

LSAvto PRO System: The First Acquaintance





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**

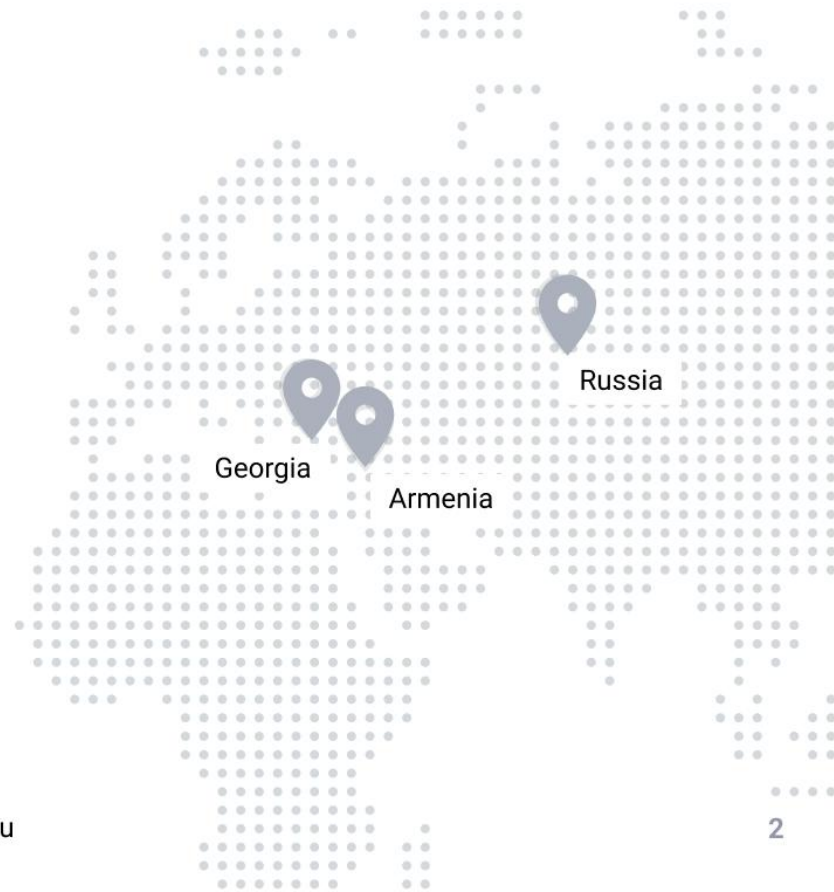
We launch ERP systems for auto distributors

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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They trust us:



100%
dealers



EXEED

OMODA

JAC
MOTORS



Georgia and Armenia

20%



Дилеров **Mercedes-Benz**
в России

We are also trusted by:



IVECO



Logic Stars Group



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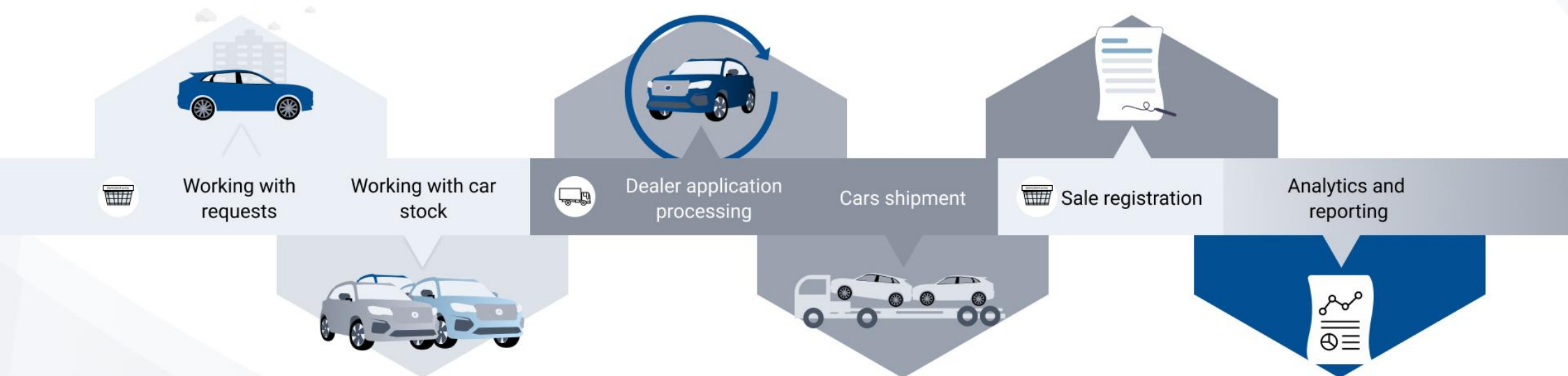


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Car Sales



Working with requests



Customer's request

- Lead processing control
- Traffic information
- Lead collection



Worksheets

- Fixing the customer's interest
- Accounting for related services
- Accounting for test drives



Accounting for test drives passings



Formation of a personalized commercial offer



Working with car stocks



Dealer's stock:

- Dealer's vehicles view (paid/unpaid, received/not received, free/in reserve)
- Displaying data on fines/penalties
- Printing forms (for each car)
- Electronic vehicle passports
- Independent generation of invoices

Distributor's stock:

- Accounting for dealer restrictions during placing an order
- Several options for displaying the Distributor's stock



