



# AGWSmenu F&I User Guide

*For questions, please contact Client Services at 800.579.2233, ext. 4194*

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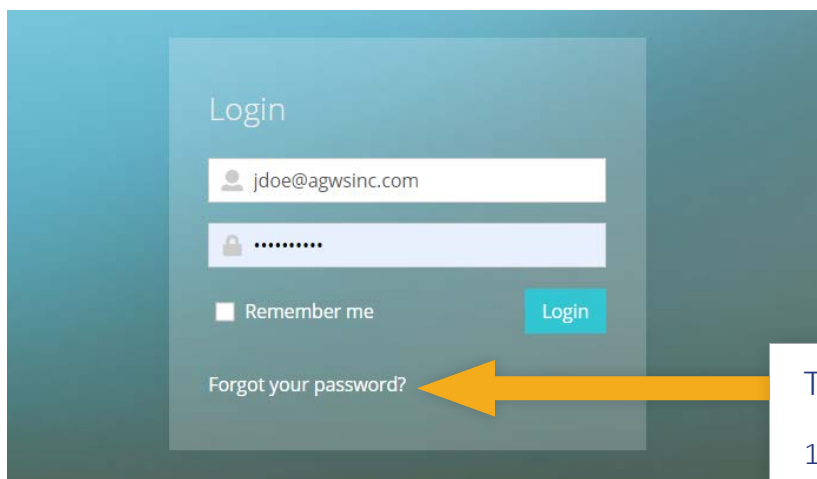
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## Introduction

AGWSmenu is a state of the art web-based software that allows the dealer and/or agent the ability to do everything from eRating to eContracting, including fully compliant Menu Presentations. It includes a Dashboard that can provide for AGWS, Agent, and special news and notification, as well as general reporting on contract sales. AGWSmenu has also taken into consideration the growing market in the dealer world to be more interactive with menu delivery and has implemented easier methods to help the finance person with the sale. This system allows the dealer that sells multiple products the ability to display only the information for which they are selling via the menu template. For example, if a dealer sells Autos and Recreational Vehicles (RV) the dealer can have two menu templates established and as a customer that is purchasing an RV enters the Finance office, finance personnel can select the RV Template and only those products associated to RVs will display.

## Login

- 1) Access the Menu portal using URL <http://menu.agws.com>
- 2) Enter your User ID and password that was sent to you by the Client Services Team
- 3) Then select the blue Login button to continue

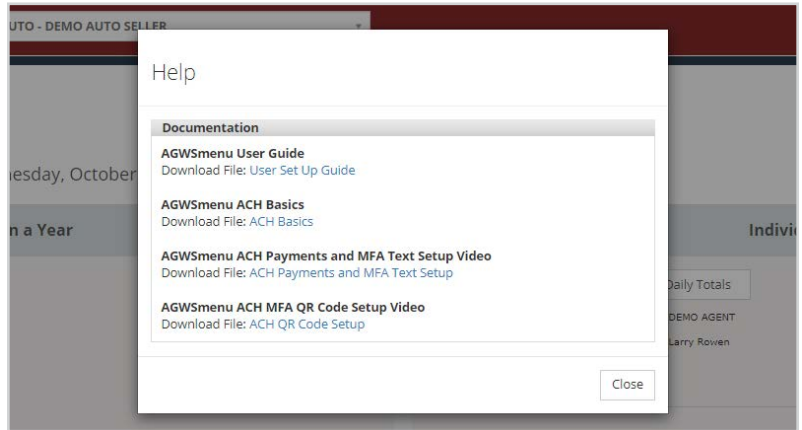


### Trouble Logging In

- 1) Use the "Forgot Password" feature. This will email you a link to reset your password.
- 2) If you are still unable to log in, contact Client Services.
  - Phone: 800.579.2233, ext. 4194
  - Email: [clientservices@agwsinc.com](mailto:clientservices@agwsinc.com)

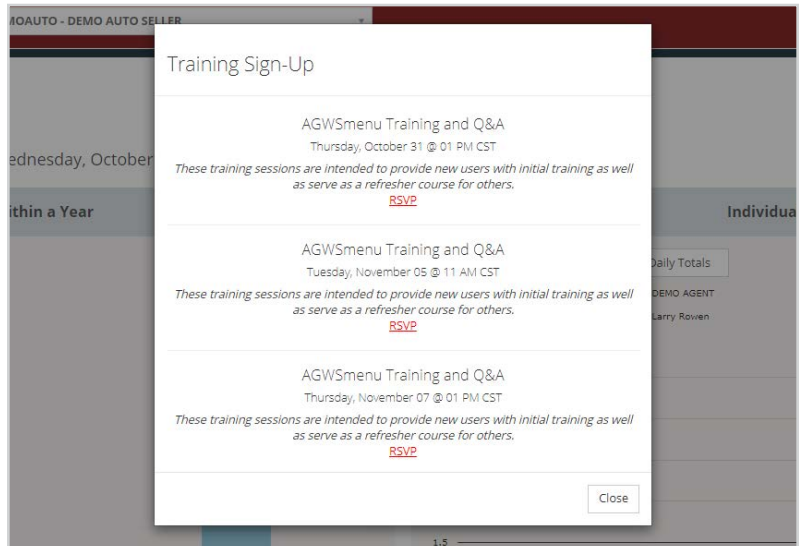
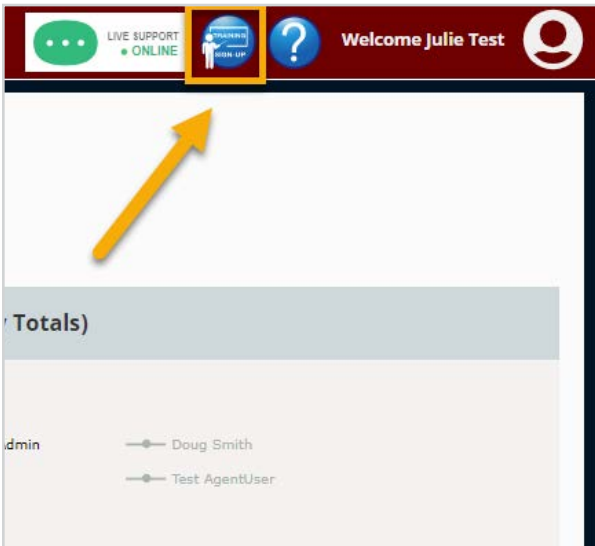
## Help

The Help option provides user guides and videos to help assist with various topics for using Menu.



## Training

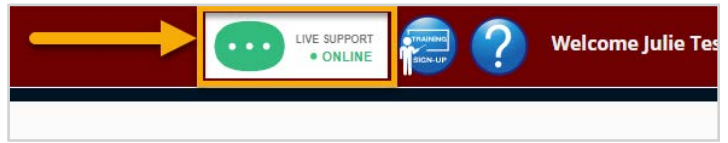
The Training option allows you to sign-up for Training and Q&A sessions. These training sessions are intended to provide new users with initial training as well as serve as a refresher course for others.



### Live Support

There is an option for an Online Chat. This is available for use when you need assistance with an issue while you are using the system.

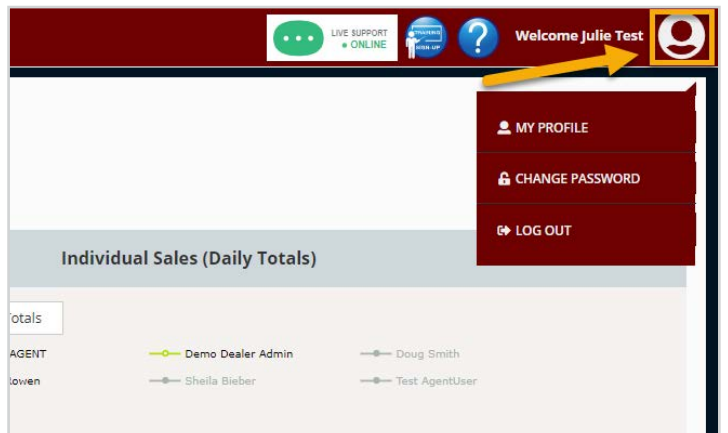
- 1) Select Agent and Dealer Support
- 2) Enter your name
- 3) Enter your email address
- 4) Enter your question
- 5) Enter the captcha displayed
- 6) Select the checkbox to consent
- 7) Optional: Enter phone number
- 8) Then select Start Chat



This screenshot shows the Kayako chat support form. At the top left is the Kayako logo and a 'Close' button. On the top right, the language is set to 'English (U.S.)'. Below this, a message reads: 'To help us serve you better, please provide some information before we begin your chat.' The form includes a 'Department' dropdown menu set to 'AGWS Agent and Dealer Support - Online'. There are input fields for 'Full Name', 'Email', and 'Your Question'. A 'Captcha' field contains the text 'yqx f d5w'. Below the captcha is a checkbox for consent: 'I consent for Kayako to process my data and agree to the terms of the Privacy Policy'. There is also an 'Additional Customer Information' section with a 'Phone Number' field and a note: 'Please provide a valid callback number'. A blue 'Start Chat' button is at the bottom.

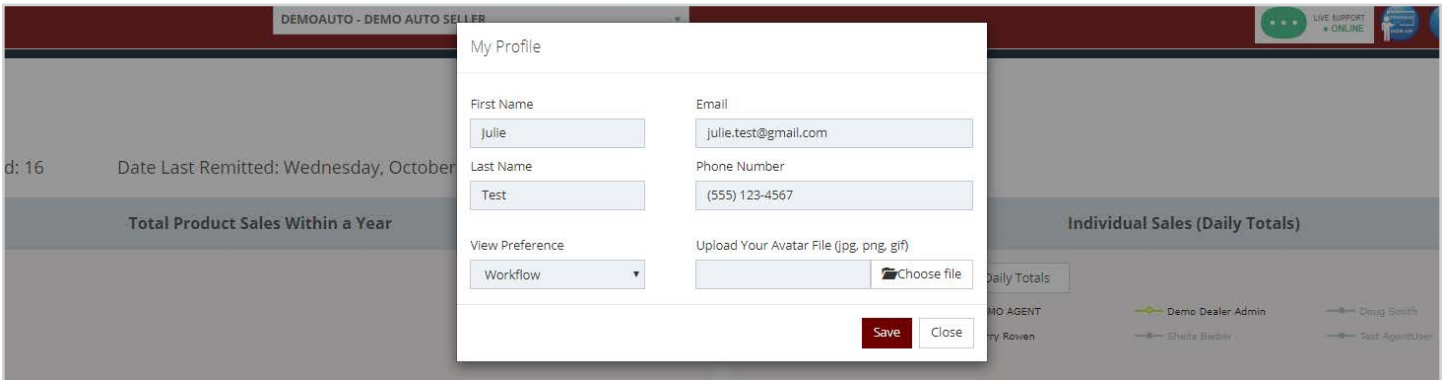
### User Menu

The User Menu allows you to modify your view preference, upload your Avatar, change your password and log out. To access your User Menu, select the profile icon in the top right corner.



