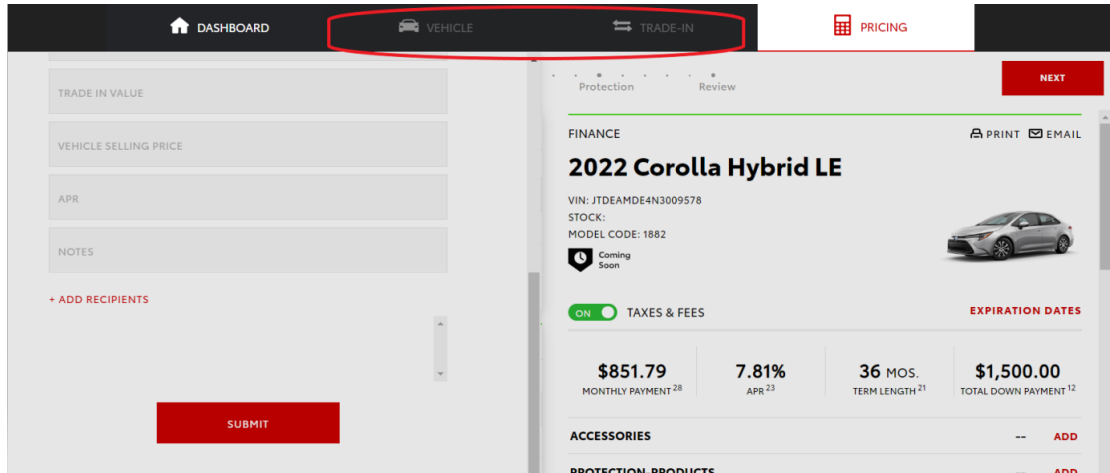


The following improvements have been slated for the October 17th Mobile Sales Tool – Showroom and MST-C release.

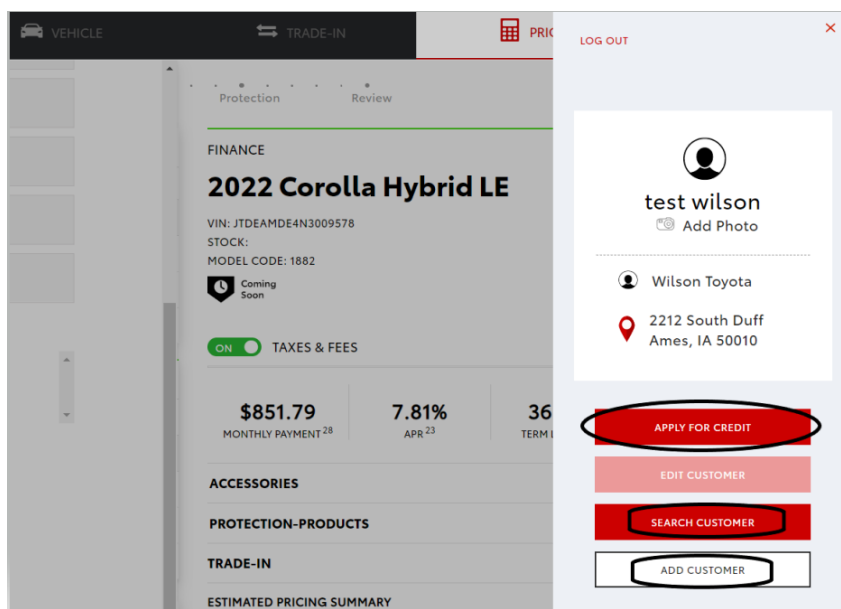
MST Updates

Ability to Lock a Write-Up

When a write up has been sent to a sales manager via the Contact Manager button in MST to review in Management Console, the write up will now present itself in a read-only state.



The salesperson will still have the ability to chat with the sales manager as well as work with other customers in MST while the reviewed write up is in this state. The Dashboard button would also be accessible, however, modifications to the vehicle and trade in information will not be accessible. The Sales Manager would need to click the Send to Customer button in Management Console in order to allow access to editing the deal in MST. The ability to enact this feature is configurable by dealer.



