

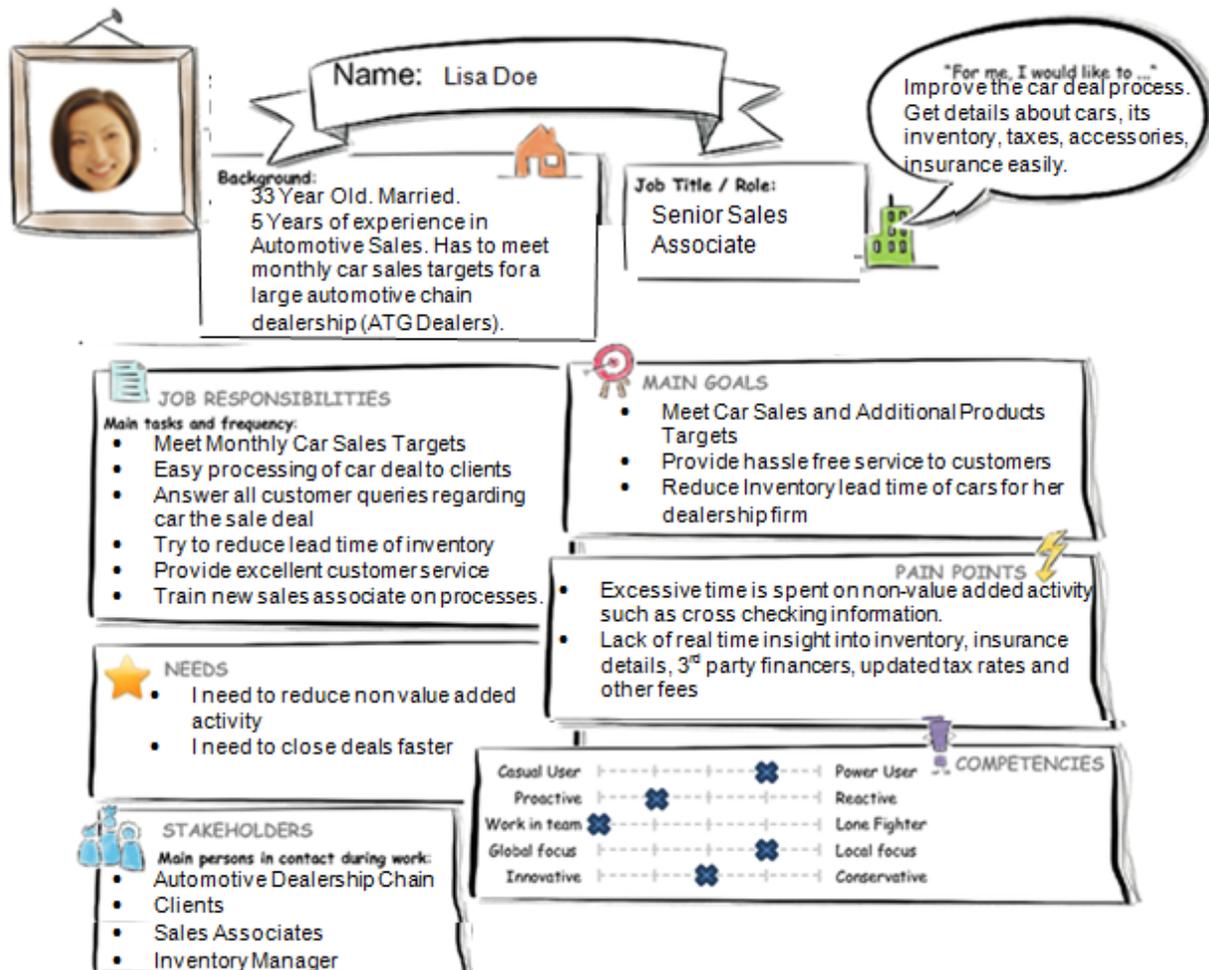
The Automotive Dealership Industry is massive with more than 17,500 Franchised Automotive Dealerships just in the United States. This app built using SAP Fiori principles focuses on the Sales Associates (Persona) working for these Dealerships. They face challenge in closing the car deals and struggle to finish the formalities during the closing process.

It is time consuming to accumulate the various details in the car selling process. Sales Associates have to

- Interact; send updates and accurate documents/forms to 3rd Party Vendors like Banks and other Financial Organizations who provide the finance and insurance.
- Send the right documents/forms to clients.
- Make sure the inventory lead time for cars are reduced (Car Dealers have a large lead time, which is a big challenge for Automotive Dealers)
- Make sure the vehicle details provided are accurate.
- Make sure they achieve their targets on sale of cars and sale of additional products like Service Contracts and other Accessories.
- Make sure the taxes and fees they charge are correct.