Dealer application processing and approval



Application processing

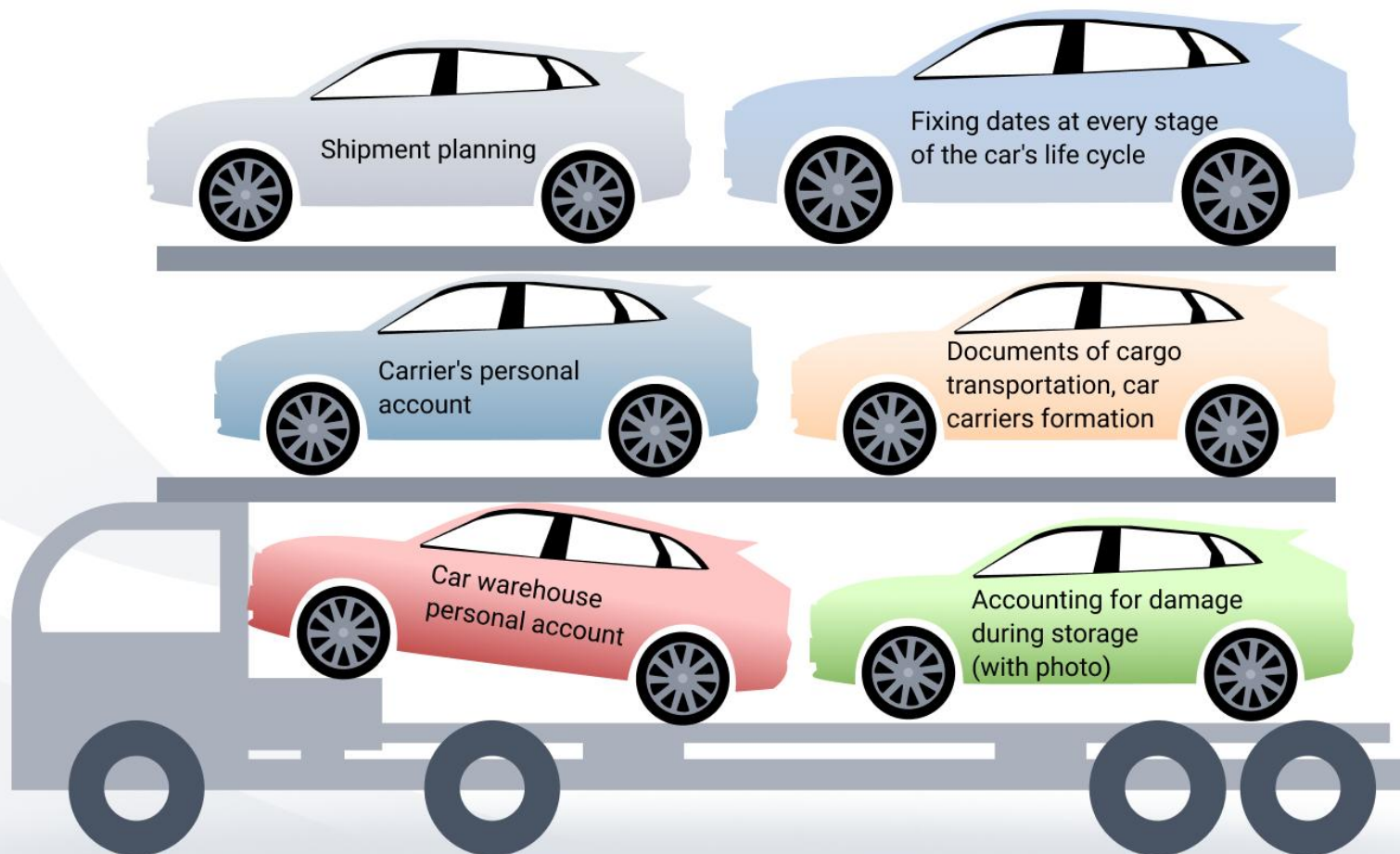
- Applications for cars from Dealers (creation, confirmation, financial control)
- Arbitrary custom labels
- Early reservation of ordered cars for the Dealer
- Formation of a consolidated production order
- Automatic updating of the status of non-received cars (integration)
- Flexible pricing mechanism
- Multivariate accounting of the cost of each car

Coordination of cars for shipment

- Assessment of the current state of the Dealer
- Financial control
- Accounting for bank guarantees, surety, factoring
- Various financial conditions that affect the value of a car
- Release of electronic vehicle passports

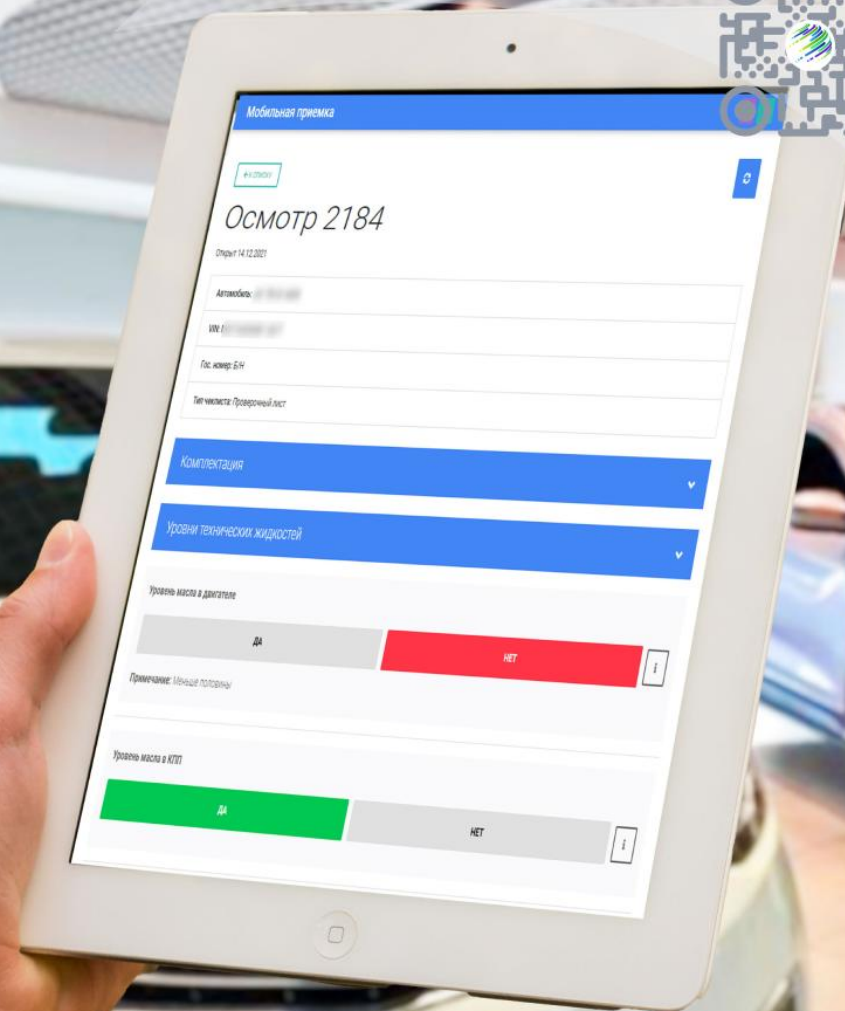
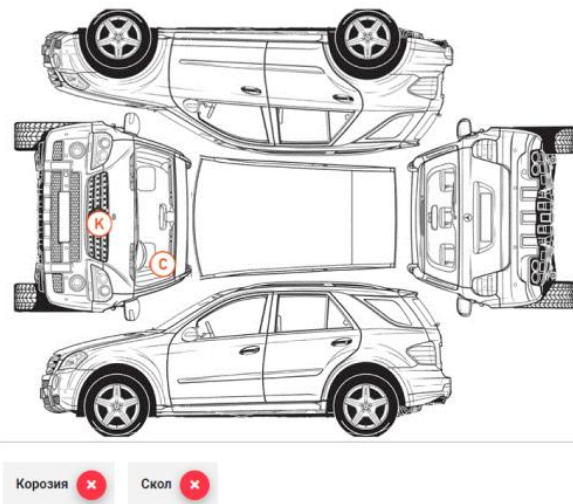