### My Profile

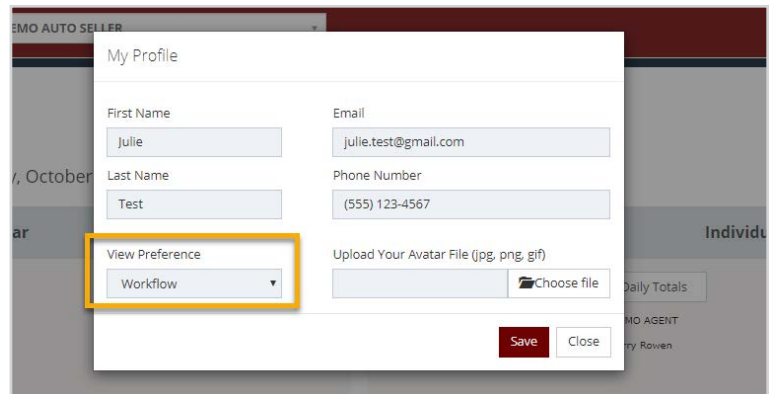
My Profile allows you to modify your view preference and avatar.



### View Preference

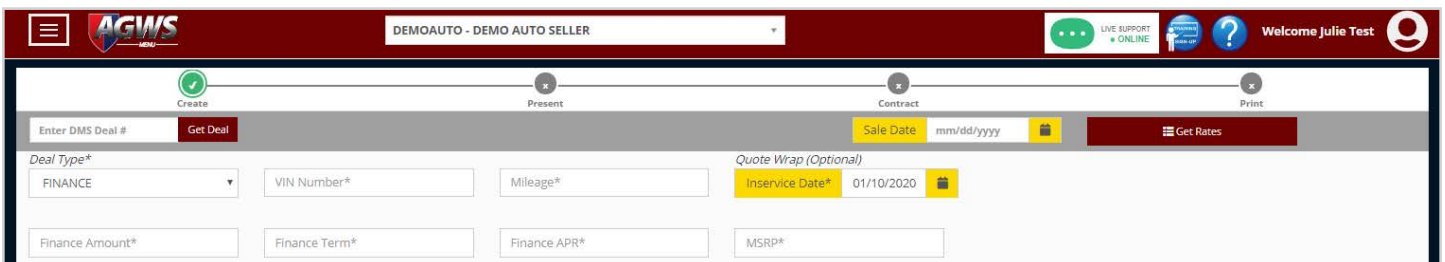
There is an enhanced interface to have the option of the workflow from TurboRater. We were asked to have an additional view, traditional workflow. Please note that the view preferences are based upon your user preference. The two preferences are Workflow and Traditional.

To view your view preference, select My Profile under User profile. Or through User Preferences under Settings.



### Workflow

The Workflow view allows the finance manager to start a new quote with minimal information.



This view allows you to enter the following information to start a new quote:

- Deal Type – Cash, Finance or Lease
- Enter the VIN number
- Enter the mileage
- If quoting wrap (enter the In-Service Date)
- Finance Amount
- Finance Term
- Finance APR
- MSRP

Traditional

In addition to entering the vehicle information for new product quoting, the Traditional view allows you to put the information for the customer or to select the deal to pull from the DMS System.

The screenshot shows a web application interface for AGWS. At the top, there is a navigation bar with the AGWS logo, a user profile for 'Julie Test', and a 'LIVE SUPPORT ONLINE' button. Below the navigation bar, there are tabs for 'Create', 'Present', 'Contract', and 'Print'. The main form area is titled 'DEMOAUTO - DEMO AUTO SELLER' and contains several sections:

- Deal Type\***: A dropdown menu set to 'FINANCE'. A 'Get Deal' button is next to it.
- VIN Number\***: An input field.
- Mileage\***: An input field.
- Quote Wrap (Optional)**: A section with an 'Inservice Date\*' dropdown set to '01/10/2020' and a 'Get Rates' button.
- FINANCE DETAILS**: A section with input fields for 'Finance Amount\*', 'MSRP\*', 'Finance Term\*', and 'Finance APR\*'. A 'Get Rates' button is also present.
- ADDITIONAL DETAILS**: A section with a 'Vehicle Purchase Price\*' input field, a 'Vehicle Purchase Date\*' dropdown set to '01/10/2020', and a checkbox for 'Would you like a free insurance quote?'.
- BUYER DETAILS**: A section with input fields for 'First Name\*', 'Last Name\*', 'MI', 'Phone Number\*', 'Email Address', 'Address\*', 'Address 2', 'City\*', 'State\*' (dropdown), and 'Zip Code\*'.
- CO-BUYER DETAILS**: A section with input fields for 'First Name', 'Last Name', 'MI', 'Phone Number', 'Email Address', 'Address', 'Address 2', 'City', 'State' (dropdown), and 'Zip Code'.
- LIEN HOLDER DETAILS**: A section with input fields for 'Lien Holder Name', 'Phone Number', 'Address', 'Address 2', 'City', 'State' (dropdown), and 'Zip Code'.

This view allows you to enter the following information to retrieve the quote:

- Deal Type – Cash, Finance or Lease
- Enter the VIN number
- Enter the mileage
- If quoting wrap (enter the In-Service Date)
- Finance Amount
- Finance Term
- Finance APR
- MSRP
- Vehicle Purchase Price
- Vehicle Purchase Date
- Buyers Information (Name, Address, Phone, Email)
- Co-Buyers Information (Name, Address, Phone, Email)
- Lienholder Details (Name, Address, Phone)



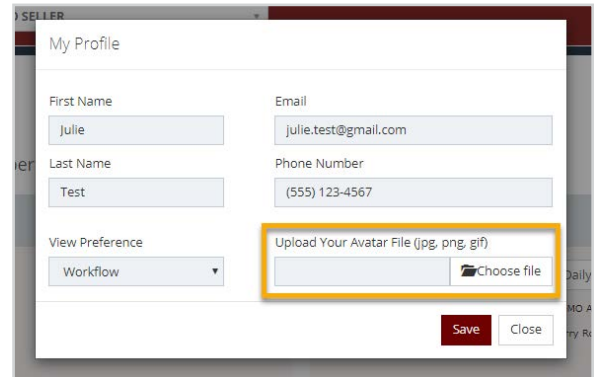
Avatar

An avatar (also known as a profile picture or userpic) is a graphical representation of a user or the user’s character or persona. The Avatar allows customization your portal with a logo or photo.

To upload an avatar:

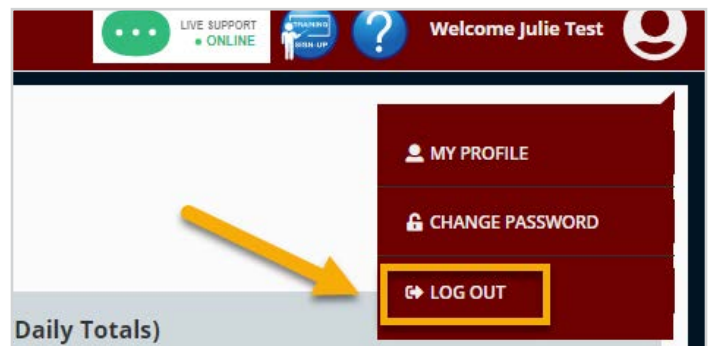
- 1) Locate My Profile under User Profile
- 2) Select Choose File
- 3) Locate the file you want to upload and select the file
- 4) Select Open

*\*Customizing your avatar will only change the corner icon.*



Log Out

The Log Out options allows you to exit the portal in order to keep it secure.

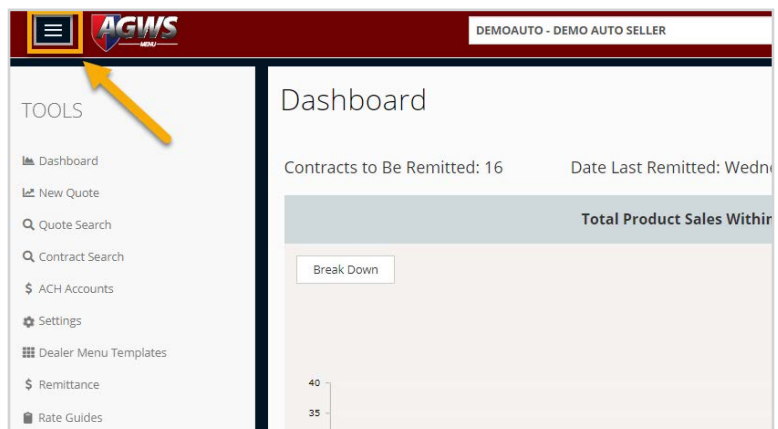


Tool Bar

To access the Tool Bar, go to the top left of the screen and click the Tool Bar Menu Button or Vertical Ellipse Button.

The Available Tools

- Dashboard
- New Quote
- Quote Search
- Contract Search
- ACH Accounts
- Settings
- Dealer Menu Templates
- Remittance
- Rate Guides



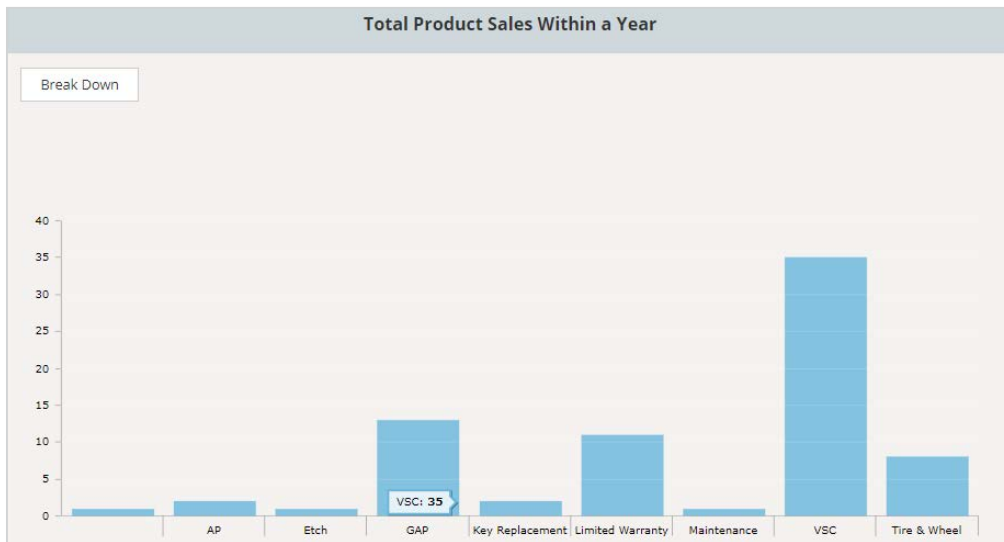
Dashboard

The Dashboard is the first screen you see after you login is the Dashboard. It provides you a glimpse of your sales for the year (a rolling calendar year). It is also accessible through the tools if you are on a different page.

