



bee2link

Monitoring OpenFlex developments November 2023-February 2024

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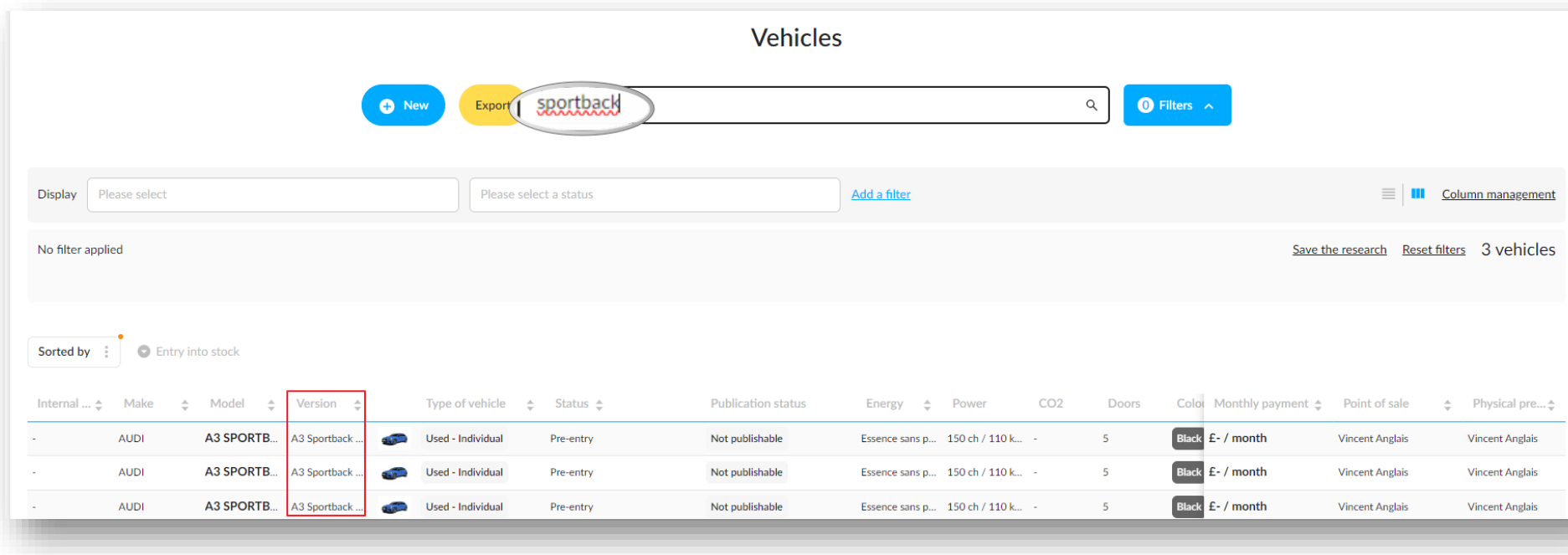


Vehicles module

Optimising general research for vehicles in stock.

Optimising general research for vehicles in stock.

- To make it easier to find vehicles in stock, we have made it possible to detect the terms present in the name of a version or finish.
- For example, if a sales assistant types the name of an engine such as HDI/TDI or a name such as SW, Tourer or Sportback in the search bar, the system will display all the vehicles that have one of these terms in their commercial description.



The screenshot shows the 'Vehicles' search interface. At the top, there are buttons for 'New' and 'Export', followed by a search bar containing the text 'sportback'. Below the search bar, there are filters for 'Display' and 'Status'. The results section shows 'No filter applied' and '3 vehicles' found. The table below is sorted by 'Entry into stock' and lists three Audi A3 Sportback vehicles.

Internal ...	Make	Model	Version	Type of vehicle	Status	Publication status	Energy	Power	CO2	Doors	Color	Monthly payment	Point of sale	Physical pre...
-	AUDI	A3 SPORTB...	A3 Sportback ...	Used - Individual	Pre-entry	Not publishable	Essence sans p...	150 ch / 110 k...	-	5	Black	£- / month	Vincent Anglais	Vincent Anglais
-	AUDI	A3 SPORTB...	A3 Sportback ...	Used - Individual	Pre-entry	Not publishable	Essence sans p...	150 ch / 110 k...	-	5	Black	£- / month	Vincent Anglais	Vincent Anglais
-	AUDI	A3 SPORTB...	A3 Sportback ...	Used - Individual	Pre-entry	Not publishable	Essence sans p...	150 ch / 110 k...	-	5	Black	£- / month	Vincent Anglais	Vincent Anglais



Vehicles module

Define the frequency of automatic price updates.

