

# 4/6/2021 Release Notes

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## BHPH

### New Permission to Manage Account Conditions

We have added a new permission to allow users to remove BHPH Account Conditions. This new permission will be given to all users who have the Can Manage BHPH Accounts permission and can be removed as needed.

The screenshot shows the 'Roles and Permissions' interface for 'NOWCOM CORPORATION'. It is divided into two main sections: 'Select Roles' and 'Selected Permissions'.  
Under 'Select Roles', there is a list of roles with checkboxes: Accounting, AUTO SOLUTION, Blackbook Mobile User, Call Center Rep, Call Sales Rep, CanPosttoQuickbooks, and Carketa User. A 'Copy from existing user' link is visible.  
Under 'Selected Permissions', there is a tree view with 'Expand All' at the top. The tree is expanded to show 'Administration' and 'BHPH'. Under 'BHPH', several permissions are listed with checkboxes: 'BHPH Payments and Account Adjustments', 'Can Remove Account Condition' (highlighted with a red box), 'Collect BHPH Payments', 'Manage BHPH Accounts', and 'View BHPH Accounts'. Below this, 'Customers and Credit' is partially visible.

### New Repo Status: Pre-Repo

We have added a new Repo Status called "Pre-Repo." This was added at the request of dealers who needed to send the pre-repo paperwork and have better tracking before putting the accounts into the Out for Repo Status.

The screenshot shows the 'Repo / Charge-Off' tab in a software interface. It contains several fields:  
- 'Repo Status' dropdown menu: 'Pre-Repo' is selected and highlighted with a red box. Other options include 'Out For Repo', 'Repossessed', 'Cured', and 'Not Worth Repo'.  
- 'Repo Reason' dropdown menu: 'Non-Payment' is selected.  
- 'RTC Sent' dropdown menu: currently empty.  
- 'Location' dropdown menu: currently empty.  
- A 'Print Right to Cure' button is located at the bottom of the form.

## Deal

### ACC Integration

We are adding the newest PLP lender, ACC. They will initially open in Idaho and will begin to expand into other states in the coming months.

### Deal Info

Price: \$0.00

Service Contract: \$0.00

Insurance / GAP: \$0.00

Total Tax: \$0.00

Fees: \$57.16

Down Payment: \$0.00

Trade In: \$0.00

Amount Financed: \$57.16

Term: 0 months

Interest Rate: 0.000 %

First Payment: 30

Monthly Payment: \$0.00

Autostructure Payment:

Roll Back

#### Lender Submissions

[Refresh Lenders](#)

Lender	Lender Type	Submit
Westlake Financial	Preferred	<input checked="" type="checkbox"/>
Flagship Credit Acceptance	Preferred	<input checked="" type="checkbox"/>
Western Funding	Preferred	<input type="checkbox"/>
Lentegrity	Preferred	<input checked="" type="checkbox"/>
Nicholas Financial	Preferred	<input checked="" type="checkbox"/>
Consumer Portfolio Services	Preferred	<input checked="" type="checkbox"/>
Automotive Credit Corp	Preferred	<input checked="" type="checkbox"/>
CAP	RouteOne	<input type="checkbox"/>
FMCT	RouteOne	<input type="checkbox"/>
TFST	RouteOne	<input type="checkbox"/>

Type note here

300 characters remaining

Note: If an Equifax or Experian Credit Report hasn't been run on the Buyer(s) within 20 days, a new report will be run.

[Go to Deal](#)

## Deal Summary Updates

We have updated the layout and introduced new functionality to the Deal Summary section of the Deal Contract screen.

