

**Commercial Offer**  
**Logic Stars Group LLC**





## Logic Stars Group

Founded on April 1, 2003. The main activity of the company is the development, implementation and support of an complexed system for automating the activities of the auto distributor LSAvto PRO



from **2003**

We launch the systems for dealerships (LSAvto DMS) for major car brands

more than **500** enterprises

Solutions from the company Logic Stars Group are used in Russia and abroad

from **2006**

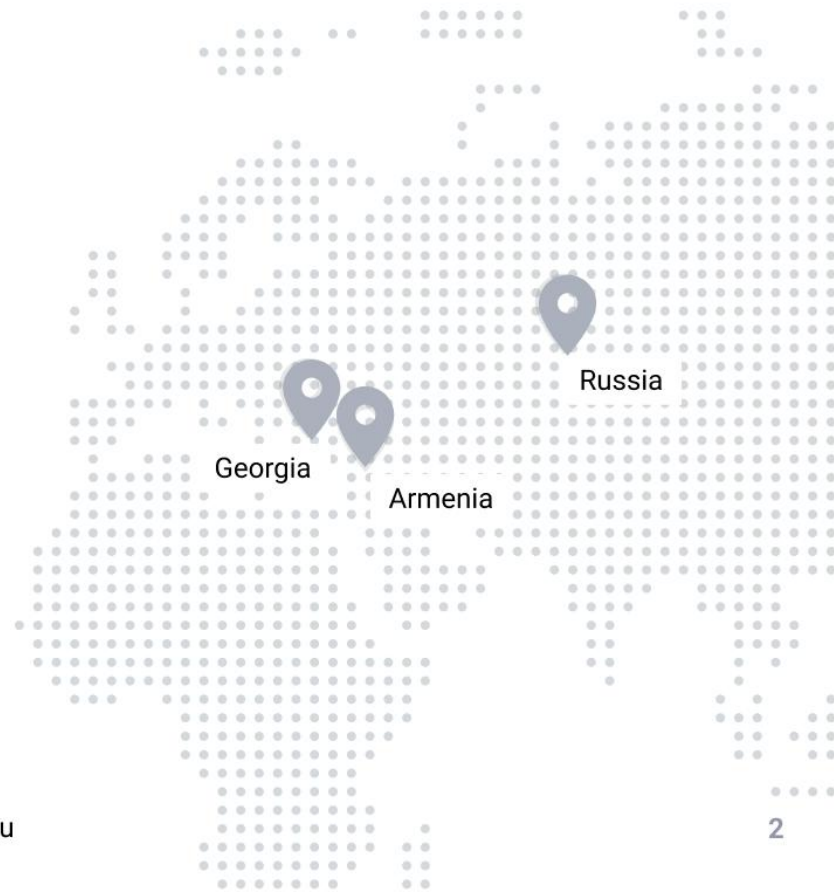
We launch ERP systems for auto distributors

в **3** странах

Distributors use a locally adapted LSAvto PRO system to manage all major business processes

A comprehensive solution from Logic Stars Group includes:

- ensuring the compliance with the national legislation of the countries of presence in terms of keeping records,
- integrations with the necessary state systems,
- compliance with the personal data processing policy



Logic Stars Group



<https://logicstars.ru>



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## Facts about the LSAvto system



**100%**  
dealers



EXEED

OMODA

**JAC**  
MOTORS



Georgia and Armenia

**20%**



Дилеров **Mercedes-Benz**  
в России

We are also trusted by:



