

# 10.20 Model Number Maintenance Accounts

**Presenting the revamped Model Number Maintenance Accounts! We've streamlined the process of assigning accounts to specific model numbers by relocating Model Number Accounts from Deal Posting Templates to Model Number Maintenance. This adjustment aims to enhance accessibility and improve user-friendliness.**

**Introducing the new Model Number Maintenance Utilities window, offering an additional method for making changes! This feature provides unprecedented flexibility, allowing quick adjustments to the accounts model numbers are associated with. Moreover, when new model years are added, they will automatically inherit existing model accounts if any were attached to the previous model year.**

**Bid farewell to manual tasks and embrace a new era of automation! Read on to learn about this exciting feature!**

## **User Security - Advanced Sales Maintenance Permission**

To modify Model Number accounts, Users must have the **Advanced Sales Maintenance** permission under the **Sales Security** tab of their User profile.

To access this permission, follow the path: **Employee > User Maintenance > Users > Select User > Sales Security tab > Maintenance section > Advanced Sales Maintenance**

## Employee

User ID	JohnS	Dept. Manager	Yes	Direct Report	
First Name	John	Contact Code		Master User	No
Last Name	Smith	Phone		Sys Admin	No
Password	••••••••	Cell			
Department	Dealership	Email			

### EMPLOYEE

[General Security](#)[Accounting Security](#)[Fixed Operations](#)[Parts Inventory](#)[Purchase Orders](#)[Sales Security](#)[Human Resources](#)

### Permissions

Filter



#### Deal Status

- ✓ Lead Status
- ✓ Prospect Status
- ✓ Quote Status
- ✓ Sold Status
- ✓ Cancelled Status

#### Processing

- ✓ View Deal
- ✓ Edit Deal
- ✓ Modify Price
- ✓ Modify Quote
- ✓ Quote Access
- ✓ Modify Accessories
- ✓ Modify Warranties
- ✓ Modify Protections
- ✓ Modify Trades
- ✓ Modify Cost
- ✓ Modify Steps
- ✓ Modify Insurance
- ✓ Modify Fees
- ✓ Scenario Access
- ✓ Worksheet Access
- ✓ View F&I Cost
- ✓ Gross Access
- ✓ Commission Access
- ✓ Delivery Access
- ✓ Transfer to Accounting Access
- ✓ Deal Lock Access
- ✓ Locked Deal Note Edit
- ✓ View Accessory Cost
- ✓ 700Credit App Access

#### Maintenance

- ✓ Basic Sales Maintenance
- ✓ Standard Sales Maintenance
- ✓ Advanced Sales Maintenance

#### Deal Reports

- ✓ Basic

### Sales Division

Division	Membership	Man. ID	Lot Access
PBS Development Testing Canada	Primary		<input type="checkbox"/>

### Sales Information

User Role	Division Name	Commission Plan	Performs Role
SalesRep	PBS Development Testing Canada		<input type="checkbox"/>
BusinessManager	PBS Development Testing Canada		<input type="checkbox"/>
SalesManager	PBS Development Testing Canada		<input type="checkbox"/>
BusinessDevelopmentOffice	PBS Development Testing Canada		<input type="checkbox"/>
Greeter	PBS Development Testing Canada		<input type="checkbox"/>

### Info

Sales Rep Number

### Credit Bureau Connection

CBC Username

CBC Password

### Route One

Route One PBS Id

Disabled

RouteOne User ID

### BDC Lead Broadcast

Lead Notifications

All Notifications

## Posting Templates

Model Numbers accounts have been relocated from the Posting Templates. Users attempting to access it from there will receive a message notification.

POSTING TEMPLATE

Code

New Vehicle

Division

PBS Motors

Journal

AR - ACCOUNTS RECEIVABLE

Status

Active

Deal Types

New Vehicles

Sale Types

Retail, Fleet

Scenario

MOVED

Finance

Vehicle-

Vehicle-

Vehicle-

TradeAC

License

Doc Fee

OMVIC

Rebate

Deal

1170

Ford Receivable-Vehicle Incentives

O

Short VIN

Tax 2

Deal

2162

HST & Adjustments

Balance to Finance

Deal

1110

Accounts Receivable-Vehicles

O

BuyerCode

Model Number

Tools

Audit

Ok

Cancel

## Model Number Maintenance

In the Model Numbers window, you can access a Model Number by double-clicking or selecting the **Edit** button. This action will launch the Model Number Maintenance window, which now includes a new **Accounts** button.