Current Viewers Ribbon

A floating notification will display whenever multiple users are viewing the same write-up. The notification will show the count of users along with the name(s) of the users viewing the write-up in question.



Incomplete Used Vehicle Lead

For used and certified vehicles that do not have complete information in Dealer Daily for dealers to promote online, but the vehicle may exist on the dealer's base website, a Dealer Contact Lead can be submitted by the customer and accessed via MST and Management Console.

A screenshot of a vehicle lead card. On the left is a photo of a dark grey 2017 Ford Escape with the "Rusty DREWING" logo. To the right of the photo, the text reads "2017 FORD Escape" and "1FMCU9G95HUB02209". Further right, contact information "charlie13@mail.com" and "DealerSite" is shown. At the bottom right, it says "Created: MSTC - Today" and "Modified: MSTC - Today". A red circle highlights a button labeled "Dealer Contact" with a car icon.

When the lead is accessed in MST, the user will be taken to the Dashboard page in MST.

A screenshot of the MST Dashboard page for "CHARLIE SEDAN". The top navigation bar includes a Toyota logo and tabs for "DASHBOARD", "VEHICLE", "TRADE-IN", and "PRICING". Below the navigation, the page title "CHARLIE SEDAN" is visible. The main content area is titled "VEHICLE" and features a large "ADD VEHICLE TO GET STARTED" section with a prominent red "GET STARTED" button. Below this are two side-by-side panels. The left panel is titled "TRADE-IN" and contains the text "FIND OUT WHAT YOUR CURRENT VEHICLE'S TRADE-IN VALUE IS." with a red "ADD VEHICLE" button. The right panel is titled "PRICING" and contains the text "CALCULATE YOUR ESTIMATED MONTHLY PAYMENT." with a light pink "VIEW PRICING" button.













Clicking on the Vehicle Tab of the Dashboard page will route the user to the search inventory page in MST.

SEARCH INVENTORY

Search for VIN or Stock # or Model Code

New Certified Pre-Owned

CARS & MINIVAN TRUCKS CROSSOVERS & SUVS ELECTRIFIED


 Corolla \$20,425.00 starting 31/40 Est. MPG	 Corolla Hatchback \$21,165.00 starting 32/41 Est. MPG	 Corolla Hybrid \$24,050.00 starting 53/52 Est. MPG	 Prius \$25,075.00 starting 58/53 Est. MPG	 Camry \$25,945.00 starting 28/39 Est. MPG	 GR86 \$27,900.00 starting 20/27 Est. MPG
 Camry Hybrid \$27,980.00 starting 44/47 Est. MPG	 Prius Prime \$28,770.00 starting 55/53 Est. MPG/MPGe	 Sienna \$35,385.00 starting 36/36 Est. MPG	 Avalon \$36,825.00 starting 22/32 Est. MPG	 Avalon Hybrid \$37,850.00 starting 43/43 Est. MPG	 GR Supra \$43,540.00 starting 25/32 Est. MPG

If the user searches a vehicle with incomplete information, an updated page will be presented to the user that contains minimal information about the vehicle.

[← BACK TO INVENTORY](#)

1991 TOYOTA CELICA ST

4AF 2091619 A



STOCK: 3691
VIN: JT2AT86F7M0046736
MODEL CODE: 2162
Ext. Color: ICE CAP
Int. Color: BLUE CLOTH

Used

[SELECT](#)

[OFFERS](#) [PACKAGES & ACCESSORIES](#) [DEALER OPTIONS](#)

Contact your dealer for available specials.

