



Ecosystem building concept

LSAvto

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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**

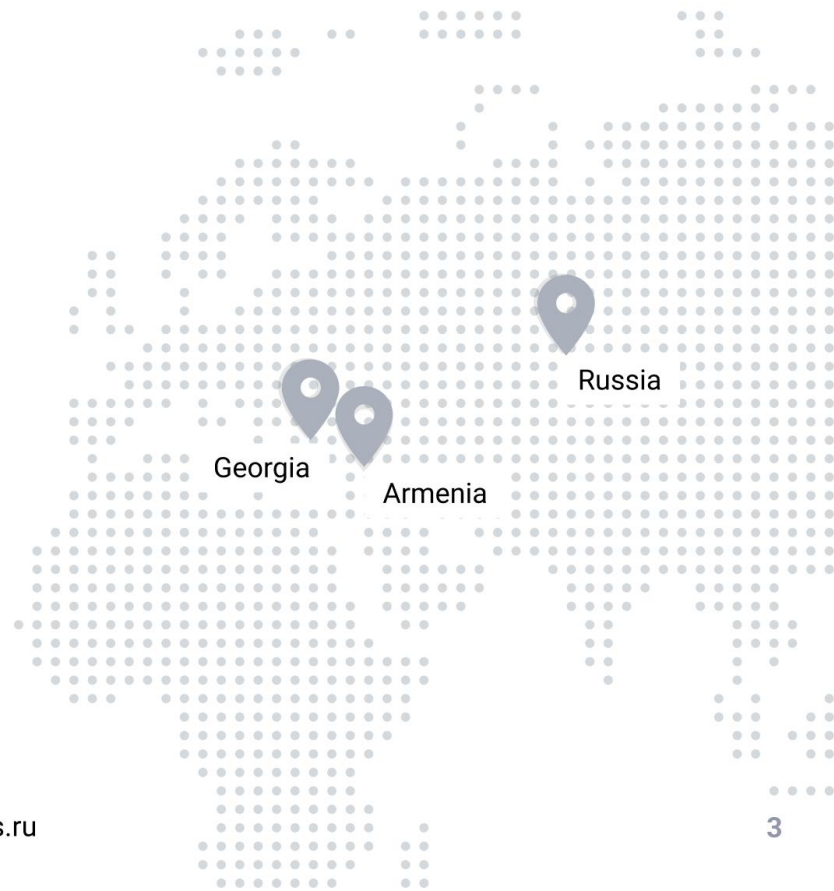
We launch ERP systems for auto distributors

in **3** countries

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



Facts about the LSAvto system



100%
dealers



EXEED

OMODA

JAC
MOTORS



20%



Mercedes-Benz
dealers in Russia



BAIC



KAIYI



JETOUR
— Drive Your Future —

We are also trusted by:



IVECO



Logic Stars Group



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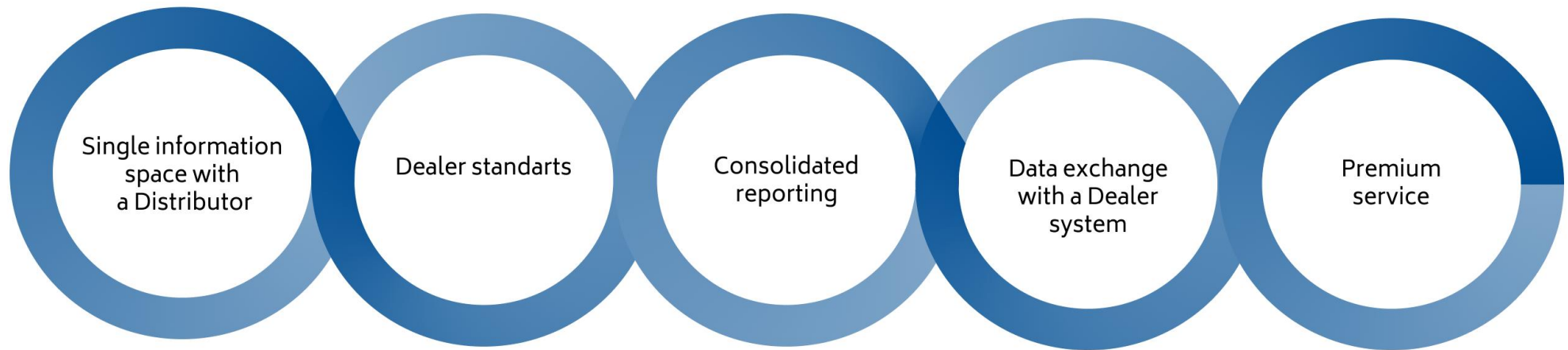
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Ecosystem



