

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

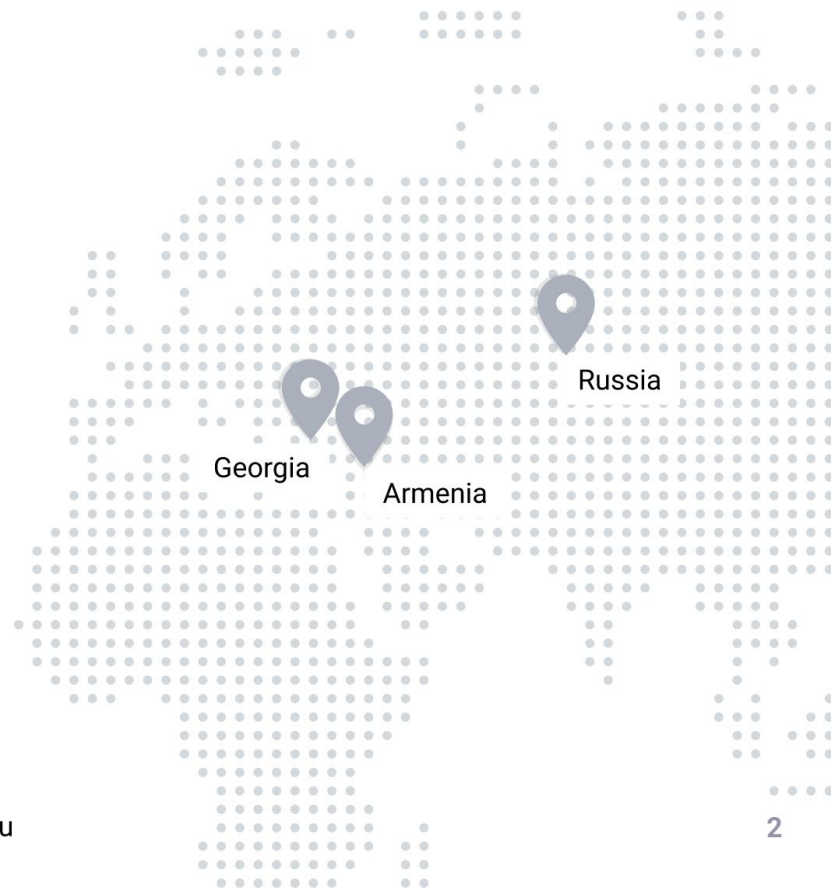
Solutions from the company Logic Stars Group are used in Russia and abroad

from **2006**

We launch ERP systems for auto distributors

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



Logic Stars Group



<https://logicstars.ru>



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They trust us:



100%
dealers



CHERY

EXEED

OMODA

JAC
MOTORS



CHEVROLET



AVTOTOR



Georgia and Armenia



DAYUN

20%



Mercedes-Benz
dealers in Russia



BAIC



KAIYI



SKYWELL

JETOUR
— Drive Your Future —

We are also trusted by:



GENESIS



МОТПАНКАТО



Great Wall



IVECO



Logic Stars Group



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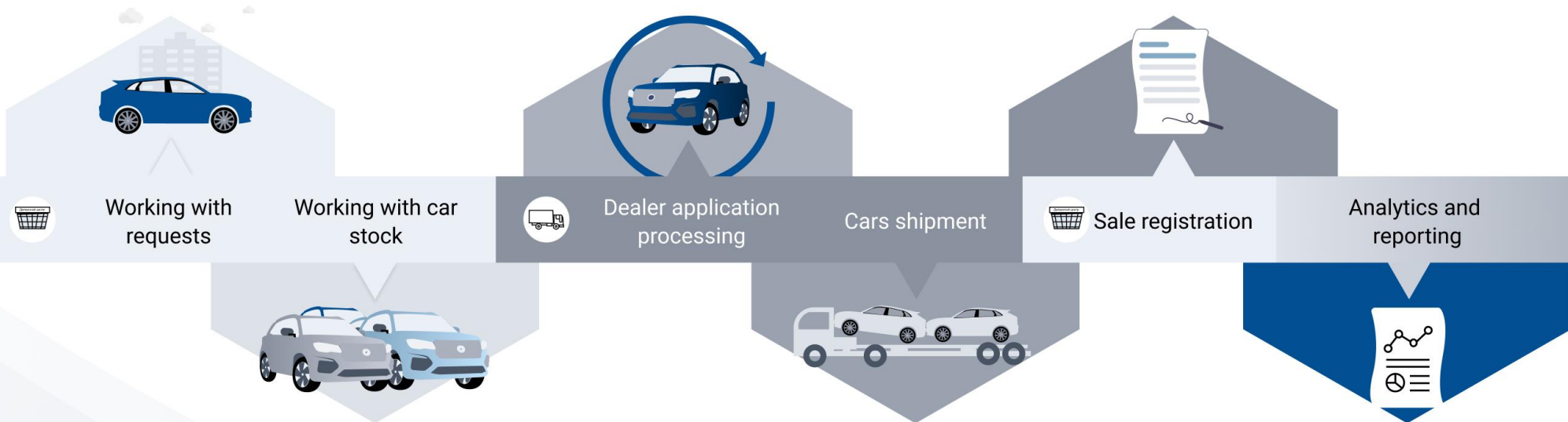


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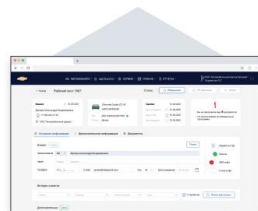


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Car Sales



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





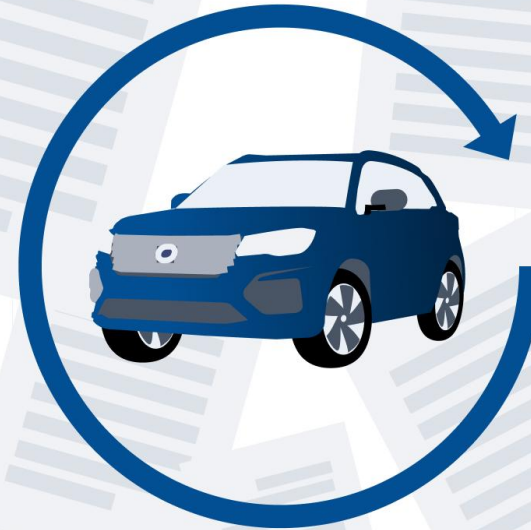
Dealer application processing and approval