Key Points:

- User will not be able to access rebate, protection products, dealer options and potential payment information for the incomplete vehicle.
- Access to continue with a write-up is disabled
- Pricing and mileage will not display, even if info exists in Dealer Daily as a precaution to potential incomplete information
- Vehicles that have an active recall will have the ability to continue with a write-up

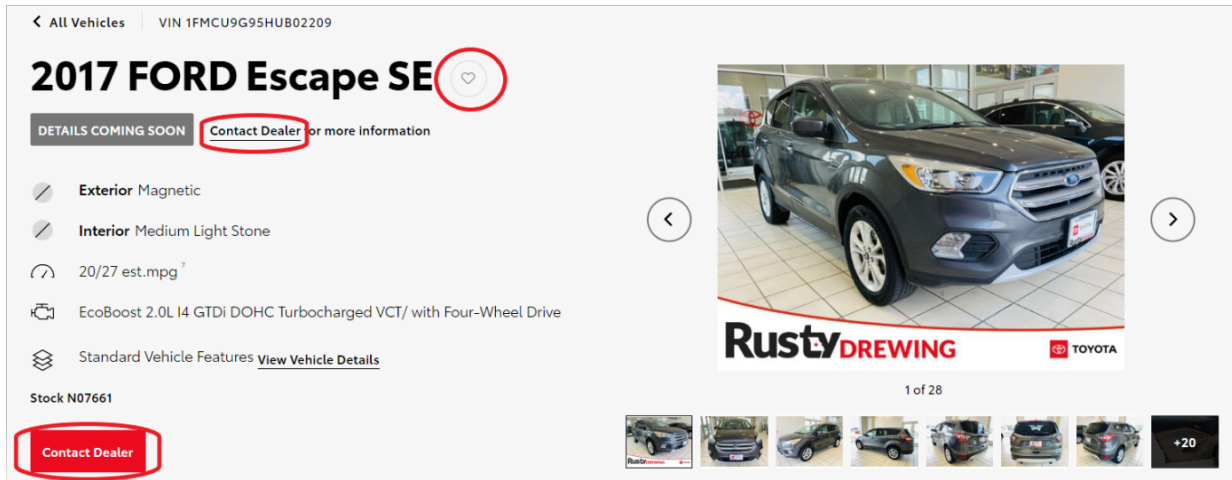
MST-C Changes

Enhanced Used Vehicles Unavailable Page

For used and certified vehicles that do not have complete information in Dealer Daily for dealers to promote online, but the vehicle may exist on the dealer's base website, an updated page has been created in MST-C that will present online customers with additional information versus the previous generic "Availability and Monthly Payments cannot be confirmed" page.

Key Points:

- The option to save the vehicle to the user's Digital Garage has been added.
- User will not be able to access rebate, protection products and potential payment information for the incomplete vehicle.
- Pricing and mileage will not display, even if info exists in Dealer Daily as a precaution to potential incomplete information.
- In the event a user attempts to look for an incomplete VIN that is with a different dealer, the enhanced page will show. However, owning dealer specific images and owning dealer specific stock numbers will not show.
- If available, the Carfax report can be accessed from this page.



< All Vehicles | VIN 1FMCU9G95HUB02209

2017 FORD Escape SE

DETAILS COMING SOON **Contact Dealer** for more information

- Exterior Magnetic
- Interior Medium Light Stone
- 20/27 est.mpg⁷
- EcoBoost 2.0L I4 GTDI DOHC Turbocharged VCT/ with Four-Wheel Drive
- Standard Vehicle Features [View Vehicle Details](#)

Stock N07661

Contact Dealer

1 of 28

RustyDREWING TOYOTA

Additional Notes:

- For used or certified vehicles that have an active recall, the existing page indicating that "Availability and Monthly Payments cannot be confirmed at this time" will display.
- An incomplete vehicle that's certified at another dealership will show the existing "Availability and Monthly Payments cannot be confirmed" page.



Availability and Monthly Payments cannot be confirmed at this time.

To inquire about this specific vehicle, please contact your dealer. In the meantime, please continue to search our inventory for the right vehicle for you.

Contact Dealer

Search Inventory

Contact Dealer Updates

Enhancements have been made to the available options for contacting a dealer (Get in Touch Modal and MST-C Footer).