Define the frequency of automatic price updates.


- ⚡ A new parameter is available in the 'Vehicles' menu to define the frequency with which the prices of new vehicles are updated automatically.
- ⚡ 3 frequencies are available : 7 days / 15 days / 30 days.

Settings / Vehicles / Other / Automatic price updates / Set automatic price updates / Activate automatic price updates for used vehicles / Prices are calculated every

Vehicles

SYNTHESIS
LIFELINE
PUBLICATIONS
AUTOMATIC PRICE UPDATE ▾

Set up the automatic price updates

 By activating this setting, the prices of the vehicles in your stock will be updated every 7 days (default value). However, you can change this frequency to 15 or 30 days.

This calculation is based on the market value and the algorithm you have defined in the pricing policy. It will only be applied to your used vehicles for private customers. It's up to you to define the minimum commercial margin you want, based on the number of days in stock, at which point the vehicle will be u... [See more](#)

Enable automatic price update for used vehicles.

Prices are calculated every 7 ▾ days.

I would like to check a 7 ▾ ically calculated prices.

Prices will be subject to valid e actual margin (HT) remaining is less than £ ▾

[Add a period](#)

Validate
Cancel



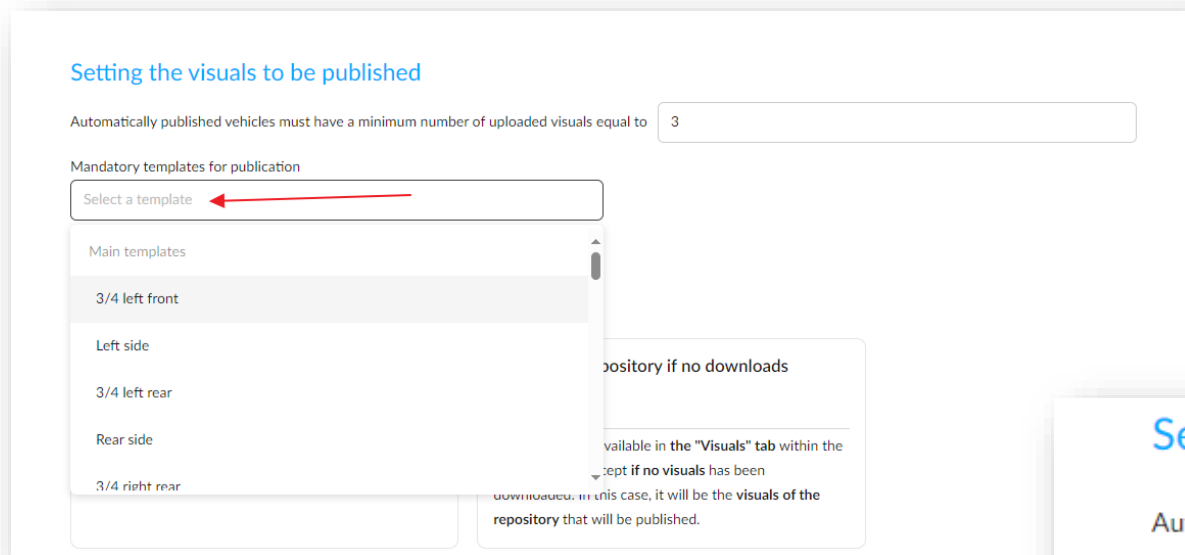
Vehicles module

Selection of templates required for publication.

Selection of templates required for publication.

- Platform administrators will now be able to make certain templates compulsory for publication.
- Settings are made by vehicle type in the publication settings.

