

Manual Rates – Release Notes

Build: 12/11/2023



Manual Rates

We are pleased to announce that we can now offer the ability for dealers to display non-TFS rates within the SmartPath experience.

In order to have these rates display in MST, MST-C, Management Console and Digital Garage, the dealer will need to add these rates within the F&I Admin Application, which can be accessed via <https://dealer.toyota.com>.

F&I Admin | Kansas City Region | Wilson Toyota - 14046 | Test Wilson

OFFER MARKUP | LEASE SETTINGS | PAYMENT GRID DETAILS | **3RD PARTY LENDER** | PROTECTION PRODUCTS | GROSS PROFIT | DEPLOYMENT JOB MANAGEMENT | AUDIT

Add Campaign

CapitalOne (Inactive)			
Campaign Name: CampaignId:1700206303802	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired
Campaign Name: CampaignId:1700208633716	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired
Campaign Name: CampaignId:1700208648090	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired
Campaign Name: CampaignId:1700206331503	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired
Campaign Name: CampaignId:1700220656156	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired
Campaign Name: CampaignId:1700220669723	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired

Veridian Credit Union (IN) (Inactive)			
Campaign Name: CampaignId:1700220769558	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired
Campaign Name: CampaignId:1700206426680	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired
Campaign Name: CampaignId:1700208733546	Start Date: 2023-11-17	End Date: 2023-11-17	Status: Expired

After clicking on 'Add Campaign', the dealer can begin adding the custom details of the new rate:

Add Campaign

Applicable models can be selected here

Dealers will need to have the bank source available in RouteOne

Disclaimers provided by the lender source can be added here

Cancel Add

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The next step allows for further customization of the rate:

Campaign: Testing man ×

Update Rate Rule

Manual rates will only apply to Finance deals

Offer Type: Finance | Sales Class: New | Model Code: All

Term: 24 | New term...

TERM	MARK UP	BASE RATE							
24	3	1+	1	2	3	4	5	6	7
							6	6	6

A dealer markup can be added here

Applicable terms can be added here

Base rates can be added here. Adding to all tiers is not required

Cancel Update

After customizations have been completed, the dealer will be returned to the following screen:

Campaign Name: CL Test | Start Date: 2023-11-20 | End Date: 2024-01-31 | Status: Active

Make: Toyota | Year: All | Model: Tundra,Tacoma | Lender Incentive (\$): 2500 | Status: Activate/Deactivate

Disclaimer: Testing to see if this is for real

Rate Rules:

Offer Type: Finance | Model Code: All | Sales Class: New

TERM	MARK UP	BASE RATE							
60	1	1+	1	2	3	4	5	6	7
		2.5	2.5	3.5					
72	0.5	1+	1	2	3	4	5	6	7
		2.5	2.5	3.5					

Campaign can be cloned by clicking here

Dealer will need to toggle this status for the rate to show

In Console, the lender name will display. If you hover over the lender name, the corresponding display name presented in MST will also show.

Payment Grid | Selling Price | Trade | Add-Ons | Protection F

Estimated Payment

Purchase Type: Finance

Finance Calculator

Terms	Source	Markup
48	Bass Pro Shop Financial Display name: Option A	2.00
60	Standard-Toyota Financial...	1.40
72	R1 Independent Test eC FS	1.00

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In MST, the name of the lender in the Source will be masked. In addition to the Standard or Special Rates, you will see additional Options available.

FINANCE		APR ²⁵ 8.29 %		
OPTIONS		CASHDOWN ²⁴		
Term	Source	\$3,000	\$4,000	\$5,000
48 MO.	Option A	\$688.68	\$665.61	\$642.53
60 MO.	Standard	\$595.14	\$574.66	\$554.19
72 MO.	Option C	\$503.77	\$487.04	\$470.31

Option A
Option C
Standard

In MST-C, the source of the rates is shown as TFS or Non-TFS (For SET dealers, it will show as SETF or Non-SETF). Any rate that is a non-TFS rate will show a label indicating 'Non-TFS' (or Non-SETF). Additionally, hovering over that label will show the lender as 'Third Party'.

Payment Options* (5) Sort: Recommended

For informational purposes only. Toyota is not responsible for rates offered by third party financial institutions or its affiliates and makes no representations regarding the accuracy or completeness of information about such rates, their terms or conditions.

Lender: Third Party

- \$763 /mo. | 3.50% APR | 60 mos. | incl. \$2,500 cash | Non-TFS ⓘ
- \$876 /mo. | 9.68% APR | 66 mos. | TFS ⓘ
- \$637 /mo. | 3.00% APR | 72 mos. | incl. \$2,500 cash | Non-TFS ⓘ
- \$925 /mo. | 8.89% APR | 60 mos. | TFS ⓘ
- \$820 /mo. | 9.68% APR | 72 mos. | TFS ⓘ

Show Less

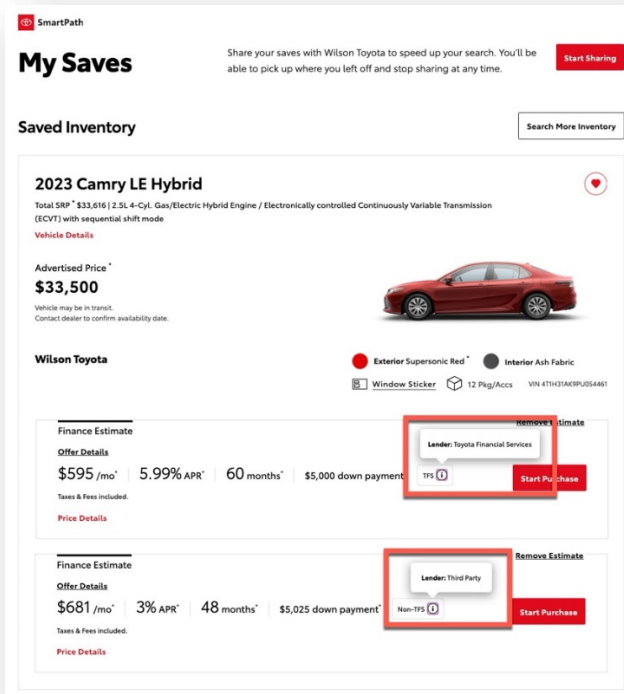
Note: Manual Rates in MST-C will only display in the tier 3 experience

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While a user is shopping in MST-C, they can also save an estimate with a non-TFS rate to their Digital Garage. They will see the same label as in MST-C indicating “Non-TFS.” After clicking on the info icon, “Lender: Third Party” is displayed. For TFS rates, the same info icon will display “Lender: Toyota Financial Services.”



NOTE: A user can access Digital Garage by clicking the DG icon  on the top right of the Tier 3 experience.

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