Application processing

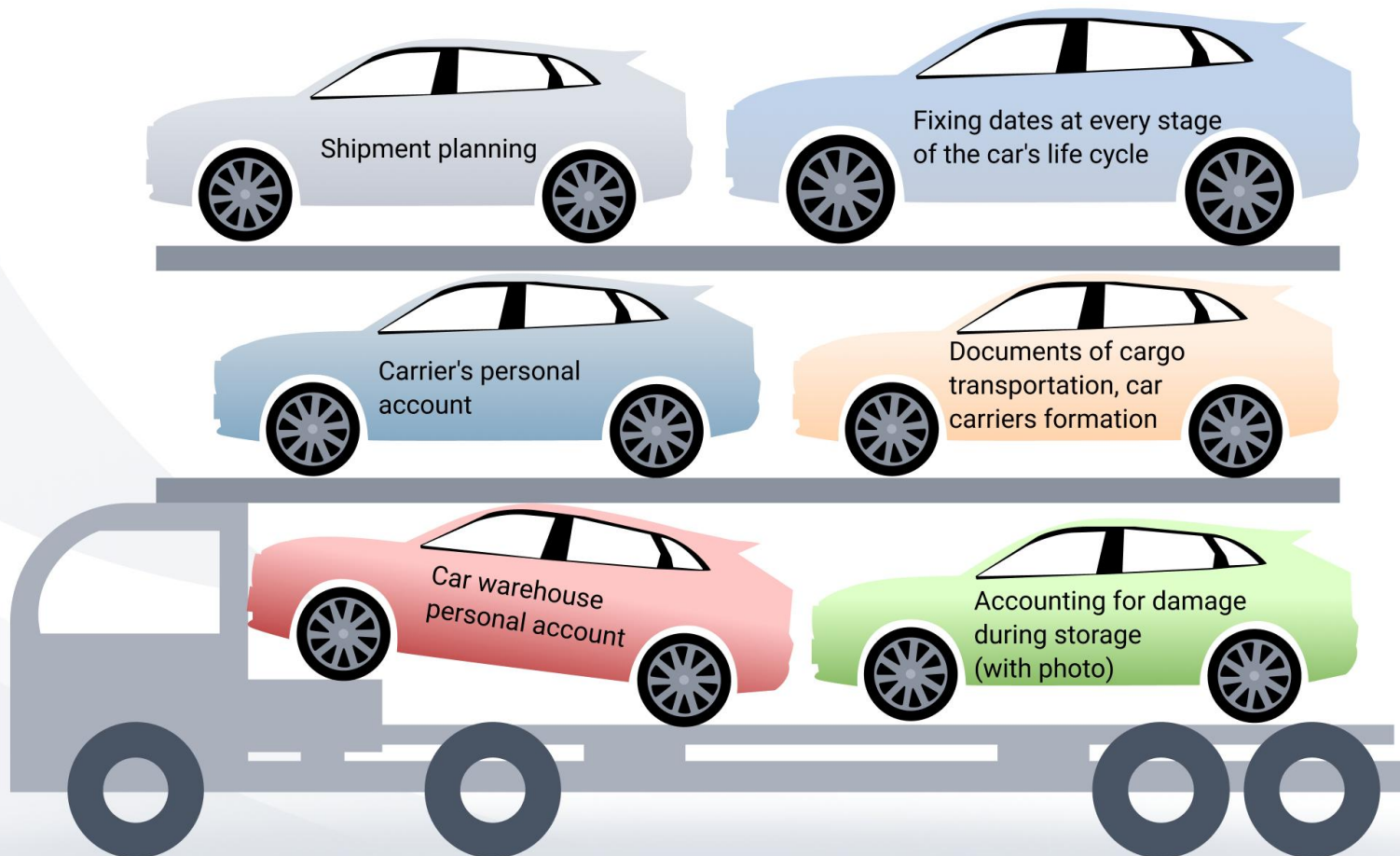
- Applications for cars from Dealers (creation, confirmation, financial control)
- Arbitrary custom labels
- Early reservation of ordered cars for the Dealer
- Formation of a consolidated production order
- Automatic updating of the status of non-received cars (integration)
- Flexible pricing mechanism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