This app facilitates the process of closing car deals in a step by step wizard manner. It is simple, intuitive, and delightful where most information is updated based on real-time information by simple selections. It will help the sales associate to focus on meeting their car sales targets and spend less time on the deal closure process.

Persona: Lisa Doe

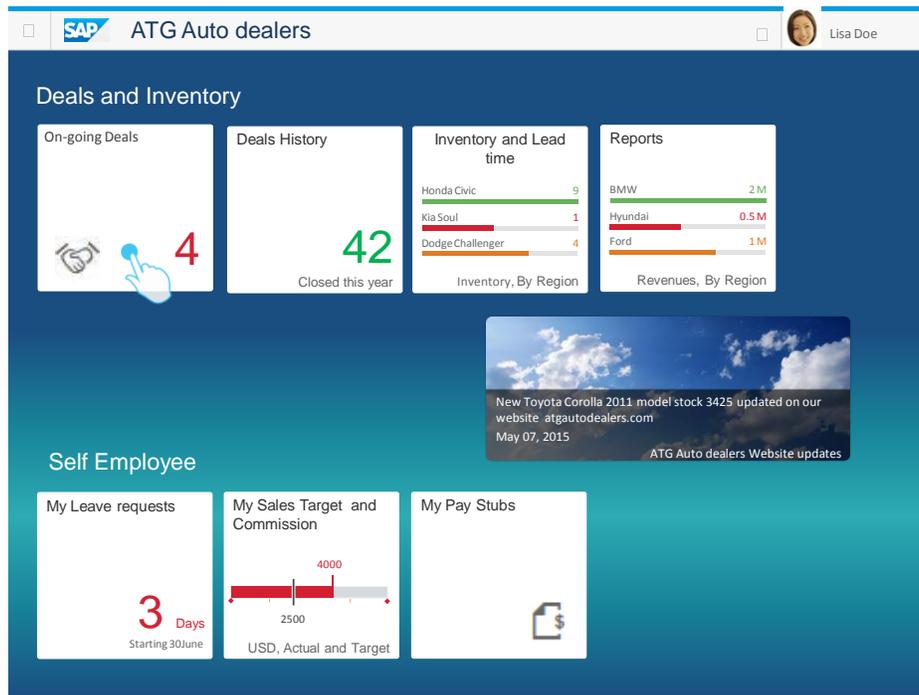


Current User Experience Journey

Duration of the Journey: 1-2 Hours



Launch pad of the App



Go to On-going Deals. The other tiles are for other apps which are not shown here. The other apps through the same launch pad are Deals History, Inventory and Lead Time and Reports which helps Lisa perform her tasks.

Live update is depicted on sky picture indicates which cars have been updated as 'ready for sale' on ATG Auto dealers' website. There are other self-employee tiles as well for Lisa.

Screen 1 below: Customer Info (Step 1)

ATG Auto Dealers | Lisa Doe

On-going Deals(4) | Details of the Deal

Search by: Customer

Allan G. Customer

Stock 380 Car Make

Stock No

Date Created on 2015.04.22

Sue Allen MAZDA 3 Unpaid

Stock 3812

Date Created on 2015.04.26

Charlotte Bakker FORD ESCAPE Unpaid

Stock 4315

Date Created on 2015.04.26

Toyota Corolla 2010 16 821.85 USD Unpaid

Stock No. 3841 Date Created: 2015.04.22

Customer Info Vehicle Info Add Products Fees & Taxes Sales Info Forms Summary & Closure

First Name: Allan

Last Name: George

Date of Birth: 1981/05/24

License No: DL2424242424

Expiration Date: 2045/05/24

Address: 2045, Sunny Brook meadows, Irvine, CA 45674

Email: Allan.george@xyz.com

Contact No: 405-872-9876

Add a co-buyer Update

In On-going Deals, in the left-side master-section, Lisa can search by Customer Name, Car Make and Stock No. of the car inventory which is going to be sold.

The right side detail section shows step-wise, with mostly pre-filled data, and editable fields.

Customer Info is the first step. A co-buyer can be added and the information updated in the deal.

Screen 2: Vehicle Info (Step 2) On Choosing the Vehicle with the stock no, pre-filled data is shown on the page. Additional vehicles could be added to the same client.

