

The background features a diagonal split between a white left half and a dark grey right half. On the white side, there are several network diagrams consisting of nodes (dots) connected by lines. Some nodes are highlighted in blue, while others are grey. The text 'Ecosystem building concept' is centered across the diagonal split in a white serif font.

# Ecosystem building concept

**LSAvto**

# Contents

---

<b>3</b>	Logic Stars Group About us	<b>11</b>	Ecosystem Scheme	<b>19</b>	Car sales. Mobile workplace
<b>4</b>	Facts about the LSAvto system	<b>12</b>	Hosted PBX	<b>20</b>	Premium functions for the customer
<b>5</b>	Ecosystem	<b>13</b>	CRM	<b>21</b>	Premium functions for the customer. Алиса
<b>6</b>	Single information space with a Distributor	<b>14</b>	Car service. Mobile acceptance	<b>22</b>	Contacts
<b>7</b>	Dealer standarts	<b>15</b>	Car service. Work order		
<b>8</b>	Consolidated reporting PowerBi	<b>16</b>	Car service. Mobile workplace		
<b>9</b>	Data exchange	<b>17</b>	Car sales. Mobile acceptance		
<b>10</b>	Premium service	<b>18</b>	Car sales. Worksheets		



Contents





## 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**

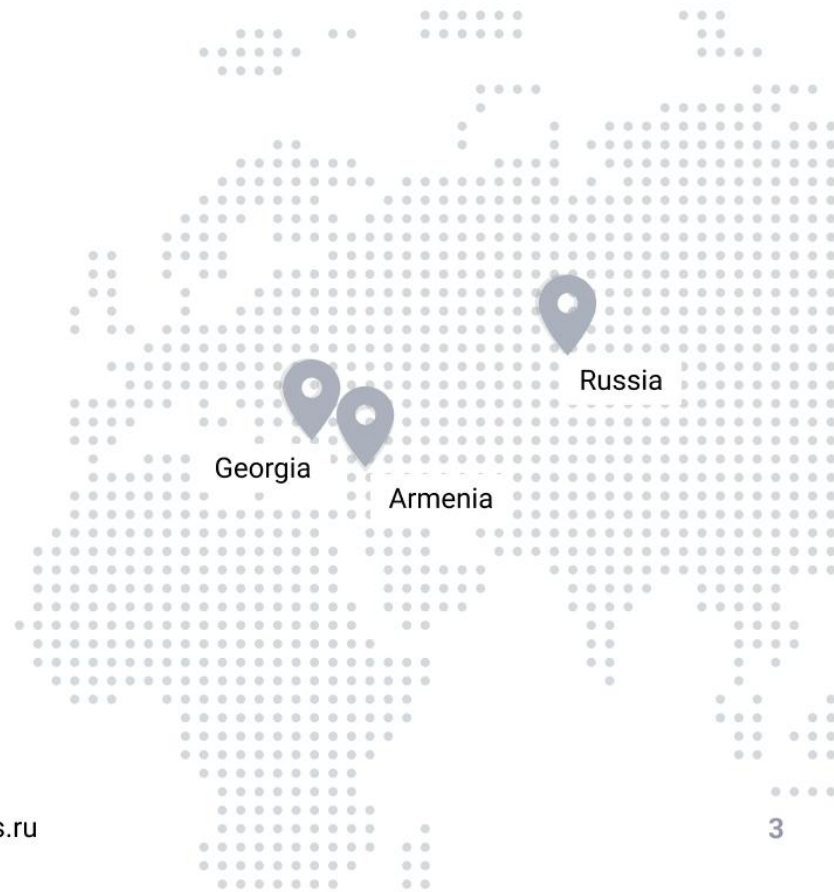
We launch ERP systems for auto distributors

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>



+7 (499) 444-06-89



[info@logicstars.ru](mailto:info@logicstars.ru)

## 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



Logic Stars Group



<https://logicstars.ru>



+7 (499) 444-06-89



[info@logicstars.ru](mailto:info@logicstars.ru)



