

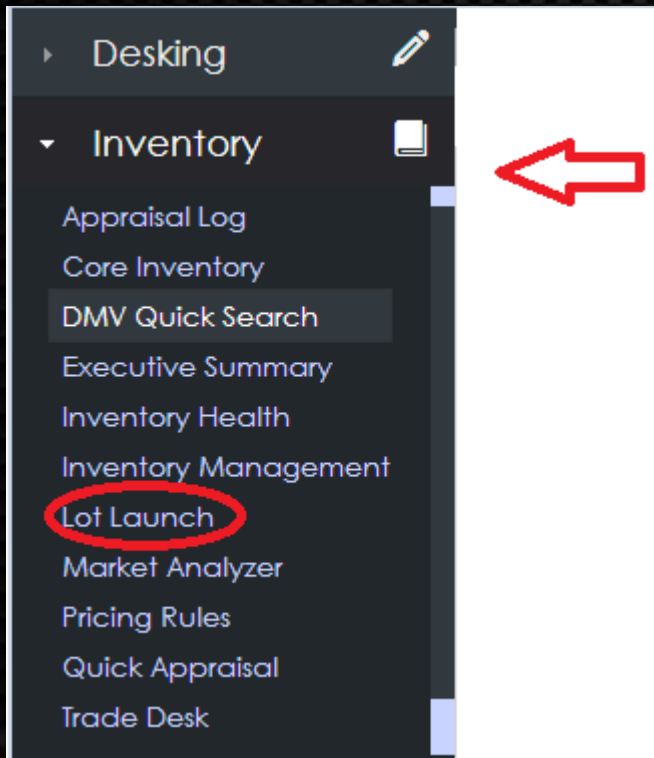
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Lot Launch

Things to know about Lot Launch:

1. It is an inventory exporting tool.
2. New vehicles will export automatically & Used vehicles need to be marked for export.
3. Posting to DMS will ensure the changes you made will take affect overnight.
4. Use the Inventory Health page to help you manage your inventory.
5. The Lot Launch page is where you manage your exports.

How to Manage and Export Inventory from Lot Launch



Exporting your inventory can be a simple process when you follow the correct steps. Begin by selecting Lot Launch from the Inventory menu on the left hand side of your CRM screen.

Lot Launch

NADA Clean Retail ▼ Retail ▼ Age All ▼ Type To Search Inventory Units : 327 Column Configuration

New in export 152 Used in export ▲ Not exported Used 45 [All] Select all vehicles with photo for export Select all vehicles with internet price for export Internet price in export

Quote	Vehicle	Details	Retail Value	GL Balance
	2013 Honda Pilot Status: Used Vin: 5FNYP3H42DB033311 Stock#: T033311	Color: Crystal Black Mileage: 18,697 Age: 79 Photos: 34 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$25,222	\$25,972
	2013 Honda CR-V Status: Used Vin: 5J6RM3H38DL034374 Stock#: T034374	Color: Urban Titanu Mileage: 10,581 Age: 39 Photos: 35 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$20,952	\$19,688
	2013 Honda Pilot Status: Used Vin: 5FNYP3H98DB034670 Stock#: TB034670	Color: Polish Metl M Mileage: 24,284 Age: 44 Photos: 35 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$32,844	\$31,247
	2013 Honda Accord Status: Used Vin: 1HGCR2F78DA180381 Stock#: T180381	Color: GREEN Mileage: 27,655 Age: 33 Photos: 34 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$20,427	\$18,315
	2010 Honda Insight Status: Used Vin: JHMZE2H75AS038852 Stock#: TD038852	Color: Crystal Black Mileage: 59,805 Age: 32 Photos: 35 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$12,241	\$11,821
	2013 Honda Civic Status: Used Vin: 2HGFG4A51DH706663 Stock#: T706663	Color: Crystal Black Mileage: 22,252 Age: 35 Photos: 35 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$20,158	\$18,869
	2007 Honda Civic Status: Used Vin: 2HGFG11647H529120 Stock#: TD529120	Color: Blue Mileage: 75,677 Age: 55 Photos: 0 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$10,000	\$0
	2011 Honda Pilot Status: Used Vin: 5FNYP3H50BB006940 Stock#: TD006940	Color: Alabaster Silv Mileage: 82,772 Age: 29 Photos: 35 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$20,626	\$870
	2012 Honda Pilot Status: Used Vin: 5FNYP3H79CB034853 Stock#: TA034853	Color: Dark Cherry F Mileage: 39,447 Age: 43 Photos: 34 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input checked="" type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$26,257	\$25,915
	2014 Honda Pilot Status: Used Vin: 5FNYP3H73EB020904 Stock#: T020904	Color: BLACK Mileage: 12,762 Age: 39 Photos: 0 <input type="checkbox"/> Special <input type="checkbox"/> Certified <input type="checkbox"/> Trim IAC <input type="checkbox"/> WS <input type="checkbox"/> BG <input type="checkbox"/> Exp <input type="checkbox"/> <input type="checkbox"/> Last Chance <input type="checkbox"/> Commercial <input type="checkbox"/> No Price In Export <input type="checkbox"/> Exclude from Pricing Rules	\$32,206	\$30,315