Settings / Vehicles / Publications / new car or trial version or used car / Set the visuals to be published



Setting the visuals to be published [Modify](#)

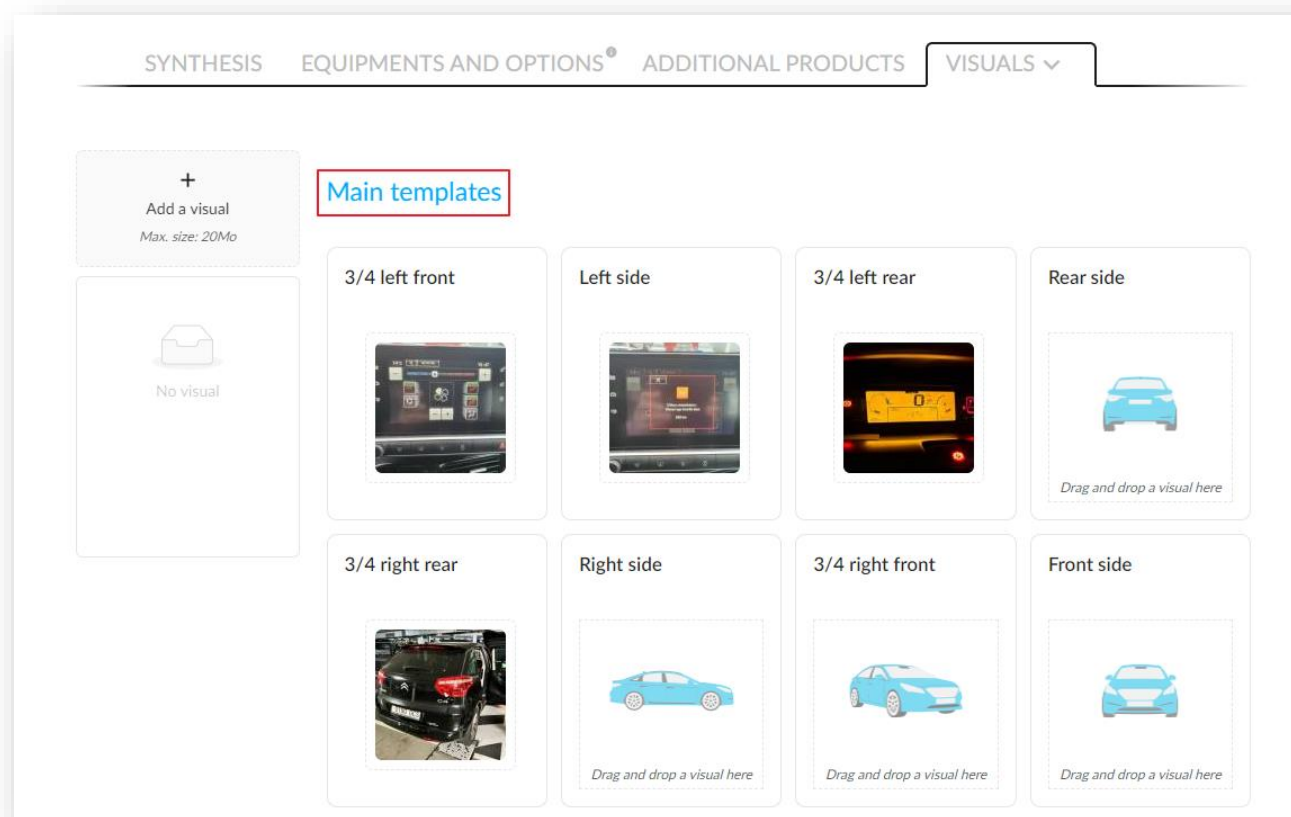
Automatically published vehicles must have a minimum number of uploaded visuals equal to **6**.

The mandatory templates for publication are :

- **Left side**
- **3/4 right rear**
- **Right side**
- **Rear side**
- **Front side**
- **3/4 right front**

- When photos are added to vehicle files, the compulsory templates are grouped together in a dedicated section.
- They are easily identifiable thanks to an *****.

Vehicles / Add a visual / Mandatory templates for publication





Vehicles module

OpenFlex-Priceback : addition of a field for entering a comment.

OpenFlex-Priceback : addition of a field for entering a comment.


When bidding on a trade-in, car professionals will be able to enter a comment to indicate an anomaly in an auction or justify why they refused to bid on the lot on offer.

A field has been added to the platform for this purpose. The presence of a comment on an auction will be indicated by the following pictogram :



×

You are not interested in the auction



Attention, if you refuse this bid, it will be lost and consequently you will not be able to bid anymore, do you wish to continue?

Comment


Yes

No


Management of the trade-in price

Select the vehicle destination

Individual




3 441,06 € Incl. VAT


 Comment added by the professional

Not interested
▲ 6 247,67 €Incl. VAT

Top used cars



Refused



Auction in progress, no professional has bid for the moment.