# Ecosystem





## Single information space with a Distributor

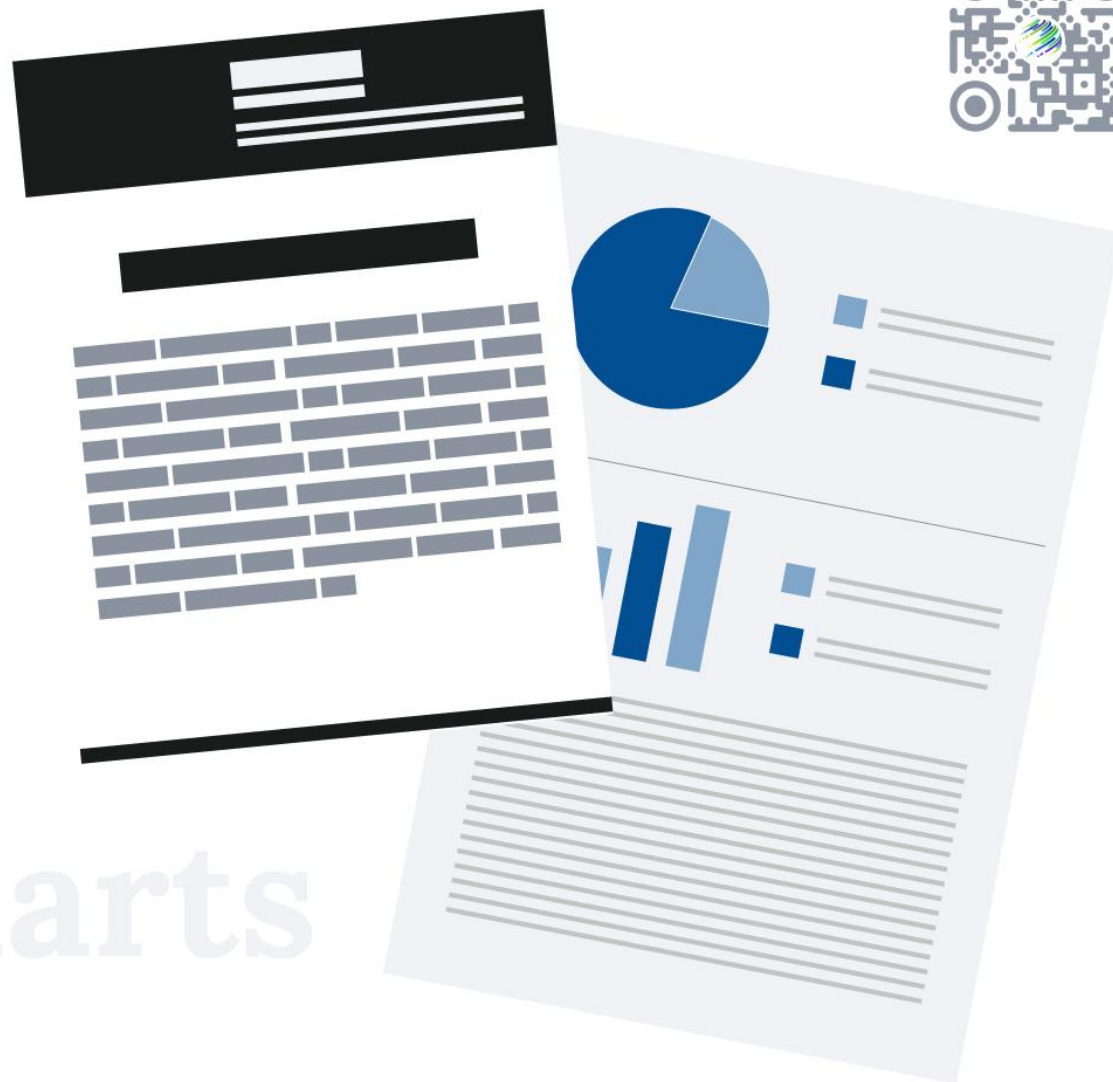
- General information system for registration, accounting and analysis of events related to customer activity
- General directories
- Centralized source of leads
- Joint participation of the customer, the Dealer and the Distributor in solving the customer's problems
- Mobile application for the Dealer's employees (tablet)
- Telemetry data of customers' vehicles