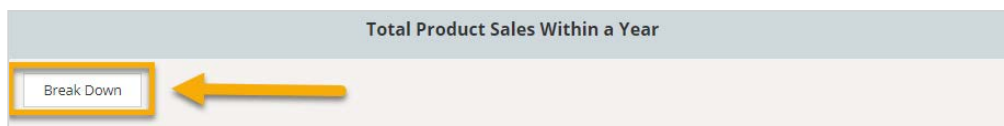
Widgets

Total Product Sales Within a Year

This widget shows you the total of contracts sold for each product type.



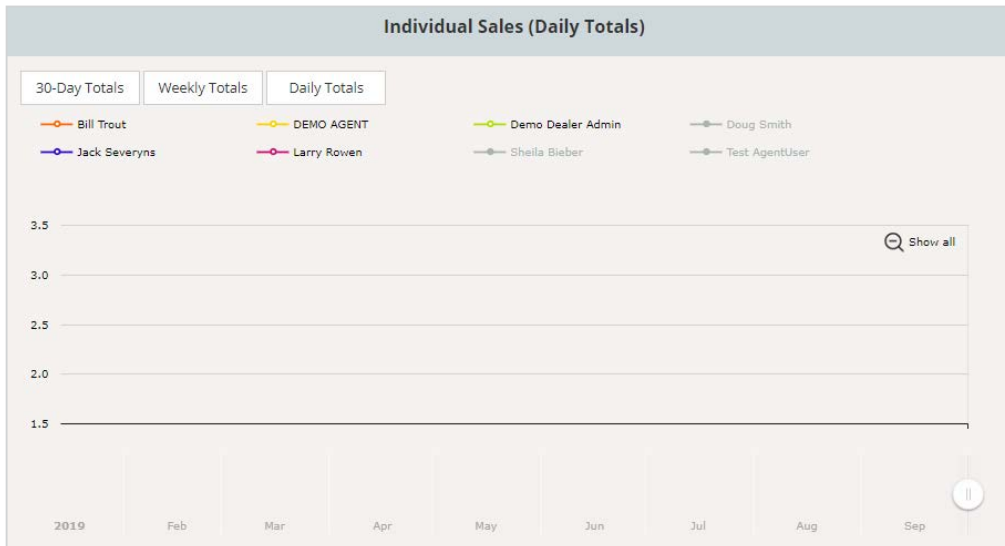
The Break Down option will breakdown how many contracts each manager has sold by product type.



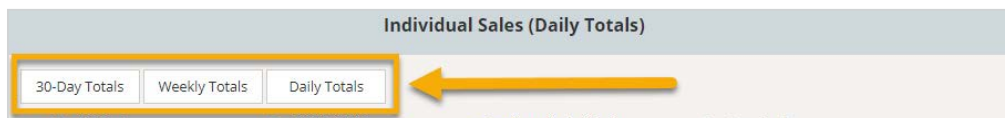
Name	Product	Sales
Sheila Bieber		1
Demo Dealer Admin	Appearance Protection	1
Larry Rowen	Appearance Protection	1
Larry Rowen	Etch	1
Jack Severyns	Guaranteed Asset Protection	3
DEMO AGENT	Guaranteed Asset Protection	5
Demo Dealer Admin	Guaranteed Asset Protection	5
DEMO AGENT	Key Replacement	1
Jack Severyns	Key Replacement	1
DEMO AGENT	Limited Warranty	3
Demo Dealer Admin	Limited Warranty	3

### Individual Sales

This widget shows where all the Finance Managers are within the dealership regarding sales.



User information can be hidden by clicking on the name of the finance manager. This can also be broken down by: 30 Day Totals, Weekly Totals, and Daily Totals.



### Create a New Quote

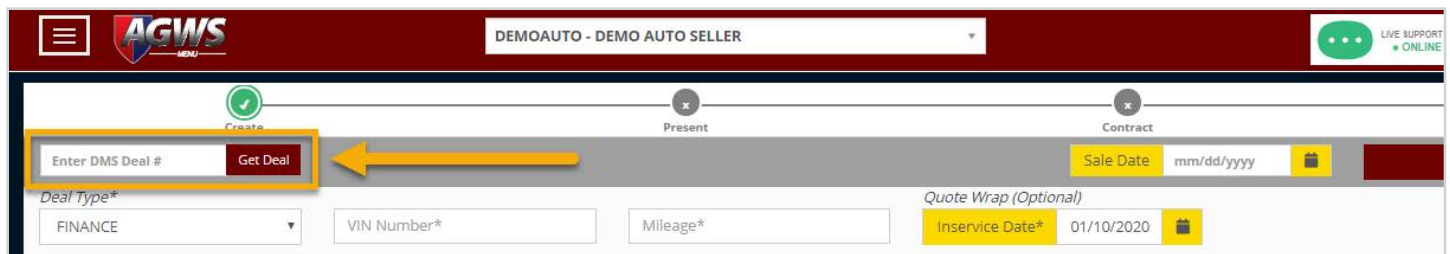
There are two options to create a New Quote: DMS Deal (if available) and Manual Input.

#### DMS Deal Number

To start a quote using the DMS Deal Number

- 1) Select the Cash Deal Type.
- 2) Enter the DMS Deal Number and select Get Deal. Information needed is then automatically populated.
- 3) Then select Get Rates.

*\*If your dealership is integrated with a supported DMS provider, you will have a get deal button.*



Manual Input

To start a quote manually

- 1) Fill out form completely.
- 2) Then select Get Rates.

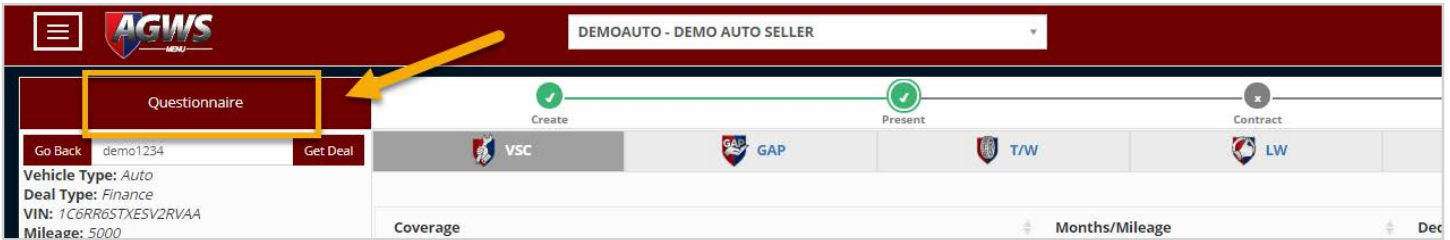
Present

The Present page is the next screen you will see.

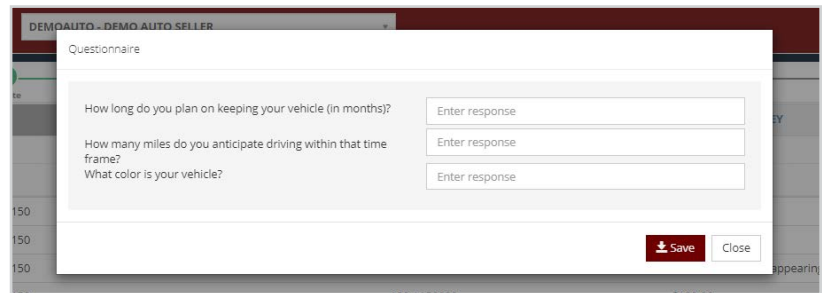
Coverage	Months/Mileage	Deductible	Amount
Dealer Certified Wrap 10/150	120 / 150000	\$0.00	\$3,991.00
Dealer Certified Wrap 10/150	120 / 150000	\$50.00	\$3,916.00
Dealer Certified Wrap 10/150	120 / 150000	\$100.00 / \$0.00 Disappearing	\$3,941.00
Dealer Certified Wrap 10/150	120 / 150000	\$100.00	\$3,841.00
Platinum II	12 / 15000	\$0.00	\$4,076.00
Platinum II	12 / 15000	\$50.00	\$3,976.00
Platinum II	12 / 15000	\$100.00	\$3,826.00

Questionnaire

The Questionnaire will narrow down the terms to what the customer needs.

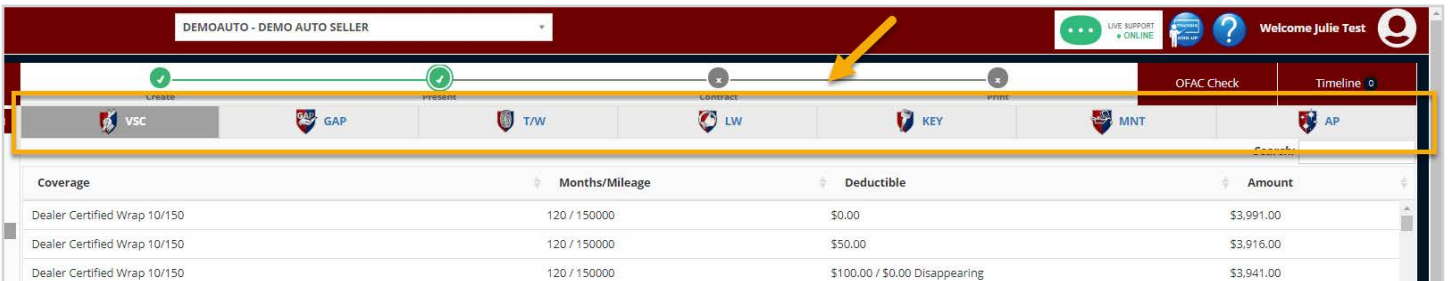


A new window appears with the questions. The answers provided will adjust the terms that are best for the customer.



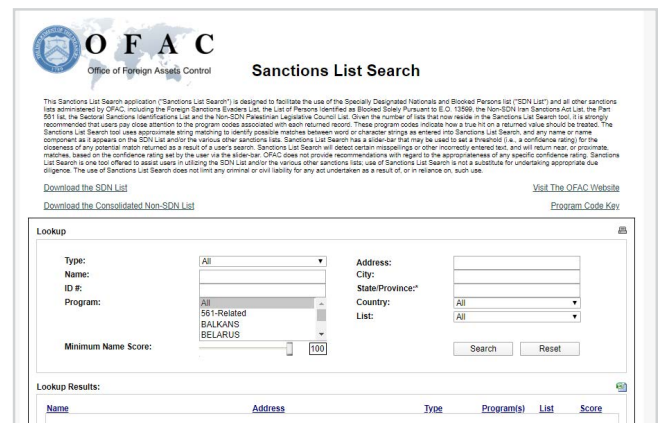
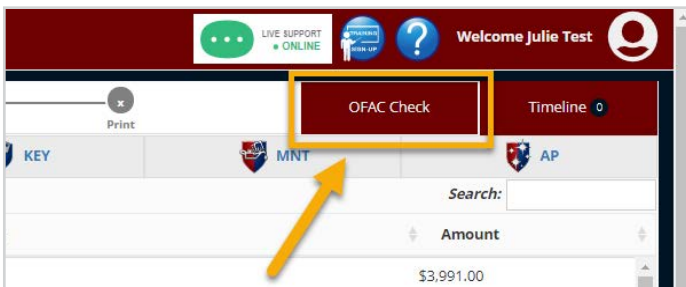
Coverages

All the programs that the dealer sells and is available for this vehicle are shown here. You can tab through to see the various rates/coverages offered for each program.