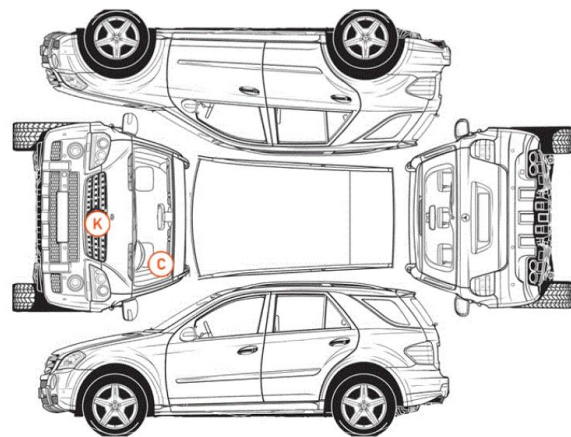


Cars shipment

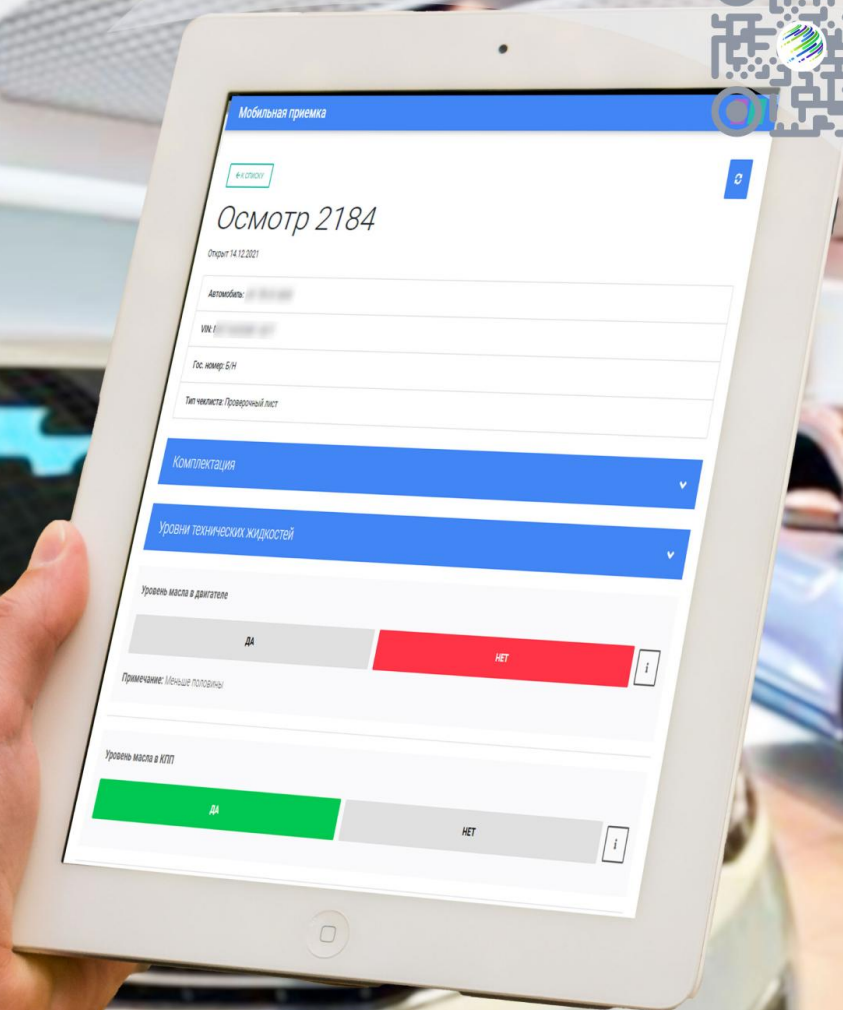


Acceptance of cars by the Dealer

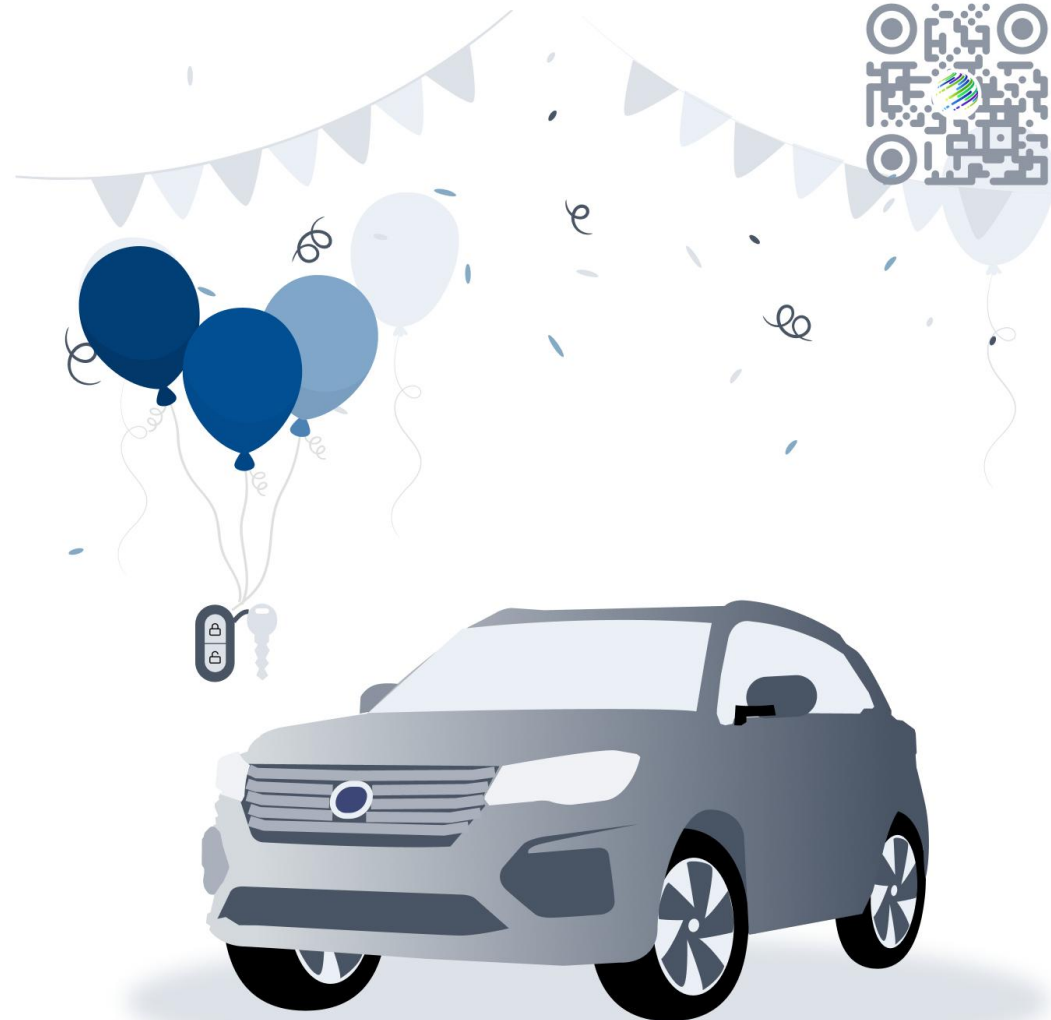
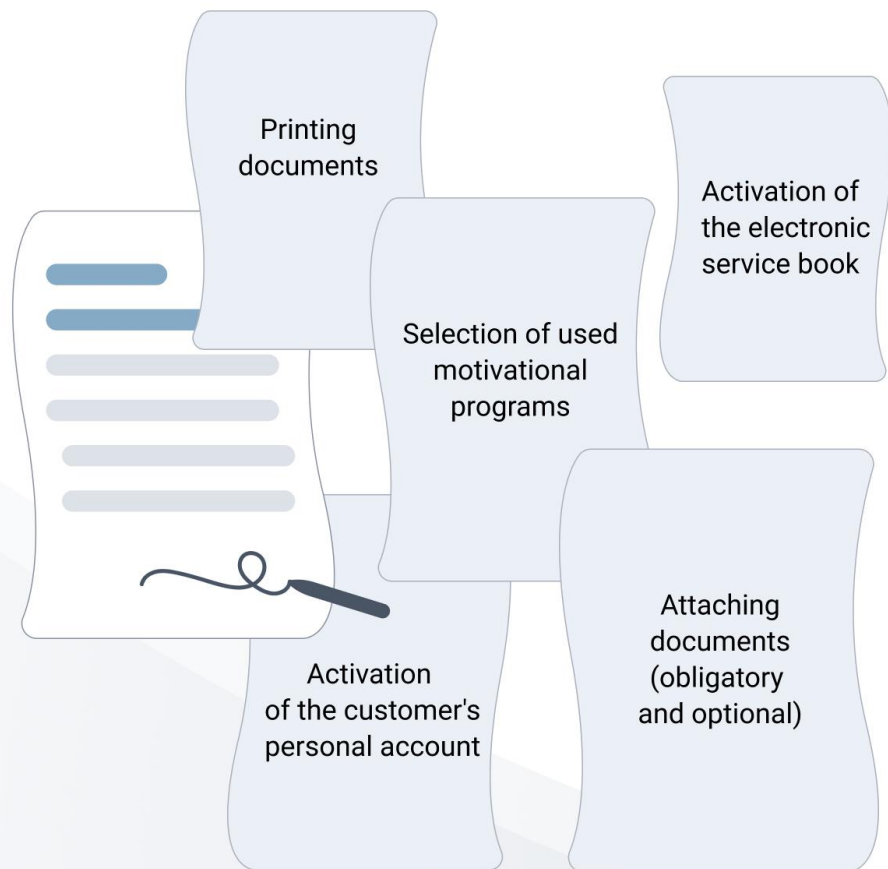
- Informing about the need to perform service activities
- Car receipt confirmation
- Damage accounting