# Information space



## Dealer standards

- Centralized storage of current dealer standards
- Automatic calculation of quantitative indicators
- Ability to assess quality indicators
- Multi-factor KPI system
- Dealer audit assistance
- Dealer rating table
- Centralized management of document templates issued to clients

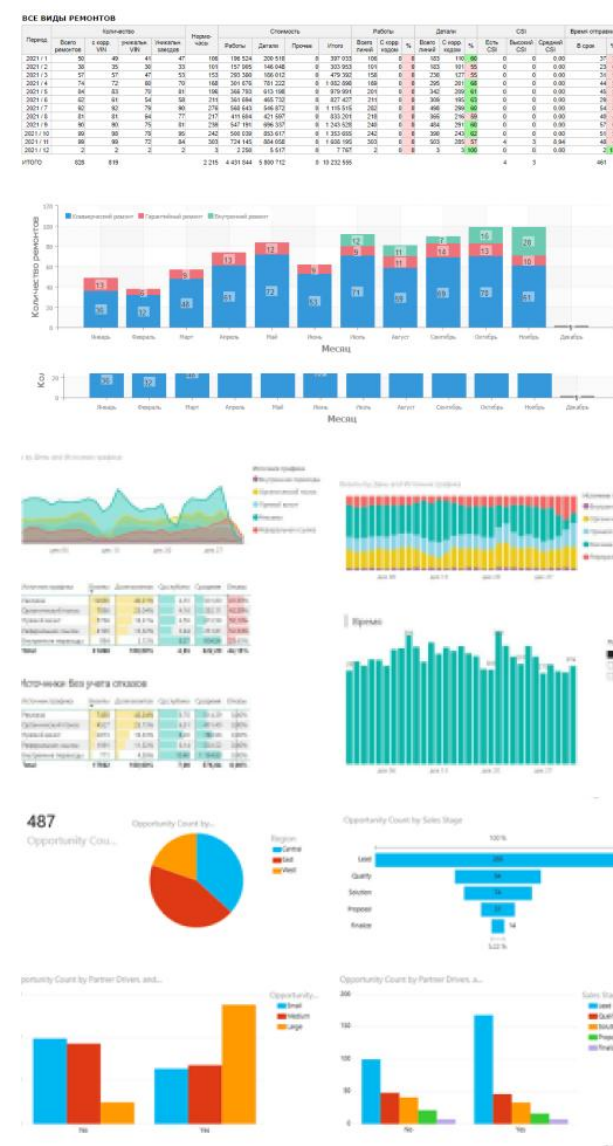
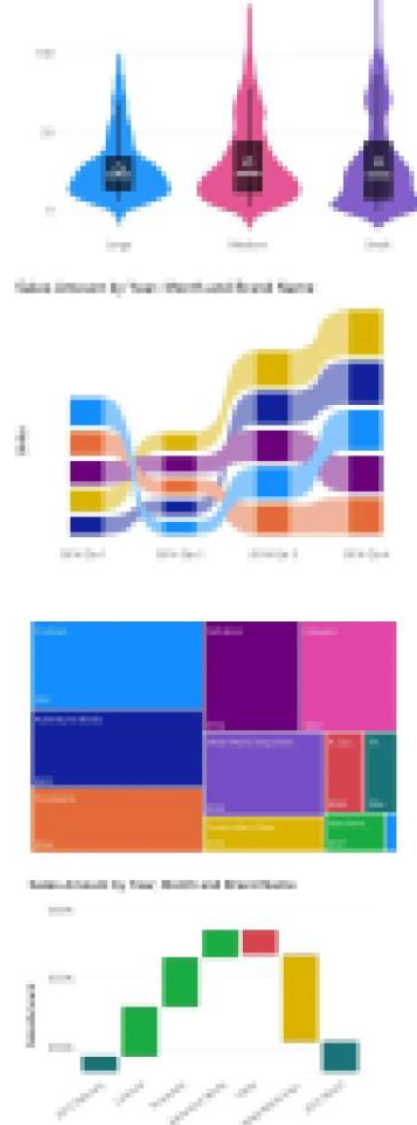