IVECO



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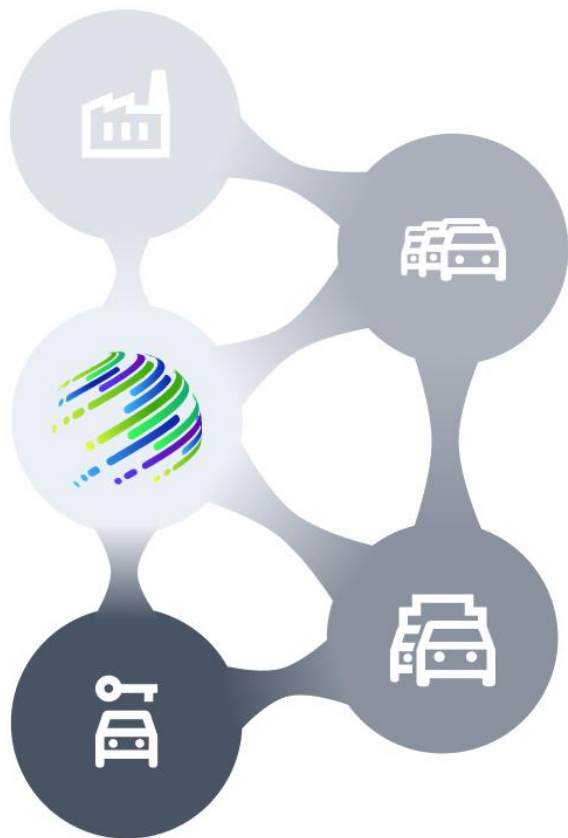
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# Factors a Distributor should consider for successful work in the market



# IMS LSAvto PRO

Solution that allows a Distributor to ensure the efficiency of business processes



- automation of the distributor's internal processes
- two-way data exchange with manufacturer systems
- integration with information systems of counterparties
- analytical BI reporting and dashboards

- dealer WEB portal
- integration with dealer's IT systems
- control of the timeliness of information processing by the dealer

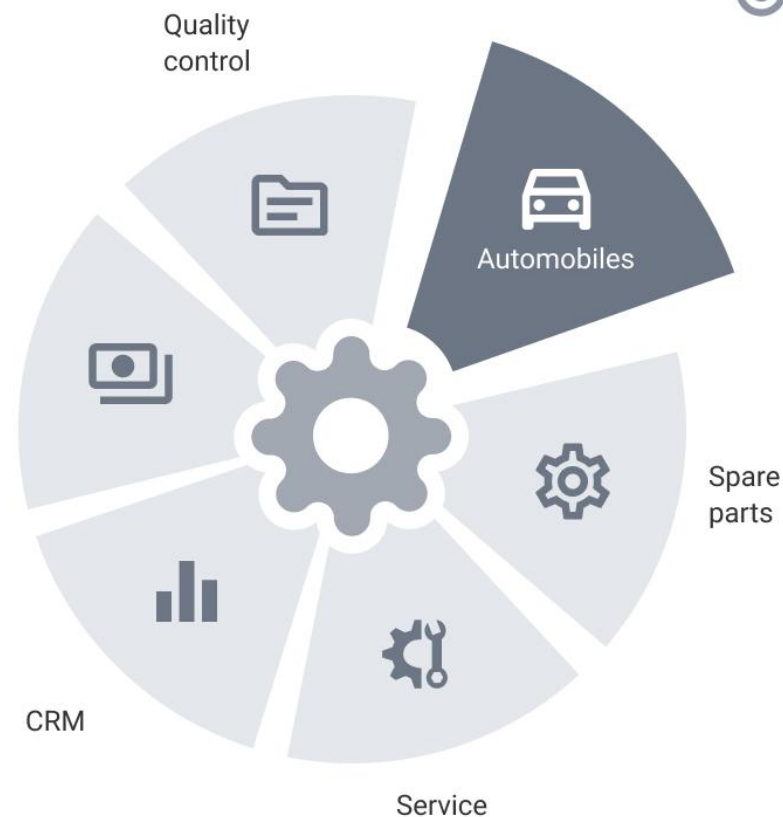
- WEB account + mobile application for the end client
- integration with feedback systems (call centers, CSI surveys)
- electronic service book





