

# Business Choice Portal Enhancements

GENERAL MOTORS FLEET

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**GMC**



May 21, 2020

# BUSINESS CHOICE PORTAL ENHANCEMENTS

1. LPOs installed on VIN are restricted from Accessory claim
2. Option to assign Alternate Accessories Sales Manager or Salesperson on Accessory claim
3. Add End User information for a Leasing Company
4. Display reason VIN is not eligible under the program when submitting claim

Scroll through the following slides to view details of each enhancement...

# 1. LPOs INSTALLED ON VIN ARE RESTRICTED FROM ACCESSORY CLAIMS

- LPOs installed on VIN are visible through the **View Option String** link
- Those parts are disabled from adding to your cart when submitting an accessory claim

**Submit Claim**

VIN 1GC4YPEY8LF187409 Model Year 2020 Series Name 2500HD Silverado: LWB, 4WD, Crew Cab Model Code CK20943 Delivery Type Not Available Delivery Date Not Available

Delivery Information ! Accessories Information !

Category	Part Description	Part Number	Status	Est Install	MSRP	QTY
Select			Select			
Fifth Wheel	25K GM Direct Mount Fifth Wheel package b...	19418686	Available	0.5 hrs	\$1,069.00	
Fifth Wheel	30K GM Direct Mount Fifth Wheel Package b...	19418636	Available	0.5 hrs		
Floor Liners	Crew Cab Second-Row Interlocking Premium...	84348199	Available	0.1 hrs	\$80.00	<input type="checkbox"/>
Floor Liners	Crew Cab Second-Row Interlocking Premium...	84333635	Available	0.1 hrs	\$80.00	<input type="checkbox"/>
Floor Liners	Crew Cab Second-Row Interlocking Premium...	84333636	Available	0.1 hrs	\$80.00	<input type="checkbox"/>
Floor Liners	First-Row Premium All-Weather Floor Liners i...	84348119	Available	0.1 hrs	\$120.00	<input type="checkbox"/>
Floor Liners	First-Row Premium All-Weather Floor Liners i...	84348118	Available	0.1 hrs	\$120.00	<input type="checkbox"/>
Gooseneck	2 5/16-Inch Gooseneck Trailer Hitch	84759852	Available	0.1 hrs	\$295.00	<input type="checkbox"/>

Accessories Cash: \$1000

Part Number Part Description QTY MSRP

Please select an additional \$1,000.00 in eligible accessories

Customer View

RO Number:

Delete Save Continue

**Option String**

- SFZ Exterior Emblems
- RIA Floor Liners
- RVQ Assist Steps
- OST
- 1SZ
- 2ST
- 3SB
- 3ST
- 4AA
- 4ST

Ok

LPO is restricted from claim

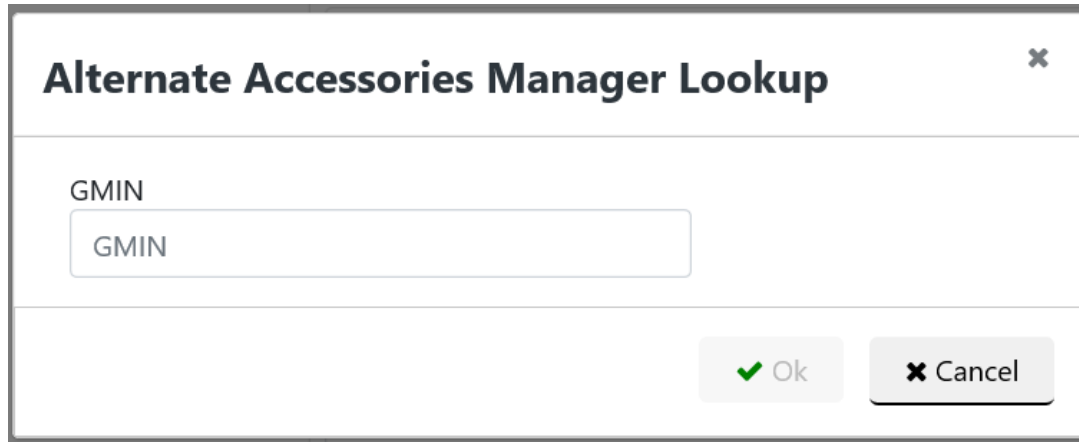
## 2. ASSIGN ALTERNATE ACCESSORIES SALES MANAGER OR SALESPERSON

Once an accessories incentive package is selected, two links will appear with the option to add an **Alternate Accessories Sales Manager and/or Salesperson**