Standarts



# Consolidated reporting

- to Distributor (PowerBi)
- to Chinese colleagues (PowerBi)
- to Dealer (Dealer portal)
- Uploading data to the manufacturer



Power BI



Logic Stars Group



<https://logicstars.ru>



+7 (499) 444-06-89



[info@logicstars.ru](mailto:info@logicstars.ru)



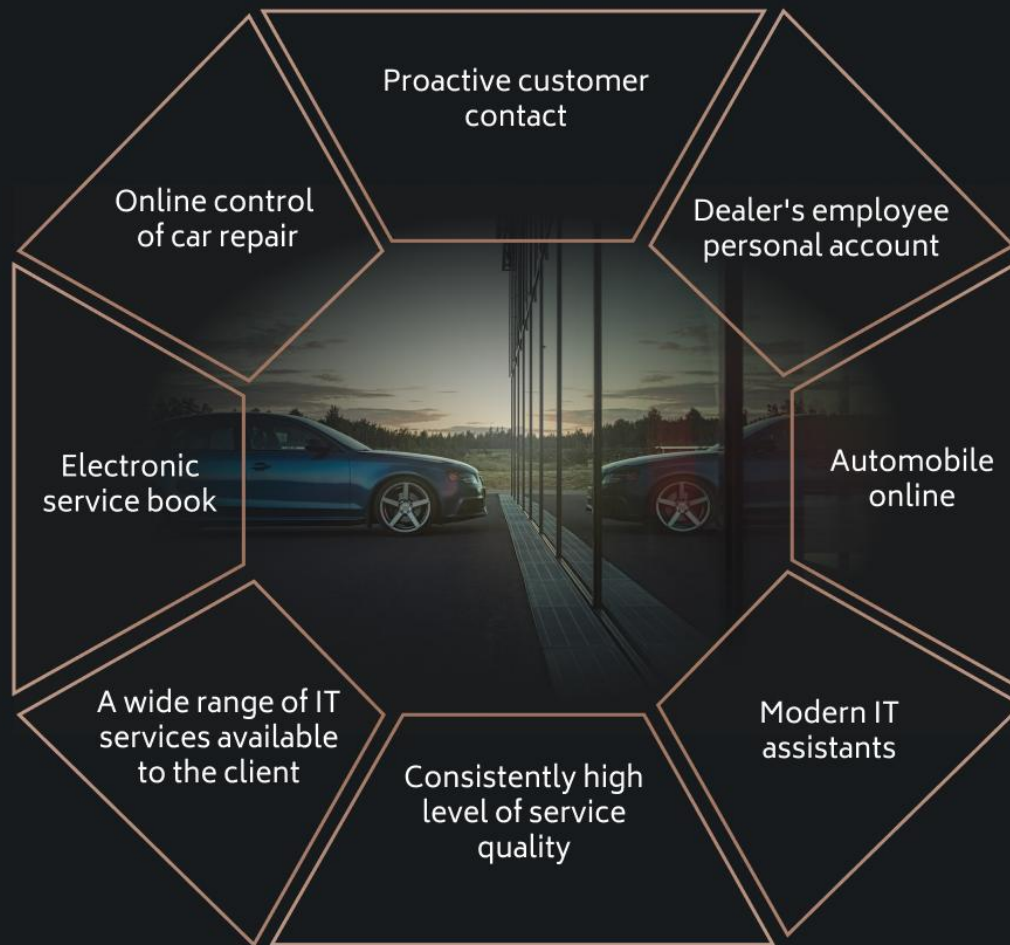
## Data exchange

- Mobile workstation of Dealer's employee
- Possibility of TWO-WAY communication with the dealer system
- Technological API
- Synchronization of documents between the mobile workstation and the main dealer system
- Interaction with external specialized information services
- No need for regular work in the dealer portal
- Help in setting up data exchange