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

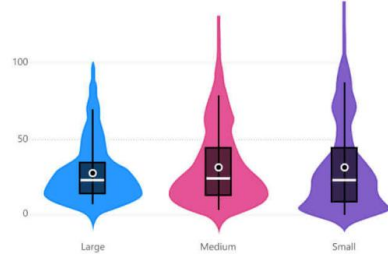


Standarts

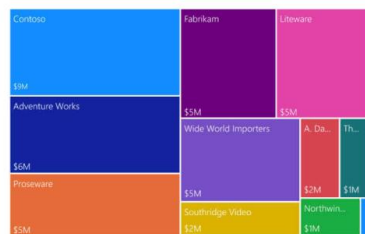
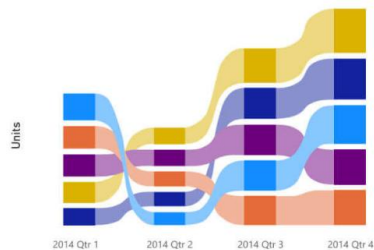


Consolidated reporting

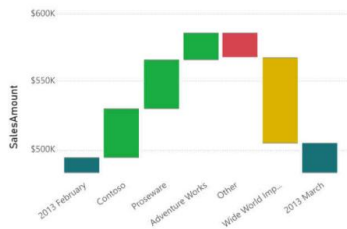
- to Distributor (PowerBi)
- to Chinese colleagues (PowerBi)
- to Dealer (Dealer portal)
- Uploading data to the manufacturer



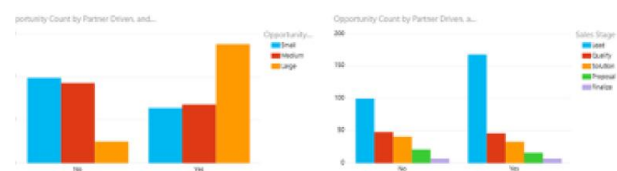
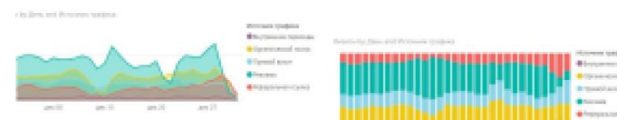
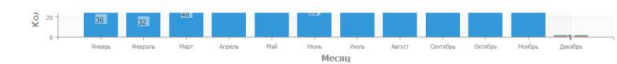
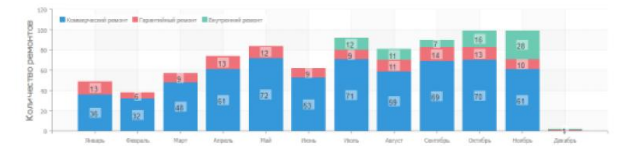
Sales Amount by Year, Month and Brand Name