Vehicles module

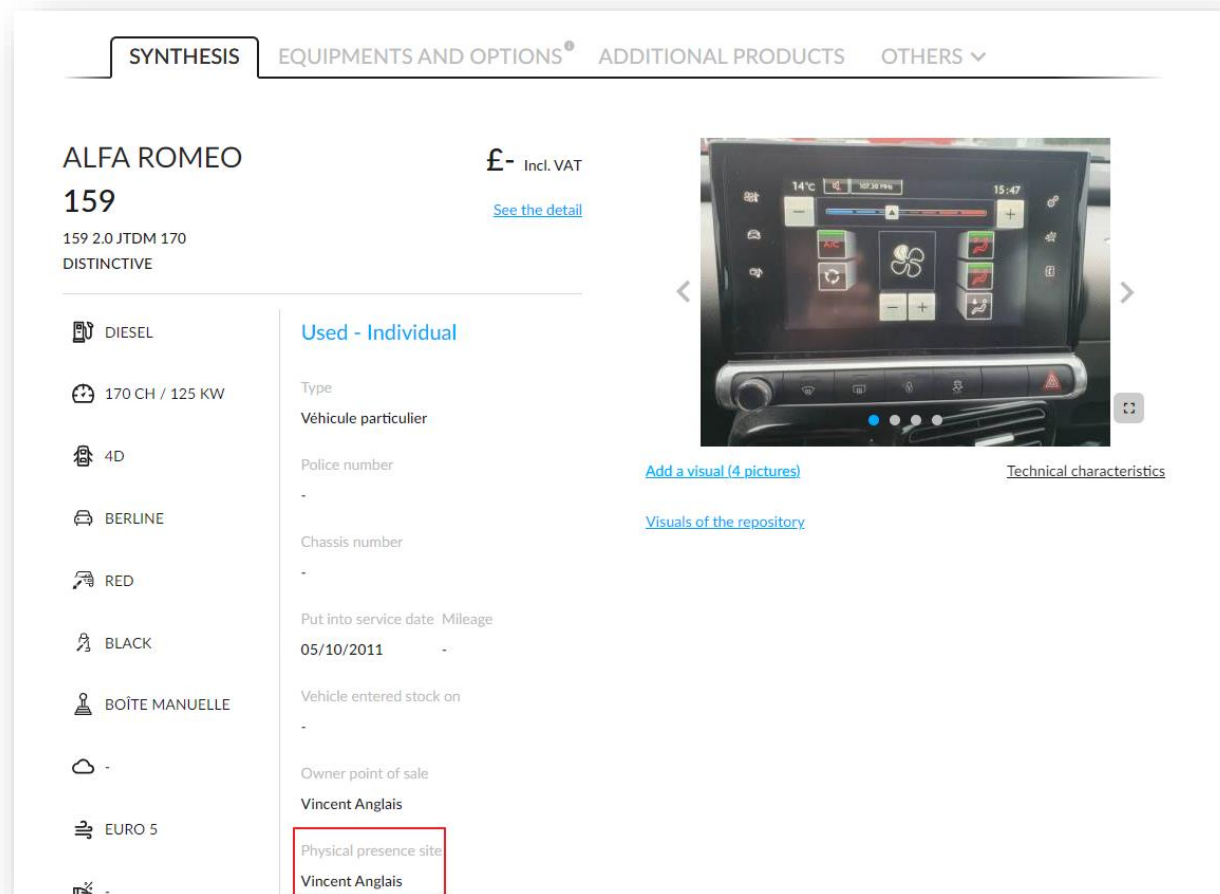
OpenFlex-Priceback : physical presence sites taken into account for the withdrawal of used cars by bidders.

OpenFlex-Priceback : physical presence sites taken into account for the withdrawal of used cars by bidders.

Vehicles / Synthesis / Physical presence site

🔗 To facilitate the delivery of vehicles to bidders, the site where the used vehicles are physically present will now be communicated to bidders electronically.

🔗 This means that on the day of collection, the carrier can come to the site where the used car is stored.



SYNTHESIS EQUIPMENTS AND OPTIONS[®] ADDITIONAL PRODUCTS OTHERS ▾

ALFA ROMEO £- Incl. VAT

159 [See the detail](#)

159 2.0 JTDM 170
DISTINCTIVE

- DIESEL
- 170 CH / 125 KW
- 4D
- BERLINE
- RED
- BLACK
- BOÎTE MANUELLE
-
- EURO 5
-

Used - Individual

Type
Véhicule particulier

Police number
-


Chassis number
-

Put into service date Mileage
05/10/2011 -

Vehicle entered stock on
-

Owner point of sale
Vincent Anglais

Physical presence site
Vincent Anglais

 [Add a visual \(4 pictures\)](#) [Technical characteristics](#)

[Visuals of the repository](#)



Vehicles module

Integration of new filters and new columns.