Data exchange

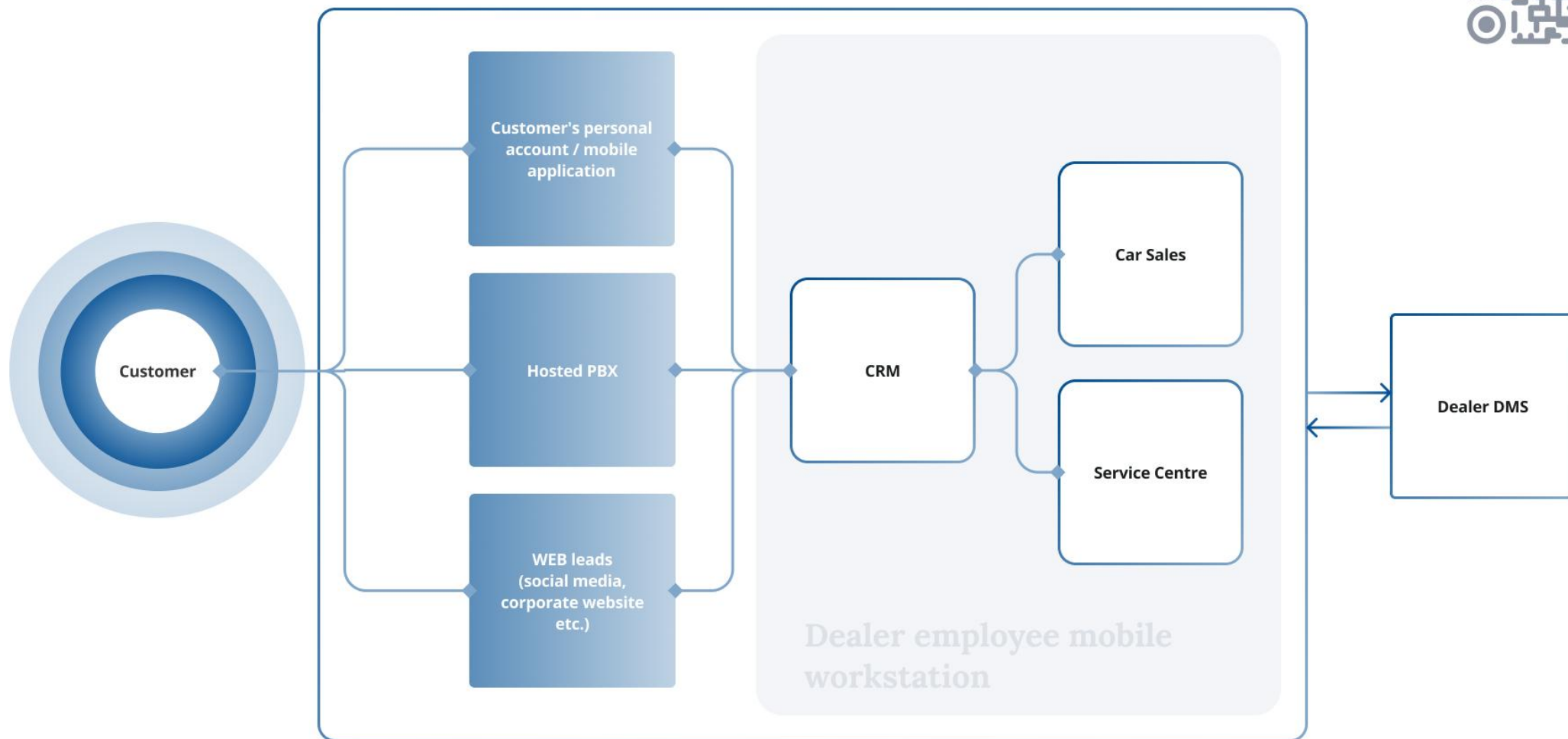


## Premium Service





## Distributor Services



## Hosted PBX

- Control of telephone calls
- Unified routing scheme
- Call recording
- Each Dealer has his own number
- End-to-end analytics
- API access



