



New Development

- CRM Compare all vehicles in inventory that are similar to the Customer's Desired Vehicle.**
Click on the "View Info & Similar Vehicles" link on the Vehicle Details tab.
Pop-up also shows if any of the Stock #'s currently has a pending sale.
Similar vehicles are determined by model # OR "Vehicle Class" as determined by ChromeData.
- CRM PowerText – Dealer Options Requiring Customers to Opt-In or Not to Opt-In**
There are now two ways your dealership can start texting with your customers. Current customers that subscribe to Votenza PowerText will be contacted and given the choices. Dealers that are not currently using Votenza PowerText will be contacted and these options will be described. If you have immediate questions, please contact Angela MacMicking or Jock Freese at 757.422.3600.
- CRM View the Automated Sales & Service Follow-up Emails**
1) Click the Other Features Dropdown Menu, then
2) Click "Promotions" section, then
3) Click "View Sales & Service Follow-up"
Then, select follow-up series from the drop down or select "All" to view all active follow-up.
- CRM Additional Vehicle Details on Desired Vehicles Tab**
New Labels: Thumbnail image of stock vehicle, Hi/Low MPG, Model #, Class, Style w/Trim, MSRP
- CRM Additional Vehicle Details on Inventory Activity & Virtual Inventory Report**
New Columns: Thumbnail image of vehicle, Hi/Low MPG, Model #, Class, Style w/Trim

Enhancements & Bug Fixes

- CRM Printing Open Opportunities Page for Individual Salesperson Only**
Select a specific salesperson from dropdown in Open Opportunities, then click print button. The report will only print opportunities for the selected salesperson.
- CRM PowerCall Inbound Call Comment Wording Changed**
The comment in the comment tab clearly identifies the source of the call.
- CRM Action Menu Wording Change**
Instructions for completing tasks in the Action Menu have been rewritten to include Text task types.
- CRM Saving Buyer & Co-Buyer Email Addresses**
Trailing spaces at the beginning or end of an email address will automatically be stripped out and will no longer cause a validation error



CRM New Lead, New Email, and New Text Desktop Notification

The desktop notification will appear for 20 seconds versus 10 seconds for better visibility

CRM Round Robin Layout

Additional space has been added to separate round robin criteria's. This will make it easier to identify specifics about each lead provider.

CRM Customer Data Capture Report

Customers who have been marked "sold" will now be counted in this report. This provides a truer picture how well salesreps are capturing customer data.

CRM QuickUp & New Customer Created Comment Wording

The QuickUp & New Customer Created comments will show the person's name who actually created the customer record, regardless who was selected as Salesperson 1.

CRM Task Matrix Drop Downs

The drop down in both Showroom & Internet Task Matrix's have been adjusted so they are easier to read and use.