Integration of new filters and new columns.

- ❖ New filters and columns are available in the '**Vehicles**' menu :
- ❖ 2 additional filters have been added to the "**Location**" section : - Location of vehicle / - Location of keys
- ❖ The new customisable columns are the following :- Location of vehicle / - Location of keys / - Type of tyres. They are visible in extractions.

Vehicles / Add a filter / Location / - Vehicle location -Key location / Column management

The screenshot shows the 'Vehicles' management interface. At the top, there are navigation tabs: Home, Vehicles, Opportunities, Customers, and Management. Below this, there are buttons for 'New', 'Create a stock auction', and 'Export', along with a search bar and a 'Filter' button. The main area is divided into sections for 'Display', 'Such as', and 'Filters applied'. The 'Such as' section shows a dropdown for 'Keys location' with a filter menu open, listing 'Armoire VO', 'Crochet 17', and 'workshop'. The 'Filters applied' section shows 'Keys location' with a sub-filter 'Armoire VO, workshop'. The table below shows a list of vehicles with columns for 'Vehicle location' and 'Keys location' highlighted in red. The table data is as follows:

Internal ...	Make	Model	Version	Type of vehicle	Status	Price Inc...	Nb of da...	Monthly payment	Type	Energy	Power	CO2	Do	External n...	Vehicle location	Keys location
100796	SEAT	IBIZA	Ibiza 1.2 TSI 9...	Used - Individual	Stock de v...	11 000,00 €	24 days	128,66 € / month	Véhicule partic...	Essence sans p...	5 CV / 90 ch	116 g/km	5	-		Armoire VO

The 'Manage the display of columns' dialog box allows users to organize columns by importance. It shows 32 added columns, with 'Vehicle location' and 'Keys location' highlighted in red. Below the list, there are buttons for 'Save', 'Reset', and 'Cancel'.



Vehicles module

OpenFlex-Priceback : final bid price.

OpenFlex-Priceback : final bid price.

☞ In the context of auctions on a used vehicle to be taken back and stock auctions, the bidders commit to a quotation.

☞ This quotation corresponds to the minimum amount that the distributor will receive from the winning bidder.

☞ Nevertheless, some bidders pay distributors a higher amount than the one that was set at the time of quotation if they manage to resell the used vehicles at a higher price.

☞ In this case, this amount will be automatically communicated by the bidder on our platform.

☞ It will be visible in the menu used to manage the sale price of a vehicle in the "**Professional final price**" field.

Vehicles / Overview / manage prices / Professional final price

Manage vehicle prices

Sell price

Proposed price	14 045,25 € Incl. VAT	
Accessory	0,00 € Incl. VAT	
Sell price	<input type="text" value="11000"/>	€ Incl. VAT
Professional final price	13 241,67 € Excl.	
Actual gross margin	9 166,67 € Excl.	
Actual commercial margin	9 166,67 € Excl.	
Initial commercial margin	<input type="text"/>	€ Excl.
Proposed professional price	12 940,05 € Incl. VAT	
Professional sell price	<input type="text"/>	€ Incl. VAT
Collaborator sell price	<input type="text"/>	€ Incl. VAT



Opportunities Module

Including salespeople's landline telephone numbers on sales documents.

Including salespeople's landline telephone numbers on sales documents.

- ❏ To improve communication between sales staff and their customers, we have taken the necessary steps to display their landline telephone numbers on sales documents.

- ❏ Previously, business mobile phone numbers were the only contact details that could be displayed on offers and orders. This penalised sellers who did not have a business mobile phone as part of their commercial relationship.

- ❏ Rules :
 - ❏ If a mobile phone number and a landline phone number are entered on a salesperson's profile, the mobile phone number is the contact number visible on sales documents.

 - ❏ Otherwise, in the absence of a mobile phone number, the landline number is used on offers and orders.