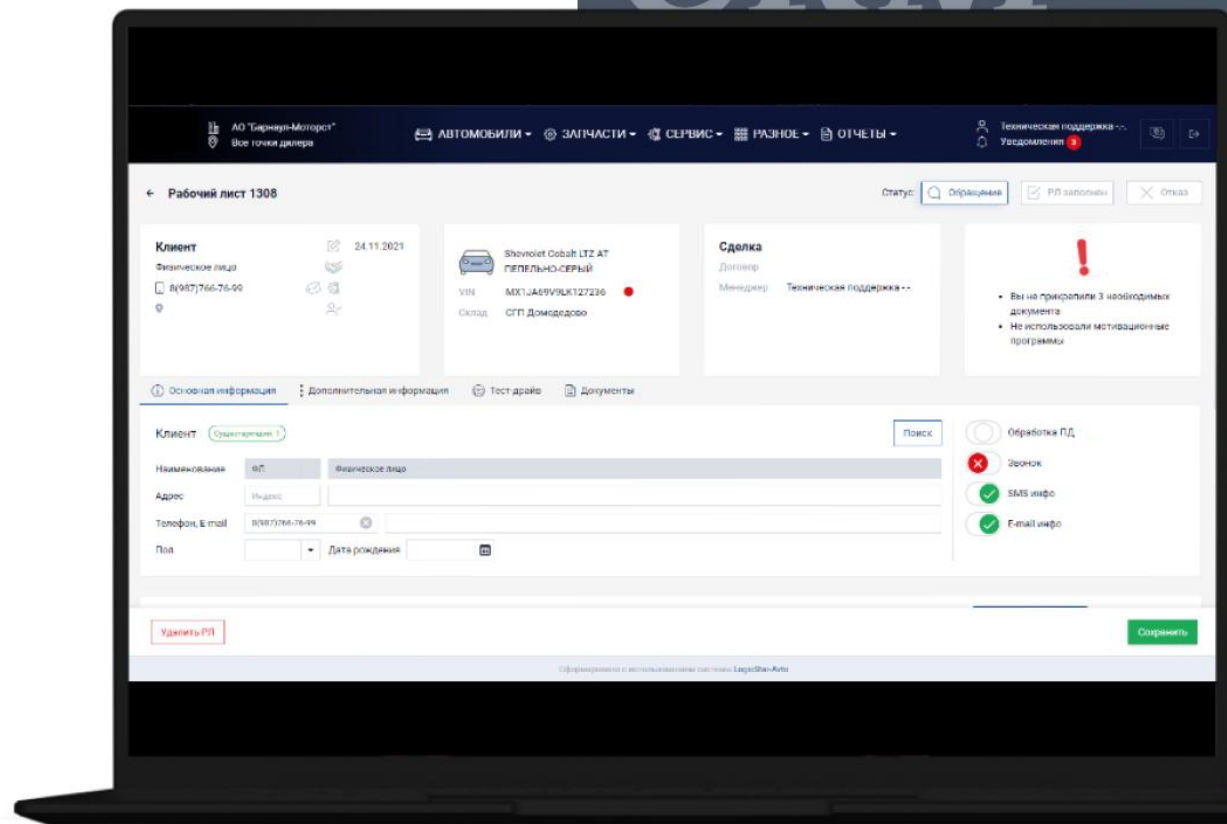
# Hosted PBX





# CRM

- Client identification on incoming call
- Lead processing control
- Dealer traffic registration
- Distribution and processing of traffic
  - Primary traffic
  - Secondary traffic
  - Untargeted traffic
- Marketing emails
  - E-mail
  - SMS
  - Push notifications
- Mobile workplace of a receptionist



- Car inspection
- Photo
- Checklists
- Quality control of work performance
- Mobile document printing

## Car service. Work order

- Centralized directories, selection of works and spare parts
- Two-way communication with dealer system (i.e. Mercedes XENTRY)
- Accounting of the reasons for requests, structured work order
- SMS, e-mail, push notifications
- Unified printing forms
- Cycle management of customer calls, work with recommendations
- Proactive contacts with the customer (prediction of technical maintenance, notifications about service campaigns, promotions)
- Mobile workplace (IOS, Android. Tablet)



# Work order



Logic Stars Group



<https://logicstars.ru>



+7 (499) 444-06-89



[info@logicstars.ru](mailto:info@logicstars.ru)