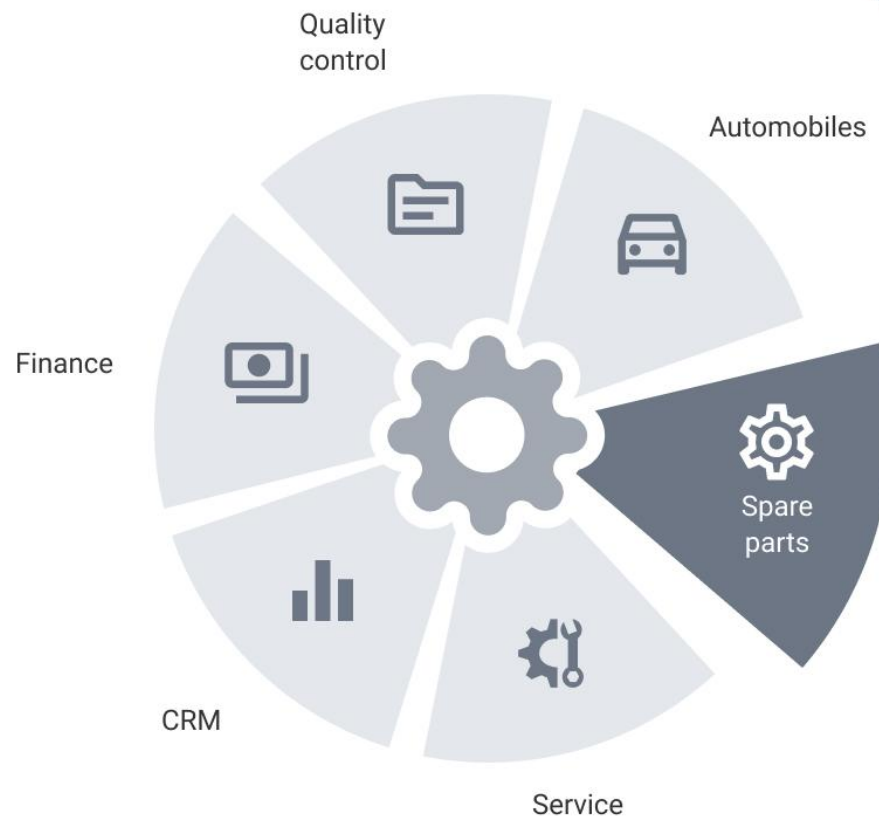
# Automobiles

- Sales planning by dealers
- Formation of orders to the manufacturer
- Calculation of bonuses and penalties
- Free stock, pre-order, orders
- Financial control, approval
- Orders for shipment, interaction with logistics companies, personal account of the carrier
- Acceptance of automobiles by a dealer, control of damage during transportation
- Transit car storage warehouses, preparation for acceptance/shipment of automobiles, personal account of warehouse
- Release of electronic vehicle passports
- Registration of car sales by a dealer (taking into account incentive programs)
- Summary analytical reporting
- Daily data upload to the parent company