Коррозия ✖ Скол ✖



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



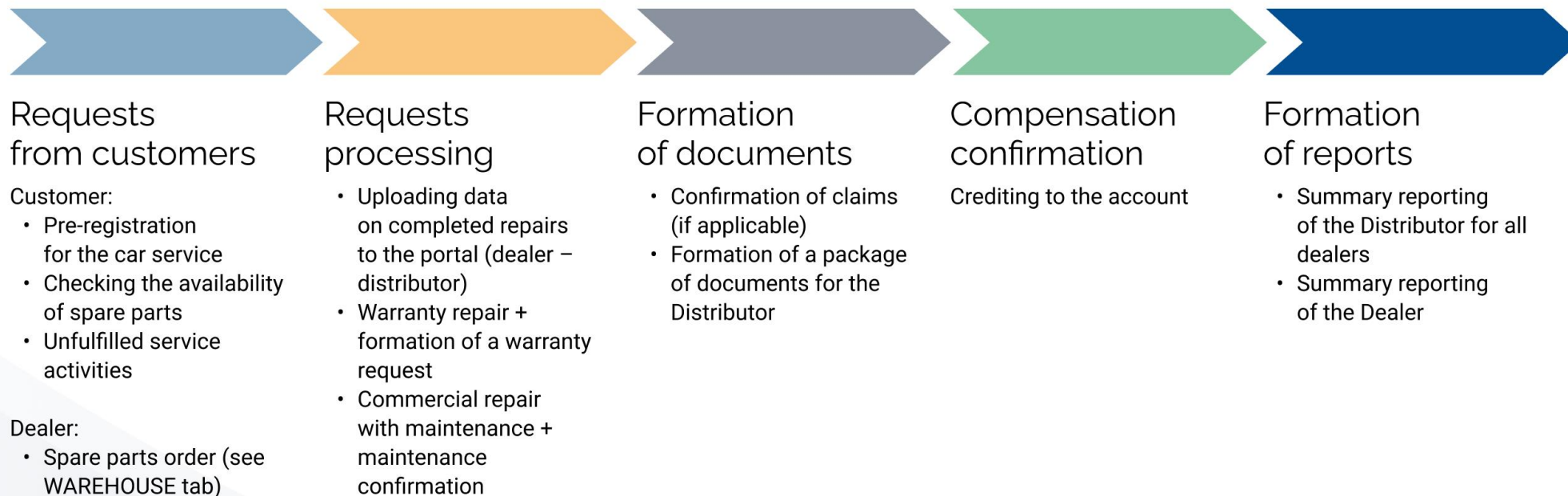
Demonstration cars' stock monitoring



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



Personal account /
mobile application
of the customer

General
comments on
the VIN number



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

Technical report



Requests processing

Dealer:

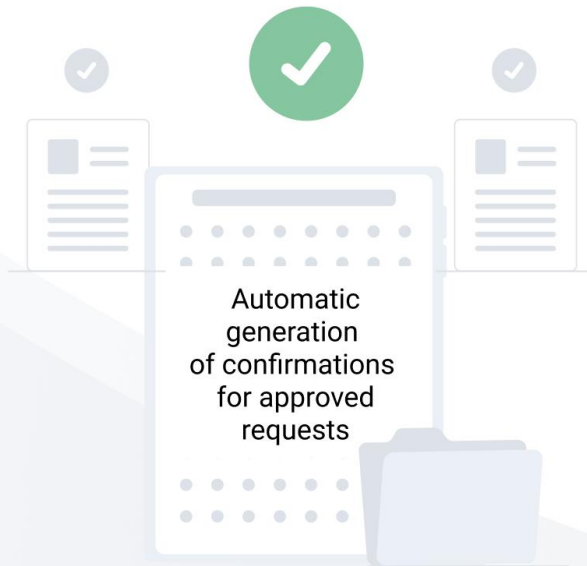
- Uploading data on completed repairs
- Warranty repair + formation of a warranty request
- Commercial repair with maintenance + maintenance confirmation





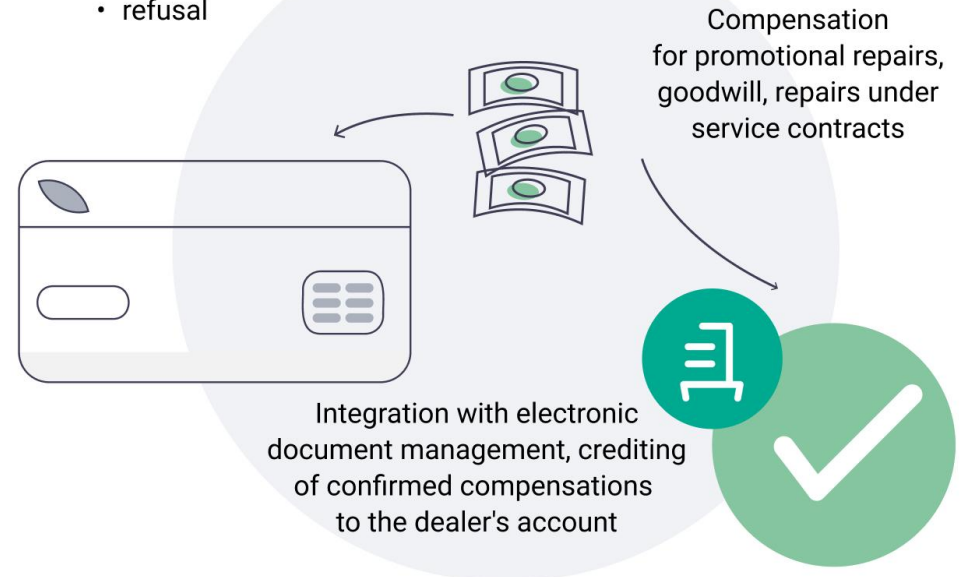
Formation of documents

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



Distributor:

- confirmation of claims
- return of claims
- refusal



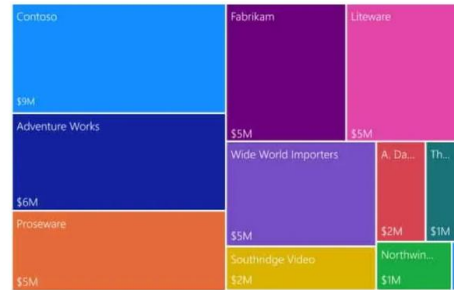
Formation of reports

- Distributor reporting
- Dealer reporting

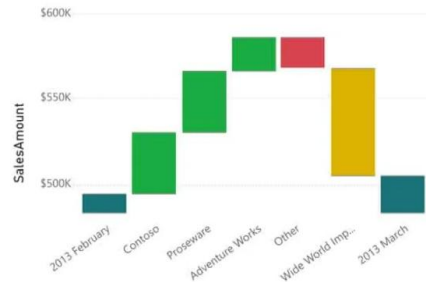
Repair statistics for Dealer.
Dealer repair report

Power BI reporting

IPTV/CPV

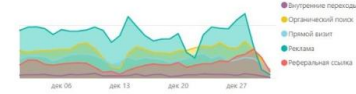


Sales Amount by Year, Month and Brand Name



дата и время визита
01.12.2009 | 31.12.2009

by День and Источник трафика



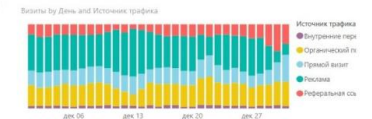
Источник трафика	Визиты	Доля визитов	Средняя	Отказы
Реклама	12665	40,21%	4,15	301,80
Органический поиск	7866	25,04%	4,16	262,11
Прямой визит	3766	11,91%	4,59	973,58
Реферальная ссылка	4195	13,32%	3,44	251,81
Выходные периоды	284	0,90%	8,91	908,88
Итого	31488	100,00%	4,35	322,20

Источники без учета отказов

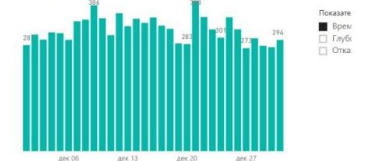
Источник трафика	Визиты	Доля визитов	Средняя	Отказы
Реклама	7439	42,24%	6,70	14,33
Органический поиск	4827	28,73%	4,51	81,40
Прямой визит	2873	16,33%	8,20	749,96
Реферальная ссылка	1991	11,32%	6,14	30,52
Выходные периоды	171	0,90%	10,60	1194,80
Итого	17392	100,00%	7,00	174,84

Дни Недели

Детализация по дням

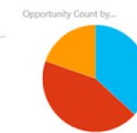


Время



487

Opportunity Cou...



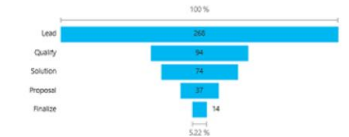
Region
Central
East
West

portunity Count by Partner Driven, and...

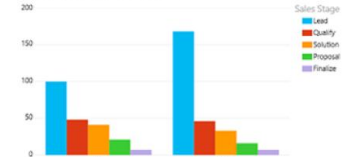


Opportunity...
Small
Medium
Large

Opportunity Count by Sales Stage



Opportunity Count by Partner Driven, a...



wh@re to ©



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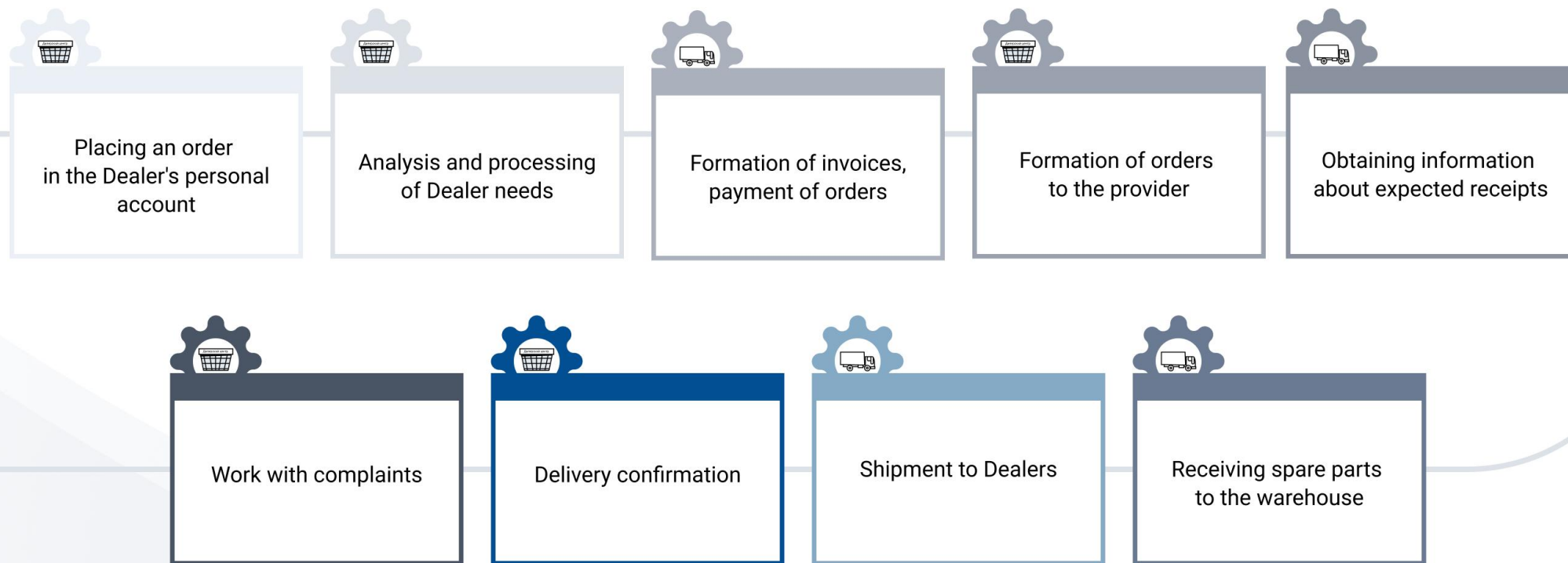