Cars shipment

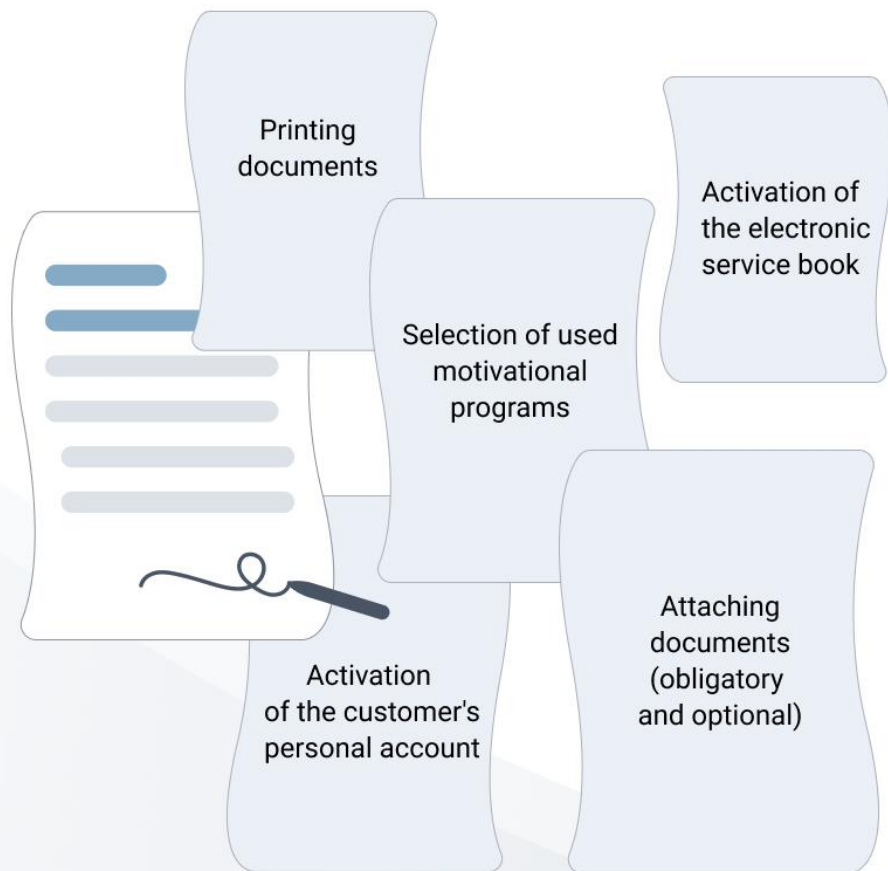


Acceptance of cars by the Dealer

- Informing about the need to perform service activities
- Car receipt confirmation
- Damage accounting



Registration of the final sale



Additional features



Sales planning, plan
implementation control



Fixing the history
of all changes



Sales funnel,
end-to-end analytics



Automatic calculation
of premiums and bonuses,
compensation protocols



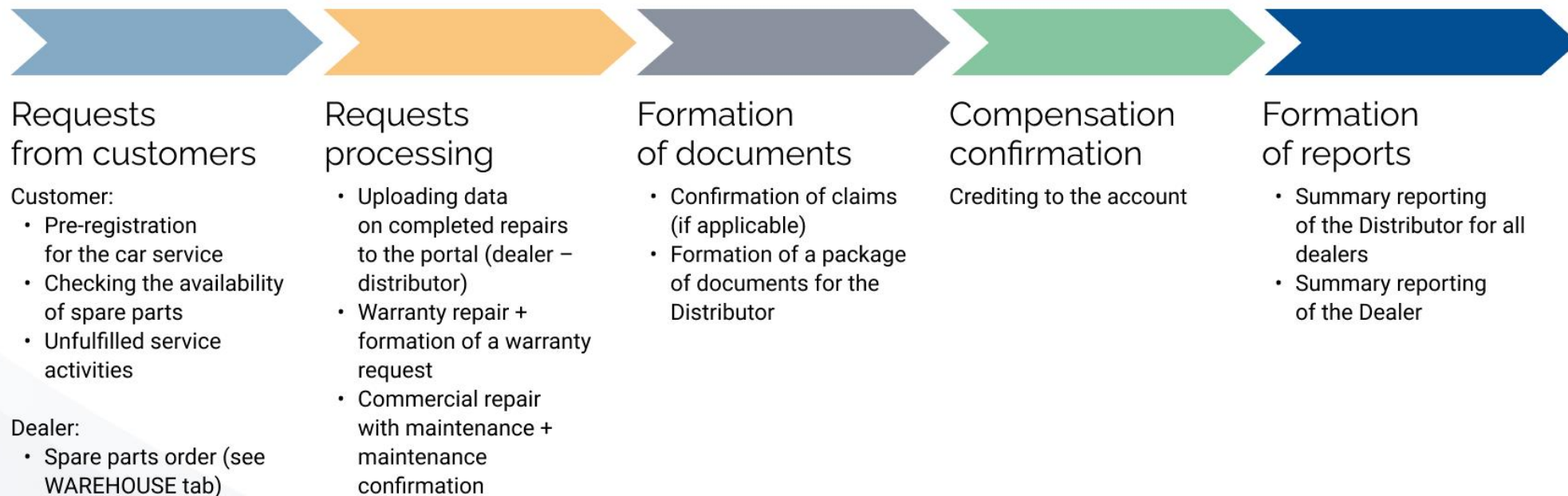
Demonstration cars' stock
monitoring



Summary reporting
in Power BI



After-sales service



Requests from customers

Nobile app / Customer's personal account:

- Registration for the car service
- Checking the availability of spare parts
- Checking unfulfilled service activities