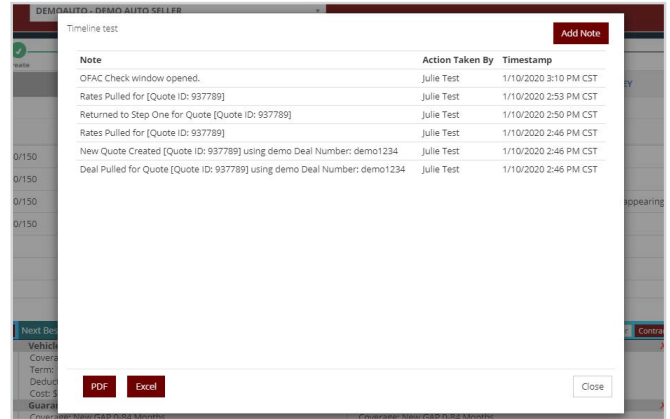
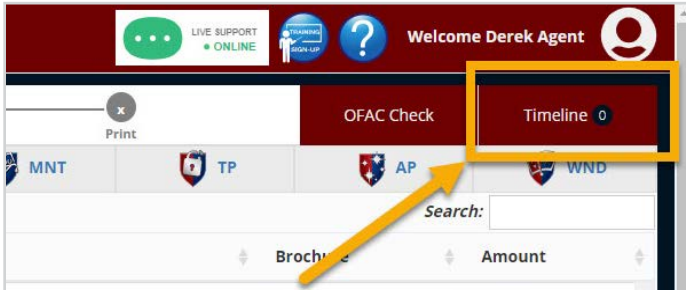
OFAC- Office of Foreign Assets Control

The OFAC button directs you to the Sanctions List Search. This is to verify that the person is not on the Sanctions List.



### Timeline Log

The Timeline log will show what has occurred during the time of the quote. The option is also available to add a note and export the timeline.



### Drag and Drop Feature

You can drag from the Rates to the menu for ease to prepare the menu for the customer.

Questionnaire	Back To Step One	VSC	GAP	T/W	LW	KEY	MNT	OFAC Check		
SH767371 1/12/2020 HYUNDAI ELANTRA										
		Coverage		Months/Mileage		Deductible		Amount		
		Dealer Certified Wrap 10/150		120 / 150000		\$0.00		\$2,491.00		
		Dealer Certified Wrap 10/150		120 / 150000		\$50.00		\$2,416.00		
		Dealer Certified Wrap 10/150		120 / 150000		\$100.00 / \$0.00 Disappearing		\$2,441.00		
		Dealer Certified Wrap 10/150		120 / 150000		\$100.00		\$2,341.00		
		Platinum.		36 / 50000		\$0.00		\$1,928.00		
		Platinum.		36 / 50000		\$50.00		\$1,853.00		
		Platinum.		36 / 50000		\$100.00		\$1,828.00		
	Suggested Template									
		Disclaimer	Contract	Next Best	Disclaimer	Contract	Essential	Disclaimer	Contract	Basic
		Contract y Certified Wrap 10/150 000 0.00 / \$0.00 Disappearing	X	Vehicle Service Contract Coverage: Platinum. Term: 36 / 50000 Deductible: \$0.00 Cost: \$1,928.00	X	Vehicle Service Contract Coverage: Dealer Certified Wrap 10/150 Term: 120 / 150,000 Deductible: \$100.00 / \$0.00 Disappearing Cost: \$2,441.00	X	Vehicle Service Contract Coverage: Dealer Certified Wrap 10/150 Term: 120 / 150,000 Deductible: \$100.00 / \$0.00 Disappearing Cost: \$2,441.00	X	Vehicle Service Contract Coverage: Dealer Certified Wrap 10/150 Term: 120 / 150,000 Deductible: \$100.00 / \$0.00 Disappearing Cost: \$2,441.00
		et Protection GAP 0-84 Months 0	X	Guaranteed Asset Protection Coverage: New GAP 0-84 Months Term: 72 Deductible: \$0.00 Cost: \$736.00	X	Guaranteed Asset Protection Coverage: New GAP 0-84 Months Term: 72 Deductible: \$0.00 Cost: \$736.00	X	Guaranteed Asset Protection Coverage: New GAP 0-84 Months Term: 72 Deductible: \$0.00 Cost: \$736.00	X	Guaranteed Asset Protection Coverage: New GAP 0-84 Months Term: 72 Deductible: \$0.00 Cost: \$736.00
		Wheel with Cosmetic Damage and Roadside 0	X	Tire & Wheel Coverage: Tire & Wheel with Cosmetic Damage and Roadside Term: 12 Deductible: \$0.00 Cost: \$716.00	X	Tire & Wheel Coverage: Tire & Wheel with Cosmetic Damage and Roadside Term: 12 Deductible: \$0.00 Cost: \$716.00	X	Tire & Wheel Coverage: Tire & Wheel with Cosmetic Damage and Roadside Term: 12 Deductible: \$0.00 Cost: \$716.00	X	Tire & Wheel Coverage: Tire & Wheel with Cosmetic Damage and Roadside Term: 12 Deductible: \$0.00 Cost: \$716.00
		ty ass Limited Warranty 0.00	X	Limited Warranty Coverage: Compass Limited Warranty Term: 6 / 6,000 Deductible: \$100.00 Cost: \$0.00	X	Limited Warranty Coverage: Compass Limited Warranty Term: 6 / 6,000 Deductible: \$100.00 Cost: \$0.00	X	Limited Warranty Coverage: Compass Limited Warranty Term: 6 / 6,000 Deductible: \$100.00 Cost: \$0.00	X	Limited Warranty Coverage: Compass Limited Warranty Term: 6 / 6,000 Deductible: \$100.00 Cost: \$0.00
		it Replacement - \$800/yr 0	X	Key Replacement Coverage: Key Replacement - \$800/yr Term: 24 Deductible: \$0.00 Cost: \$88.00	X		X		X	

Menu Styles

Menu Styles are various menu layout options for presenting.

Examples of menu styles are:

- Column
- Step
- Tile (shows all products, not packages, singular product offering)

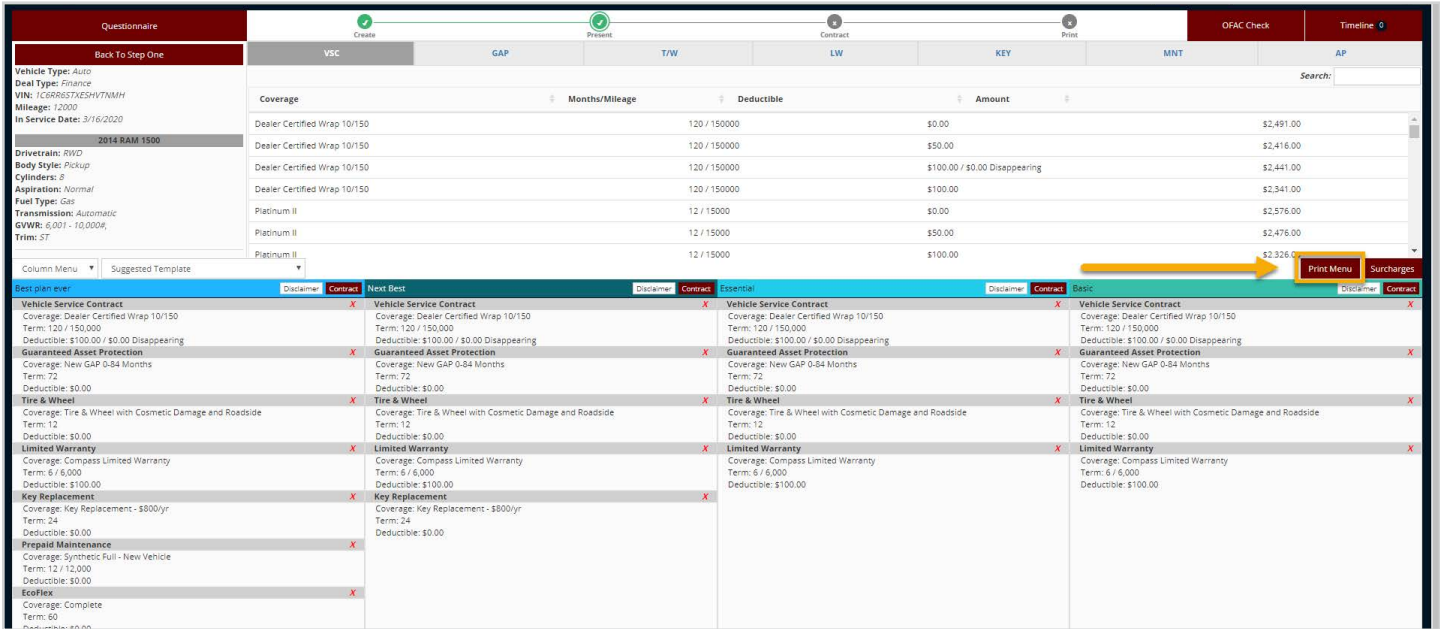
Column Menu Style

Step Menu Style

Tile Menu Style

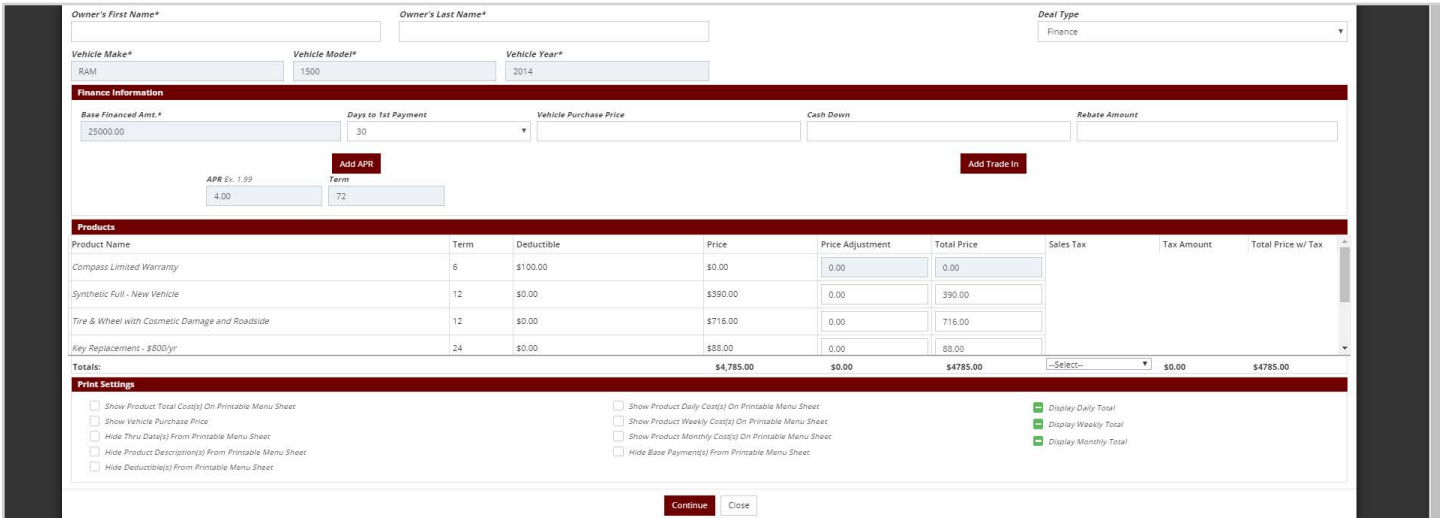
Print Menu

Print Menu is a feature that allows the ability to print the menu for presentation.



