



# GLASS-NET

## GLOSSARY OF TECHNICAL TERMS

<b>Additional marketing information</b>	Company specific marketing information that can be broadcast with the vehicle advert.
<b>Administrator</b>	The user that can change dealer profile details, personalise settings and assign permissions to normal users. More than one can be set.
<b>Broadcast History</b>	Where a date/time stamped snapshot of each broadcast's contents can be found.
<b>Bulk Value</b>	Value all vehicles in stock simultaneously, with one single click..
<b>Consumer Stock List</b>	Customer facing report matching vehicles in stock with customer's expressed criteria using filters and a summary comparison format.
<b>Create Broadcast</b>	Where the vehicle/destination website contents for a broadcast is prepared.
<b>Customer Valuation Report</b>	Customer facing valuation quote used for buying or selling.
<b>Customer View</b>	Customisable My Stock view for customers that excludes sensitive dealer information.
<b>Damage Adjuster</b>	Tool used to scientifically calculate the light damage to a vehicle, using a customisable labour rate.
<b>Damage Adjustor hourly rate</b>	Customisable labour rate to base calculations on.
<b>Dashboard</b>	Dealer's stock summary and 'To Do' list.
<b>Dealer Extras</b>	Deal enhancing extra's dealers attach to a vehicle e.g. free warranty.
<b>Enquiry Vehicle</b>	A vehicle that is entered on Glass-Net as a result of an enquiry e.g. price check on a potential part-exchange. This vehicle is not in stock.
<b>Historical Valuations</b>	Valuations available for the last 12 months of data.
<b>Import from DMS</b>	Ability to download a Comma Separate Value (csv) file from their DMS and upload the vehicles into Glass-Net.
<b>Manufacturer Colour</b>	Actual manufacturer colour and trim names are available for vehicles in Glass-Net, where captured.
<b>Mark as completed</b>	The dealer ticks this when the vehicle data is captured as complete, as far as he is concerned.
<b>Mark as sold</b>	Better organise 'My Stock' by removing sold vehicles but keeps them available via the filter tool for future stock turnover analysis and profit reporting.

## GLOSSARY OF TECHNICAL TERMS CONT.

<b>Matches</b>	When more than one vehicle is returned after a VRM or Glass Code vehicle search. At this point, the dealer will need to select the correct trim or date range availability, if more than one exists for the vehicle.
<b>Message Board</b>	This is what Glass's uses to communicate marketing and technical messages.
<b>Minimum broadcast requirements</b>	An icon informs the dealer that the vehicle he is about to broadcast does not have: at least one photo and an asking price.
<b>Move Vehicle</b>	This is the ability for a dealer to move a vehicle from his stock to the stock of a fellow dealer in his dealer group on Glass-Net.
<b>MPC</b>	Market Price Comparison compares the broadcast asking prices in the market for similar vehicles, within a specified radius from the dealer's post code. The results can be sorted, analysed and are averaged.
<b>My Account</b>	"My Account" is where the dealer's profile and preferences are stored. This is also where users are assigned permissions and update their accounts.
<b>My Stock</b>	"My Stock" lists all the dealer's in-stock vehicles. Enquiry and Sold vehicles are not listed here but can be retrieved via the filter tool.
<b>Number broadcasts purchased</b>	Used to record the number of cars allowed on a broadcaster's site at any one time.
<b>Personalised Advert</b>	Two personalised adverts can be created using the base data captured. This helps to target the message towards different audiences.
<b>Pre-registered Vehicle</b>	Vehicle registered by the dealer to meet manufacturer quota's. If marked as such in Glass-Net, helps keep the data updated as the month's progress.
<b>Previous Valuations</b>	View previous valuations done on this vehicle.
<b>Provenance Check</b>	Check a vehicles history for outstanding finance or to ensure the vehicle is not stolen via Experian provenance check. Glass's only facilitates, the commercial relationship remains between the dealer and Experian.
<b>Reports</b>	Use this area to create flexible stock lists for analysis in print or exported to Excel. This can also be used to send data back to the DMS from Glass-Net.
<b>Select action</b>	A drop down box in individual vehicles as well as vehicle lists. It contains actions like: delete, bulk value, move, print customer valuation report, print silent sales sheet etc that can be performed against multiple vehicles simultaneously.
<b>Silent Sales Sheet</b>	Point of sale material that advertises the vehicle in the showroom.
<b>Stand-in Value</b>	The cost of purchasing the vehicle plus money spent on it to get it fit for sale.
<b>Standard Fit</b>	Options that are fitted on a vehicle as standard.
<b>Technical Data</b>	Consumption and efficiency data..
<b>Tooltips</b>	Tooltips, explaining labels or actions, appear when the mouse is left to hover on something for 1 second.
<b>Underwriter Advertising</b>	Contextual panel advertising for dealers interested in buying a part-exchange vehicle that has come into your stock. Found at the bottom of every page within every vehicle profile.
<b>Unqualified Vehicles</b>	Manually enter a vehicle that doesn't have a Glass Code.
<b>Usage</b>	Track the usage of different tools e.g. number of valuations done etc.
<b>Vehicle Audit</b>	In-depth audit of every activity undertaken against a vehicle, when, by who and what changes were made.
<b>Vehicle Category</b>	Used to classify vehicles the way you want e.g. Auction.
<b>Vehicle Timeline</b>	Graphical high level representation of activity undertaken against a vehicle, versus when it came into stock, today's date and the sell by date.