Sales Amount by Year, Month and Brand Name



ВСЕ ВИДЫ РЕМОНТОВ														
Период	Всего ремонтов	Компьютер		Смартфон		Телевизор		Другое		Средняя стоимость		Всего		
		Средняя стоимость	Всего	Средняя стоимость	Всего	Средняя стоимость	Всего	Средняя стоимость	Всего	Средняя стоимость	Всего			
2021.1	50	40	41	47	106	196 524	206 516	8	397 033	196	0	0.00	37 74	
2021.2	50	40	41	47	106	196 524	206 516	8	397 033	196	0	0.00	37 74	
2021.3	57	47	47	47	53	105 230	106 613	6	479 424	158	0	0.00	21 54	
2021.4	52	42	42	42	52	105 230	106 613	6	479 424	158	0	0.00	21 54	
2021.5	54	43	43	43	51	106 340	107 108	6	479 424	158	0	0.00	21 54	
2021.6	52	42	42	42	52	105 230	106 613	6	479 424	158	0	0.00	21 54	
2021.7	80	82	79	80	278	588 643	546 073	8	1 115 512	282	0	0.00	54 58	
2021.8	81	81	84	81	217	452 097	425 097	8	1 115 512	282	0	0.00	54 58	
2021.9	81	81	81	81	238	574 097	546 097	8	1 115 512	282	0	0.00	54 58	
2021.10	99	98	98	99	242	580 036	551 036	8	1 115 512	282	0	0.00	51 57	
2021.11	98	98	98	98	263	574 036	546 036	8	1 115 512	282	0	0.00	51 57	
2021.12	7	7	2	2	7	1 681 617	6 617	2	6 617	2	0	0.00	2	
Итого	608	618			7 719	4 474 180	4 480 712	8	11 972 032	4 480	4	0.00	2 481	



Power BI



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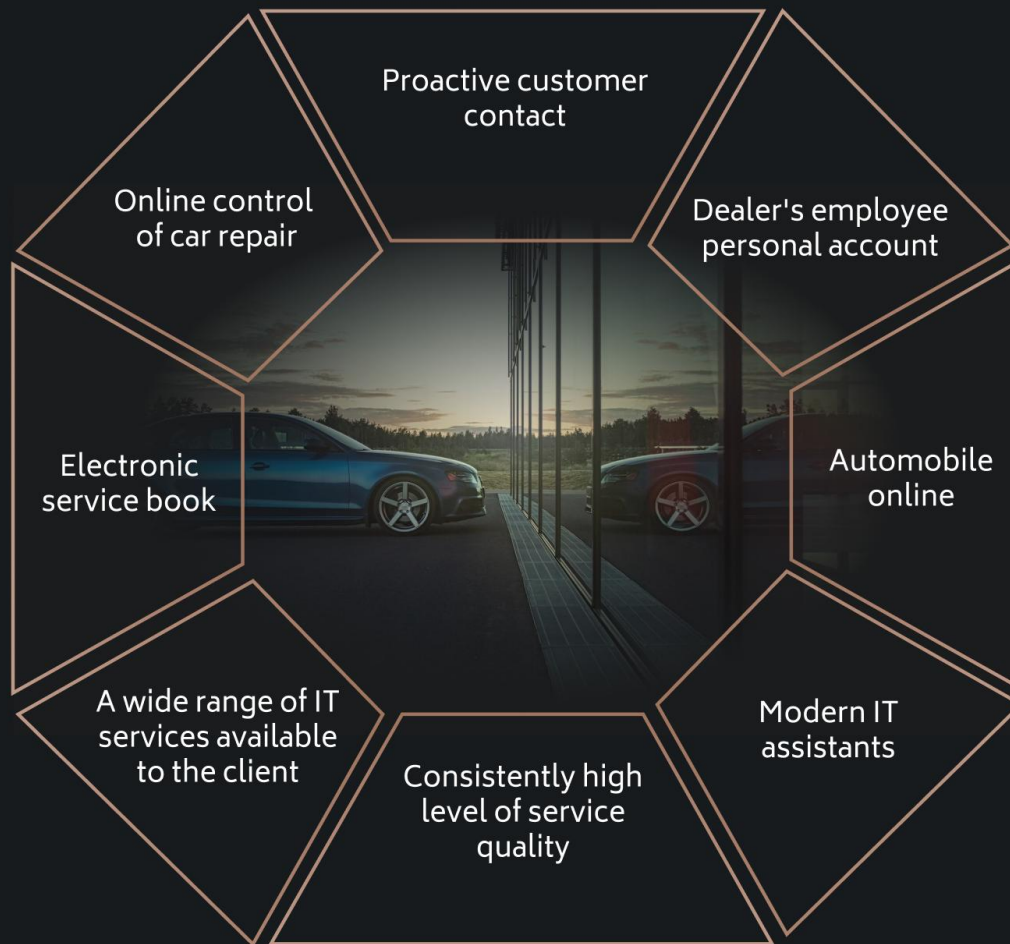
Data exchange

