTENTIAL VEHICLE Required*		POTENTIAL PAYMENT	HYPOTHETICAL PRICING	
Year *	Make *	Payment Type *	Selling Price *	APR *
<input type="text" value="2024"/>	<input type="text" value="Toyota"/>	<input type="text" value="Finance"/>	<input type="text" value="\$30,000"/>	<input type="text" value="7.99%"/>
Series *	Model Trim *	Term *	Net Trade *	Cash Down *
<input type="text" value="Corolla Cross"/>	<input type="text" value="Corolla Cross L L 2.0L C..."/>	<input type="text" value="60"/>	<input type="text" value="\$0"/>	<input type="text" value="2000"/>
Sales Class *	Vehicle Type *	Zip Code *	Add Ons *	Protection *
<input type="text" value="New"/>	<input type="text" value="SUV"/>	<input type="text" value="50010"/>	<input type="text" value="\$0"/>	<input type="text" value="\$0"/>
Fuel Type *	Horse Power *		Incentives *	
<input type="text" value="Gas"/>	<input type="text" value="169"/>		<input type="text" value="\$0"/>	

The Payment Simulator is a tool you can use to see examples of different payment options for a potential vehicle based on hypothetical payment terms, pricing and other variables input by you. The calculated simulated figures are for illustration purposes only and do not constitute an actual offer that can be accepted by you. See your local dealer for actual vehicle availability, pricing and financing options.

Simulated Figures

-- MONTHLY -- AMOUNT FINANCED -- TAXES & FEES

Exit Payment simulations are not saved

Calculate **Print**

Clicking Calculate will display the Simulated payment option based on the information entered. The Print button will become enabled. You can print the hypothetical payment options, but note that the Payment Simulations are not saved.

Payment Simulator

POTENTIAL VEHICLE Required*		POTENTIAL PAYMENT	HYPOTHETICAL PRICING	
Year *	Make *	Payment Type *	Selling Price *	APR *
<input type="text" value="2024"/>	<input type="text" value="Toyota"/>	<input type="text" value="Finance"/>	<input type="text" value="\$30,000"/>	<input type="text" value="7.99%"/>
Series *	Model Trim *	Term *	Net Trade *	Cash Down *
<input type="text" value="Corolla Cross"/>	<input type="text" value="Corolla Cross L L 2.0L C..."/>	<input type="text" value="60"/>	<input type="text" value="\$0"/>	<input type="text" value="\$2,000"/>
Sales Class *	Vehicle Type *	Zip Code *	Add Ons *	Protection *
<input type="text" value="New"/>	<input type="text" value="SUV"/>	<input type="text" value="50010"/>	<input type="text" value="\$0"/>	<input type="text" value="\$0"/>
Fuel Type *	Horse Power *		Incentives *	
<input type="text" value="Gas"/>	<input type="text" value="169"/>		<input type="text" value="\$0"/>	

The Payment Simulator is a tool you can use to see examples of different payment options for a potential vehicle based on hypothetical payment terms, pricing and other variables input by you. The calculated simulated figures are for illustration purposes only and do not constitute an actual offer that can be accepted by you. See your local dealer for actual vehicle availability, pricing and financing options.

Simulated Figures

\$614.47 **\$30,215.00** **\$2,215.00**
MONTHLY AMOUNT FINANCED TAXES & FEES

Exit Payment simulations are not saved

Calculate **Print**

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Trade Worksheet Updates

Vehicle Details

Process Trade?

VIN Year Make Model Mileage

Vehicle Type Trade-In Type Tool Value ACV

1. VIN Decode has been added to the Trade worksheet. Enter a complete VIN and click the VIN Decode Icon. If available, the vehicle details will populate.
2. 'Vehicle Type' has been added to the Trade worksheet to enable more accurate tax and fee calculations. The default value selected will be SUV. The selection can be changed when a Trade-In is manually updated or added in Console. For Toyota and Lexus models, the below table provides guidance as it relates to vehicle type.

Make	Model	Type
Lexus	CT	Car
Lexus	ES	Car
Lexus	ES HYBRID	Car
Lexus	GS	Car
Lexus	GS F	Car
Lexus	GS HYBRID	Car
Lexus	IS	Car
Lexus	IS C	Car
Lexus	LC	Car
Lexus	LC CONVERTIBLE	Car
Lexus	LC HYBRID	Car
Lexus	LS	Car
Lexus	LS HYBRID	Car
Lexus	RC	Car
Lexus	RC F	Car
Lexus	GX	SUV
Lexus	LX	SUV
Lexus	NX	SUV
Lexus	NX HYBRID	SUV
Lexus	NX PLUG-IN HYBRID ELECTRIC VEHICLE	SUV
Lexus	RX	SUV
Lexus	RX HYBRID	SUV
Lexus	RX PLUG-IN HYBRID ELECTRIC VEHICLE	SUV
Lexus	RZ	SUV
Lexus	TX	SUV
Lexus	TX Hybrid	SUV
Lexus	TX PLUG-IN HYBRID ELECTRIC VEHICLE	SUV
Lexus	UX	SUV
Lexus	UX HYBRID	SUV