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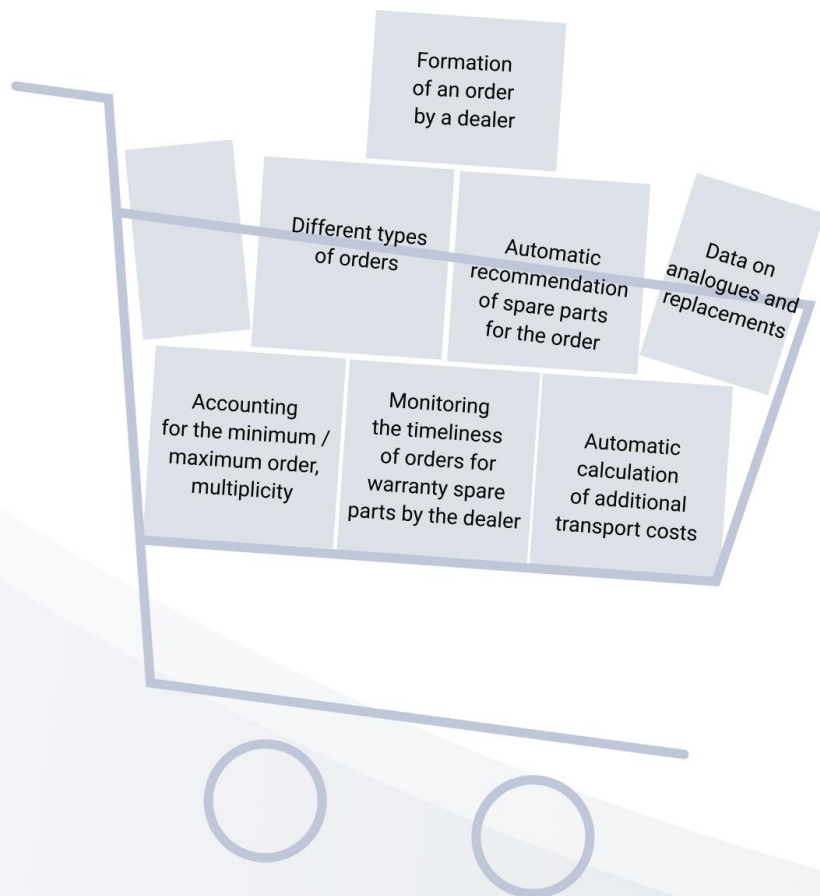
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Spare parts and accessories





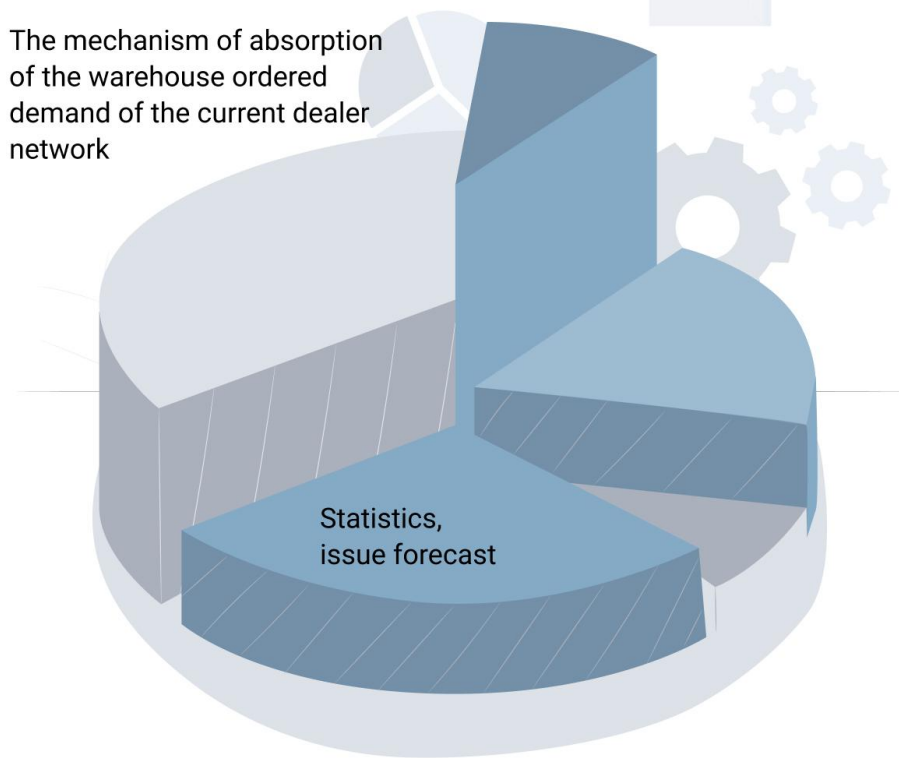
Placing an order in the Dealer's personal account



Analysis and processing of Dealer needs

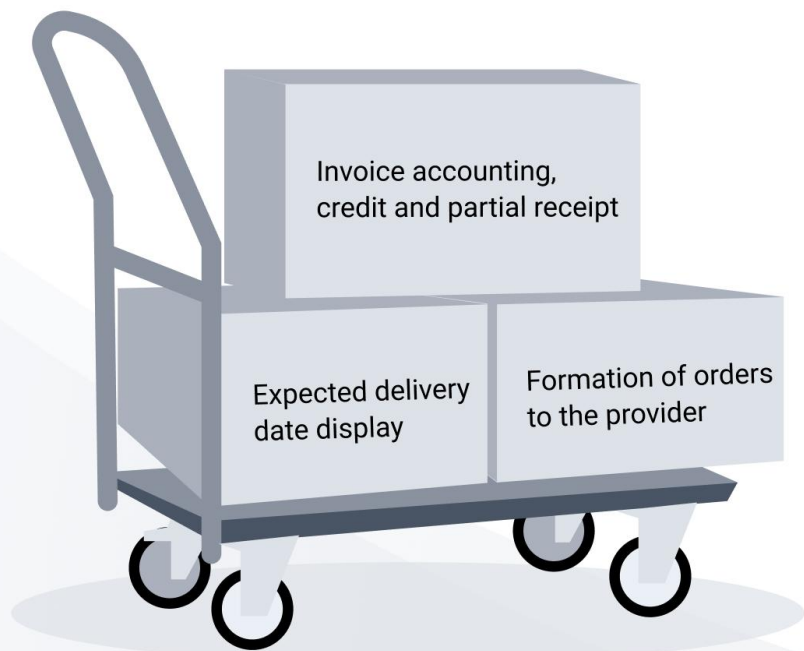


The mechanism of absorption of the warehouse ordered demand of the current dealer network