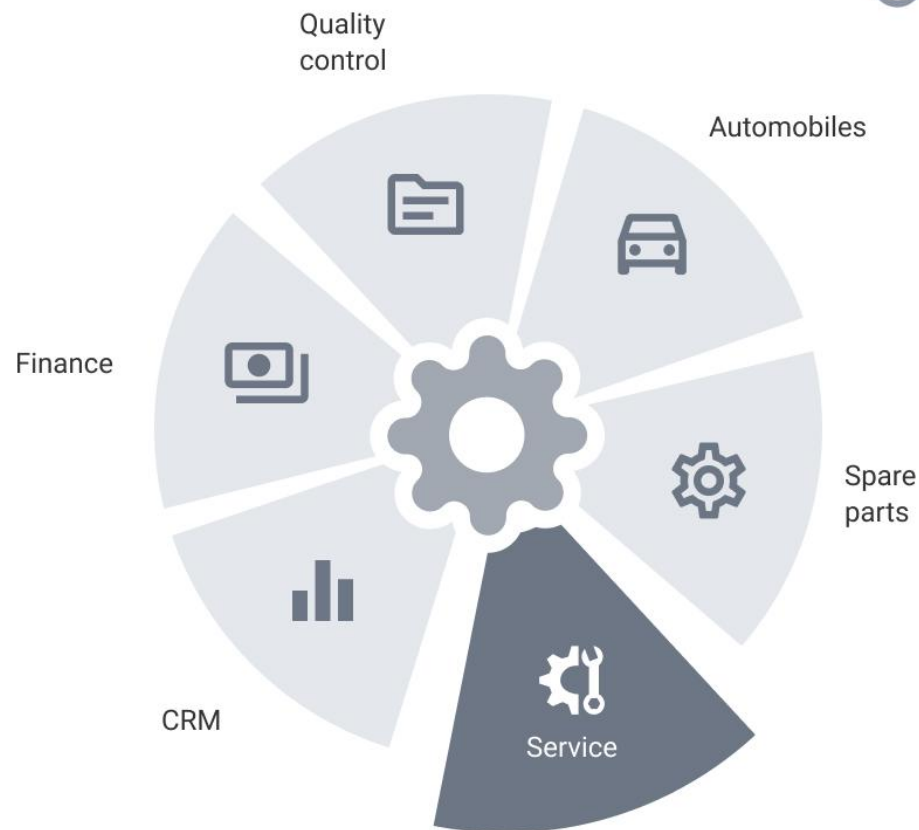
# Spare parts

- Sales planning of spare parts and accessories
- Calculation of bonuses and penalties
- Availability information, pre-order, orders, complaints
- Intelligent analysis of the current demand, the formation of regular, warehouse and urgent orders to the supplier
- Accounting for delivery times, credit notes, informing the dealer
- Ordering spare parts and accessories from the personal account or mobile application of the car owner
- Material accounting of goods by the Distributor
- Daily loading of the warehouse's state of each dealer, control of the minimum/recommended stock for each dealer
- Summary analytical reporting
- Daily data upload to the parent company



# Service

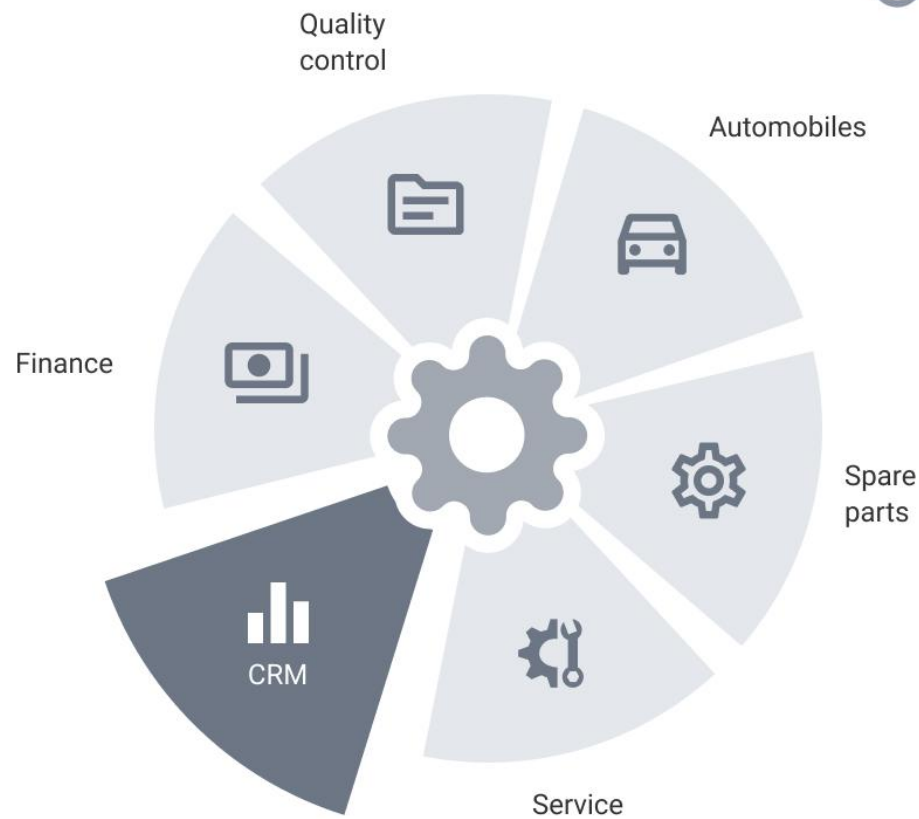
- Formation of applications in the dealer's office (technical report, refurbishment, warranty repair, goodwill repair, repair on sale, repair under service contracts)
- Control and approval of applications by the Distributor
- Accounting for service companies
- Accounting for warranty restrictions
- Maintenance monitoring
- Electronic service book
- Complete vehicle service history
- Daily upload of each dealer's repair data
- Specific reporting: CPV / IPTV, dealer retention etc.
- Summary analytical reporting





