## Hi Everyone!

The 2018 Program portal for Business Choice has been deployed to production. While this has been turned off from view until the program start on January 3<sup>rd</sup>, there are a couple of enhancements we were able to add right away to the 2017 Program portal.

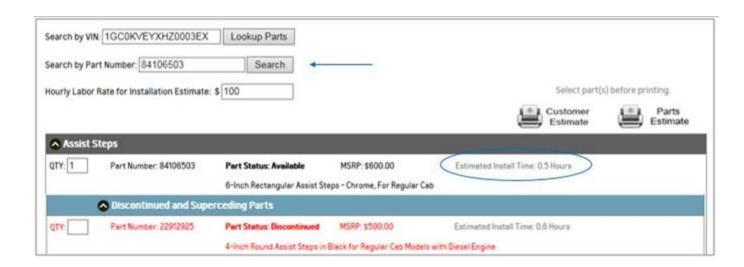
#### 1. Part Lookup Tool and Submit Claim tab now recognize the last 8 digits of a VIN

Entering the last 8 digits of a VIN will generate a search, and display the full VIN(s) in a drop down. Select the desired VIN by using the 'Tab' and 'Enter' keys. A fix for selecting by clicking with your mouse is coming soon.



## 2. Part Lookup Tool now features a Search by Part Number, Superseding/Discontinued parts, and an Estimated Install Time

The list of accessories displayed in the tool is now exactly the same as the list displayed on the Submit Claim tab. This should hopefully drive dealers to use the tool to search and validate parts versus attempting to submit a claim to view superseded or discontinued parts. We've also added the install time from AIC as a reference. This will NOT be added to the claim total amount for incentive reimbursement.



## 3. Dealers can download PDF estimates for their customer and parts department on the Part Lookup Tool

New to this tool is the option to enter in an 'Hourly Labor Rate for Installation Estimate'. This labor rate and the Estimated Install Time are calculated together for reference in the new 'Customer Estimate' and 'Parts Estimate' buttons. These buttons download PDF's with a list of the selected parts, and can be printed for the dealership's parts department or emailed to a customer when deciding on accessories.



# **BUSINESS CHOICE OFFERS**

Flexible Solutions for Your Business.

## Customer Estimate - Business Choice Accessories

Date: 11/19/17 5:32 PM

Prepared For:

Dealership Information

Dealership Name: BARTON CHEVROLET CADILLAC

BAC: 111117

Prepared By:

Vehicle Information

VIN: 1GC0KVEYXHZ0003EX

Series Name: 2500HD Silverado: LWB, 4WD, Reg Cab Pickup

Model Number: CK25903 Model Year: 2017

Business Choice Allowance: \$1000 GM Accessories Cash

Accessory Information

	Part Number	Part Oty	Part Category	Part Description	MSRP	Estimated Installation Cost
1	19332287	2	Tool Box	Tool Box - IBP UWS® Side Mount - Associated Accessories	\$ 558.00	\$ 100.00
2	84000862	1	Bed Trailering	Gooseneak Hitch Package	\$ 295.00	\$ 10.00
3	84039116	1	Floor Mats	Premium All-Weather Front Floor Mats, Dune With Gray Bowtle Logo	\$ 85,00	\$ 0.00
4	84106503	1	Assist Steps	6-Inch Rectangular Assist Steps - Chrome, For Regular Cab	\$ 600.00	\$ 50.00
	TOTAL					\$ 160.00

Note: All GM Accessories installed at the dealership will carry the same warranty as the vehicle. Any accessories installed by the customer will carry a 12 month / 12,000 mile warranty.

### **BUSINESS CHOICE OFFERS**

Flexible Solutions for Your Business.

#### Parts Estimate - Business Choice Accessories

Date: 11/19/17 5:34 PM

Dealership Name: BARTON CHEVROLET CADILLAC

BAC: 111117

Prepared By:

Vehicle Information

VIN: 1GC0KVEYXHZ0003EX

Series Name: 2500HD Silverado: LWB, 4WD, Reg Cab Plokup

Model Number: CK25903 Model Year: 2017

Business Choice Allowance: \$1000 GM Accessories Cash

Salesperson Spiff Amount Eligible: \$25.00 Hourly Labor Rate for Estimate: \$100.00

#### Accessory Information

#	Part Number	Part City	Part Category	Part Description	MERP	Install Time (Reference Only
1	19332287	2	Tool Box	Tool Box - IBP UWS® Side Mount - Associated Accessories	\$ 558.00	1.0
2	84000862	1	Bed Trailering	Gooseneck Hitch Package	\$ 295.00	0.1
3	84039116	1	Floor Mats	Premium All-Weather Front Floor Mats, Dune With Gray Bowtle Logo	\$ 95.00	0.0
4	84106503	1	Assist Steps	6-Inch Rectangular Assist Steps - Chrome, For Regular Cab	\$ 600.00	0.5
TOTAL					\$ 1,538.00	1.6