Dealer

- Spare parts order

Full repair history
by VIN number

Warranty
limitation lists



General
comments on
the VIN number



Personal account /
mobile application
of the customer

Mandatory service
activities: list of VIN
numbers, control
by dealers

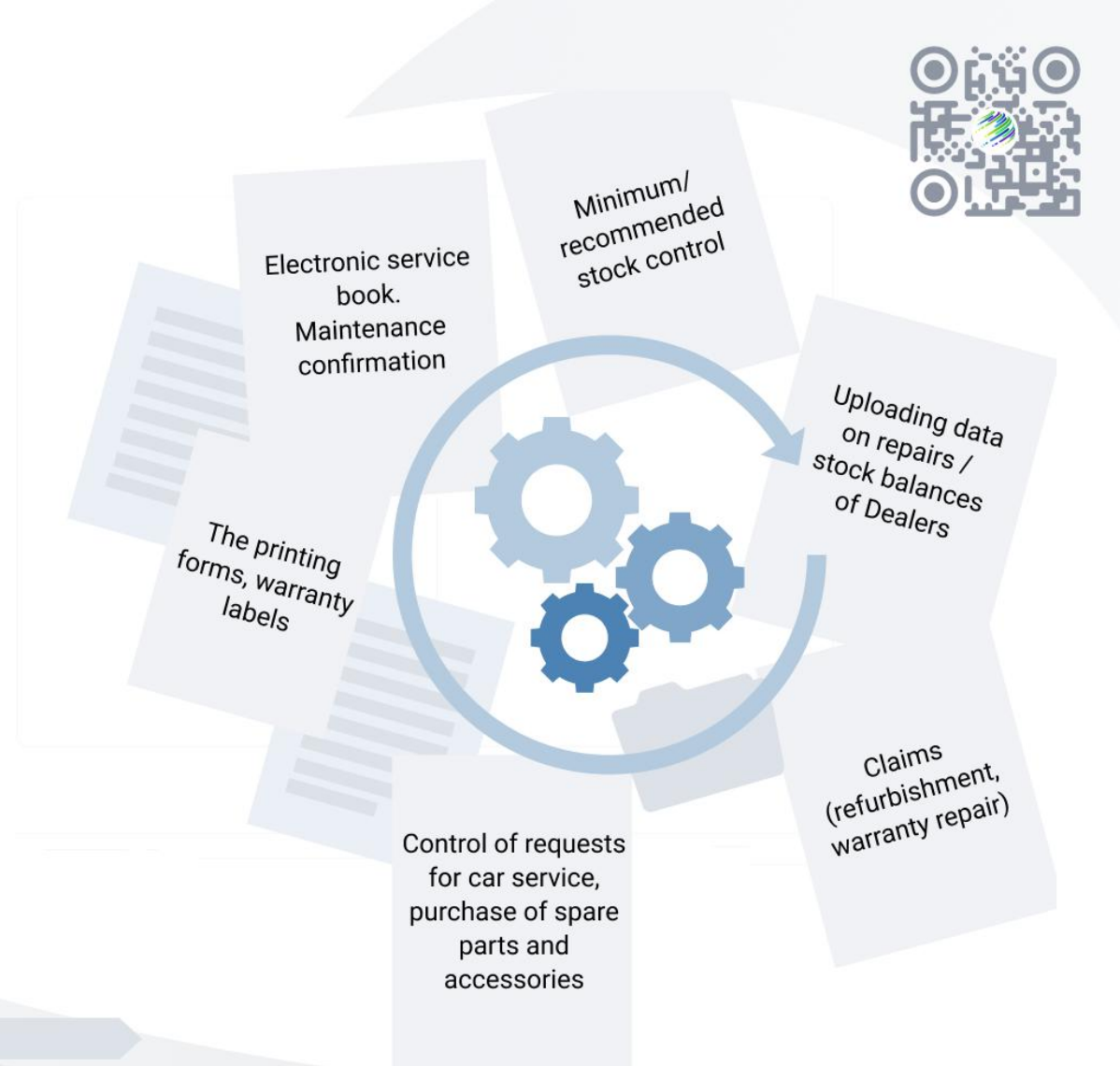
Technical report



Requests processing

Dealer:

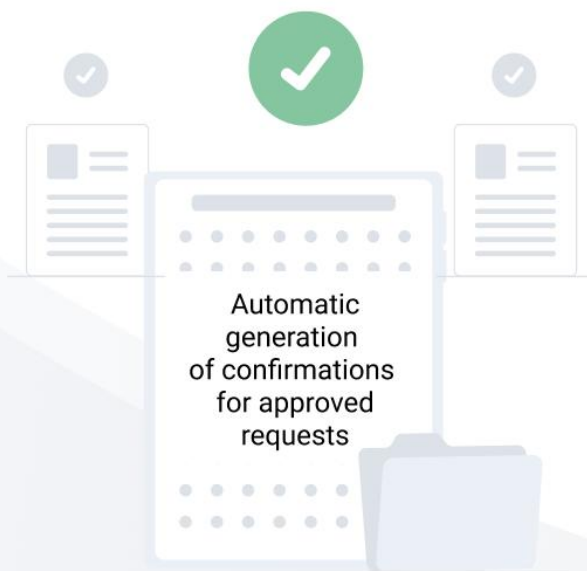
- Uploading data on completed repairs
- Warranty repair + formation of a warranty request
- Commercial repair with maintenance + maintenance confirmation





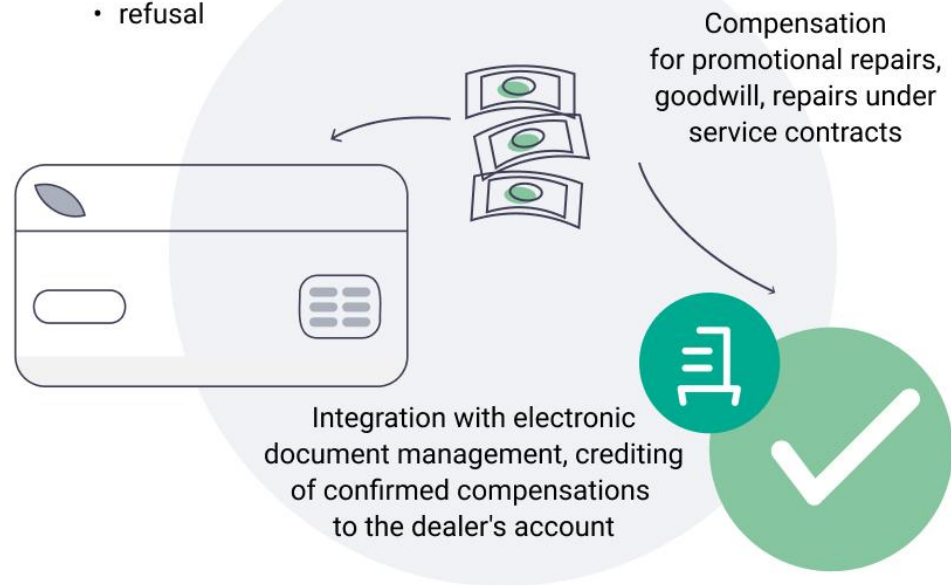
Formation of documents

- Claim creation
- Formation of a package of documents for the Distributor



Distributor:

- confirmation of claims
- return of claims
- refusal



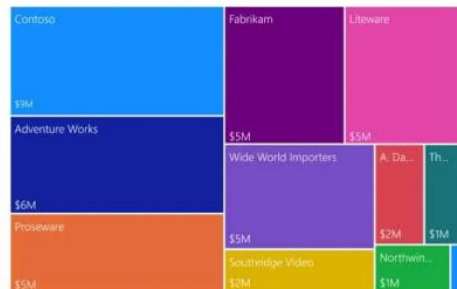
Formation of reports

- Distributor reporting
- Dealer reporting

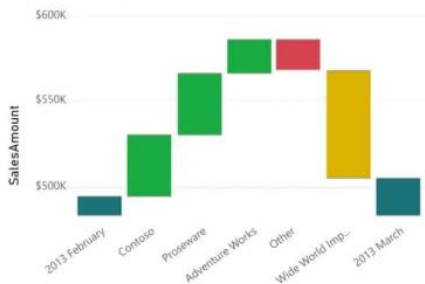
Repair statistics
for Dealer.
Dealer repair report

Power BI reporting

IPTV/CPV

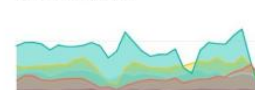


Sales Amount by Year, Month and Brand Name



Дата и время визита
01.12.2009 31.12.2009

По Дню и Источнику трафика



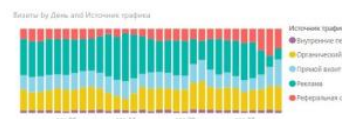
Источники трафика	Визиты	Доля визитов	Средняя глубина	Среднее время	Оценки
Реклама	12960	40.21%	4.13	101.80	543.88%
Органический поиск	7980	25.24%	4.18	120.11	442.89%
Прямой визит	5760	18.31%	4.59	171.56	340.99%
Реферальная ссылка	4180	13.32%	5.44	251.81	162.58%
Внутренние периоды	104	0.33%	8.97	190.84	101.07%
Итого	31480	100.00%	4.15	122.20	44.15%

Источники без учета отказов

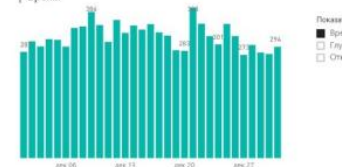
Источники трафика	Визиты	Доля визитов	Средняя глубина	Среднее время	Оценки
Реклама	7430	42.24%	6.70	114.20	0.00%
Органический поиск	4837	28.27%	6.51	191.40	0.00%
Прямой визит	2073	16.33%	8.30	186.96	0.00%
Реферальная ссылка	1991	11.32%	6.14	120.52	0.00%
Внутренние периоды	771	4.08%	10.80	119.80	0.00%
Итого	17102	100.00%	7.50	174.84	0.00%

Дни Недели

Детализация по дням



Время



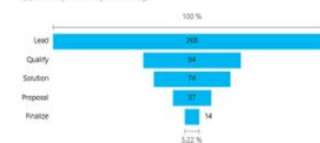
487
Opportunity Count by...



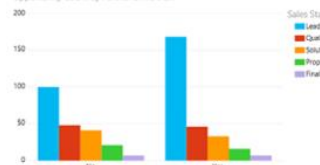
Opportunity Count by Partner Driven, and...



Opportunity Count by Sales Stage



Opportunity Count by Partner Driven, and...



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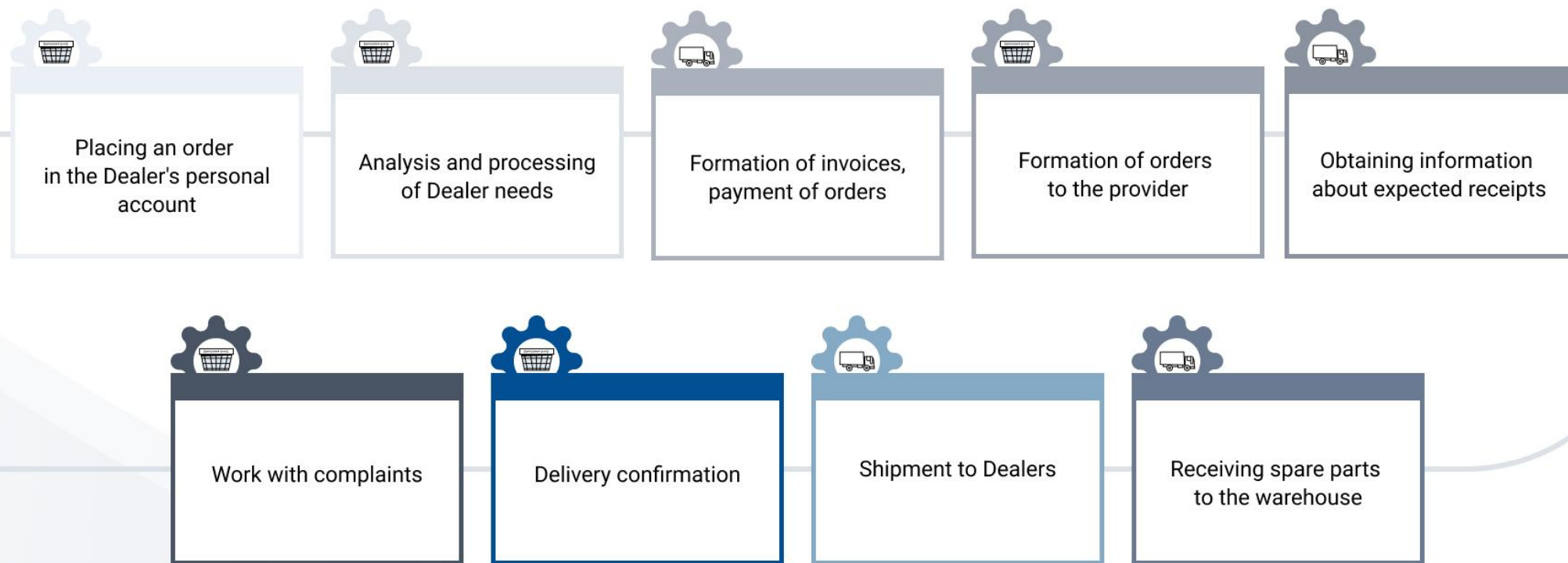