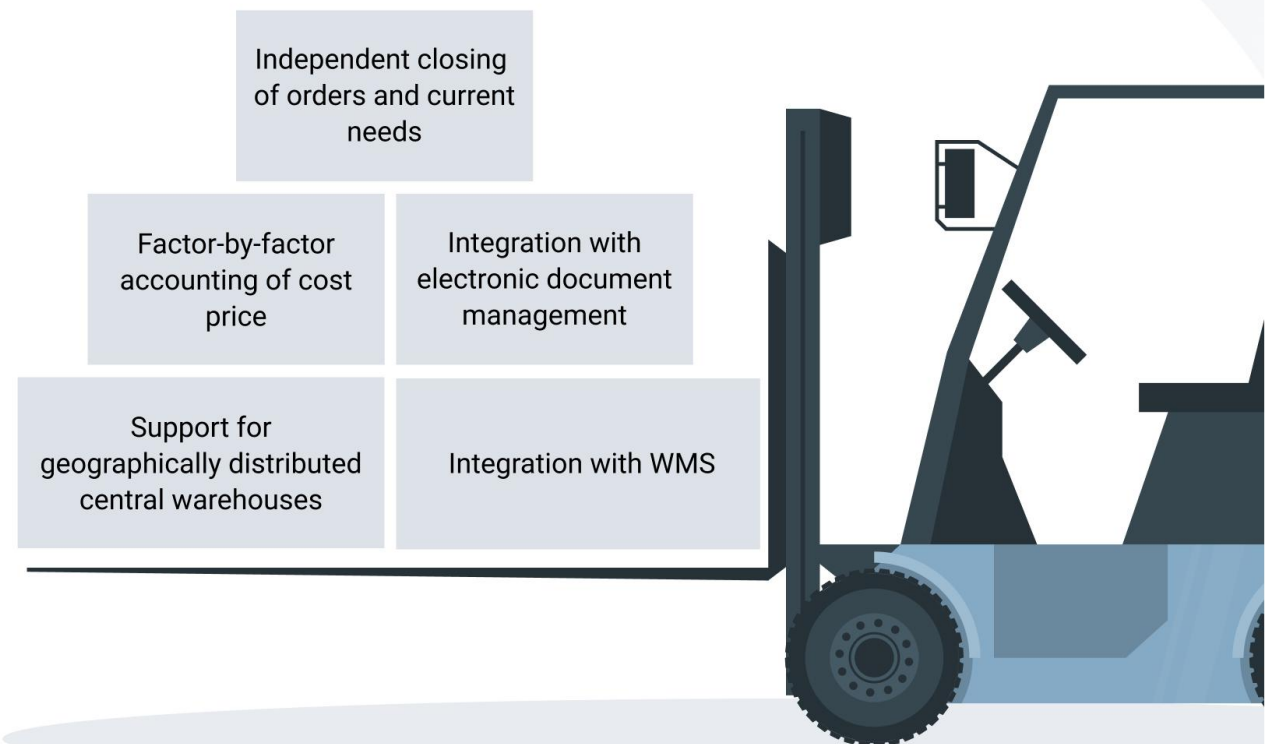




Obtaining information about expected receipts

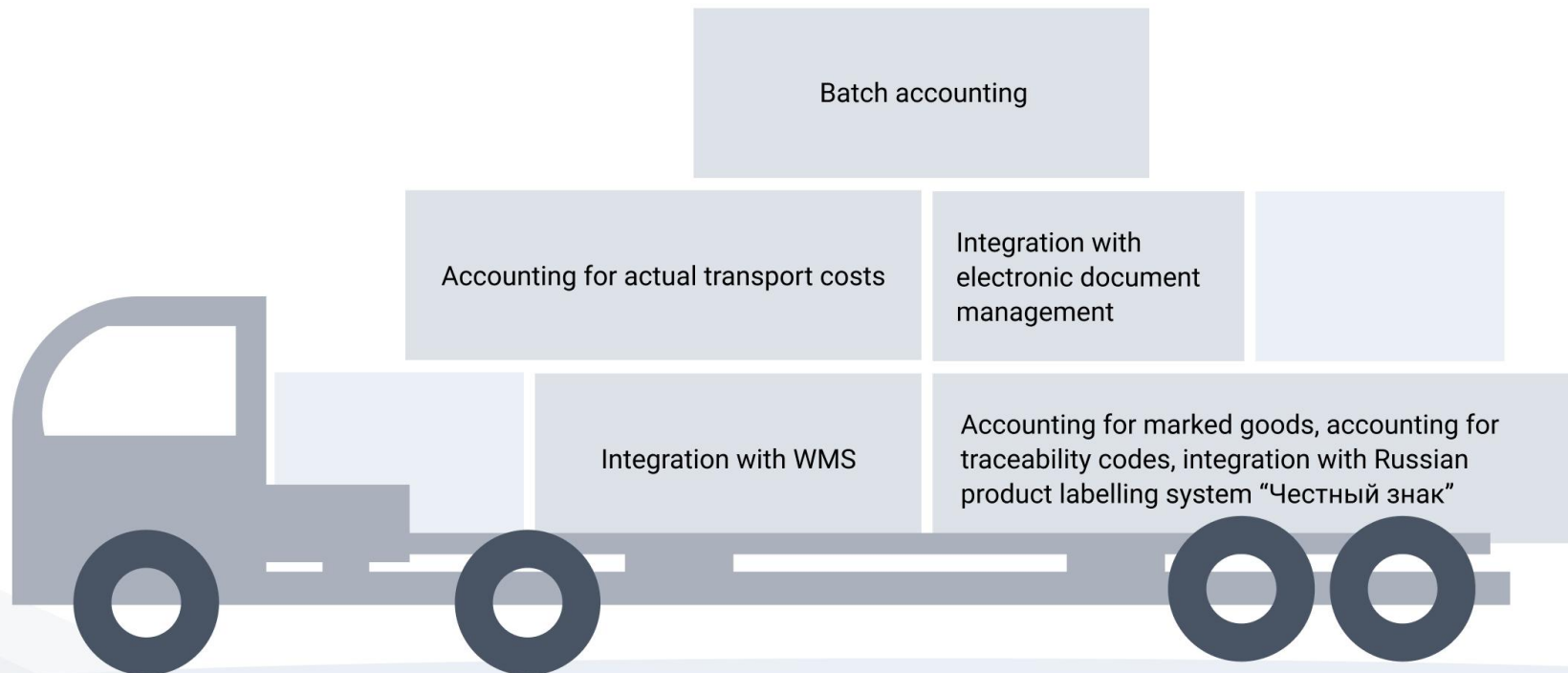


Receiving spare parts to the warehouse





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





Formation of invoices, payment of orders

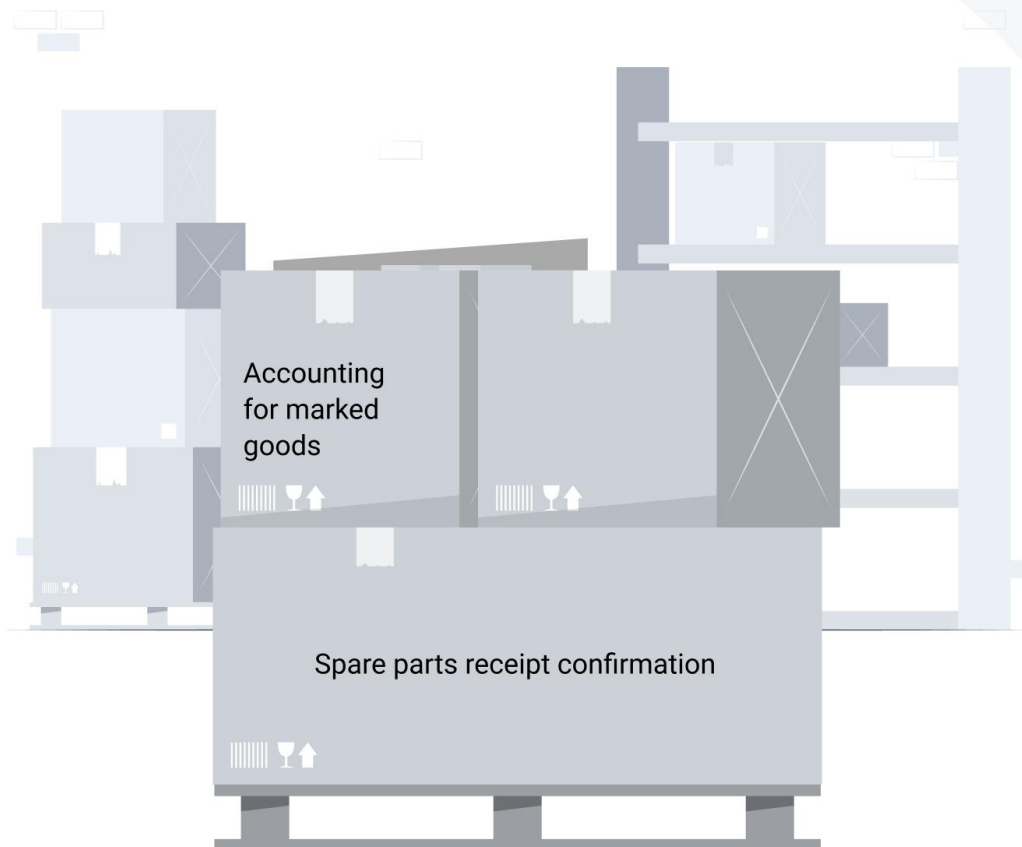
Self-assessment of advances/compensations

