

## 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>Average Days To Sell</b>	Indicates the average time taken for similar matching vehicles to sell. The figure is based on the date the vehicle advert was submitted and the date the vehicle advert was removed (assumed sold)
<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>Glass's Spot Price</b>	A statistically calculated price based upon current live market observations of similar matching vehicles that are both for sale or that have previously advertised for sale. Glass's Spot Price is regionally driven, mileage and age adjusted and is the most relevant price for a dealer at that point in time. Although GlassNet Radar returns the 20 most similar vehicles to your own vehicle, Spot Price is not calculated solely from just the vehicles on screen. The Spot price can differ from one day another.
<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>Radar</b>	Shows similar vehicles to the vehicle valued in GlassNet that are for sale in the same region as the user. Regional distance can be widened up to nationwide. Used for the setting and adjusting of Retail Asking Price. GlassNet Radar result screen displays full colour advert for the vehicle, asking price, Glass's Spot Price, distance the seller is from the user, number of days advertised and a log of all price changes made to a vehicle by date.
<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.