MODEL NUMBERS

Filter

Description	Model Number	Year
2023 FORD T250 MR CARGO	R2C	2023
2023 FORD T250 MR CARGO RWD	R1C	2023
2023 FORD T250 MR CREW	R2D	2023
2023 FORD T350 MR CARGO RWD BEV	W9C	2023
2023 FORD TRANSIT CARGO VAN BASE	R1Y	2023
2023 FORD TRANSIT CARGO VAN BASE	E1Y	2023
2023 FORD TRANSIT CARGO VAN BASE	E2Y	2023
2023 FORD TRANSIT CARGO VAN BASE	R3U	2023
2023 GMC YUKON SLT	TK10706	2023
2024 FORD BIG BEND 2 DOOR	E7A	2024
2024 FORD BLACK DIAMOND 4 DOOR	E1B	2024
2024 FORD BRONCO BIG BEND	E7B	2024
2024 FORD BRONCO HERITAGE EDITION	E4C	2024
2024 FORD BRONCO OUTER BANKS	E8B	2024
2024 FORD BRONCO SPORT BADLANDS	R9D	2024
2024 FORD BRONCO SPORT BIG BEND 4X4	R9B	2024
2024 FORD BRONCO SPORT OUTER BANKS 4X4	R9C	2024
2024 FORD BRONCO WILDTRAK	E2B	2024

2024 FORD BLACK DIAMOND 4 DOOR

E1B

2024

Add

Edit

Delete

MODEL NUMBER

Model Number

E1B

Year

2024

Make

FORD

Model

BLACK

Trim

DIAMOND 4 DOOR

Status

Active

Description

2024 FORD BLACK DIAMOND 4 DOOR

Engine

Transmission

Drive Wheel

Pricing

Options

Accessories

MSR Base

\$0.00

Holdback

Flat

\$0.00

Freight

\$0.00

Retail

\$0.00

PDI

\$0.00

Prepaid Mileage Rate

0.00

Air

\$0.00

Excess Mileage Rate

0.00

Default Deposit

0.00

Inception Mileage Rate

0.00

Audit

Accounts

Cancel

Ok

When Users click the Accounts button, they are prompted to choose a fuel type (if applicable) to proceed.

PBS-V10

Gas

Hybrid

Electric

Cancel

Afterward, they encounter a window where they can conveniently configure both **Retail Accounts** and **Lease Accounts** upon selecting a **Sale Type** (tabs across the top). This minimizes the need for numerous Deal posting templates, simplifying setups and streamlining the process. This capability empowers Users to manage accounts with precision and ease, thus enhancing productivity.

Select the drop-down menu for the accounts that require an Account number set.

To access this feature, follow the path: **System > Vehicles > Maintenance > Vehicle Types > Model Numbers > Select Model Number**

Retail

Fleet

Dealer Trade

Wholesale

AfterMarket

Retail Sales Account

3198

Lease Sales Account

Retail Cost Account

4198

Least Cost Account

Retail Trade Account

Lease Trade Account

Ok

## Model Number Utilities

An alternate way to assign accounts to Model Numbers is through the newly introduced **Model Number Utilities** tool conveniently located in the left-hand menu. This window provides an easy way for Users to reassign accounts to different Models quickly. It is simple for Users to select various criteria such as **Make**, **Sale Type**, and **Year Range**. Whether you're looking to reallocate accounts for a specific Make within a certain sale type or across a range of years, this window provides the flexibility and efficiency you need to make seamless changes to Model accounts with ease. Additionally, Users will be able to select multiple Vehicle Model Numbers to update to the same account.

The **Selections** button is a convenient tool for creating, loading, and managing existing selection combinations. Users will find their workflow management significantly enhanced with the ability to save and optimize their selections.

To access this feature, follow the path: **Vehicles > Utilities > Model Number Accounts**

PBS Systems

Menu

System

Contact

Vehicles

Create Vehicle

Find Vehicle

Reports

Maintenance

Utilities

Data Import

Restore Deleted Vehicle

Unassigned Owner Vehicles

Enterprise Vehicle Locator

Subaru Vehicle Upload

Ford Vehicle Ordering

Model Number Accounts

Sales

Quotes

Sold Deals

Unit Sales

Dashboard

Sold Deals

0

Active Deals

0

Close Ratio

100 %

Sales Rep

Group	Sold Deals	Active De...	Close Ratio	Delivered
Total	0	0	100%	0

MODEL NUMBER ACCOUNTS

Makes

FORD, JEEP

Sale Types

Retail

Years Range

2020

2024

Selections

Ok

When selecting a model, Users can access the Accounts option by right-clicking. This functionality also grants access to features like exporting and customizing columns. After selecting account types, specific accounts can be searched by name in the search bar or filtered by account number or description. Once selected, the accounts will appear in the Model Numbers window alongside the chosen Vehicle.

MODEL NUMBERS

E1B

Description	Year	Name	Retail Sales Account	Retail Cost Account	Retail Trade Account	Lease Sales Account	Lease Cost Account	Lease Trade Account	Sale Type	Engine
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B	3198	4198					Retail	Gas
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							Retail	Hybrid
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							Retail	Electric
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							Fleet	Electric
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							Fleet	Hybrid
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							Fleet	Gas
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							DealerTrade	Gas
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							DealerTrade	Hybrid
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							DealerTrade	Electric
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							Wholesale	Electric
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							Wholesale	Hybrid
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							Wholesale	Gas
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							AfterMarket	Gas
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							AfterMarket	Hybrid
2024 FORD BLACK DIAMOND 4 DOOR	2024	E1B							AfterMarket	Electric

Accounts

Export Items

Customize

Retail Sales Account

Retail Cost Account

Retail Trade Account

Lease Sales Account

Lease Cost Account

Lease Trade Account

Add

Edit

15 Items

Close

### Example - Deal Creation

In this example, the account numbers have been attached to the Vehicle Model, as demonstrated earlier. When the Deal is finalized, it is transferred to Accounting.