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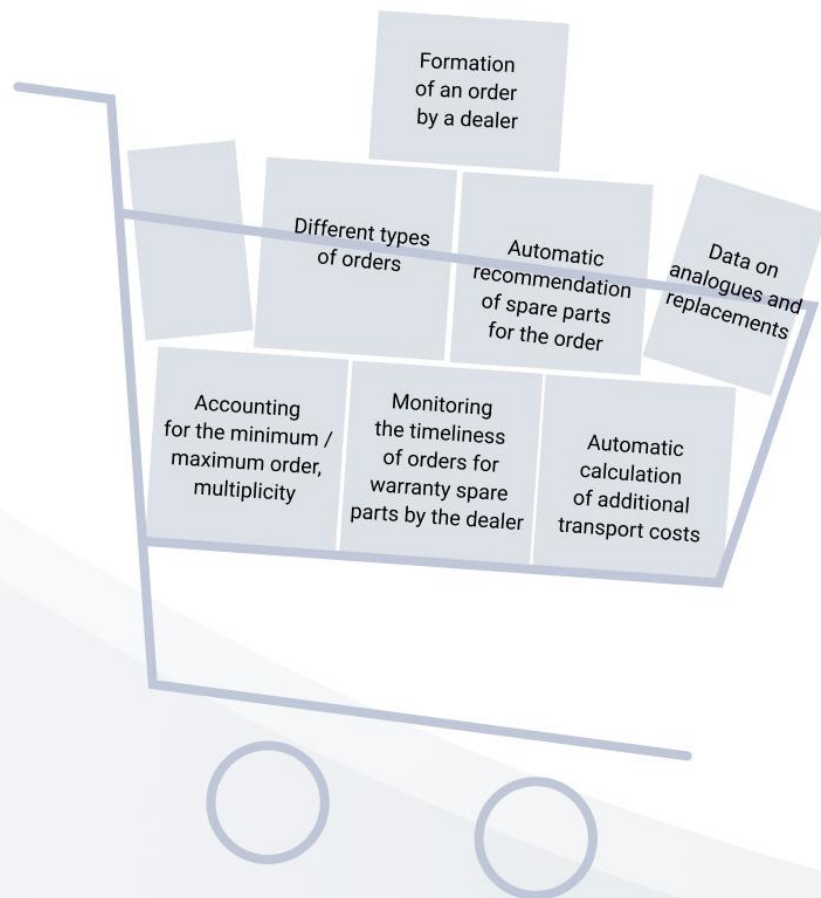
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Spare parts and accessories





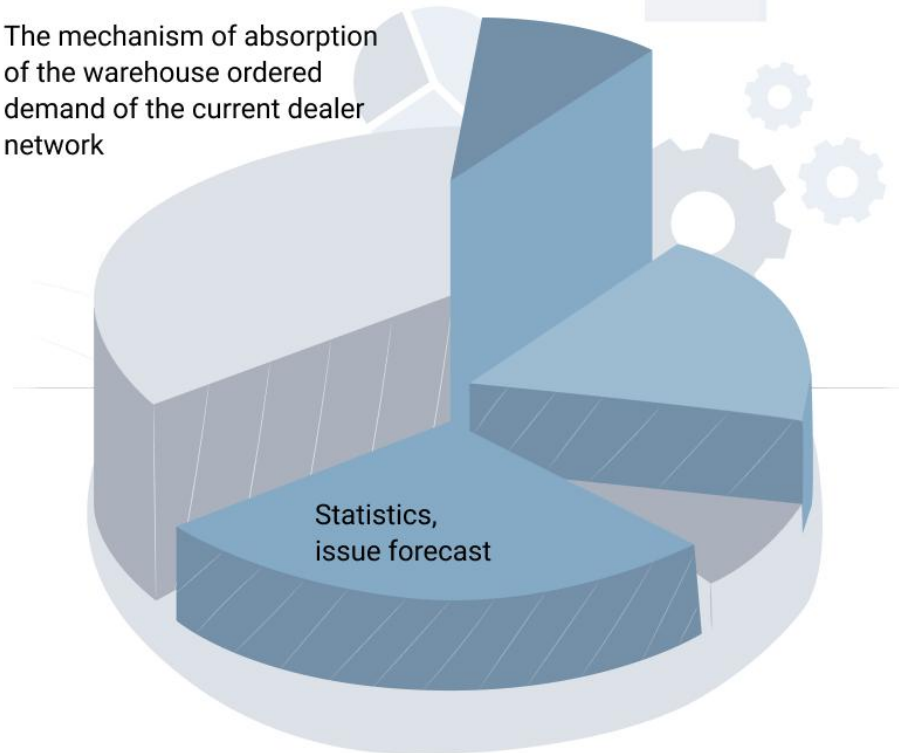
Placing an order in the Dealer's personal account



Analysis and processing of Dealer needs

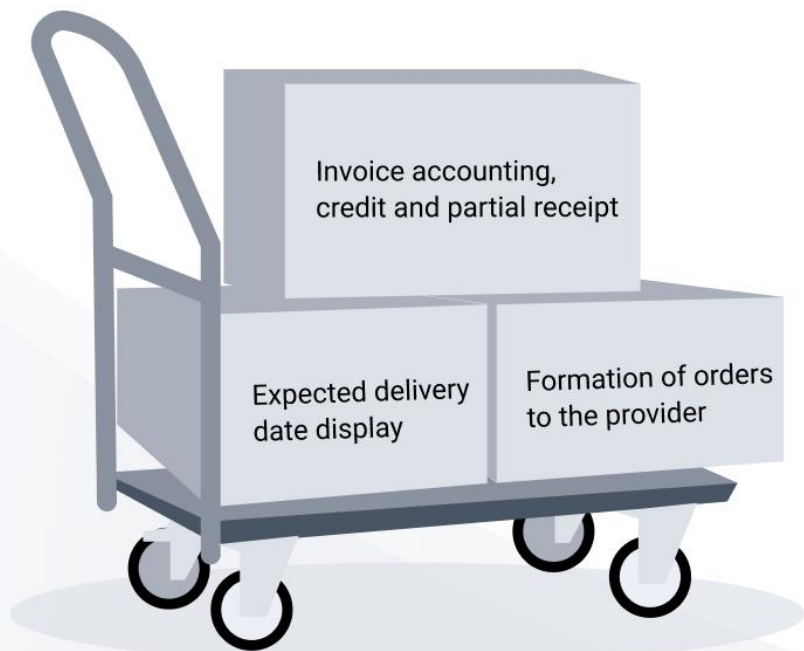


The mechanism of absorption of the warehouse ordered demand of the current dealer network