Your inventory will populate on the right hand side of the screen. Sort your inventory by New or Used in the top menu bar. Select the vehicle you would like to change pricing on, add comments To, or mark for export by clicking on the vehicle. A vehicle Details page will open in a new window.

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2012 Kia Soul

Save Xml Only -Worksheets- Get Cost Photos (32) Contacts Sister Store Appraisals Recommendation: Hold Export vehicle to website Print

Post to DMS

Export

Post pricing/mileage changes to DMS

Save

Certified Commercial Exclude Pricing Rules Special Last Chance Exclude Price in Export

Mark a vehicle as Certified/Commercial

Mark a vehicle as a special

Exclude from Pricing Rules

Exclude the vehicle's Price in the Export




Enter your comments here

Mileage vs. Price comparison

Base	Adj Values
Clean Trade	\$10,750.00 \$10,750.00 *
Avg Trade	\$9,900.00 \$9,900.00 *
Rough Trade	\$8,825.00 \$8,825.00 *
Clean Retail	\$12,900.00 \$12,900.00 *
Loan Value	\$9,875.00 \$9,875.00 *

- No available options
- Aluminum/Alloy Wheels
- Certified Pre-Owned-Soul
- Infinity Stereo System
- Leather Seats
- Navigation System
- Power Door Locks
- Power Seat
- Power Sunroof
- Power Windows
- W/out Auto. Trans.
- W/out Cruise Control

When you have completed your changes, mark the vehicle for Export in the top right hand corner of your screen. Then hit the Save button in to top left hand corner of your screen. Once you have saved all of the data to the CRM, click the Post to DMS button at the top right hand corner of your screen. If this last step is NOT completed, then your changes will be rendered null when the next DMS feed comes into the CRM overnight.

- Desking 
- ▾ Inventory 
 - Appraisal Log
 - Core Inventory
 - DMV Quick Search
 - Executive Summary
 - Inventory Health 
 - Inventory Management Current inventory health.
 - Lot Launch
 - Market Analyzer
 - Pricing Rules

Managing your Inventory Health has never been easier. Simply select Inventory Health from your Inventory menu. This will allow you to quickly view if you have any missing Photos, Trims, Prices, or Comments.

Inventory Health

Dealership	Last Import		Last Export		Photos				Missing Trim		Missing Price				Missing Comments			
	2/4/2015 3:05:00 AM		Date		New	Used					New	Used			New	Used		
	New	Used	New	Used	Missing	%	Missing	%	New	Used	Retail	Inet	Retail	Inet	#	%	#	%
Belk Ford Oxford Toyota	151	130	0	0	18	12	12	9	37	10	0	6	9	31	151	100	130	100

Here are a few more items to be aware of for Lot Launch.

1. Remember***EXPORT, SAVE, & POST to DMS***
2. Certified vehicles always need to be saved in the DMS
3. Toyota dealerships MUST pick a TRIM or website will be out of compliance.
4. Comments POST to all third party sites.
5. If overlays are to be used, we need them from dealer or we can build.
Dealer can NOT place on photos.
6. Buyers Guide and Window Stickers can be customized.
7. You must have eLead Specialist and Appraiser position to make changes.
8. There is NO cap on the number of exports.
9. Generally speaking across all vendors, if you add multiple photos, turnaround time to see it on your 3rd party site is up to 24 hours.
10. Contact all third party vendors!!!

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