- 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

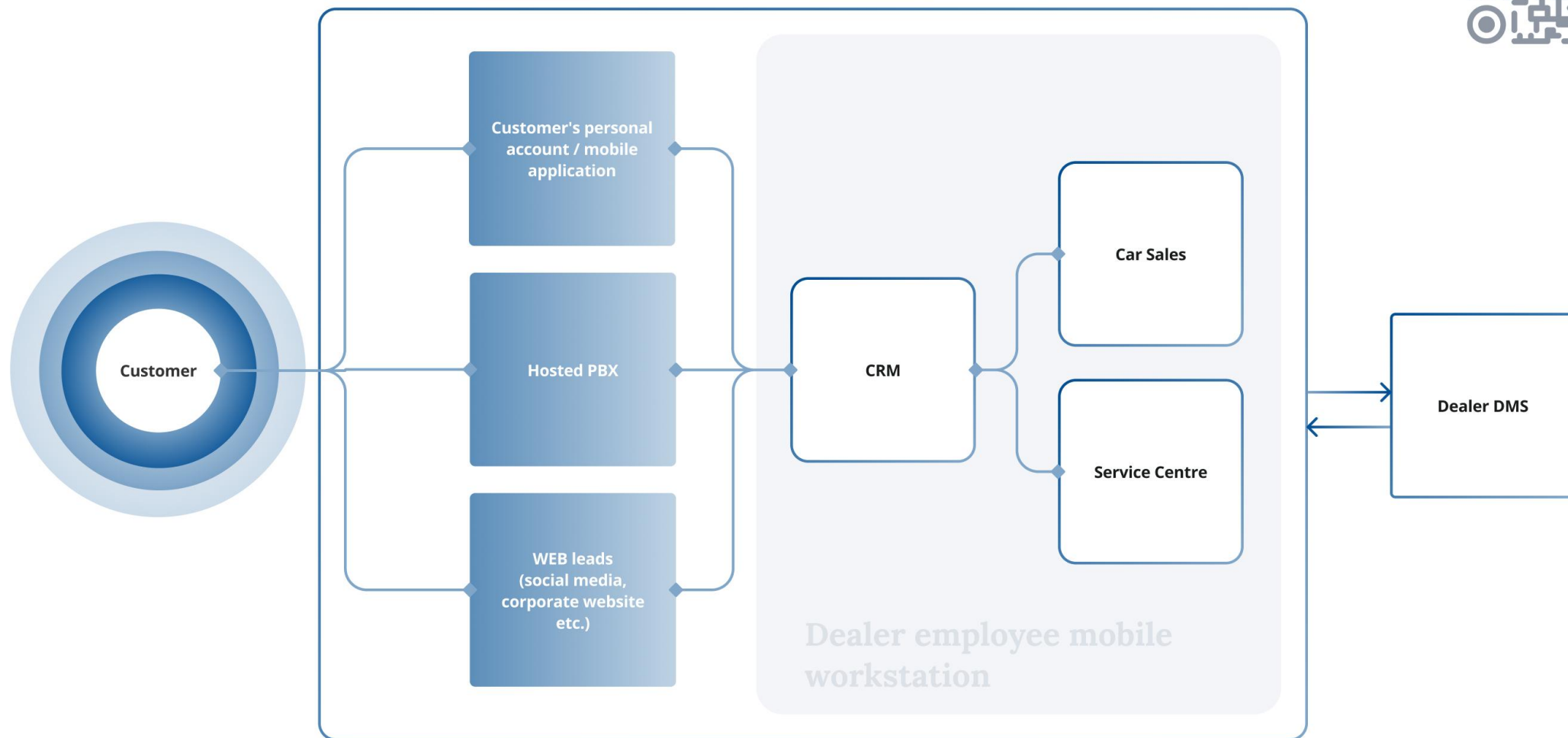


Premium Service





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