## Car service. Mobile workplace

- Service consultant's personal account
  - View personal metrics
  - Motivational programs (CSI refinement, mobile app installation etc.)
  - Customer contacts
- Dashboard of the service manager
  - Statistical indicators
  - Indicators by employees
  - Car service funnel
- Results of automatically collected CSI surveys
- Customer vehicle telemetry data
- Global vehicle service history



Mobile  
workplace





## Car sales. Mobile acceptance

- Car inspection upon acceptance by the Dealer
- Car inspection upon delivery to the client
- Photo
- Checklists
- Mobile document printing

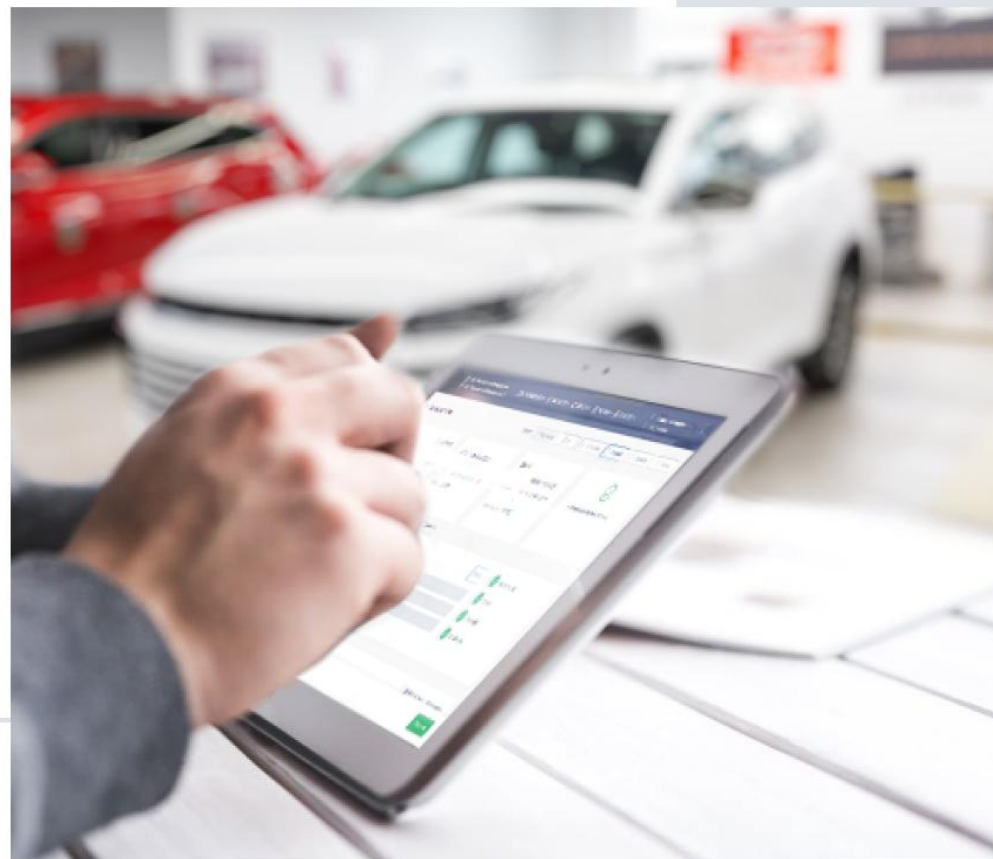


Mobile  
acceptance



## Car sales. Worksheets

- Full cycle of work with a potential customer
- Planning points of contact with the customer
- Accounting for passing test drives
- Configurator of additional equipment
- Unified printing forms
- Sending a personalized commercial offer by e-mail
- Motivational programs
- Communication with the Service block (pre-sale service, installation of additional equipment, service events)
- SMS, e-mail, push notifications
- Two-way communication with dealer system
- Mobile workplace (IOS, Android. Tablet)
- Unloading to external systems (Showcase of cars, Avto.ru, Avito)
- Integration with external services (Lending, insurance, trade-in assessment)