Customer Info Vehicle Info Add Products Fees & Taxes Sales Info Forms Summary & Closure

Select Car from Stock

Toyota Corolla LX 3841

VIN Toyota Corolla LX3841

Year Ford Focus CTS 4412

Engine Ford Fiesta VX 4562

Color Honda Accord Sedan 2034

Transmission

Fuel Type:

Add another car Update

Date Created: 2015.04.2

Customer Info Vehicle Info Add Products Fees & Taxes Sales Info Forms Summary & Closure

Select Car: Toyota Corolla LX 3841

VIN 12897YSDGFHDB244

Year 2010

Engine 5.6L V6 LHV 8V

Color Dark Grey

Transmission Manual

Fuel Type: Hybrid

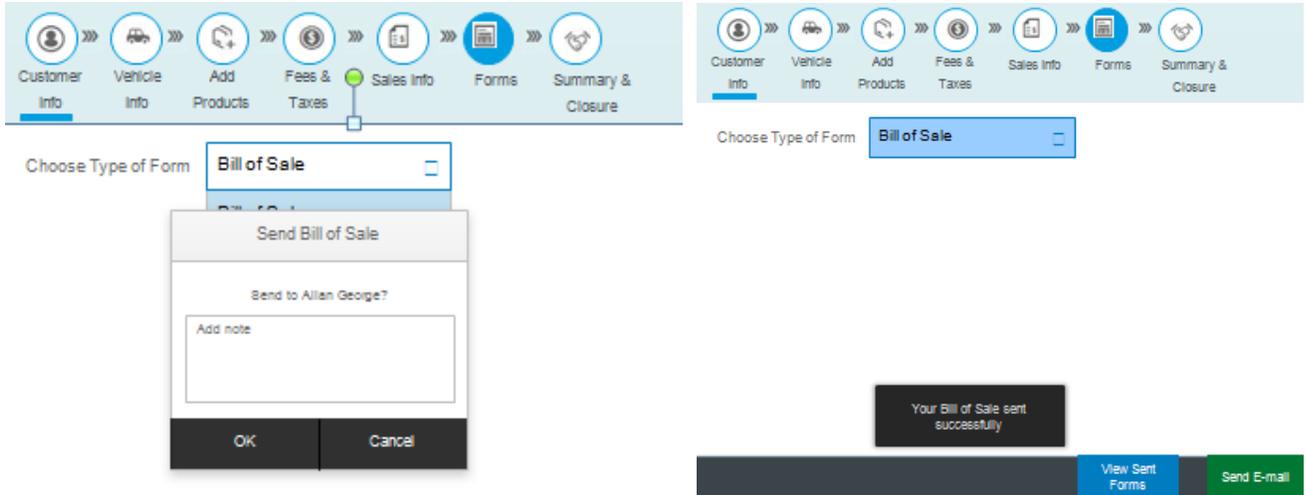
Screen 3 Below: Add Products (Step 3) According to the selected additional products, pre-filled data shows up. Additional Products could be added and updated.

Screen 4 Below: Fees and Taxes (Step 4) According to the selected US State, pre-filled data shows up.

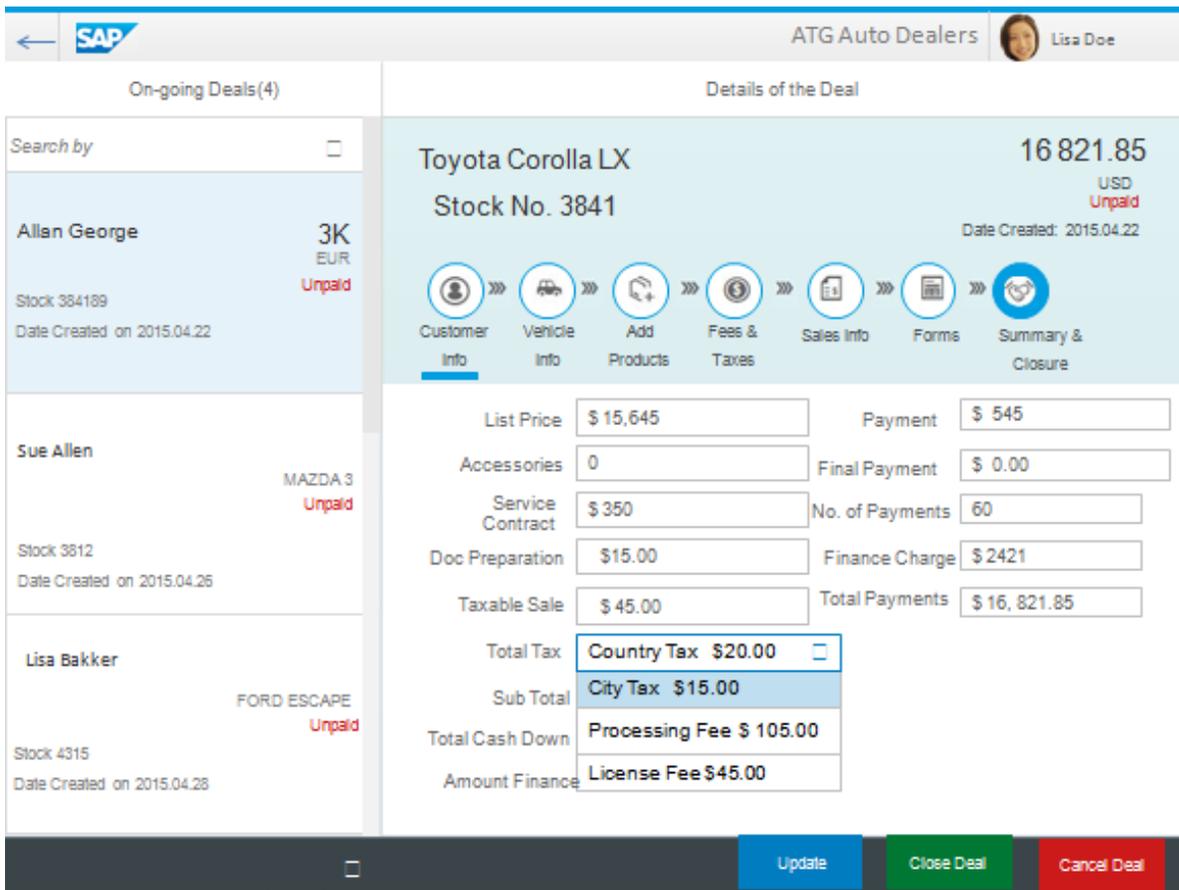
Screen 5 below: Sales Info (Step 5)