Pricing Adjustment

The Pricing Adjustment page is the next screen you will see.



You can add or make pricing adjustments to the following:

- Rebate Amount
- Add Trade In up to 3 vehicles
- Price Adjustments on the Products (by adding on or changing total price)
- Select the Tax
- Add up to 3 APR's



Print Settings


You can determine the print settings for the menu by selecting the information in the print settings section. Select Continue and a new window appears with the printable menu.

Key Replacement - \$800/yr	24	\$0.00	\$88.00	0.00	88.00	
<b>Totals:</b>			<b>\$4,785.00</b>	<b>\$0.00</b>	<b>\$4785.00</b>	--Select-- <b>\$0.00</b>

**Print Settings**

<input type="checkbox"/> Show Product Total Cost(s) On Printable Menu Sheet	<input type="checkbox"/> Show Product Daily Cost(s) On Printable Menu Sheet	<input type="checkbox"/> Display Daily Total
<input type="checkbox"/> Show Vehicle Purchase Price	<input type="checkbox"/> Show Product Weekly Cost(s) On Printable Menu Sheet	<input type="checkbox"/> Display Weekly Total
<input type="checkbox"/> Hide Thru Date(s) From Printable Menu Sheet	<input type="checkbox"/> Show Product Monthly Cost(s) On Printable Menu Sheet	<input type="checkbox"/> Display Monthly Total
<input type="checkbox"/> Hide Product Description(s) From Printable Menu Sheet	<input type="checkbox"/> Hide Base Payment(s) From Printable Menu Sheet	
<input type="checkbox"/> Hide Deductible(s) From Printable Menu Sheet		

Print View



## ASTON MARTIN OF MANCHESTER

Prepared For: Doe, Jane  
**Presenting Your Easy Finance Options**  
 Vehicle: 2014 RAM 1500  
 Cash Down: \$1,000.00

Prepared By: Test, Julie  
 3/16/2020 9:02 AM

Base Amount Financed: \$25,000.00  
 Base Pmt: **\$391.13** 72 Months @ 4.00% APR

Best plan ever	Next Best	Essential	Basic
<p><b>Vehicle Service Contract</b>                      Thru 3/16/2030  <i>Protects against unexpected repairs. Provides rental and roadside assistance.</i>                      120 / 150,000 Dealer Certified Wrap 10/150                      \$100.00 / \$0.00 Disappearing</p> <p><b>Guaranteed Asset Protection</b>                      Thru 3/16/2026  <i>Pays the difference between your loan balance and insurance settlement in the event of a total loss.</i>                      72 Months New GAP 0-84 Months                      No Deductible</p> <p><b>Tire &amp; Wheel</b>                      Thru 3/16/2021  <i>Pays to repair or replace tires or wheels damaged by road hazards. Includes mounting and balancing.</i>                      12 Months Tire &amp; Wheel with Cosmetic Damage and Roadside</p> <p><b>Limited Warranty</b>                      Thru 9/16/2020                      6 / 6,000 Compass Limited Warranty                      \$100.00 Deductible</p> <p><b>Key Replacement</b>                      Thru 3/16/2022                      24 Months Key Replacement - \$800/yr                      No Deductible</p> <p><b>Prepaid Maintenance</b>                      Thru 3/16/2021                      12 / 12,000 Synthetic Full - New Vehicle                      No Deductible</p> <p><b>EcoFlex</b>                      Thru 3/16/2025                      60 Months Complete                      No Deductible</p> <p style="text-align: center;"><b>I choose this option.</b></p>	<p><b>Vehicle Service Contract</b>                      Thru 3/16/2030  <i>Protects against unexpected repairs. Provides rental and roadside assistance.</i>                      120 / 150,000 Dealer Certified Wrap 10/150                      \$100.00 / \$0.00 Disappearing</p> <p><b>Guaranteed Asset Protection</b>                      Thru 3/16/2026  <i>Pays the difference between your loan balance and insurance settlement in the event of a total loss.</i>                      72 Months New GAP 0-84 Months                      No Deductible</p> <p><b>Tire &amp; Wheel</b>                      Thru 3/16/2021  <i>Pays to repair or replace tires or wheels damaged by road hazards. Includes mounting and balancing.</i>                      12 Months Tire &amp; Wheel with Cosmetic Damage and Roadside</p> <p><b>Limited Warranty</b>                      Thru 9/16/2020                      6 / 6,000 Compass Limited Warranty                      \$100.00 Deductible</p> <p><b>Key Replacement</b>                      Thru 3/16/2022                      24 Months Key Replacement - \$800/yr                      No Deductible</p> <p style="text-align: center;"><b>I choose this option.</b></p>	<p><b>Vehicle Service Contract</b>                      Thru 3/16/2030  <i>Protects against unexpected repairs. Provides rental and roadside assistance.</i>                      120 / 150,000 Dealer Certified Wrap 10/150                      \$100.00 / \$0.00 Disappearing</p> <p><b>Guaranteed Asset Protection</b>                      Thru 3/16/2026  <i>Pays the difference between your loan balance and insurance settlement in the event of a total loss.</i>                      72 Months New GAP 0-84 Months                      No Deductible</p> <p><b>Tire &amp; Wheel</b>                      Thru 3/16/2021  <i>Pays to repair or replace tires or wheels damaged by road hazards. Includes mounting and balancing.</i>                      12 Months Tire &amp; Wheel with Cosmetic Damage and Roadside</p> <p><b>Limited Warranty</b>                      Thru 9/16/2020                      6 / 6,000 Compass Limited Warranty                      \$100.00 Deductible</p> <p style="text-align: center;"><b>I choose this option.</b></p>	<p><b>Vehicle Service Contract</b>                      Thru 3/16/2030  <i>Protects against unexpected repairs. Provides rental and roadside assistance.</i>                      120 / 150,000 Dealer Certified Wrap 10/150                      \$100.00 / \$0.00 Disappearing</p> <p><b>Guaranteed Asset Protection</b>                      Thru 3/16/2026  <i>Pays the difference between your loan balance and insurance settlement in the event of a total loss.</i>                      72 Months New GAP 0-84 Months                      No Deductible</p> <p><b>Tire &amp; Wheel</b>                      Thru 3/16/2021  <i>Pays to repair or replace tires or wheels damaged by road hazards. Includes mounting and balancing.</i>                      12 Months Tire &amp; Wheel with Cosmetic Damage and Roadside</p> <p><b>Limited Warranty</b>                      Thru 9/16/2020                      6 / 6,000 Compass Limited Warranty                      \$100.00 Deductible</p> <p style="text-align: center;"><b>I choose this option.</b></p>
<b>72 Months</b>	<b>72 Months</b>	<b>72 Months</b>	<b>72 Months</b>

Product Pricing is plus applicable State and Local Sales Tax. All payments are estimates. The purchase or enrollment into any of these products is not required to obtain financing. All payments require finance approval. I understand the benefits of the protection options offered to me and I choose not to participate (Signature) \_\_\_\_\_

Disclaimer

The Disclaimer is available for a dealer if needed. This feature can be required (or not) depending upon dealership requirements. You can select cost preferences to display and you can drag and drop on the disclaimer.

*\*If the Disclaimer is not required, the finance person can move straight to contracting.*

The screenshot shows a disclaimer form for a customer named Jane Doe. At the top right is a 'Cost Preferences' button. The form is divided into two columns: 'COVERAGES ACCEPTED' on the left and 'COVERAGES FORFEITED' on the right. Under 'COVERAGES ACCEPTED', there are five sections: Key Replacement (Term: 24, Deductible: \$0.00, Cost: \$88.00), Tire & Wheel (Term: 12, Deductible: \$0.00, Cost: \$716.00), Vehicle Service Contract (Term: 120 / 150,000, Deductible: \$100.00, Cost: \$2,441.00), Guaranteed Asset Protection (Term: 72, Deductible: \$0.00, Cost: \$736.00), and Limited Warranty (Term: 6 / 6,000, Deductible: \$100.00, Cost: \$0.00). Under 'COVERAGES FORFEITED', there are two sections: Prepaid Maintenance (Term: 12 / 12,000, Deductible: \$0.00, Cost: \$390.00) and EcoFlex (Coverage: Complete, Term: 60, Deductible: \$0.00, Cost: \$414.00). At the bottom left, the 'Total Cost' is \$3,981.00. At the bottom center is a red 'Continue' button, and at the bottom right is a 'Close' button.

Cost Preference

By selecting the “cost preferences” button located on the upper right side of the disclaimer, you can customize the disclaimer display by individual product cost preferences and total cost preferences. At least one Cost Preference must be selected before continuing. When you continue from this screen, the disclaimer page will appear for the customer to sign.

The screenshot shows the 'Cost Preferences' form. At the top right is a 'Disclaimer Form' button. The form has two main sections: 'Individual Product Cost Preferences' and 'Total Cost Preferences'. In the 'Individual Product Cost Preferences' section, there are six checkboxes: 'Display Total Accepted Cost', 'Display Daily Accepted Cost', 'Display Weekly Accepted Cost', 'Display Monthly Accepted Cost' (which is checked), 'Display Total Forfeitted Cost', 'Display Daily Forfeitted Cost', 'Display Weekly Forfeitted Cost', and 'Display Monthly Forfeitted Cost'. In the 'Total Cost Preferences' section, there are two checkboxes: 'Display Overall Total Cost' (checked) and 'Display Overall Monthly Cost' (checked). At the bottom left, the 'Total Cost' is \$3,981.00. At the bottom center is a red 'Continue' button, and at the bottom right is a 'Close' button.