Contact Information

Contact Code

TESTPBS

Preferred

Last Name

test

Unit

First Name

test

Address

3131 - 114 Ave. SE

Middle Name

Postal Code

T2Z 3X2

City

Calgary

Province

AB

County

Work Phone

(403) 253-6304

Home Phone

(403) 253-6304

Cell Phone

(403) 253-6304

Fax

(403) 253-6304

Email

aristo@pbssystems.com

DEAL TEST240418

Vehicle

Quote

Scenarios

Worksheet

Menu Packages

Delivery

Workplan

Lead Type

Not Set

Prospect Type

Activity Type

No Activity

Purchase

Stock #

24-0088

2024 FORD BRONCO BLACK DIAMOND 4 Door 4x4

62/00

MSRP

\$67,560.00

Price

\$65,365.00

Price Adjustment

\$0.00

Selling Price

\$65,365.00

Fees

\$2,239.50

Accessories

\$0.00

Warranty

\$0.00

Protection

\$0.00

Sub-Total

\$67,604.50

PST

\$0.00

HST

\$8,784.43

Luxury Tax

\$0.00

Total Selling Price

\$76,388.93

VEHICLE - 1FMDE1BH2RLA13254 - TEST TEST

Vehicle Information

Stock

24-0088

Odom

17

Category

VIN

1FMDE1BH2RLA13254

Model Number

E1B

Colour

ICONIC SILVER

License

Make

FORD

Interior

Status

Customer File

Model

BRONCO

In Service

04/16/2024

Owner

test test

Trim

BLACK DIAMOND

Year

2024

Lot

MAINTENANCE

Management

Service

Basic

Advanced

Loaner

Make Ready

Pricing

MSRP

\$67,560.00

Retail

\$67,560.00

Received

01/26/2024

Age

83

Details

Vehicle Type

SPORT UTILITY

Engine

2.3L ECOBOOST I-4

Cylinders

4

Transmission

.10-SPEED AUTO TRANSMISSION

Drive Wheel

Four Wheel Drive

Body

4 Door 4x4

Options

Code

Description

Price

Ad...

☒

JS

ICONIC SILVER METALLIC

\$0.00

☒

S

VINYL GREY/BLACK SEATS

\$0.00

☒

V

BLACK ONYX INTERIOR

\$0.00

☒

322A

EQUIPMENT GROUP

\$1,850.00

☒

.BLACK DIAMOND SERIES

\$0.00

☒

.MID PACKAGE

\$0.00

☒

.DUAL-ZONE ELEC CLIMATE CNTRL

\$0.00

☒

.FRONT ROW HEATED SEATS

\$0.00

☒

.POWER OUTLET

\$0.00

☒

.FORD CO-PILOT360

\$0.00

☒

.REMOTE START SYSTEM

\$0.00

☒

99H

.2.3L ECOBOOST I-4 ENGINE

\$0.00

☒

44T

.10-SPEED AUTO TRANSMISSION

\$0.00

Menu

Favourites

Arrive Vehicle

Vehicle

Processing

Tools

Maintenance

Apply and Close

Save Changes

Cancel Changes

# Example - Transfer to Accounting

Once the Deal psoting is opened in the Posting Tank, the accounts configured in the Model Number Maintenance, along with their associated information, populate automatically.

GENERAL LEDGER

G/L Transaction

Reference

24-0088

Posting Date

04/18/2024

Description

test test

Deal Gross

\$6,100.00

Journal

AR - ACCOUNTS REI

Current Period

03/01/2024 - 03/31/2024

Hide \$0 Lines

Yes

Balance

\$0.00

Acct Gross

\$4,037.00

Account	Description	Type	Control #	Amount	AF	Comments
4750	Used Trucks Retail-Cost of Sales			(\$32.00)		
8680	Admin-Data Processing			(\$200.00)		
2425	ACCRUED OMVIC			(\$12.50)		OMVIC-Liability
2162	HST & Adjustments			(\$8,797.43)		
1110	Accounts Receivable-Vehicles	Other		\$76,501.93		
2409	Accrued Commissions	Other		(\$50.00)		
7000	New-Commissions & Incentives Salesmen			\$50.00		
1209	Freight			(\$2,095.00)		Freight-Price
4198	Bronco-Cost of Sales		24-0088	\$61,360.00		2024 FORD BRONCO BLACK DIAMOND 4 Door 4x4
3198	Bronco-Sales	New Vehicle	24-0088	(\$65,365.00)		2024 FORD BRONCO BLACK DIAMOND 4 Door 4x4
1320	Inventory-New SUVs	New Vehicle	24-0088	(\$61,360.00)		2024 FORD BRONCO BLACK DIAMOND 4 Door 4x4
1988	Misc fees			(\$200.00)		Administration Fee-Liability
1830	Goodwill			\$200.00		

Menu

Transaction

Query

Maintenance

24-0088

Post Transaction

Clear Transaction

Cancel Transaction