Screen 6: Forms (Step 6) important documents can be sent instantly via email to clients or 3rd Party vendors.

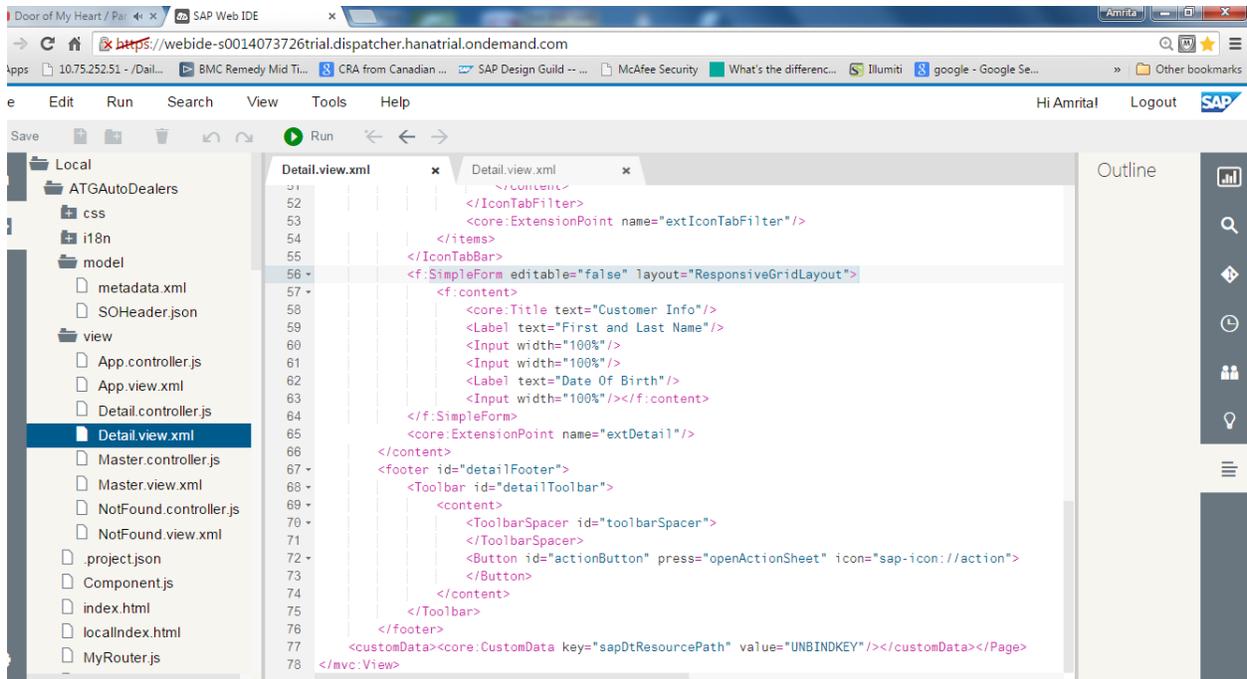
Screen 6: Forms (Step 6) sending important forms to Client



Screen 7: Forms (Step 7) Summary and Closure. The deal could be updates, closed or cancelled.



SAP Web IDE Detail View shows Simple Forms added and customized



SAP Web IDE Preview Run with Mock data