Disclosure Print View

menu\_disclaimer\_pdf.aspx 1 / 1

Customer Name(s): Jane Doe **DEMO AUTO SELLER** Base Pmt. (72 mo. @ 4.00%): \$391.13  
 Deal Type: Finance **Agreed Upon Options** Base Amt. Financed: \$25,000.00  
 Payment Start Date: 4/15/2020 **Dealership's Mandatory Disclosure** Down Payment: \$1,000.00  
 Rebate: \$0.00

**COVERAGES ACCEPTED**

**Key Replacement**  
Key Replacement - \$800/yr. Term: 24, Deductible: \$0.00  
Monthly: \$1.38

**Tire & Wheel**  
Tire & Wheel with Cosmetic Damage and Roadside, Term: 12, Deductible: \$0.00  
Monthly: \$11.21

**Vehicle Service Contract**  
Dealer Certified Wrap 10/150, Term: 120 / 150,000, Deductible: \$100.00  
Monthly: \$38.19

**Guaranteed Asset Protection**  
New GAP 0-84 Months, Term: 72, Deductible: \$0.00  
Monthly: \$11.52

**Limited Warranty**  
Compass Limited Warranty, Term: 6 / 6,000, Deductible: \$100.00  
Monthly: \$0.00

**COVERAGES FORFEITED**

**Prepaid Maintenance**  
Synthetic Full - New Vehicle, Term: 12, Deductible: \$0.00

**EcoFlex**  
Complete, Term: 60 / 999,999, Deductible: \$0.00

**Total Cost: \$3,981.00** Signature: \_\_\_\_\_  
**72 Months @ 4.00%** **\$62.29 Monthly**

Product Pricing is plus applicable State and Local Sales Tax. For exact coverages, exclusions, and limitations of the accepted products, please refer to the specific product contract. For specific payment information, please refer to the Retail Installment Contract. All products are optional and can be purchased separately. You do not have to purchase any of these products to obtain financing or to purchase a vehicle. All payments are estimates. By initiating a payment you acknowledge that all products were offered and

Back **Contract** Close

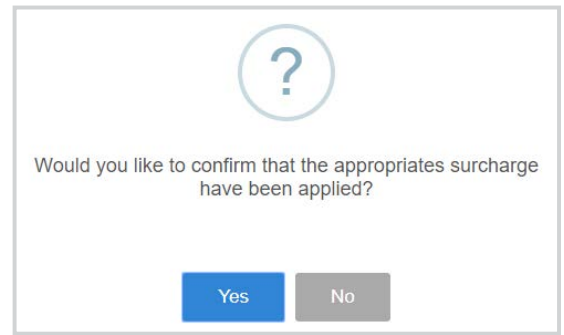
Contracting

Select Contract from the menu.

	12 / 15000	\$50.00		\$2,476.00
	12 / 15000	\$100.00		\$2,326.00
	Disclaimer <b>Contract</b>	<b>Essential</b>	<b>Contract</b>	Basic
	X	<b>Vehicle Service Contract</b>	X	<b>Vehicle Service Contract</b>
10/150		Coverage: Dealer Certified Wrap 10/150 Term: 120 / 150,000 Deductible: \$100.00 / \$0.00 Disappearing		Coverage: Dealer Certified Wrap 10/150 Term: 120 / 150,000 Deductible: \$100.00 / \$0.00 Disappearing
pearing	X	<b>Guaranteed Asset Protection</b>	X	<b>Guaranteed Asset Protection</b>
		Coverage: New GAP 0-84 Months Term: 72 Deductible: \$0.00		Coverage: New GAP 0-84 Months Term: 72 Deductible: \$0.00
	X	<b>Tire &amp; Wheel</b>	X	<b>Tire &amp; Wheel</b>
netic Damage and Roadside		Coverage: Tire & Wheel with Cosmetic Damage and Roadside Term: 12 Deductible: \$0.00		Coverage: Tire & Wheel with Cosmetic Damage and Roadside Term: 12 Deductible: \$0.00
	X	<b>Limited Warranty</b>	X	<b>Limited Warranty</b>
anty		Coverage: Compass Limited Warranty Term: 6 / 6,000 Deductible: \$100.00		Coverage: Compass Limited Warranty Term: 6 / 6,000 Deductible: \$100.00
	X			
0/yr				

Once you select Contract, the following alert appears. This settings-based permission gives you the opportunity to verify that all the applicable surcharges are selected.

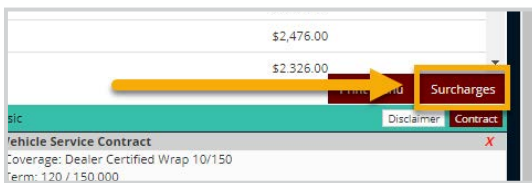
*The Surcharge alert will display when activated in dealer preferences.*



### Surcharges

Select the surcharges that are applicable. The select Save.

*The Surcharge options are also located on the side for selection.*



Surcharges	
<b>Complete</b> 60 Months of Coverage	<b>\$414.00</b> NO DEDUCTIBLE
<p><b>Mandatory Surcharges</b></p> <p><input checked="" type="checkbox"/> Headlight <input checked="" type="checkbox"/> Windshield</p>	
<b>Synthetic Full - New Vehicle</b> 12 Months of Coverage	<b>\$390.00</b> NO DEDUCTIBLE
<i>There are no surcharges available for this coverage.</i>	
<b>Key Replacement - \$800/yr</b> 24 Months of Coverage	<b>\$88.00</b> NO DEDUCTIBLE
<i>There are no surcharges available for this coverage.</i>	
<b>Compass Limited Warranty</b> 6 Months of Coverage	<b>\$0.00</b> \$100.00 / \$0.00
<p><b>Optional Surcharges</b></p> <p><input type="checkbox"/> 4WD/AWD - \$25 <input type="checkbox"/> Seals and Gaskets - \$30 <input type="checkbox"/> Turbocharger/Supercharger/Diesel - \$50</p> <p><input type="checkbox"/> V-8 Northstar Engine Equipped (2006 and Older) - \$25</p>	
<b>Dealer Certified Wrap 10/150</b> 120 Months of Coverage	<b>\$2,441.00</b> \$100.00 / \$0.00 Disp
<p><b>Mandatory Surcharges</b></p> <p><input checked="" type="checkbox"/> NationSafe Drivers (46547-244-AB)</p> <p><b>Optional Surcharges</b></p> <p><input type="checkbox"/> Hybrid Drive Battery - \$200 <input type="checkbox"/> Lighting Package - \$125 <input type="checkbox"/> Mobility Coverage - \$400</p> <p><input type="checkbox"/> Modified Vehicle - \$275</p>	
<b>New GAP 0-84 Months</b> 72 Months of Coverage	<b>\$736.00</b> NO DEDUCTIBLE
<i>There are no surcharges available for this coverage.</i>	
<b>Tire &amp; Wheel with Cosmetic Damage and Roadside</b> 12 Months of Coverage	<b>\$716.00</b> NO DEDUCTIBLE
<p><b>Mandatory Surcharges</b></p> <p><input checked="" type="checkbox"/> NationSafe Drivers (46547-244-N)</p>	
<p><b>Save</b> <span style="margin-left: 200px;">Close</span></p>	

Contract Stage

This is stage where you can verify the agreement holder’s information and adjust pricing as needed.

To increase or reduce the cost of the agreement click on the Amount next to the product you want to change the pricing for. From this screen you save and preview the contract and/or create the contract.

Save and Preview

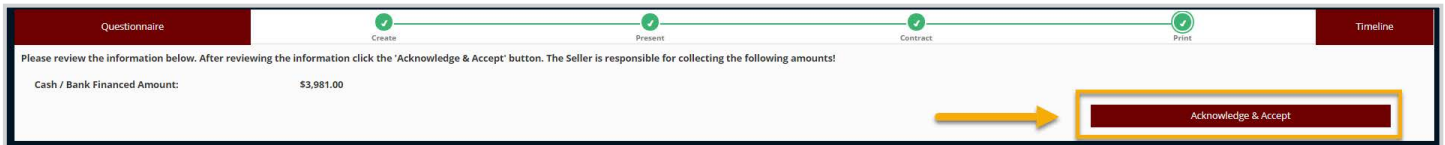
Select Save and Preview and the window will show you a message that says, “Saving and generating Preview”. When completed, a window will appear with the preview of the contract.

*\*Please note: the agreement number is blank, which is an indicator that the contracting phase has not been completed.*

### Create Contracts

Select Create Contracts and the window will show you a message that says “Contracting.” A new screen will appear that says Acknowledge & Accept.

*\*Selecting Acknowledge and Accept is required to finalize contract.*

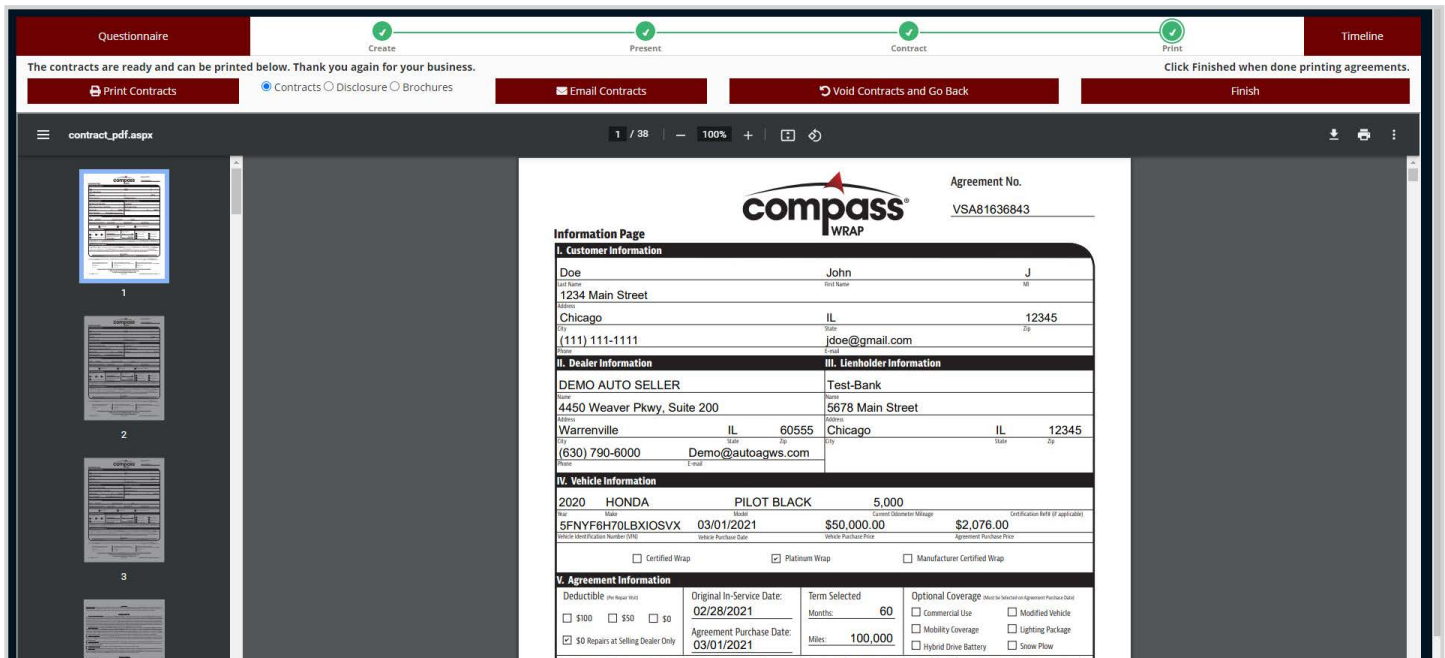


### Acknowledge and Accept

A window will appear with all the completed contracts for the products the customer accepted.