Console Release Notes

Build: January 22, 2023

Toyota	Tacoma	Truck
Toyota	Tundra	Truck
Toyota	Tundra Hybrid	Truck
Toyota	86	Car
Toyota	Avalon	Car
Toyota	Avalon Hybrid	Car
Toyota	Camry	Car
Toyota	Camry Hybrid	Car
Toyota	Corolla	Car
Toyota	Corolla Hatchback	Car
Toyota	Corolla Hybrid	Car
Toyota	Corolla iM	Car
Toyota	GR Corolla	Car
Toyota	GR Supra	Car
Toyota	Mirai	Car
Toyota	Prius	Car
Toyota	Prius <i>c</i>	Car
Toyota	Prius <i>v</i>	Car
Toyota	Prius Prime	Car
Toyota	Toyota Crown	Car
Toyota	Toyota Crown	Car
Toyota	Yaris	Car
Toyota	Yaris Hatchback	Car
Toyota	Yaris iA	Car
Toyota	Yaris Liftback	Car
Toyota	4Runner	SUV
Toyota	bZ4X Electric motors	SUV
Toyota	C-HR	SUV
Toyota	Corolla Cross	SUV
Toyota	Corolla Cross Hybrid	SUV
Toyota	Grand Highlander	SUV
Toyota	Grand Highlander Hybrid	SUV
Toyota	Highlander	SUV
Toyota	Highlander Hybrid	SUV
Toyota	Land Cruiser	SUV
Toyota	RAV4	SUV
Toyota	RAV4 Hybrid	SUV
Toyota	RAV4 Prime	SUV
Toyota	Sequoia	SUV
Toyota	Sienna	SUV
Toyota	Venza	SUV

3. The layout and order of the Trade fields have been updated with the addition of the 'Vehicle Type' field.

Opening Write-Ups with a Vehicle of Interest and a Trade in Pending Review or Trade Approved Status

Write-Ups in 'Pending Review' or 'Trade Approved' Status with a Vehicle of Interest and a Trade will now be able to be Priced in Console. Double click the write-up, or single click and select details in the Quick View Menu that opens to the right to open the write-up. You will be brought to the Trade worksheet. You can now click the 'Payment Grid' Worksheet. The Customer Information screen will open to confirm customer information. You can edit address information and select or update the Credit Score. First Name, Last Name, Email, and Phone cannot be updated in this screen.

Customer Information

Select customer credit score and confirm information to estimate monthly payments. *Required

First Name	Last Name
<input type="text"/>	<input type="text"/>
Email	Phone
<input type="text"/>	<input type="text"/>
Garage Address	City
<input type="text"/>	<input type="text" value="Saint Louis"/>
County	State
<input type="text"/>	<input type="text" value="MISSOURI"/>
ZIP Code *	Credit Score *
<input type="text" value="63141"/>	<input type="text" value="690-719 (Great)"/>

- 720+ (Excellent)
- 690-719 (Great)**
- 670-689 (Very Good)
- 650-669 (Good)
- 630-649 (Average)
- 610-629 (Below Average)
- 580-609 (Poor)
- <580 (Very Poor)

New DRAFT Cash

Once complete, you will be brought to the Payment Grid worksheet and the write-up status will update to a Draft of Write-Up Priced. It is not accessible in MST until you 'Send to Customer'. Your featured selections of Purchase Type, Terms, Down Payment, and Mileage from F&I Admin – Payment Grid Details will display. You will have access to all worksheets including the ability to Chat earlier in the write-up process.

Console Release Notes

Build: January 22, 2023



Mileage for Certified and Used Vehicles on Vehicle Selection Page

Mileage will now display on the Vehicle Selection Page when changing a vehicle on an existing write up.

New Vehicle

The screenshot shows a vehicle selection interface. On the left, there are filters for 'Online Vehicles Only' (disabled), 'Make' (Select), 'Year' (Select), 'Vehicle Status' (Select), 'Price' (\$7,991.00 to \$53,338.00), and 'Mileage' (6,795 to 193,679). The main area displays three vehicle listings for Toyota. The first is a 2016 Toyota Corolla Special Edition with VIN 278L923328 A and 78,532 mi. The second is a 2021 Toyota RAV4 XLE AWD SUV with VIN A25AK400824 A and 10,711 mi. The third is a 2013 Toyota RAV4 XLE AWD SUV with VIN 2AR M387927 A and 173,586 mi. A search bar at the top shows 'All' and 'Used' selected, with 'showing 44 results' and a 'Clear Filters' button. At the bottom right, there are 'Cancel' and 'Select' buttons.

Bug Fixes & Additional Enhancements

- Misc Payment Grid Issues were resolved
- Expiration Date Issues were resolved

Reminders

REMINDERS

To contact Premier Support

- By email: send a message to PremierCareTMNA@toyota.com
- By phone: call 1-877-DLDAILY (1-877-353-2459), choose Option 2