DEALERCENTER
Having trouble printing? DONALD

2003 Acura RSX Sport Coupe 2D | 121,111 miles | 2 days

SHIMAKA HORNECKER | Pre-Qual | Credit Report | Select Co-Buyer | Date: 03/23/21 | ID: 11641 | Finance | Pending - Working Lead

Click to view details

DEAL CONTRACT

I-MAXX

LENDER OFFERS

COMPARE OFFERS

NOTES

JOURNAL ENTRIES

FILES

EVENTS

WORKSHEET

**Structure** Roll Back

Price: + \$5,000.00

Fees: + \$43.00

Ins / GAP / VSI: + \$0.00

Accessories: + \$100.00

Service Contract / Products: + \$0.00

Total Tax: + \$0.00

Down Payment: - \$500.00

Trade In: - \$0.00

---

**Amount Financed** \$4,643.00

Term: 48 months

Interest Rate: 15.000 %

**Lender**

ABC COMPANY DeskPro

Discount: \$0.00 | Acq. Fee: \$0.00 | Net Check: \$0.00 | Reserve: \$0.00

**Deal Summary**

**\$500.00** Down 48 term

**15.00%** APR **\$129.22** months

Amount Financed: \$4,643.00

Finance Charge: \$1,559.56

Deal Costs: \$0.00

---

Back Gross: \$50.00

Front Gross: \$3,188.00

**Total Gross: \$3,238.00**

---

Commissions: \$250.00

Flooring Cost: \$0.00

**Net Profit: \$2,998.00**

*Quick Print/Email/SMS the Deal Summary*

We have added new functionality to allow dealers to print, email, or SMS a copy of the deal summary from the Deal Contract tab.

Deal Summary	
<b>\$500.00</b> <small>Down</small>	<b>48</b> <small>term</small>
<b>15.00%</b> <small>APR</small>	<b>\$129.22</b> <small>/months</small>
Amount Financed	\$4,643.00
Finance Charge	\$1,559.56
Deal Costs	\$0.00 ;
Back Gross	\$50.00 ;
Front Gross	\$3,188.00 ;
<b>Total Gross</b>	<b>\$3,238.00</b>
Commissions	\$250.00 ;
<b>Net Profit</b>	<b>\$2,998.00</b>

The user will select the desired action and a new window will open to allow the dealer to select either the Dealer Version or the Customer Version before moving on to print or send the outbound message.


**Select Options to Print**
✕

Customer Version
  Dealer Version

Show

Cost
  Front Gross
  Back Gross
  Net Profit

Click To Preview



Next

*Net Profit*

We have added a new value for Net Profit to the Deal Summary to give dealers a better representation of the money being made on each deal. The Net Profit will show the Total Gross minus the deal Commissions by default. There are also new settings to allow for adjustments to the way that Flooring Costs or the Doc Fee are considered in the Net Profit.

## Deal Summary



**\$500.00** Down

**48** term

**15.00%** APR

**\$129.22** /months

Amount Financed \$4,643.00

Finance Charge \$1,559.56

Deal Costs \$0.00 ;

Back Gross \$50.00 ;

Front Gross \$3,188.00 ;

**Total Gross \$3,238.00**

Commissions \$250.00 ;

**Net Profit \$2,998.00**

### *Commissions*

The Commissions value has been moved to a new position to better represent its impact on the Net Profit.

Deal Summary	
<b>\$500.00</b> <small>Down</small>	<b>48</b> <small>term</small>
<b>15.00%</b> <small>APR</small>	<b>\$129.22</b> <small>/months</small>
Amount Financed	\$4,643.00
Finance Charge	\$1,559.56
Deal Costs	\$0.00
Back Gross	\$50.00
Front Gross	\$3,188.00
<b>Total Gross</b>	<b>\$3,238.00</b>
Commissions	\$250.00
<b>Net Profit</b>	<b>\$2,998.00</b>

*Flooring Settings*

A new Deal Setting has been added to allow dealers to control how they want to treat their flooring costs in relation to the Total Gross and Net Profit.

Deal Management | Print/eSign Settings | SMS and Email Options | Partner Settings

---

**Taxes**

Sales Tax:

**Financing**

APR/Add-On (Precomputed):  Form Type:

