



GLASS-NET

GLOSSARY OF TECHNICAL TERMS

Additional marketing information	Company specific marketing information that can be broadcast with the vehicle advert.
Administrator	The user that can change dealer profile details, personalise settings and assign permissions to normal users. More than one can be set.
Broadcast History	Where a date/time stamped snapshot of each broadcast's contents can be found.
Bulk Value	Value all vehicles in stock simultaneously, with one single click..
Consumer Stock List	Customer facing report matching vehicles in stock with customer's expressed criteria using filters and a summary comparison format.
Create Broadcast	Where the vehicle/destination website contents for a broadcast is prepared.
Customer Valuation Report	Customer facing valuation quote used for buying or selling.
Customer View	Customisable My Stock view for customers that excludes sensitive dealer information.
Damage Adjuster	Tool used to scientifically calculate the light damage to a vehicle, using a customisable labour rate.
Damage Adjustor hourly rate	Customisable labour rate to base calculations on.
Dashboard	Dealer's stock summary and 'To Do' list.
Dealer Extras	Deal enhancing extra's dealers attach to a vehicle e.g. free warranty.
Enquiry Vehicle	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.
Historical Valuations	Valuations available for the last 12 months of data.
Import from DMS	Ability to download a Comma Separate Value (csv) file from their DMS and upload the vehicles into Glass-Net.
Manufacturer Colour	Actual manufacturer colour and trim names are available for vehicles in Glass-Net, where captured.
Mark as completed	The dealer ticks this when the vehicle data is captured as complete, as far as he is concerned.
Mark as sold	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.

Matches	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.
Message Board	This is what Glass's uses to communicate marketing and technical messages.
Minimum broadcast requirements	An icon informs the dealer that the vehicle he is about to broadcast does not have: at least one photo and an asking price.
Move Vehicle	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.
MPC	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.
My Account	"My Account" is where the dealer's profile and preferences are stored. This is also where users are assigned permissions and update their accounts.
My Stock	"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.
Number broadcasts purchased	Used to record the number of cars allowed on a broadcaster's site at any one time.
Personalised Advert	Two personalised adverts can be created using the base data captured. This helps to target the message towards different audiences.
Pre-registered Vehicle	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.
Previous Valuations	View previous valuations done on this vehicle.
Provenance Check	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.
Reports	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.
Select action	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.
Silent Sales Sheet	Point of sale material that advertises the vehicle in the showroom.
Stand-in Value	The cost of purchasing the vehicle plus money spent on it to get it fit for sale.
Standard Fit	Options that are fitted on a vehicle as standard.
Technical Data	Consumption and efficiency data..
Tooltips	Tooltips, explaining labels or actions, appear when the mouse is left to hover on something for 1 second.
Underwriter Advertising	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.
Unqualified Vehicles	Manually enter a vehicle that doesn't have a Glass Code.
Usage	Track the usage of different tools e.g. number of valuations done etc.
Vehicle Audit	In-depth audit of every activity undertaken against a vehicle, when, by who and what changes were made.
Vehicle Category	Used to classify vehicles the way you want e.g. Auction.
Vehicle Timeline	Graphical high level representation of activity undertaken against a vehicle, versus when it came into stock, today's date and the sell by date.