## Car sales. Mobile workplace

- Sales manager's personal account
  - View personal metrics
  - Motivational Programs (SSI refinement)
  - Customer contacts
- Availability in the Distributor's warehouse
- Dashboard
  - Statistical indicators
  - Indicators by employees
  - Sales funnel
- Results of automatically collected SSI surveys



Mobile  
workplace





## Premium functions for the customer

### Mobile application (IOS,Android)

#### All functions of the mobile application

- News (including current Dealers' promotions)
- My car (including information about unfulfilled service activities)
- Documentation (including an electronic service book)
- Service registration
- Repair history (including passing CSI surveys)
- Ordering spare parts and accessories
- Dealer communication
- Contacts

#### Functions for the sales department

- Car showcase
- Control of orders
- SSI

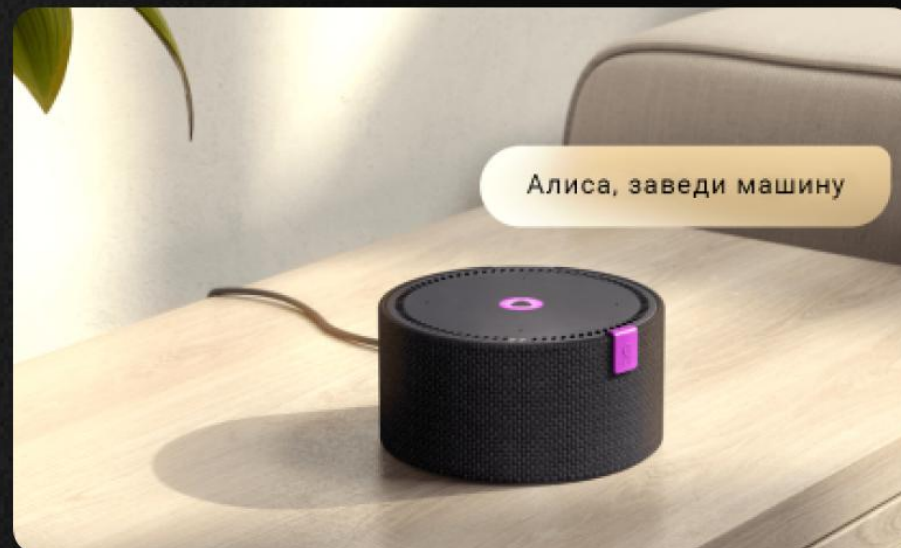
#### Additional after-sales service functions

- Online control of car repair
- Coordination of additional work
- Online payment
- Telemetry data, car remote control
- Bonus account status
- Chat with a personal service consultant
- Integration with voice assistants





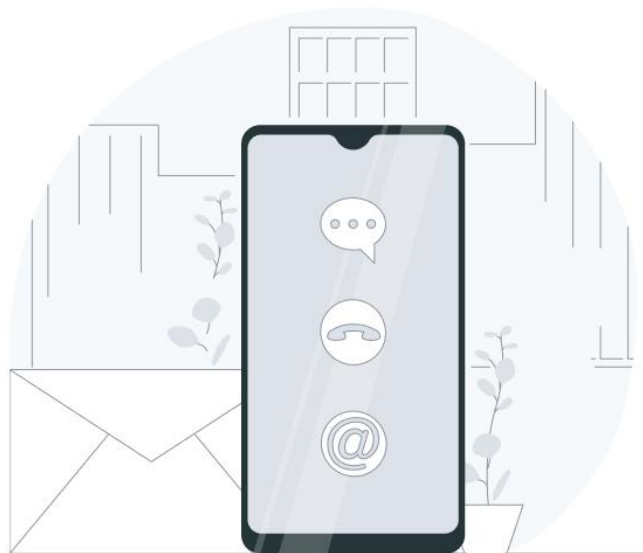
## Premium functions for the customer. Алиса\*



\*a Russian intelligent personal assistant for Android, iOS and Windows operating systems and Yandex's own devices developed by Yandex



# Contacts



## Logic Stars Group LLC

☎ +7 (499) 444-06-89

✉ info@logicstars.ru

📍 12 Uglichskaya street,  
office 210, Moscow, Russia

🌐 <https://logicstars.ru>

