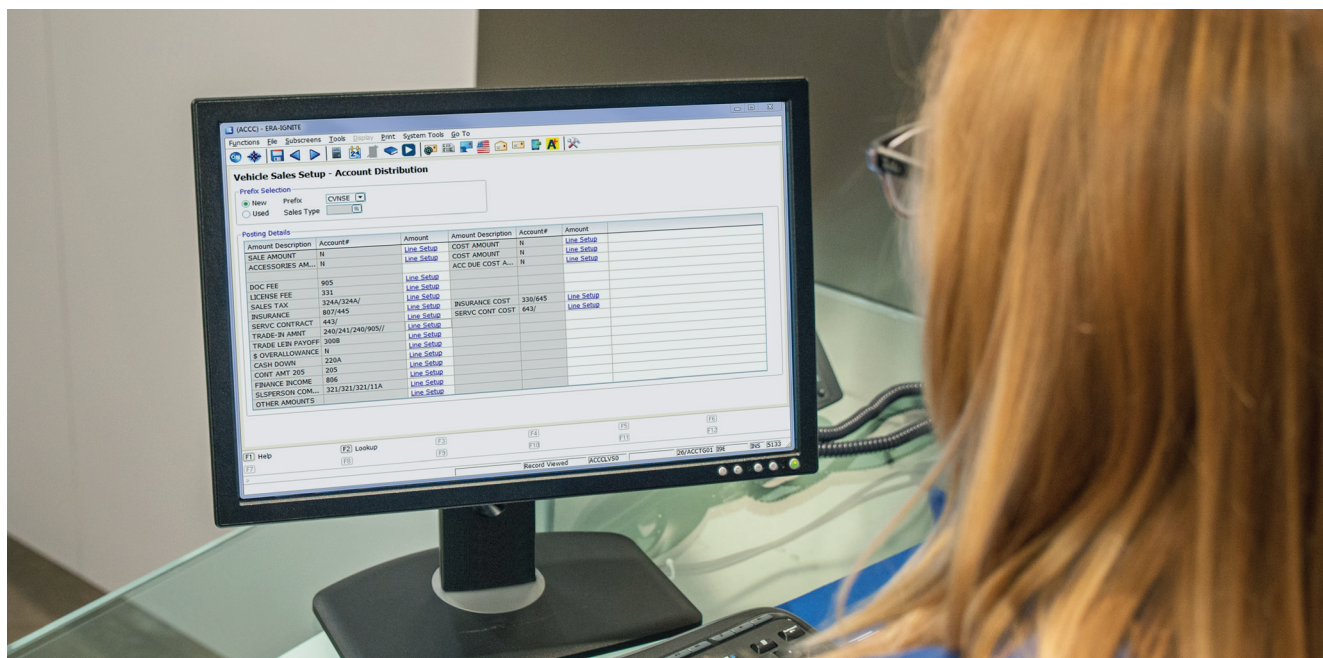


Enhanced Deal Posting

Eliminate incorrect mapping to different accounts.



Help Videos

Watch these quick, 3-minute videos to learn more.

Within ERA-IGNITE, select the help icon on the toolbar. Search for ERA-IGNITE Enhanced Deal Posting to display these available videos:

- Enhanced Deal Posting Process Overview
- Step 1 – Defining Deal Integration in the F&I Specifications Application
- Step 2 – Defining Field Dependency in the F&I Specifications Application
- Step 3 – ERA-IGNITE Vehicle Sales Setup Basics
- Step 4 – Posting a deal on the Vehicle Sales Screen in the ERA-IGNITE System

'Net Classes

Use the Vehicle Sales Integration classes to:

- Review Vehicle Sales Setup.
- Define parameters and mnemonics.
- Utilize Enhanced Accounting Integration.
- Apply Field Dependencies.
- Modify deals after integration into Accounting.

Email SED@reyrey.com for the class schedule.

Enhanced Deal Posting

Product Highlights

Enhanced Accounting Integration

Setup Type: Retail

Parameter	Description
441*51	FIN.RES CALC
441*52	SALES 1 CHRISTMAS BONUS
441*53	SALES 2 CHRISTMAS BONUS
441*54	
441*55	
441*56	
441*57	
441*58	

Details

Parameter: 441*52 Description: SALES 1 CHRISTMAS BONUS

Expression or Result	Condition
1 10.00	S2.NUMBER = ""
2 5.00	S2.NUMBER # ""
3	

Set up enhanced calculations so every variable is accounted for when you post vehicle sales.

Add field validations to the deal process to ensure you don't miss any critical information.

Field Dependency

	Field to Verify	Entry Verification	Error Description
1	APR	B.RATE	BUY RATE
2	PRICE	COST.VEH	VEHICLE COST
3	TRADE1	ACV,TRADE1	TRADE #1 ACV
4	TRADE2	ACV,TRADE2	TRADE #2 ACV
5	TRADE3	ACV,TRADE3	TRADE #3 ACV
6	WARR.TOT.PREM	WARR.POLICY.NO	POLICY NUM
7			

Use Vehicle Sales Mapping to get information posted to the correct account.

Vehicle Sales Setup - Account Distribution

Posting Details

Amount Description	Account#	Amount	Amount Description	Account#	Amount
SALE AMOUNT	N		COST AMOUNT	N	
ACCESSORIES AM...	N		ACC DUE COST A...	N	
DOC FEE	905				
LICENSE FEE	331				
SALES TAX	324A/324A/				
INSURANCE	807/445		INSURANCE COST	330/645	
SERV CONTRACT	443/		SERV CONT COST	643/	
TRADE-IN AMNT	240/241/240/905/				

Vehicle Sales - Account Distribution

Posting Details

Amount Description	Account#	Amount	Amount Description	Account#	Amount	Memo
SALE AMOUNT	411	19499.00	COST AMOUNT	611/231	17750.00	Stock# 11772
ACCESSORIES AM...	411		COST AMOUNT	611/231		
			ACC DUE COST A...	231/611	0.00	
DOC FEE	905	55.00				
LICENSE FEE	331	226.75				
SALES TAX	324A	1222.13				
INSURANCE	807	0.00	INSURANCE COST	807/330	0.00	
SERV CONTRACT	443	1000.00	SERV CONT COST	643/331	700.00	
TRADE-IN AMNT		2050.00				11772A, 11772B
TRADE LEN PAYOFF		20578.00				CHASE AUTO FNA...
\$ OVERALLOWANCE	611	-4500.00				
CASH DOWN	220A	970.24				
CONT AMT 205	205	13885.64				FIRST NATIONAL B...
FINANCE INCOME	806/262	0.00				
COMM PAY	321/11A	1374.75				Sales# 7651
OTHER AMOUNTS		1725.00				

Gross Profit: 1424.25 Accounting Cost: 17750.00 Balance: 0.00

Reference# 8798A Stock# 11772 Deal# 8798
 Prefix: CVNSE VIN 1618E58M5H7221757 Cust# 9138 JAY BRUCE
 Journal Date 05/11/17 Vehicle 17,CHEVROLET,CRUZE,4DR SD Trade 11772A, 11772B

If changes are needed, go back into the deal in Desking to update.



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