Home / User initials / Identity

×

Administrateur ADMINISTRATEUR

Identity

Login

Name *

First name *

Mobile phone

Land line

Email



Opportunities Module

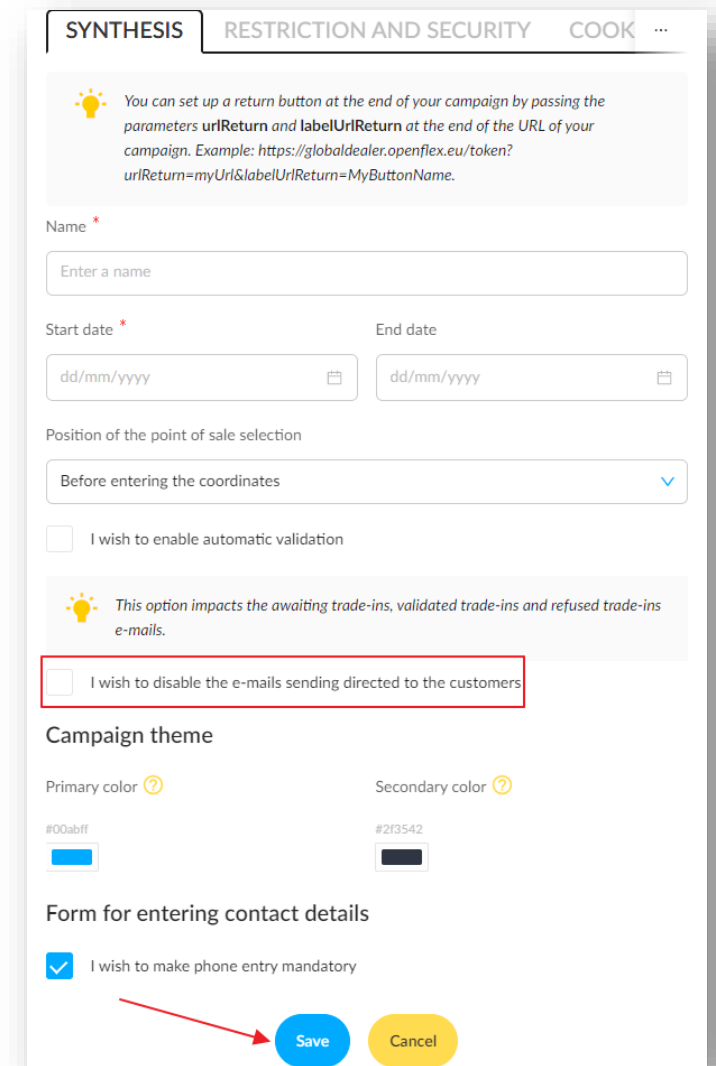
Online trade-in campaign : deactivation of e-mails sent automatically to customers.

Online trade-in campaign : deactivation of e-mails sent automatically to customers.


Settings / Opportunities / Summary / Modify a campaign

- For online trade-in campaigns, it is possible to deactivate the sending of automatic emails to customers.
- This development has been designed to meet the needs of sales teams who want to provide personalised responses to their customers.
- The following emails will no longer be sent automatically if you activate this setting :

- Trade-in estimate pending
- Trade-in estimate validated
- Trade-in estimate refused



SYNTHESIS RESTRICTION AND SECURITY COOK ...

 You can set up a return button at the end of your campaign by passing the parameters `urlReturn` and `labelUrlReturn` at the end of the URL of your campaign. Example: `https://globaldealer.openflex.eu/token?urlReturn=myUrl&labelUrlReturn=MyButtonName`.

Name *

Enter a name


Start date * End date

dd/mm/yyyy dd/mm/yyyy

Position of the point of sale selection

Before entering the coordinates

I wish to enable automatic validation

 This option impacts the awaiting trade-ins, validated trade-ins and refused trade-ins e-mails.

I wish to disable the e-mails sending directed to the customers

Campaign theme

Primary color ? Secondary color ?