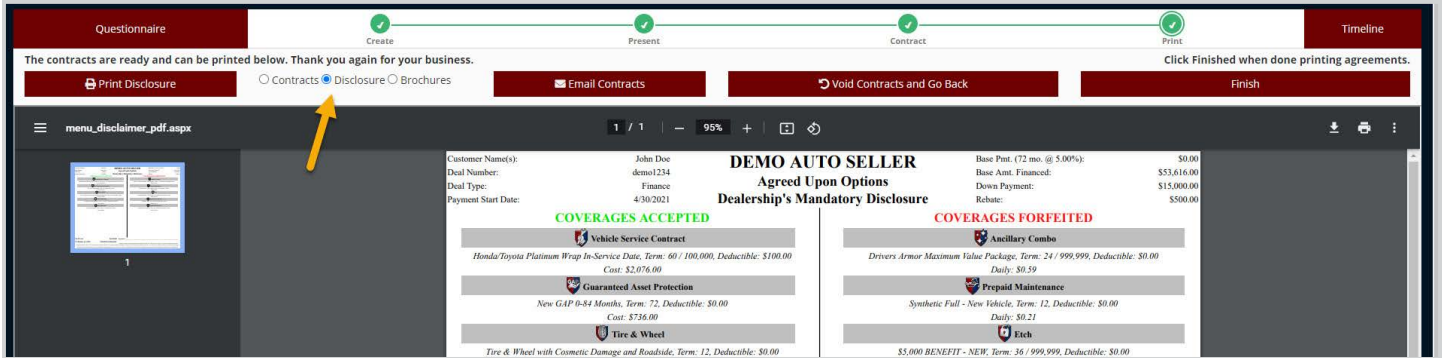
There are Seven options you can complete at this stage:

- 1) Print Contracts
- 2) View Contracts
- 3) View Disclosure
- 4) View Brochures (Coming Soon)
- 5) Email Contracts
- 6) Void Contract and Go Back
- 7) Finish



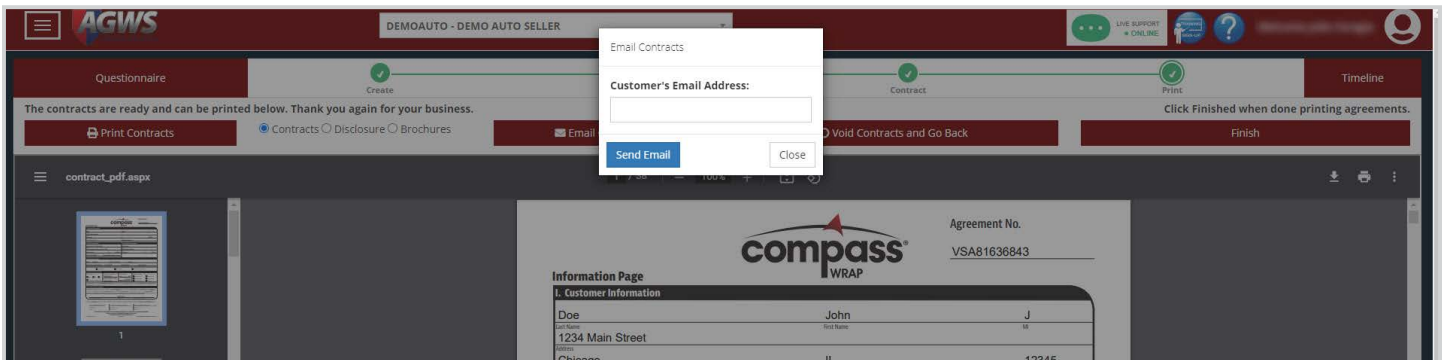
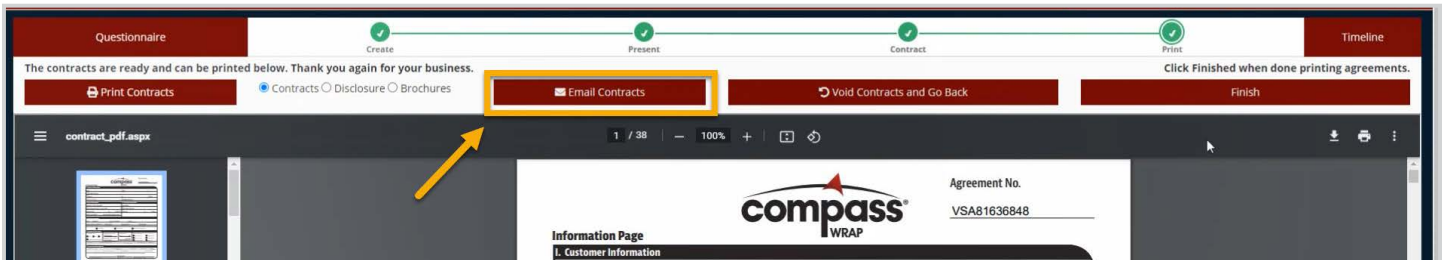
View Disclosure

Select Disclosure, to view the Disclosure.



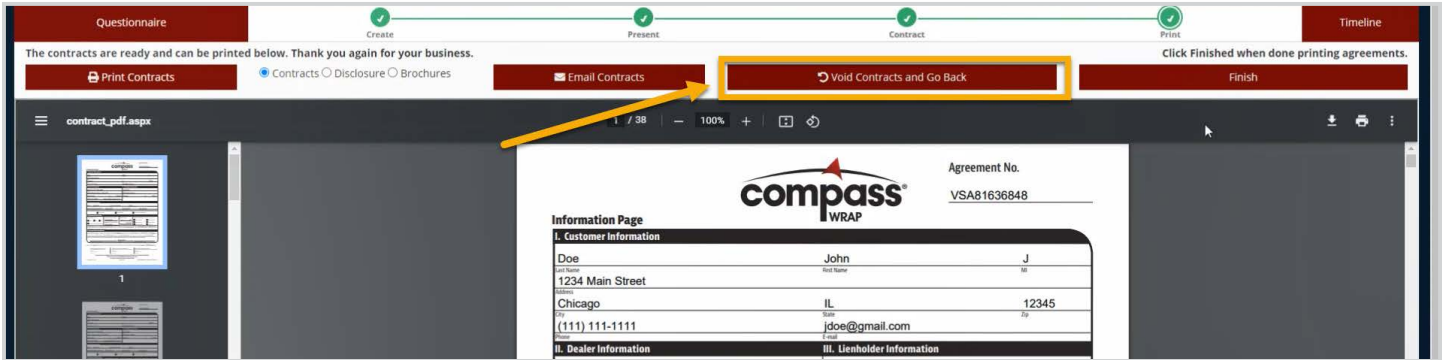
Email Contracts

To email the contracts, select Email Contracts. Then enter the customers email address and select Send Email.



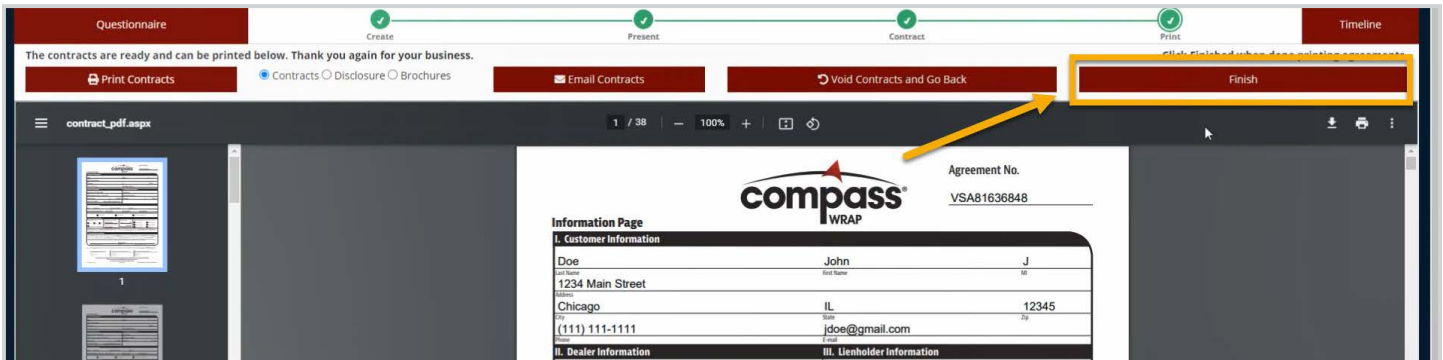
Void Contract and Go Back

To void the contract and go return to step 3, select Void Contracts and Go Back button.



Finish

To complete the process, you must select Finish.



**Congratulations! You have just completed your first contract within AGWSmenu.**



### Quote Search

Quote Search allows you to search for a quote or filter quotes with a date range and view the quote. You can access Quote Search from the Tool Bar Menu.

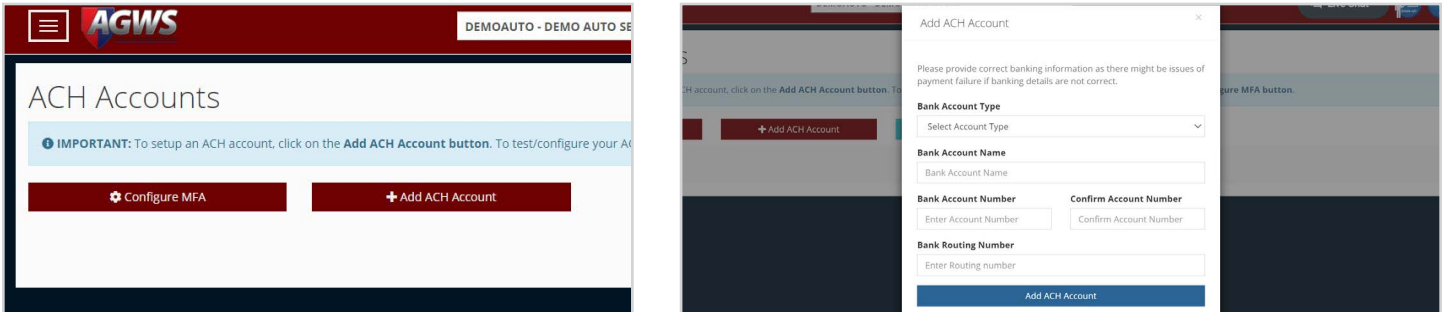
### Contract Search

Contract Search allows you to search or filter contracts and view the contract. You can access Contract Search from the Tool Bar Menu.

### ACH Accounts

To setup an ACH account, click on the Add ACH Account button.