<b>Incentive Packages *</b> <input checked="" type="radio"/> 577: Accessories Cash: \$1000 <input type="radio"/> 575: Upfit Cash: \$500	Owner First Name * Joe	Owner Last Name * Michaels
<b>Dealership Information</b> Dealership Name: NEIGHBORHOOD DEALER BAC: 123456 Dealer Code: 10000	Owner Email joe@constructioncompany.com	Phone Number * (555) 555-9000
<b>CDR Sales Manager Information</b> Name: JOHN MICHAELS GMIN: 123498765	FAN (Fleet Account Number) <input type="text"/>	Address 1 * 1234 Main St.
<b>CDR Salesperson Information</b> Name: JAMIE LIM GMIN: 112233445 Phone Number: (555) 555-1200 Email Address: jamielim	Address 2 <input type="text"/>	City * Detroit
<b>Alternate Accessories Sales Manager Information</b> <a href="#">Set Alternate</a>	State * MI	Zip Code * 43210
<b>Alternate Accessories Salesperson Information</b> <a href="#">Set Alternate</a>	Active/Current Business Documentation * State Business License or State/Federal Business Tax ID Certificate	<input type="button" value="Delete"/> <input type="button" value="Save"/> <input type="button" value="Continue"/>
Type of Business *		

## 2. ASSIGN ALTERNATE ACCESSORIES SALES MANAGER OR SALESPERSON cont.

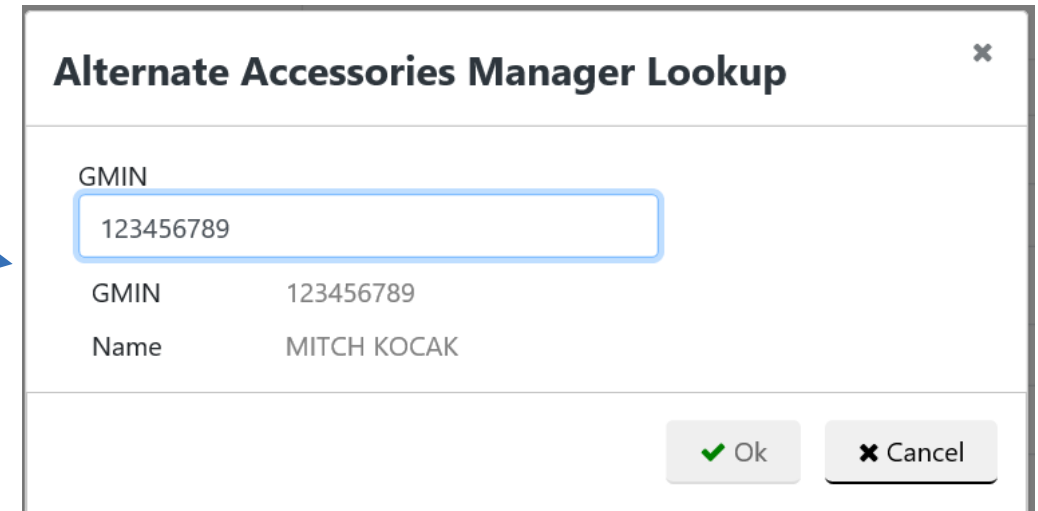
- Once the **Set Alternate** link is selected, a popup will appear to enter in a 9-digit GMIN
- If GMIN is valid, the name tied to the GMIN will automatically load
- Click the **Ok** button to assign the alternate accessories manager or salesperson



**Alternate Accessories Manager Lookup** [X]

GMIN

[✓ Ok] [X Cancel]