---

**Flooring Cost**

Show flooring cost:  Vehicle Cost/Front Gross  Net Profit  Neither

Use estimated flooring cost until floor plan is paid off

---

**Fees**

License Fee: <input type="text" value="\$0.00"/>	Filing Fee: <input type="text" value="\$0.00"/>	Doc Fee: <input type="text" value="\$10.00"/> <input checked="" type="checkbox"/> Included in Gross? <input style="font-size: 0.8em; vertical-align: middle;" type="button" value="?"/>
Reg/Trans Fee: <input type="text" value="\$0.00"/>	Smog: <input type="text" value="\$0.00"/>	Contract Cancellation: <input type="text" value="\$0.00"/>
Smog Cert Fee: <input type="text" value="\$0.00"/>	Lender Processing: <input type="text" value="\$0.00"/>	
Other Fees: <input type="text" value="\$0.00"/>	Tire Fee: <input type="text" value="\$0.00"/>	Surface Protection: <input type="text" value="\$0.00"/> Theft Deterrent: <input type="text" value="\$0.00"/>

**Deal Status Settings**

Mark Deals as Dead After:

---

**EVR Provider**

Default EVR Provider:

This value will be printed on the RIC when applicable

- Vehicle Cost/Front Gross:** This option will include the flooring costs in the Total Vehicle Cost and the Front Gross of the deal.

Vehicle Price	\$5,000.00
Doc	\$10.00
Contract Cancellation	\$0.00
- Total Deal Costs	\$0.00
- Vehicle Cost	\$1,812.00
- Lender Fees	\$0.00
- Over Allowance	\$0.00
- Potential Gross	\$0.00
<small>*Vehicle Cost includes actual flooring fees</small>	

- Net Profit:** This option will remove the flooring cost from the Vehicle Cost/Front Gross, but still include it in the Net Profit of the deal.



<b>Total Gross</b>	<b>\$3,238.00</b>
<hr/>	
Commissions	\$250.00 :
Flooring Cost	\$0.00
<b>Net Profit</b>	<b>\$2,998.00</b>

- **Neither:** This option will exclude the flooring cost from the deal altogether. If enabled, the flooring will be passed to accounting as a separate cost, but not as part of the deal.

#### Doc Fee Settings

The existing Doc Fee setting of “Included in Gross?” will now control whether the Doc Fee is considered part of the Front Gross or separated out and only included in the Net Profit. Unchecking this setting will show the Doc Fee as a separate value towards the Net Profit.

<b>Total Gross</b>	<b>\$3,238.00</b>
<hr/>	
Commissions	\$250.00 :
Doc Fee	\$10.00
<b>Net Profit</b>	<b>\$2,998.00</b>

#### Tax Automation – CA and CO

We are introducing Automated Taxes in CA and CO. This feature will display true the tax rates and values based on the customer’s or dealer’s location (depending on the state rules) for all in-state deals in CA and CO. Dealers can apply the tax results to the deal by checking the “Use Automated Tax Rates?” box.

**Sales Tax**

\$505.17

Use automated tax rates?

**Tax Calculated**

State Tax	6.00000%	\$336.78
County Tax	1.25000%	\$70.16
City Tax	0.00000%	\$0.00
District Tax	2.25000%	\$126.29
<b>Total Tax</b>	<b>10.25000%</b>	<b>\$575.33</b>

? Need Assistance?

Report a Problem

Tax automation is provided for convenience based on data and formulas provided by third-parties and taxing authorities. Rules and rates change frequently and it is solely your responsibility to ensure the accuracy of the calculated rates and applicability to each transaction.

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## Updates to the Wholesale Deal Report

We have updated the Wholesale Deals Report to include the new Fees and Transportation values that were recently added to the wholesale deal.

Wholesale Deals 📄 + 🗑️ ∑ ☆ ❤️ 📄 📄 📄

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**Filters**

Deal Date

Between

Deal Status

Any Wholesale Status x Pending - Working Lead x  
Sold - Funded x Sold - Waiting for title x

Run Reset

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Deal Info	Price	Cost	Gross
Deal Date	3/10/2021	2018 6 SERIES	\$15,000.00
Deal Id	11608	Stock # 456T7	\$6,912.00
Buyer	ABC WHOLESALER 1		\$8,088.00
Deal Status	PENDING - WORKING LEAD		
	<b>Fees</b>	\$0.00	\$0.00
	<b>Transportation</b>	\$0.00	\$0.00
	<b>1 Vehicle</b>	<b>\$15,000.00</b>	<b>\$6,912.00</b>
			<b>\$8,088.00</b>

## FL Sales tax reporting adjustments

We have adjusted the Florida Sales Tax Reporting to better account for out of state deals in which sales in which the delivery was taken in Florida and the sales tax for the customer's state was collected.