# CRM

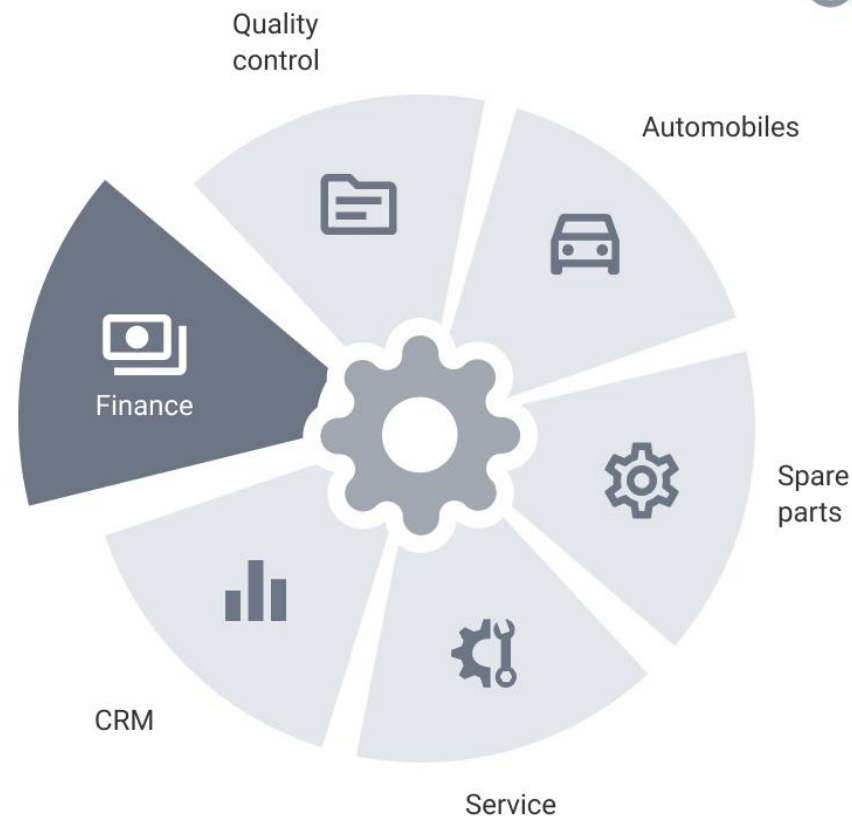
- Integration with lead generation systems. Automatic and manual registration of incoming traffic
- Control of incoming traffic processing
- Creation of a worksheet, registration of test drives, contracting, car delivery or transaction cancellation with appropriate analytics
- Sales funnel, conversion
- Setting up forms of commercial offers, sales contracts, etc.
- Providing access to the personal account of the car owner
- Summary analytical reporting