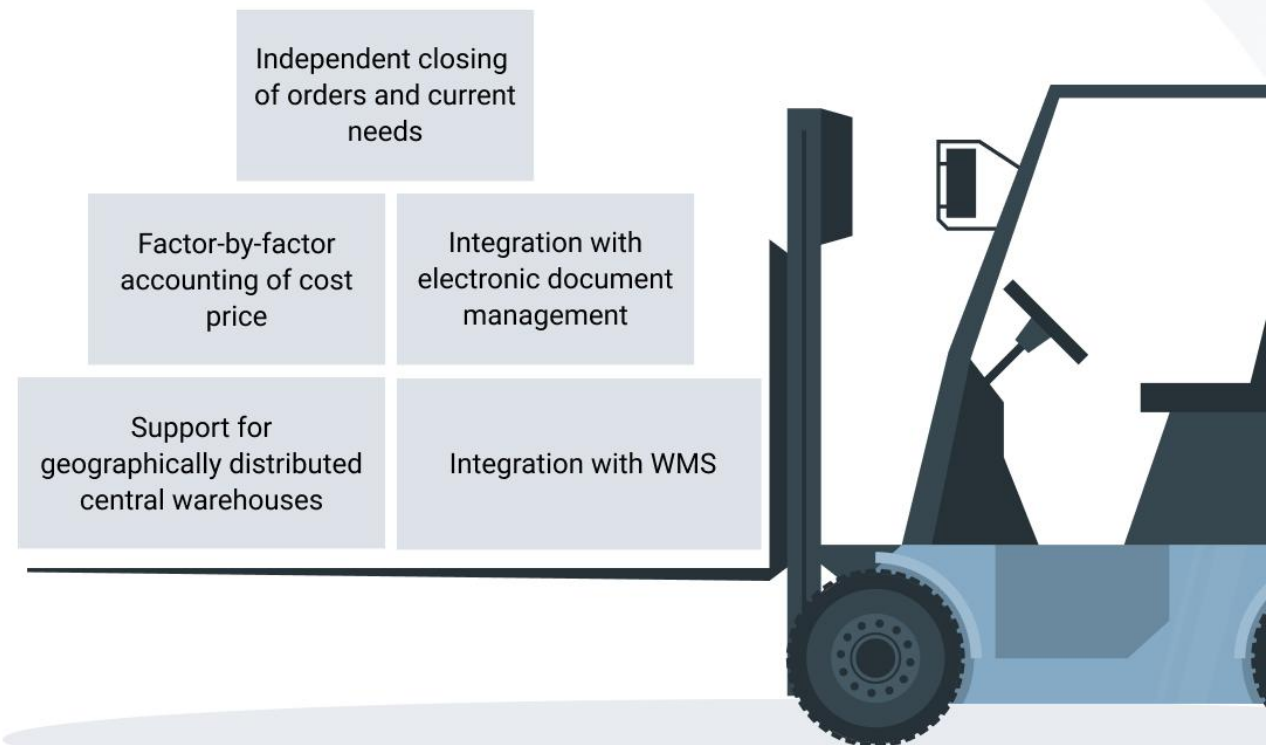




Obtaining information about expected receipts

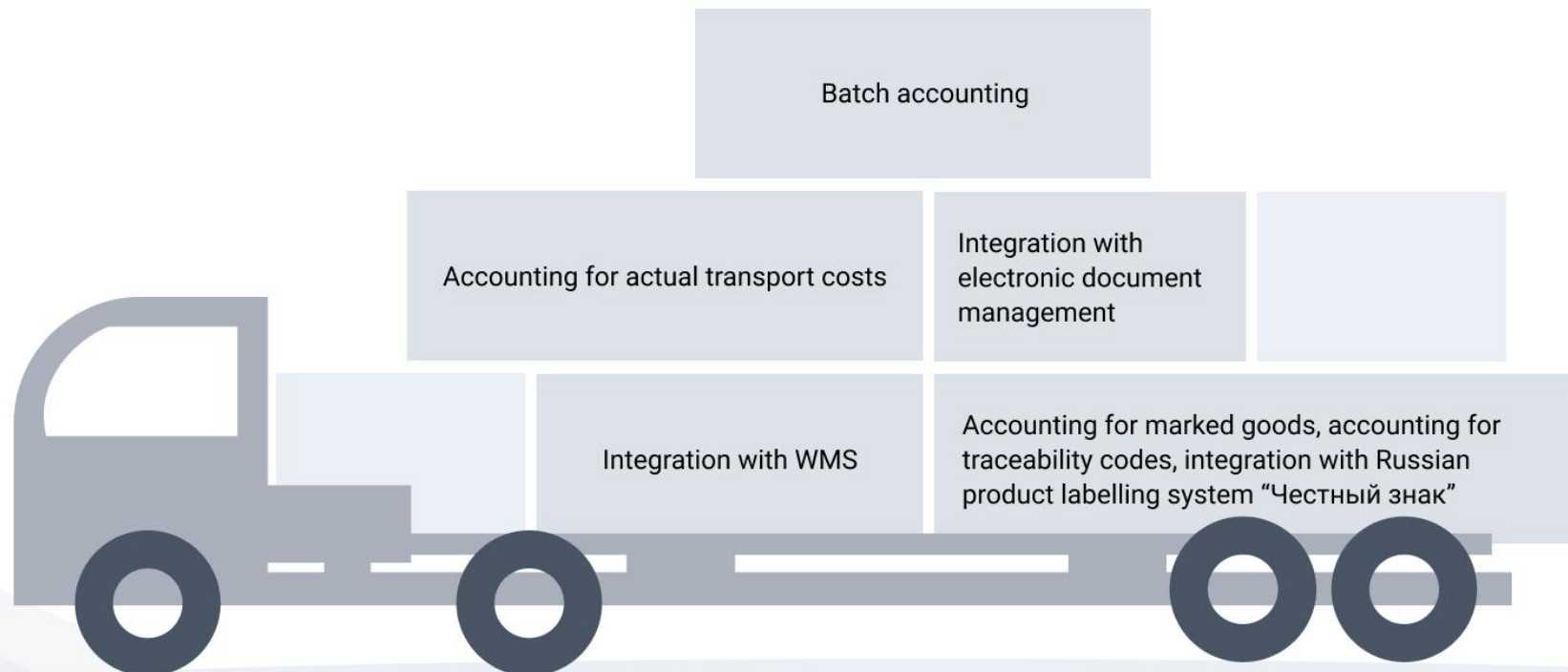


Receiving spare parts to the warehouse





Shipment of incoming spare parts by orders of Dealers (Formation of shipments to Dealers)