Displaying the status of the deposit account and available compensations

Independent generation of invoices



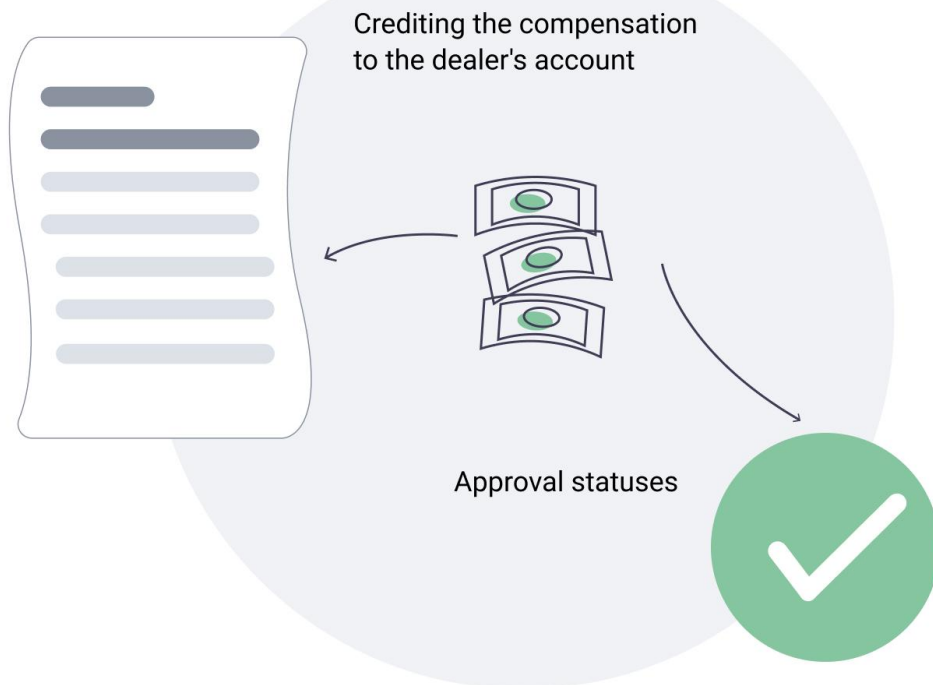
Receiving spare parts to the warehouse





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



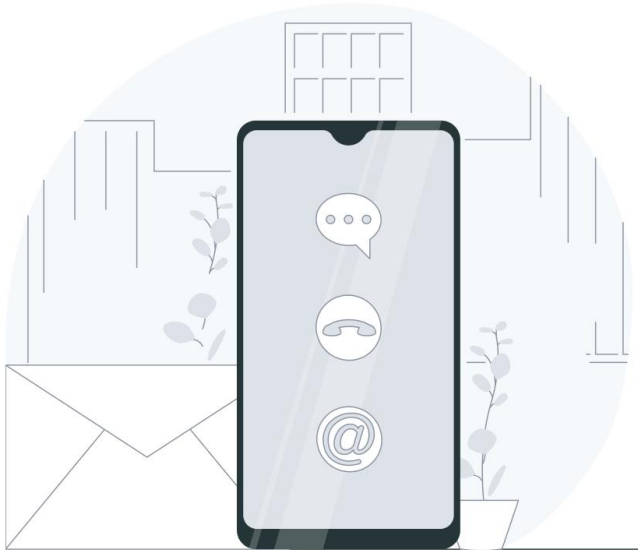
Integration with the accounting system




Power BI reporting




Contacts



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