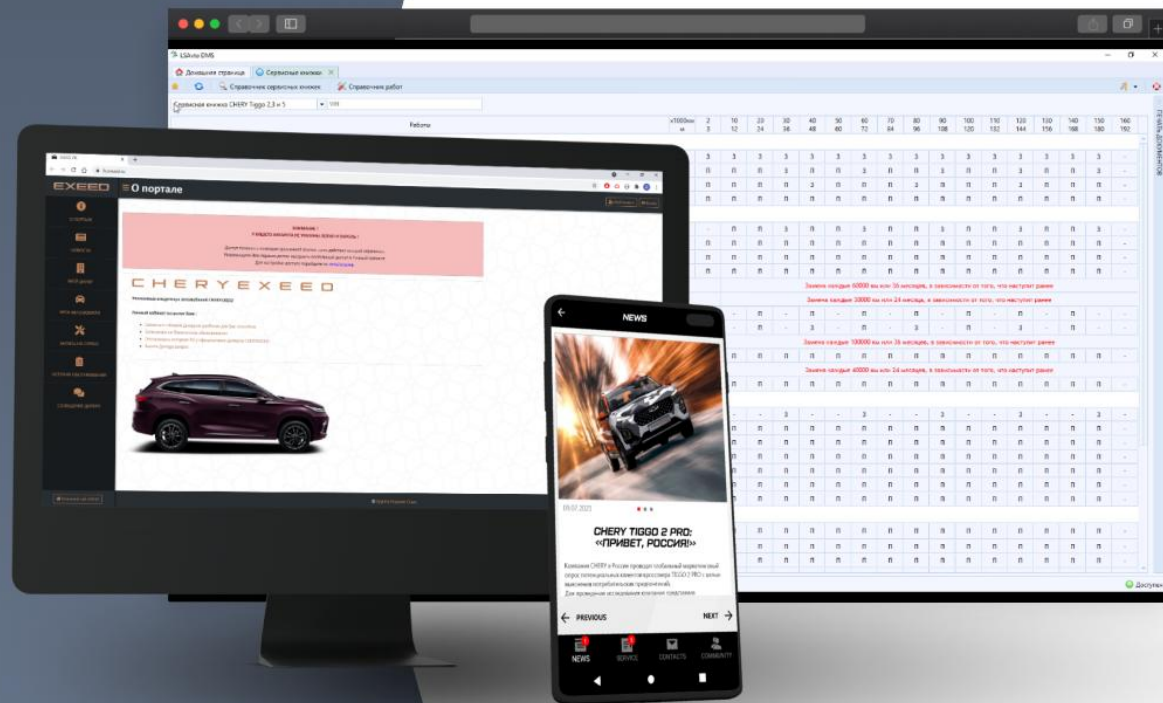
# Finance

- Accounting for different payment terms, flexible pricing, price lists
- Formation of invoices for payment for dealers
- Control of allowable debt
- Calculation of bonuses and compensations for dealers
- Possibility of self-offsetting of available funds in the Dealer's personal account
- Integration with electronic document management systems
- Integration with bank-client systems
- The act of reconciliation with the dealer in the dealer WEB portal
- Integration with the distributor's accounting system



# Premium

## Client's personal account (personal WEB account and mobile application)



- Distributor's and dealer's **news**
- Dealer's current **marketing promotions**
- List of own **automobiles**
- Control of the unfulfilled **service campaigns**
- Maintenance cost **calculator**
- **Pre-registration** for the service
- **Correspondence** with the Dealer (controlled by the Distributor)
- **Formation of orders** for spare parts and accessories, images of accessories
- **Vehicle manual**, electronic service book and other documents
- Dealer and distributor **contacts**, map, route building in the navigator
- **Links** to official communities
- **Multilingual** interface



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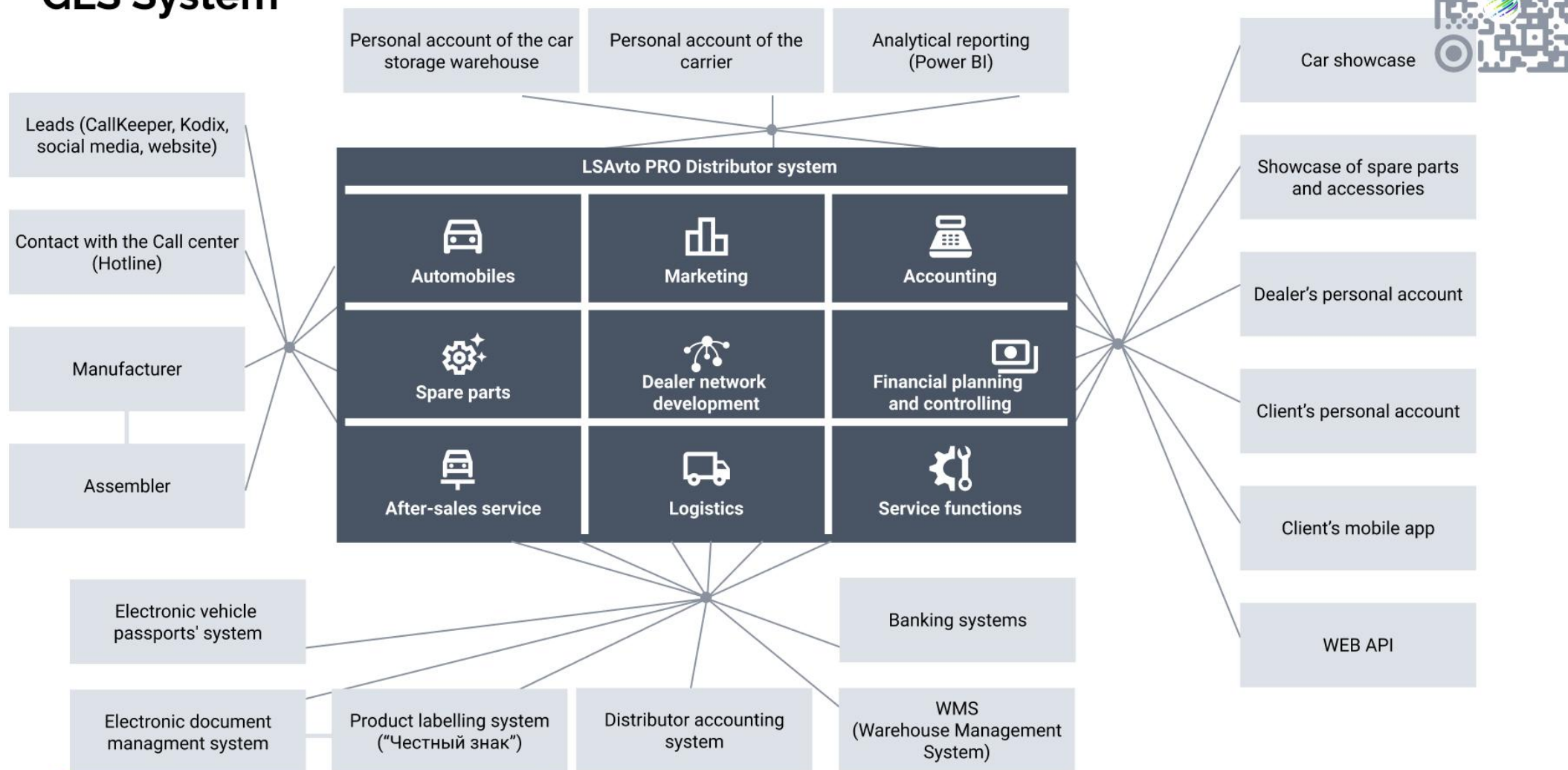