Formation of invoices, payment of orders

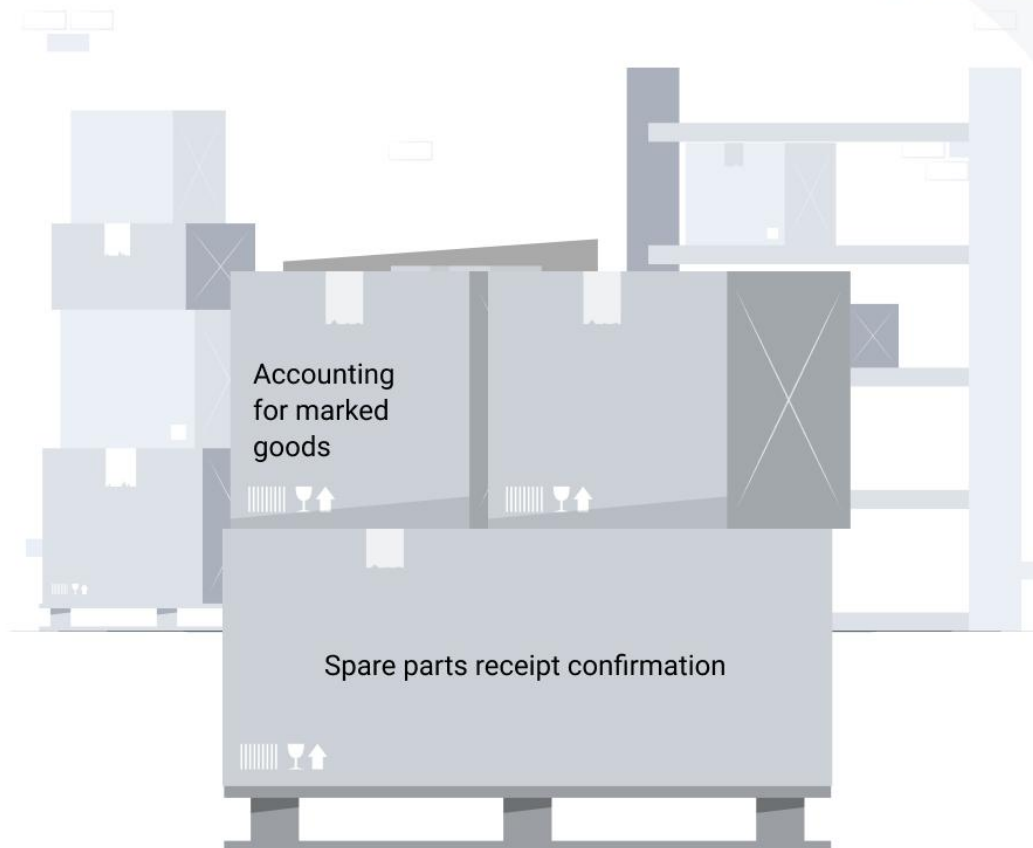
Self-assessment of advances/compensations

Displaying the status of the deposit account and available compensations

Independent generation of invoices



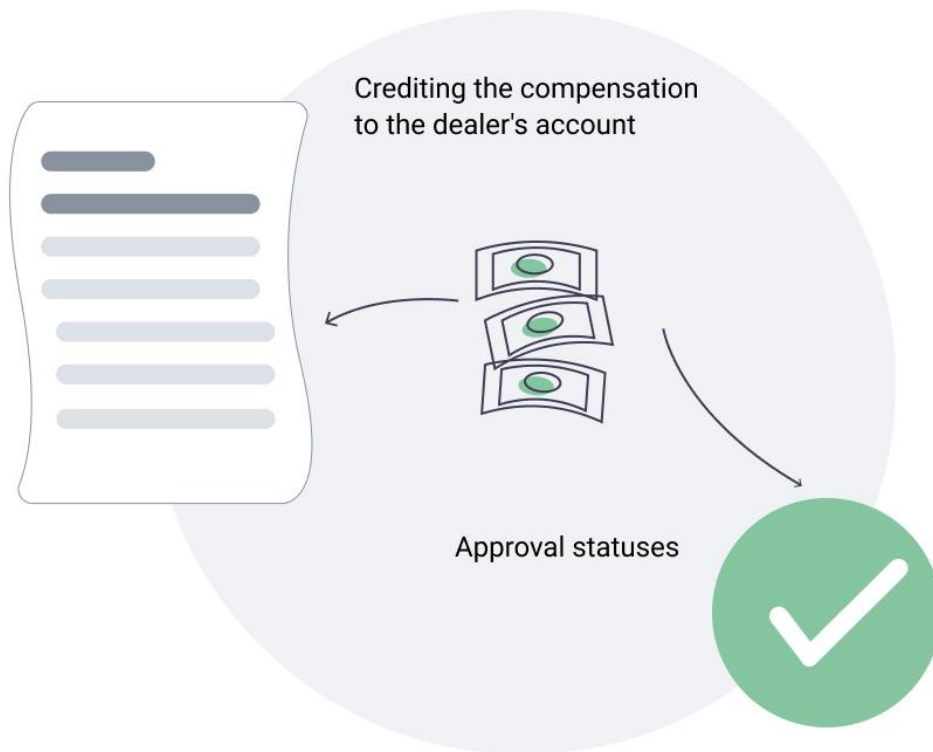
Receiving spare parts to the warehouse





Work with complaints

- Control of returns to the Distributor's warehouse
- Control of document flow
- Attached documents, photos
- Claims processing by the Dealer



Additional features



Plan / fact for spare parts, accessories, tires and other arbitrary groups



Customers' requests from the mobile application / customer personal account



Spare parts showcase



Loading the Dealer's warehouse status



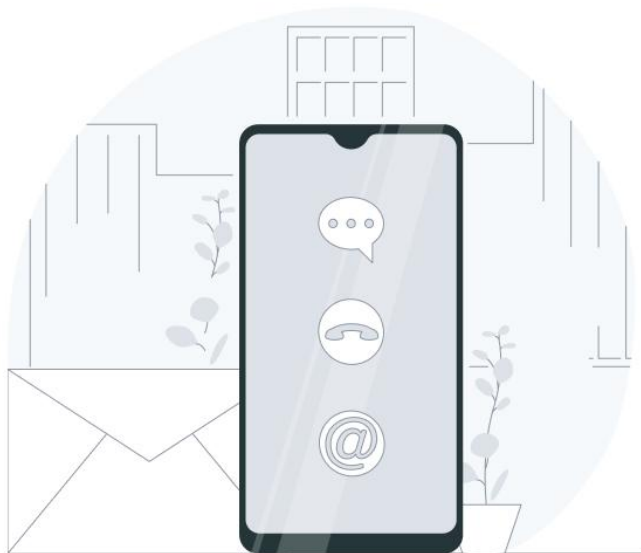
Integration with the accounting system



Power BI reporting



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