- Get Directions is now a CTA that will open a map to the dealer's location

Get in touch

Wilson Toyota
2212 South Duff, Ames IA 50010 [Get Directions](#)
(515) 232-4081 Hours today: 7:00 AM - 6:00 PM

- The default browser action will now activate whenever the phone number is clicked.

Get in touch

Wilson Toyota
2212 South Duff, Ames IA 50010 [Get Directions](#)
[\(515\) 232-4081](tel:5152324081) Hours today: 7:00 AM - 6:00 PM

- The ability to expand and collapse the sales hours for the week has now been added

Get in touch

Wilson Toyota
2212 South Duff, Ames IA 50010 [Get Directions](#)
(515) 232-4081

Hours
Tue 7:00 AM - 6:00 PM
Wed 7:00 AM - 6:00 PM
Thu 7:00 AM - 6:00 PM
Fri 7:00 AM - 6:00 PM
Sat 7:00 AM - 5:00 PM
Sun Closed
Mon 7:00 AM - 6:00 PM

- The above three changes also apply to the footer of the MST-C page for each dealer

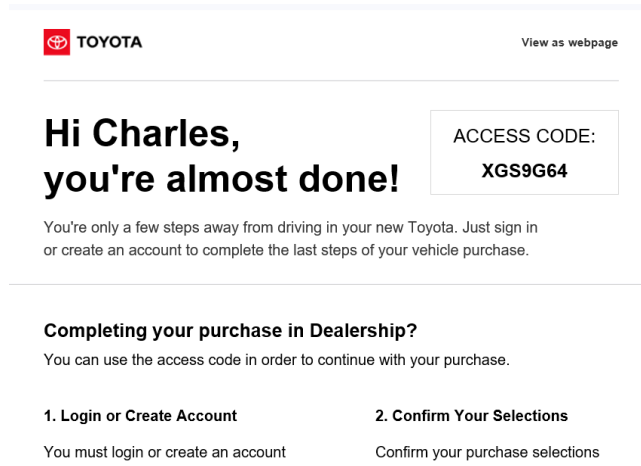
SmartPath **How It Works**
With SmartPath you can now shop for and purchase your vehicle online in the comfort of your home. [Learn more](#)

Home
2105 Christy Drive
Jefferson City, MO 65101
[Get Directions](#)

Hours
Tue 8:00am - 6:00pm
Wed 8:00am - 7:00pm
Thu 8:00am - 6:00pm
Fri 8:00am - 7:00pm
Sat 9:00am - 5:00pm
Sun CLOSED
Mon 8:00am - 7:00pm
[\(573\) 893-3100](tel:5738933100)

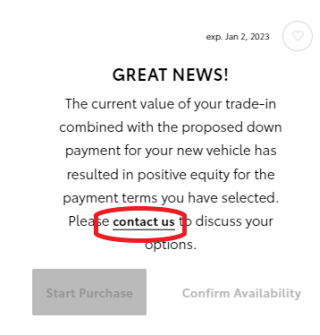
Email Updates for Outlook

The email template has been optimized to work with Microsoft Outlook.



Positive Equity Lead Source

A new lead source has been created that will allow for a customer to contact the dealer to continue a purchase in the event that a customer has trade in equity that would exceed the purchase price of the vehicle they're interested in.



Confirm Availability Lead Source

The confirm availability lead source will allow for a customer to send their information to the dealership when they're interested in the availability of a vehicle. The lead type will be visible in MST as well as Management Console.


 Dexter Lumis

 0  1 



Tacoma SR
3TMCZ5ANXNM507969

dlumis@mail.com
(281) 330-8004
DealerSite

 Confirm Availability

Created: MSTC - Today
Modified: MSTC - Today

Bug Fixes

Pricing and Review Page showing different APR

Resolved an issue that occurred where the APR shows differently on the pricing and review pages if the Finance grid on the pricing page is modified with custom values.

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