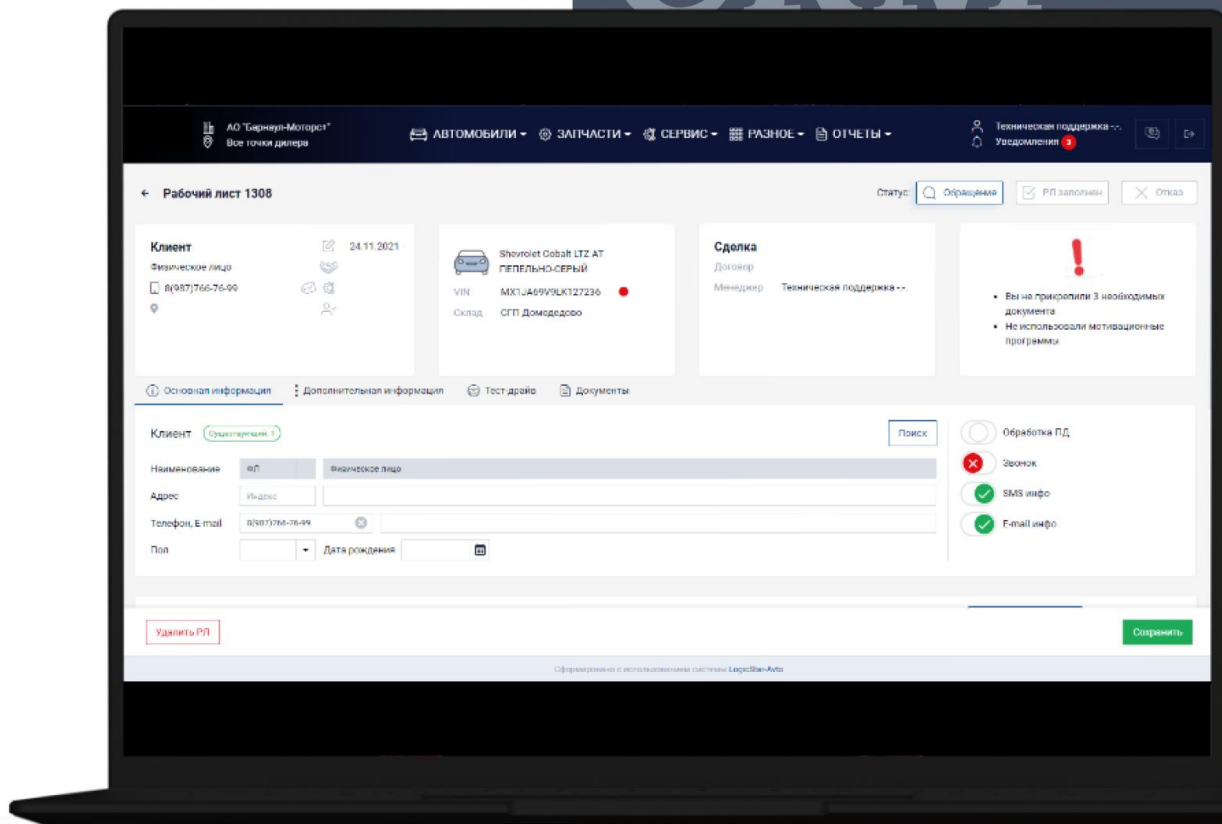


Hosted PBX



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 service. Mobile acceptance

Mobile acceptance (IOS, Android, tablet):