**Alternate Accessories Manager Lookup** [X]

GMIN

GMIN	123456789
Name	MITCH KOCAK

[✓ Ok] [X Cancel]

## 2. ASSIGN ALTERNATE ACCESSORIES SALES MANAGER OR SALESPERSON cont.

- If claim meets the minimum MSRP for a Spiff, the Spiff payout will go towards the alternate accessories sales manager or salesperson assigned **IN PLACE OF** the CDR sales manager or CDR salesperson (default).
- **NOTE:** Assigning an alternate accessories manager and sales person is optional. If an alternate is not assigned, the Spiff payout (if eligible) will go to the CDR Sales Manager and CDR Salesperson as usual.

<b>Dealership Information</b>	
Dealership Name	NEIGHBORHOOD DEALER
BAC	123456
Dealer Code	10000
<b>CDR Sales Manager Information</b>	
Name	JOHN MICHAELS
GMIN	123498765
<b>CDR Salesperson Information</b>	
Name	JAMIE LIM
GMIN	112233445
Phone Number	(555) 555-1200
Email Address	jamielim@neighborhooddealer.com
<b>Alternate Accessories Manager Information</b> <a href="#">Edit Alternate</a>	
GMIN	123456789
Name	MITCH SMITH
<b>Alternate Accessories Salesperson Information</b> <a href="#">Set Alternate</a>	

Phone Number *		
(555) 555-9000		
FAN (Fleet Account Number)		
<input type="text"/>		
Address 1 *		
1234 Main St.		
Address 2		
<input type="text"/>		
City *	State *	Zip Code *
Detroit	MI	43210
Active/Current Business Documentation *		
State Business License or State/Federal Business Tax ID Certificate		
Type of Business *		
Construction - General Contactor / Builder		
<a href="#">Delete</a>	<a href="#">Save</a>	<a href="#">Continue</a>

### 3. ADD END USER INFORMATION FOR A LEASING COMPANY

When filling out the Customer Information section on a claim, **Leasing Company** is now an option under the **Type of Business** drop down

**Customer Information**

Company Name \*  
Joe's Leasing Company

Owner First Name \*  
Joe

Owner Last Name \*  
Michaels

Owner Email

Phone Number \*  
(555) 555-9000

FAN (Fleet Account Number)

Address 1 \*  
1234 Main St

Address 2

City \*  
Detroit

State \*  
MI

Zip Code \*  
43210

Active/Current Business Documentation \*  
Business Tax Forms (Prior Year)

Type of Business \*  
Leasing Company

**End User Information**

Company Name \*

✕ Delete Save Continue

### 3. ADD END USER INFORMATION FOR A LEASING COMPANY cont.

- Once selected, a new set of **End User Information** fields are displayed
- Fill in the required information and click the **Save** button
- Continue on with submitting claim and store **Customer Claim Form PDF** in deal jacket

#### End User Information

Company Name \*  
Flo's Construction

End User First Name \* Flo      End User Last Name \* Franklin

End User Email

Phone Number \*  
(555) 555-9234

FAN (Fleet Account Number)

Address 1 \*  
9890 Park St.

