

# Dec Release Notes

Build: Dec 11, 2023



The following enhancements will be implemented in the December 11<sup>th</sup> MST and Console Release:

## Gross Profit Enhancement

Managers will now be able to view Profitability in Management Console. Components to be used in Gross Profit Calculations can be set in the Gross Profit Tab in F&I Admin in Dealer Daily.

The screenshot shows the 'GROSS PROFIT' configuration page in the F&I Admin system. It features two dropdown menus for 'Select participation plan for Finance' and 'Select participation plan for Lease', both set to 'Standard'. Below these are two columns of 'INCLUDE?' checkboxes for 'FRONT-END VALUES' and 'BACK-END VALUES'. The 'FRONT-END VALUES' column includes items like Reserve (Holdback), Wholesale Finance Reserve (Holdback), PPO Reserve (Holdback), Vehicle And DIO, Trade-In, Accessory, Dealer Cash / Final Pay, Doc Fee, and Discount. The 'BACK-END VALUES' column includes Finance/Lease Offer and Vehicle Protection Products (VPP). Red boxes highlight the 'INCLUDE?' checkboxes for 'Reserve (Holdback)', 'Finance/Lease Offer', and 'Vehicle Protection Products (VPP)'. 'Reset' and 'Save' buttons are at the bottom.

Gross Profit values will be calculated and displayed based on the F&I Admin Settings along with the individual components included in each write-up.

The screenshot shows the 'Write-up Worksheet' in the Management Console. On the left is a 'Customer Write-ups' table with various line items and their amounts. The 'Gross Profit' and 'Back-End Gross Profit' rows are highlighted with red boxes. The 'Gross Profit' row shows a value of \$1,445.00, and the 'Back-End Gross Profit' row shows \$0.00. On the right is the 'Finance Calculator' section, which includes a 'Write-up Worksheet' table with columns for Terms, Source, Markup, APR, and three columns for CASH DOWN amounts. The 'Front-End Gross' and 'Back-End Gross' values are also highlighted with red boxes in the calculator's summary area.

Customer Write-ups	Amount
Cash Down	\$4,000.00
Trade-In Value	\$0.00
Selling price	\$39,183.17
Add-Ons	\$0.00
Protection Products	\$0.00
Accessory Discounts	\$0.00
Total Purchase Price	\$39,183.17
Incentives & Rebates	\$0.00
Taxes & Fees	\$2,674.16
Trade 1	N/A
Total Amount Financed	\$37,857.33
Total Down Payment	\$4,000.00
<b>Gross Profit</b>	<b>\$1,445.00</b>
Reserve (Holdback)	\$922.00
PPO Reserve (Holdback)	\$127.00
Wholesale Finance Reserve (...)	\$396.00
Vehicle and DIO	\$0.00
Trade-In	\$0.00
Accessory	\$0.00
Discount	\$0.00
<b>Back-End Gross Profit</b>	<b>\$0.00</b>
Vehicle Protection Products (...)	\$0.00
Finance Offer	N/A

Write-up Worksheet	Front-End Gross	Back-End Gross	Monthly Payment	Total Amount Financed	Total Down Payment
	<b>\$1,445.00</b>	<b>\$0.00</b>	\$715.59	\$37,857.33	\$4,000.00

Terms	Source	Markup	APR	\$3,000.00	\$4,000.00	\$5,000.00
48	Bass Pro Shop Financial	2.00	5.00	\$890.49	\$867.42	\$844.34
60	Special-Toyota Financial	0.00	4.99	\$734.49	<b>\$715.59</b>	\$696.69
72	R1 Independent Test eC FS	1.00	6.25	\$650.10	\$633.37	\$616.64

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As adjustments are made to the write-up to change offers, add or remove products, etc. the slide out on the left hand side will show a side by side comparison of Gross Profit Amounts.

The screenshot shows the Management Console interface. On the left, a 'Customer Write-ups' sidebar lists various items with their prices. The 'Gross Profit' and 'Back-End Gross Profit' rows are highlighted with red boxes. The 'Write-up Worksheet' on the right shows a 'Finance Calculator' with a 'CASH DOWN' section. The 'Front-End Gross' is \$1,480.00 and the 'Back-End Gross' is \$3,063.06. The 'Total Amount Financed' is \$40,650.38 and the 'Total Down Payment' is \$4,000.00.

Item	Price	Price
Selling price	\$39,183.17	\$39,183.17
Add-Ons	\$0.00	\$120.00
Protection Products	\$0.00	\$2,540.00
Accessory Discounts		
Total Purchase Price	\$39,183.17	\$41,843.17
Incentives & Rebates	\$0.00	\$0.00
Taxes & Fees	\$2,674.16	\$2,807.21
Trade 1	N/A	N/A
Total Amount Financed	\$40,857.33	\$40,650.38
Total Down Payment	\$4,000.00	\$4,000.00
<b>Gross Profit</b>	<b>\$1,445.00</b>	<b>\$4,543.06</b>
<b>Front-End Gross Profit</b>	<b>\$1,445.00</b>	<b>\$1,480.00</b>
Reserve (Holdback)	\$922.00	\$922.00
PPO Reserve (Holdback)	\$127.00	\$127.00
Wholesale Finance Reserve (...)	\$396.00	\$396.00
Vehicle and DIO	\$0.00	\$0.00
Trade-in	\$0.00	\$0.00
Accessory	\$0.00	\$35.00
Discount	\$0.00	\$0.00
<b>Back-End Gross Profit</b>	<b>\$0.00</b>	<b>\$3,063.06</b>
Vehicle Protection Products (...)	\$0.00	\$1,600.00
Finance Offer	N/A	\$1,463.06

## Accessory Discounts

A new Accessory Discount field is added to allow for discounts other than adjusting the vehicle price. The field will show at the bottom of the Add-Ons Worksheet in Management Console.

The screenshot shows the Management Console interface for a 2023 Camry XSE V6. The 'Add-Ons' tab is selected in the 'Write-up Worksheet'. The 'Accessory Discounts' field is highlighted with a red box at the bottom of the 'Add-Ons' section, showing a value of \$299.00. The 'Total Accessories' section shows a total of \$120.00.

Item	Quantity	Unit Price	Total Price
Carpet Trunk Mat - Black	1	\$120.00	\$120.00
<b>Total Accessories</b>			<b>\$120.00</b>
<b>Accessory Discounts</b>			<b>\$299.00</b>

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The Accessory Discount will display in MST once added in Management Console in the Pricing and Review pages.

Note: Accessory Discounts will also display in Console Customer View and upon Print/Email of the Payment Grid or Payment Selections on write-ups where an Accessory Discount was added.

## Bug Fixes & Additional Enhancements

- Misc Bug Fixes have been addressed

## Reminders

### REMINDERS

To contact Premier Support

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