# Inventory

## Flooring Improvements

We have completely redesigned the flooring functionality available in DealerCenter to better track the balances, history, and payments on the dealer’s floored inventory. Dealers will have more granular control over the term and fees and be able to track the flooring history of the vehicle across multiple flooring plans.

A video tutorial of the new flooring functionality can be viewed her: <Link>

**Purchase Info** | **Floor Plan 1 - RYD (Open)**

**Flooring Company**  
 RYD Delete VIDEO TUTORIAL

**Amount Floored** \$15,320.00 | **Date Floored** 3/25/2021 | **Plan** 30/60/90 - 80%/50%/100% | **Interest** 22 % | **Day Basis** 365 | **Principal Reduction** Remaining

**Flooring Plan Length** 90 days | **Maturity Date** 6/23/2021 | **Payoff Date** | **Flooring Title Status** No Title | **Flooring Stock No.** 12346 | **Modified On** 3/25/2021 4:41 PM

**Flooring Term** Add Term

Paid	Term	Days From Origin	Min Principal Due	Curtailment Amount	Due Amount	Due Date
-	1	30 days	80.00 %	\$12,256.00	\$12,553.02	4/24/2021
-	2	60 days	50.00 %	\$1,532.00	\$1,607.40	5/24/2021 <span>X</span>
-	3	90 days	100.00 %	\$1,532.00	\$1,579.70	6/23/2021 <span>X</span>

**Fees** Add Fee

Name	Type	Frequency
Administrative Fees	Amount	\$20.00 Each Term Payment <span>X</span>

**Payments** Make a Payment

Date	Added On	Amount	Principal	Interest	Fees	Paid Off	Status
------	----------	--------	-----------	----------	------	----------	--------

**Overview**

**Estimated Cost to Date** \$20.00

**Next Due Date** 4/24/2021

**Next Due Amount** \$12,553.02 ...

**Total Paid To Date** \$0.00

Principal \$0.00

**Total Costs** + \$0.00

Fees \$0.00

Interest + \$0.00

**Amount Owed To Date** \$15,340.00

Remaining Principal \$15,320.00

**Total Accrued Cost** + \$20.00

Accrued Fees \$20.00

Accrued Interest + \$0.00

Pay Off

## Vehicle Detail Page Redesign

We have redesigned the primary Vehicle page to provide a better layout and make some of the more important vehicle functions more accessible

**DEALERCENTER Inventory** NOWCOM

2011 Chevrolet Silverado 1500 Extended Cab LT Pickup 4D 6 1/2 ft

VIN 1GCRKSE33BZ210915 Body Pickup Status In Inventory Alerts 1 +

Stock# NV210915 Color White Custom Status Tasks 1 +

Mileage 50000 Int Color Black Location Leads 0

Days in Inv. 1 Drive Train 4WD Condition

DC Website AutoTrader.com Craigslist(DC) Facebook Cars.com Cargurus Other Sites

Vehicle Value Vehicle Info Online Marketing Max Digital Purchase Info Prospects/Deals Tasks and Notes Files Journal Entries

Price Info **MAX** Cost Info Valuation Compare History

Asking	\$21,850.00	Original Cost	\$16,950.00	Kelley Blue Book	Wholesale	Retail	Trade Book
Advertising	\$21,750.00	Addtl. Cost +	\$0.00	03/19/2021 - 03/25/2021	\$20,949	\$22,940	\$17,695
Special Price	\$0.00	Adds +	\$1,178.00	J.D. Power	Loan	Retail	Trade Clean
Wholesale		Packs +	\$634.00	03/01/2021 - 03/31/2021	\$13,650	\$17,875	\$14,775
MSRP		Write Down -	\$0.00	Black Book	Wholesale	Retail	
Min. Down	\$600.00	Est. Flooring +	\$55.76	03/22/2021 - 03/28/2021	\$14,350	\$17,700	
Min. Deposit	\$2,610.00	Est. Total	\$18,817.76	Manheim	Click here to get book values		