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

Mobile
acceptance

Мобильная приемка

4-х колесный

Осмотр 1609

Открыт 23.11.2021

Автомобиль: Lada Lada

VIN: >

Гос. номер: H

Тип чека: Лист осмотра автомобиля

Описание: LADA Lada 1. Категория автомобиля: B 2. Окрасы: нет 3. Визуальные повреждения: следы коррозии на переднем бампере 4. Ошибки на приборной панели: нет 5. До следующего ТО: 7 280 км. 6. Рекомендации по диагностике: диагностика на проводилась. При первом осмотре рекомендаций не выдано АВТОМОБИЛЬ НА ГАРАНТИИ 7. В залог?: нет

Опции

Проекция

Окраска

Прочее

Зимняя резина

ДА

НЕТ

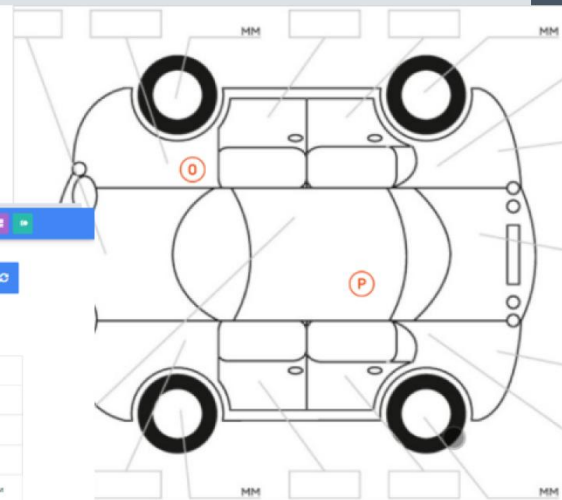
И

Оригинал ПТС

ДА

НЕТ

И



Окрас

РЕМОНТ

ЗАМЕНА

ТРЕЩИНА

Вмятина

ПРИПЕРТОСТЬ

СВЕТОВЫЙ РЕМОНТ

СОХРАНИТЬ

ОБРОСИТЬ

Фотографий: 0

Авторизация

Логин
support

Пароль

ВОЙТИ



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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



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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



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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



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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)



Worksheets



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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



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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