#00abff #2f3542

Form for entering contact details

I wish to make phone entry mandatory

Save Cancel



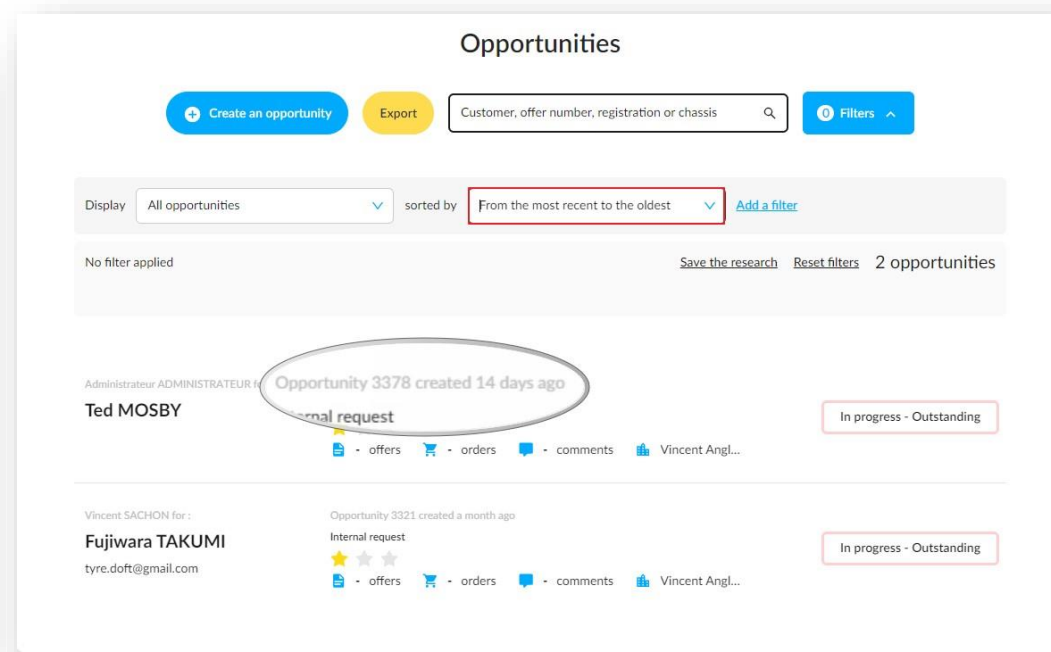
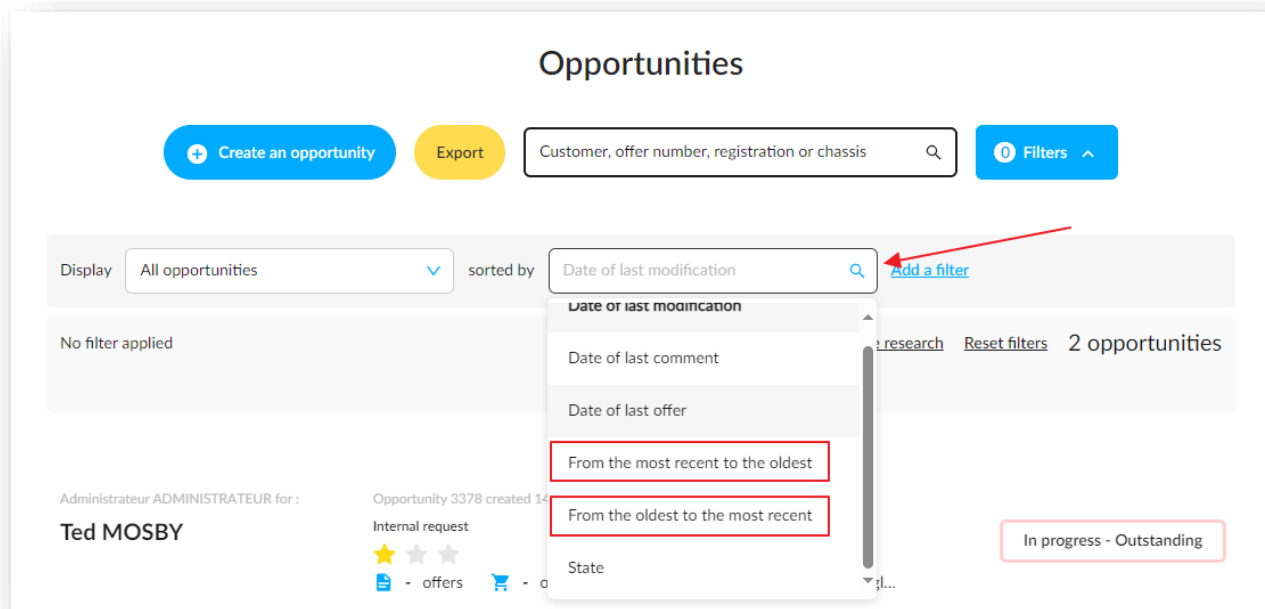
Opportunities Module

New filters have been added to make it easier to monitor opportunities.