Potential Profit \$2,932.24 Water \$2,131.24

History Reports AutoCheck CARFAX NHTSA View Full Report

AutoCheck Score 92 (83 - 90) Odometer Check State Title Brand and Other Problem Check VIDEO TUTORIAL

Buyers Guide Full Warranty Print Documents Window Sticker Hangtag

*Header*

The header has been updated with controls to allow the dealer to set the vehicle's Status, Custom Status, Location, and Condition more easily. There are also links to the open Tasks and Leads for this vehicle.

2011 Chevrolet Silverado 1500 Extended Cab LT Pickup 4D 6 1/2 ft

VIN 1GCRKSE33BZ210915 Body Pickup Status In Inventory Alerts 1 +

Stock# NV210915 Color White Custom Status Tasks 1 +

Mileage 50000 Int Color Black Location Leads 0

Days in Inv. 1 Drive Train 4WD Condition

DC Website AutoTrader.com Craigslist(DC) Facebook Cars.com Cargurus Other Sites


*Price Info*

The layout of Pricing Info has been updated to accommodate new inputs for the Wholesale Price, MSRP, the Minimum Down, and the Minimum Deposit.

Price Info		MAX
Asking	<input type="text" value="\$21,850.00"/>	
Advertising	<input type="text" value="\$0.00"/>	
Special Price	<input type="text" value="\$0.00"/>	...
Wholesale	<input type="text"/>	
MSRP	<input type="text"/>	
Min. Down	<input type="text" value="\$600.00"/>	...
Min. Deposit	<input type="text" value="\$2,622.00"/>	...



#### Cost Info

The layout of Cost Info has been updated to accommodate new inputs for Buyer's Fee and Lot Fee (under Additional Cost). Additionally, Flooring cost has moved out of the Adds list to better display the updated flooring information.

Cost Info		
Original Cost	<input type="text" value="\$16,950.00"/>	
Addtl. Cost +	<input type="text" value="\$0.00"/>	...
Adds +	<input type="text" value="\$1,178.00"/>	...
Packs +	<input type="text" value="\$634.00"/>	...
Write Down -	<input type="text" value="\$0.00"/>	...
Est. Flooring +	<input type="text" value="\$55.76"/>	...
<b>Est. Total</b>	<b>\$18,817.76</b>	

#### Potential Profit and Water

We have added two new values to help dealers see where their current profit position on a vehicle – Potential Profit and Water

<b>Potential Profit</b> 	<b>\$3,032.24</b>	<b>Water</b> 	<b>\$2,131.24</b>
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- Potential Profit represents the difference between the Active Selling Price and the Total Cost
- Water represents the vehicle's current equity by subtracting the Book Value from the Total Cost

Valuation

The Valuation section now has print button to quickly print the book sheets for each of the values

Valuation		Compare  History		
<b>Kelley Blue Book</b>	Wholesale	Retail	Trade Book	
03/19/2021 - 03/25/2021	\$20,949	\$22,940	\$17,695	
<b>J.D. Power</b>	Loan	Retail	Trade Clean	
03/01/2021 - 03/31/2021	\$13,650	\$17,875	\$14,775	
<b>Black Book</b>	Wholesale	Retail		
03/22/2021 - 03/28/2021	\$14,350	\$17,700		

Buyers Guide

Dealers can now set the preferred template and quickly print the Buyer's Guide from the main vehicle screen

Buyers Guide	
Buyers Guide	<input type="text" value="Full Warranty"/>

Print Documents

Dealers can now quickly print Window Stickers and Hangtags from the main vehicle screen

Print Documents	
Window Sticker	Hangtag

Floored Payment Report

A new Floored Payment Report has been added to show the payments transactions that have been made toward the dealers flooring plans