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# GLS System



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# Interaction with Russian systems



**ЭДО**

Integration with the electronic document management system



**СЭП**

Integration with the system for issuing electronic vehicle passports



**Честный знак**

Integration with the national product labelling system



**Partner information systems**

CallKeeper, Kodix, CarOperator, Call centers



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# System installation options:



**Customer equipment**

or

**Cloud hosting**



# Launch project cost: LSAvto Pro Sales+CRM Package



## System modules:

### Main:

- «Car sales»
- «Spare parts sales»
- «After-sales service»
- "Logistics"
- WEB-portal for interaction with dealers
- 20 licenses (Distributor users working simultaneously)

### Additional:

- Personal account of the car warehouse
- Personal account of the carrier



## For a client:

- Personal account of the car owner
- Mobile application for the customer



## Implementation:

- Launch and User Training
- Transferring data from another system



## Regular payments:

### of Distributor:

- Monthly payment for technical support services

### Depending on the purchased modules:

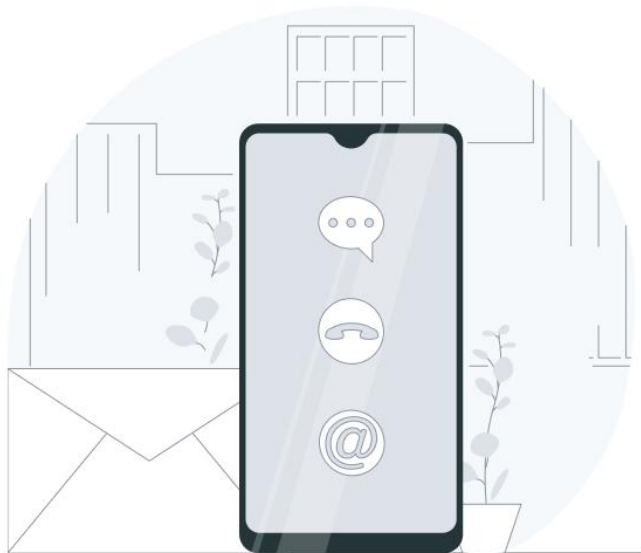
- Monthly payment for access to the personal account of the car owner
- Monthly payment for technical support of the mobile application

### of Dealer:

- Monthly payment for access to the Dealer's personal account



# Contacts



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