*\*Please be aware that the email entered will receive email alerts when payments are initially made. To test/configure your ACH Multi-Factor Authentication, please click on the Configure MFA button.*

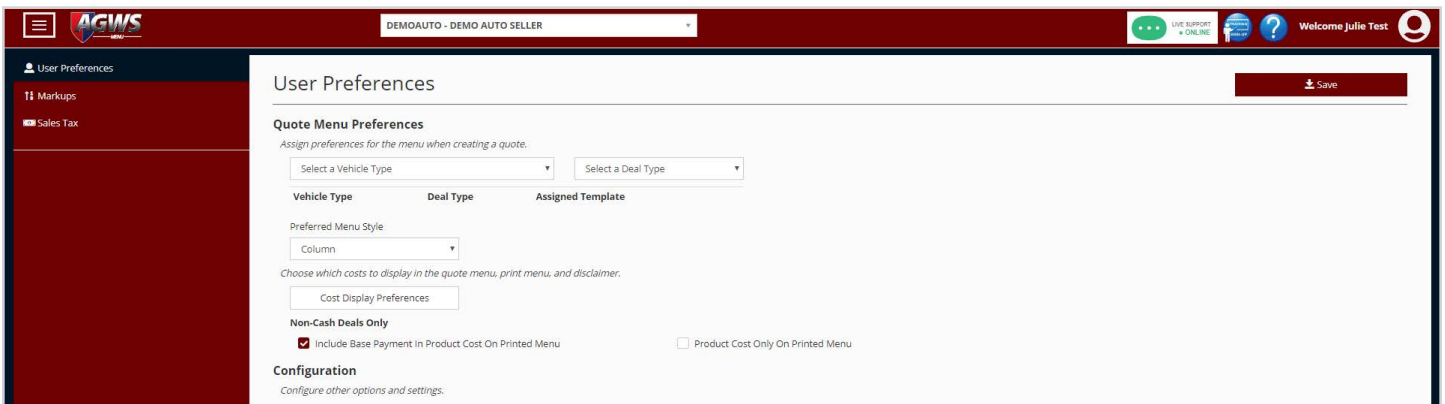


### Settings

Through the settings, you can view/edit User Preferences, Markups and Sales Tax.

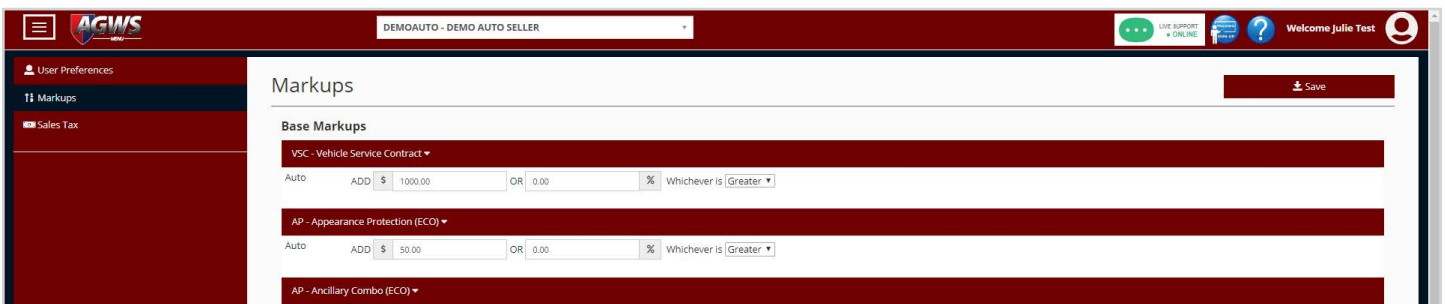
#### User Preferences

User Preferences allow you to assign your preferences for the quote menu and configuration.



#### Markup

The Markup setting feature allows you to set base markups and F&I Markups for products.

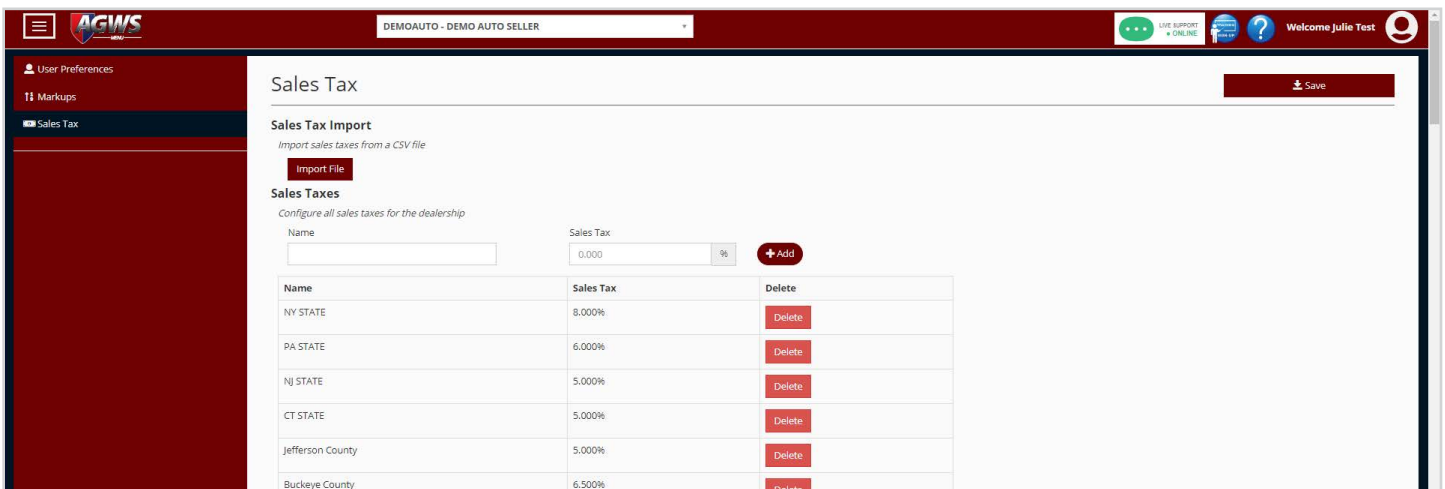


## Sales Tax

Sales Tax can be created by going to settings in the Tool Bar Menu.

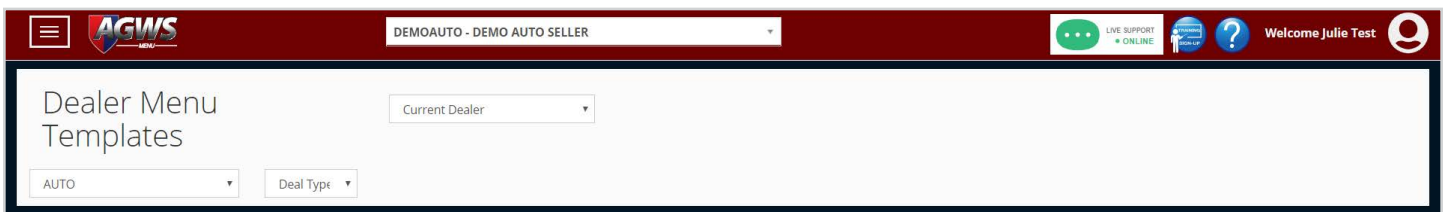
From this page you can:

- Input new Tax information (name and tax percentage) and click add.  
The new tax is added to the bottom of the list.
- Select to have the sales tax included in the menu product breakdown.
- Select which products you want this tax to be applied to.



## Dealer Menu Templates

Dealer Menu Templates provide the option to modify and/or create your own menu template for presenting.



### Remittance

The remittance section provides the option to search and create remittances. The Remittance section will be found under the Tool Bar Menu.

The screenshot shows the AGWS Remittance interface. At the top, there's a navigation bar with the AGWS logo and a user welcome message. Below that, the 'Remittance' section has buttons for 'Create', 'Search', and 'ACH Payments'. A 'Select Provider' dropdown is set to 'AGWS @DOT @ECO @TEST'. To the right, it shows 'Total Contract Count: 3' and 'Total Remit Amount: \$3,191.00'. A table displays 10 records with columns: Name, VIN, Sale Date, Contract Number, Deal Number, Stock Number, PO Number, TPA Code, Product Name, Submitted By, Lien Holder, Term, and Remit. The records include entries for 'Doe, John' and 'TEST, TEST' with various vehicle details and remittance amounts. At the bottom, there are 'Export List' and 'Submit' buttons.

### Rate Guides

The Rate Guides can be found under the Tool Bar Menu. This section provides access to the available Rate Guides.

Guide Name	As Of Date	Version ID	Date Generated	Rate Guide
DEMO AUTO SELLER Retail Rate Guide	2/8/2021 12:00:00 AM	47688	2/8/2021 4:31:21 AM	<a href="#">View Rate Guide</a>
DEMO AUTO SELLER Rate Guide	3/1/2021 12:00:00 AM	47950	3/1/2021 3:46:18 AM	<a href="#">View Rate Guide</a>

The screenshot shows the 'RateGuideViewer.aspx' application. The main content is a 'DEALER RETAIL RATE GUIDE 2021 DEMO AUTO SELLER'. It lists 'Coverages Included' such as 'ECO CAR WINDSHIELD PLUS REPAIR', 'PAYMENT CONFIDENCE', 'PLATINUM', 'PLATINUM VOLKSWAGEN', 'PLATINUM PLUS', 'PLATINUM II', 'DOMESTIC PLATINUM WRAP IN-SERVICE DATE/TERM MILEAGE', 'ASIAN PLATINUM WRAP IN-SERVICE DATE/TERM MILEAGE', 'LIFETIME POWERTRAIN WARRANTY', 'SILVER', 'BRONZE', 'BASIC', 'LEASE WEAR & TEAR WAIVER', 'LIMITED WARRANTY', 'KEY REPLACEMENT', 'THEFT PROTECTION', 'VS TIRE & WHEEL 2019', 'VS TIRE & WHEEL WITH ROADSIDE', 'VS TIRE & WHEEL W/ COSMETIC', 'VS TIRE & WHEEL W/ COSMETIC & ROADSIDE', 'NEW PREPAID MAINTENANCE - TIER 1', 'DRIVER'S ARMOR', 'COMPASS JOB LOSS PROTECTION', 'MEMBERS PROTECTION JOB LOSS PROTECTION', 'FLEX', 'FLEX LEASE', 'FLEX LEASE WITHOUT WINDSHIELD', 'FLEX WITHOUT WINDSHIELD', 'NON-REINSURED GAP', and 'USED PREPAID MAINTENANCE - TIER 1'. On the right side, there are logos for AGWS, PAYMENT CONFIDENCE, COMPASS PROTECTION PLAN, COMPASS COVERED, COMPASS KEY REPLACEMENT, COMPASS THEFT PROTECTION, COMPASS TIRE & WHEEL, and COMPASS PRE-PAID MAINTENANCE. At the bottom right, there's a 'DRIVER'S ARMOR' logo. The interface also shows a sidebar with thumbnails of the guide pages and a toolbar with zoom and navigation options.