Floored Payment Report

50 per page 1 of 1 | 32

**Filters**

Payment Date: Last X Days: 30

Floor Plan Company: X

Floor Plan Status: Open

Date Floored: X

Search Vehicle: X

Run Reset

Payment Date	Vehicle Info					Flooring Info				Payment Info				
	VIN	Year	Make	Model	Color	Floor Plan Company	Date Floored	Amount Floored	Remaining Principal	Total Payment Amount	Principal Paid	Fees Paid	Interest Paid	Pa
3/25/2021	JNBASSM6CW705618	2012	NISSAN	ROGUE		RYD	2/11/2021	\$25,000	\$20,000.00	\$5,053.15	\$5,000	\$20	\$33	No
3/25/2021	JNBASSM6CW705618	2012	NISSAN	ROGUE		RYD	2/11/2021	\$25,000	\$20,000.00	\$5,053.15	\$5,000	\$20	\$33	No
3/24/2021	1GCRKSE33B2210915	2011	CHEVROLET	SILVERADO 1500 EXTENDED CAB	WHITE / BLACK	RYD	12/24/2020	\$10,000	\$2,999.00	\$7,036.76	\$7,001	\$0	\$36	No
3/24/2021	KMHDH4AE6DU999567	2013	HYUNDAI	ELANTRA		RYD	12/23/2020	\$5,000	\$4,910.00	\$90.00	\$90	\$0	\$0	No
3/24/2021	KMHDH4AE6DU999567	2013	HYUNDAI	ELANTRA		RYD	12/23/2020	\$5,000	\$4,000.00	\$1,038.00	\$1,000	\$20	\$18	No
3/20/2021	3B8E547C6WT211725	1998	DOODGE	NEON		RYD	1/1/2021	\$10,000	\$8,500.00	\$1,587.27	\$1,500	\$23	\$64	No
3/19/2021		2019	AUDI	R55 COUPE		TEST FLOORING V2	1/18/2021	\$10,001	\$8,001.00	\$2,000.00	\$2,000	\$0	\$0	No
3/18/2021		2020	ACURA	NSX COUPE		FLOORING DEMO 361533	2/16/2021	\$1,000	\$500.00	\$556.44	\$500	\$40	\$16	No
3/17/2021	3VWDP7AJ6DM454136	2013	VOLKSWAGEN	JETTA		RYD	3/18/2021	\$15,000	\$3,000.00	\$12,266.58	\$12,000	\$20	\$247	No
3/16/2021		2018	AUDI	A4		SURYACOMPANY	2/15/2021	\$45	\$33.75	\$11.88	\$11	\$0	\$1	No
3/14/2021	SAAMP0001	2018	AUDI	R8 COUPE V10 RWS		FLOORING DEMO 361533	2/12/2021	\$10,000	\$5,000.00	\$5,042.47	\$5,000	\$0	\$42	No
3/14/2021	JTDKN3DU9C1496200	2012	TOYOTA	PRIUS		RYD	1/3/2021	\$10,000	\$9,500.00	\$575.21	\$500	\$30	\$45	No
3/14/2021		2016	BENTLEY	CONTINENTAL GT VB S COUPE		FLOORING DEMO 361533	2/12/2021	\$10,000	\$9,000.00	\$1,042.47	\$1,000	\$0	\$42	No
3/13/2021		2020	ALFA ROMEO	4C SPIDER		RYD PARTNER	2/11/2021	\$1,000	\$900.00	\$168.49	\$100	\$60	\$8	No
3/13/2021	JNBASSM6CW705618	2012	NISSAN	ROGUE		RYD	2/11/2021	\$25,000	\$5,000.00	\$20,472.05	\$20,000	\$20	\$452	No
3/12/2021	JTMRK4DVB5105178	2011	TOYOTA	RAV4		FLOORING DEMO 361533	2/10/2021	\$15,005	\$14,857.95	\$247.48	\$147	\$40	\$60	No

**Summary**

	Amount Floored	Remaining Principal	Total Paid	Principal Paid	Fees Paid	Interest Paid
# of Payments: 32						
# of Vehicles: 27	Sum: \$282,31K	\$193K	\$91,739	\$89,308	\$630	\$1,801
	Average: \$8,822	\$6,031	\$2,867	\$2,791	\$19.69	\$56.27

## CRM/Customer

Run Prequals on the Customer Detail Page