Address 2

City \* Detroit      State \* MI      Zip Code \* 43210

Active/Current Business Documentation \*  
Sales Tax License

Type of Business \*  
Construction

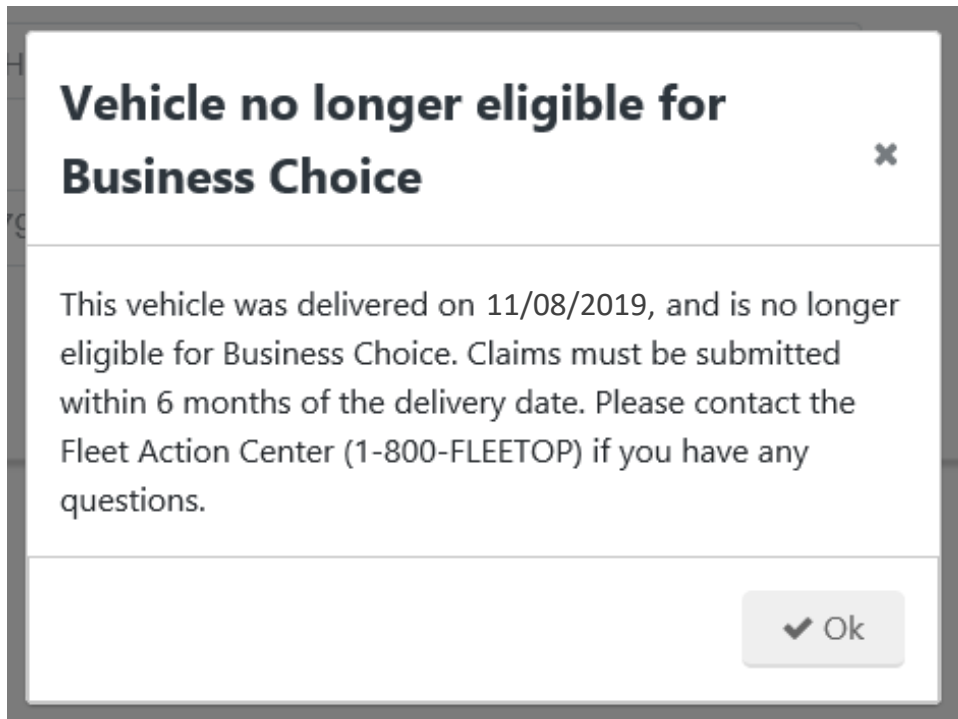
[Delete](#) [Save](#) [Continue](#)



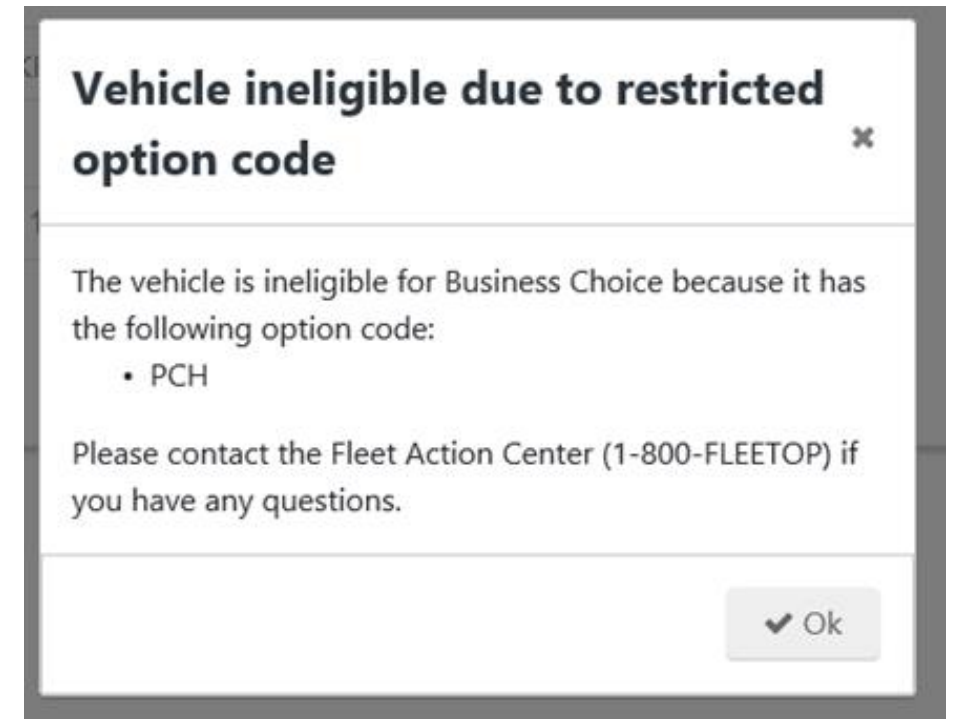
## 4. DISPLAY REASON VIN IS NOT ELIGIBLE UNDER THE PROGRAM

When starting a claim, the message displayed when a VIN is not eligible is now be more specific

Delivery past 6 months example:



Restricted vehicle option code example:



# GENERAL MOTORS FLEET

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