

PFW IntelliDealer

Used Equipment Evaluations

Improve your used equipment sales initiative

Key Features

- Create and archive highly specific, customized unit evaluations
- Receive desktop notification of evaluations, as per an employee's area of responsibility
- Customize the sections containing the questions you want to ask
- Attach pictures that are integrated with the equipment profile
- Create last-minute comments before the evaluation is transferred
- Print the inspection form for remote evaluations
- Automatic forwarding ensures a collaborative process

PFW IntelliDealer Used Equipment Evaluations provides sales, service, and management staff with a tool to help them work together to produce accurate evaluations – as well as perform and record inspections of trade-in equipment.

Trade-in values for equipment could be the deciding factor in whether or not your prospective deal will turn into a sale. This necessitates a process to accurately evaluate incoming used equipment.

Systematic

The Used Equipment Evaluations system allows the evaluation process to be systematic, where the salesman creates the initial evaluation, arranges for a service representative to assist if necessary, then passes it on to the Used Equipment Manager to have it reviewed – so that the evaluation can be accepted or rejected, or forwarded on to the Branch Manager or Sales Manager. This gives your sales, service, and management staff the opportunity to add their comments, numbers, and inspection values. Controls can be put in place to ensure that the inspection is completed before it can be forwarded on for review. In addition, each stock number in the system is allowed only one evaluation, preventing customers from “shopping around” at your locations and ensuring that any previous evaluations are reviewed.

General
Features
Inspection
Memos
Multimedia
>>

Used Evaluations
Added: 07/07/2005 Modified: 07/07/2005

Evaluation Number: 000014
Accepted & Read
Location: GUELPH

Expiry Date: 08/06/2005
Created By: Steve Smith - Sales Representative
Customer: Miller Implement
Stock Number: E30665 JD 6200LP (JONES) 140044

	Sales Values	Manager Values
Type: Prospective Deal	Advertised Price: 39950.00	<input type="text" value="42000.00"/>
Personally Inspect: <input checked="" type="radio"/> Yes <input type="radio"/> No	Cash Price: 36598.00	<input type="text" value="37500.00"/>
Personally Operate: <input type="radio"/> Yes <input checked="" type="radio"/> No	Est. Margin %: 3	<input type="text" value="6"/>
Hour Meter Works: <input checked="" type="radio"/> Yes <input type="radio"/> No	or Dollars: 1097.94	<input type="text" value="2250.00"/>
Original Meter: <input type="radio"/> Yes <input checked="" type="radio"/> No	Est. Recondition: 185.00	<input type="text" value="400.00"/>
Hour Meter: <input type="text" value="12"/>	Reserve: 5,297.25	5,227.50
2nd Hour Meter: <input type="text" value="23"/>	Estimated NBV: 30,017.81	29,622.50
Reference Hours: <input type="text"/>		

[Click here to access evaluation history.](#)

General Comments
Results to display: 5

User	Date	Comment
Steve Smith	07/07/2005	this guy won't take anything less than 30G's
John Ryerson	06/20/2005	Great piece of equipment - we need this on our lot

(1 - 2 Of 2)

[Click here to access submission history](#)

Won\Lost Edit Print Close

PFW IntelliDealer's Used Evaluation system tracks unit history so that used equipment value can be determined. Unit value is systematically calculated, as opposed to using general “book values”. Included is a workflow to ensure that the right dealership staff are conducting the right evaluation steps.

Comparative Evaluations

Evaluation history, one of the many sources of valuation information, allows you to compare the current evaluation with historical evaluations of similar machines. This way, you get a better understanding of what value the machine should be assessed, and you are provided with used equipment benchmarks that will, over time, help the dealership to be more efficient. The system allows you to identify a machine's key features in terms of impacting its value. You can also create an "inspection only", which does not contain any values, but can be stored in the machine's history for future reference.

Speed and Accuracy

Without having to sift through sheets of paper, your used evaluation process is more organized, centralized, and streamlined. Each step is automated, so that mistakes are less likely to occur. The system ensures that the right people are performing the right steps in the evaluation process – and that those people can be notified by e-mail or IntelliDealer message when an evaluation requires their review. You can factor in the desired margin that you wish to realize on each trade, allowing you to give the prospect a value based on what your dealership needs to gain. As well, Submission History lets you see where an evaluation has been – and where it has to go – to promote staff accountability, and to make sure that the evaluation doesn't get lost in the shuffle.

Inspection											
Evaluation Number: 000035						Location: Guelph					
Customer: EDWIN MANCHESTER											
Stock Number: B01130 MWRCOND 2624											
GENERAL APPEARANCE											
	Very Good	Good	Avg	Fair	Poor	NA	Comments	Sales Estimate	Manager Estimate	From Service	
SHEET METAL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
PAINT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
SEAT/SEAT BELT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
GLASS/DOORS/LATCHES/PANELS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
LIGHTS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
MIRRORS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
PERIODIC MAINTENANCE UP TO DATE?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
ALL MECHANICAL PIPS COMPLETED?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
ALL SAFETY PIPS COMPLETED?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
PARKING BRAKE, LINKAGE AND LOCK/ADJUSTMENT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
DECALS (SAFETY & PERIODIC)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
OPERATORS MANUAL - WITH MACHINE	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
NEUTRAL LOCK	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
General Condition							TOTAL	0.00	0.00		
GAUGES/INDICATORS/CONTROLS											
	Very Good	Good	Avg	Fair	Poor	NA	Comments	Sales Estimate	Manager Estimate	From Service	
HOUR METER OPERATING							Add			<input type="checkbox"/>	
ORIGINAL HOURS	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	
CHARGING SYSTEM	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Add			<input type="checkbox"/>	

In order to bring a machine up to resale standards, Used Equipment Evaluations' Inspection screen is used to rate inspection steps that may be customized by the dealership based on the equipment group.

System Requirements

- Windows® Vista Business, 2000 or XP Pro SP2 Operating System
- Processor and memory size based on Operating System recommendations (or greater)
- Internet Explorer 5+
- Ethernet Ready
- IBM® Power6™ recommended, scaled by number of users
- 8 GB RAM for server or greater, depending on number of users
- VPN access to server via Internet
- 512 Kbps remote store connection, determined by number of devices
- Current PFW system release
- Current IBM OS release
- LANSA® License

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