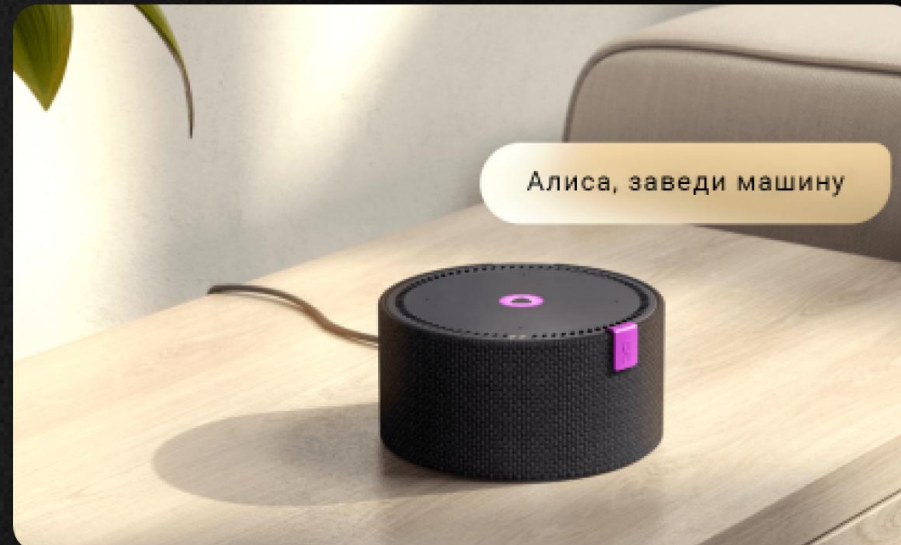
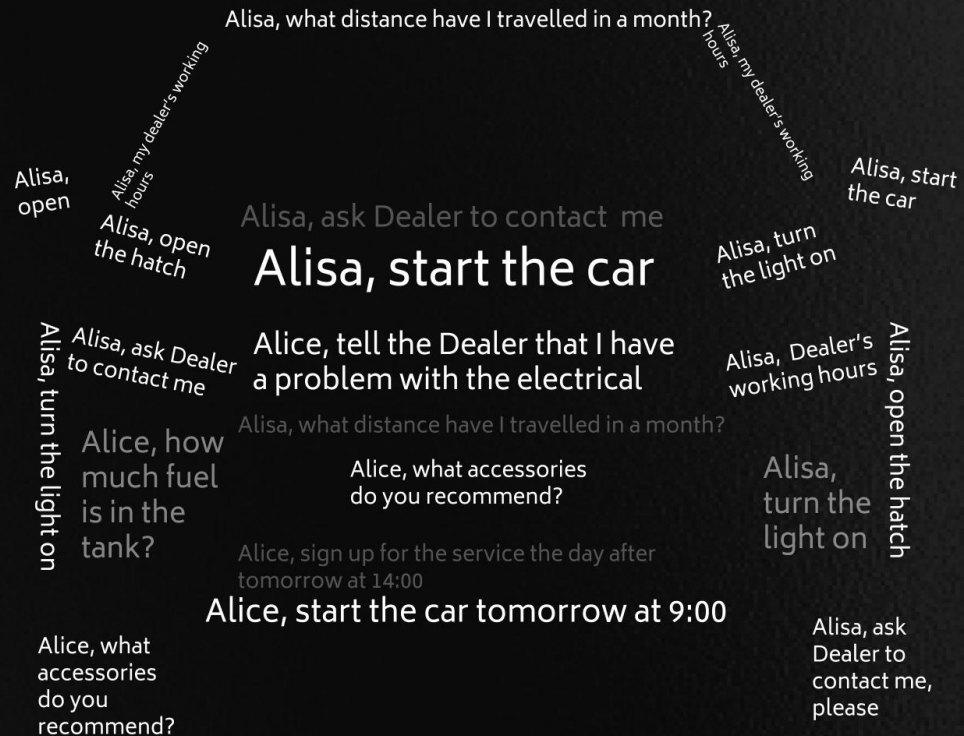
- Car showcase
- Control of orders
- SSI

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



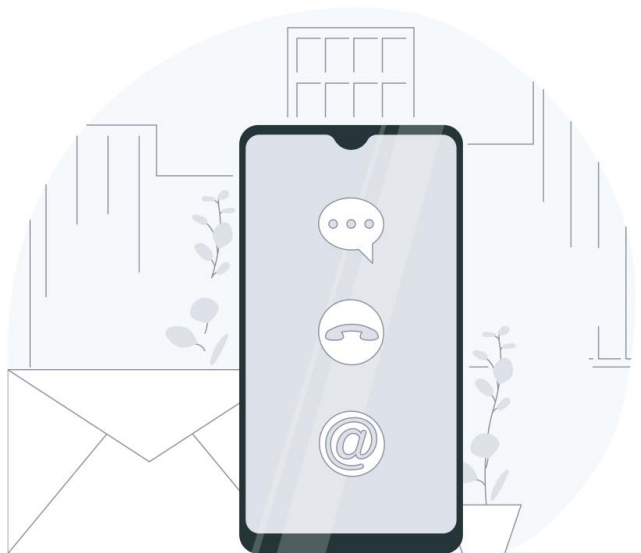
Premium functions for the customer. Алиса*



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



Contacts



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