New filters have been added to make it easier to monitor opportunities.

- To make it easier for managers to **monitor** sales opportunities, new filters have been integrated into the platform.
- They will improve the monitoring of opportunities by displaying them "from most recent to oldest" or "from oldest to most recent".

Opportunities / Sorted by





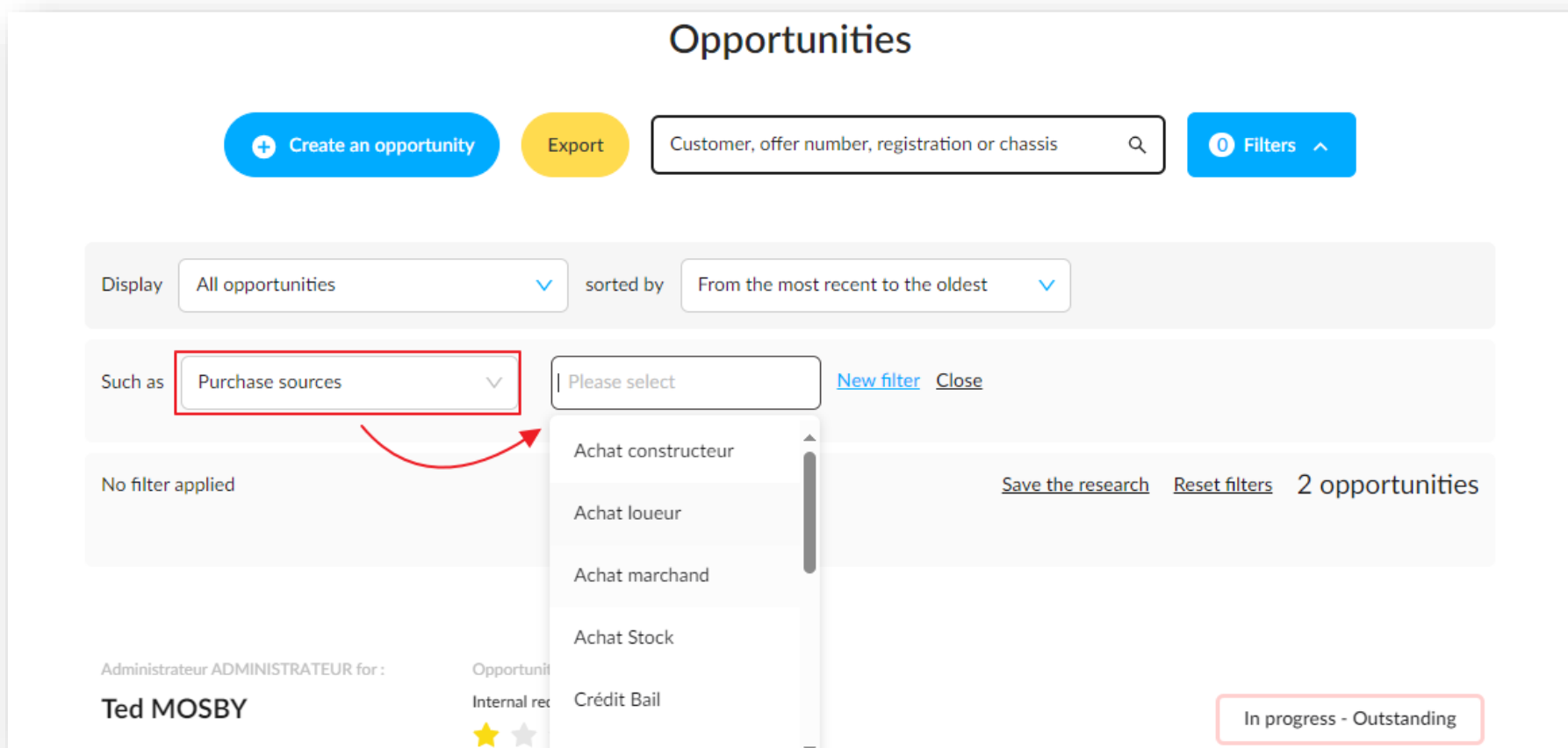
Opportunities Module

Filter opportunities by source of purchase.

Filter opportunities by source of purchase.

- 🔗 A new filter applies to opportunities. You can now filter opportunities by "Sources of Purchase".
- 🔗 Filtering by purchase source only takes into account the purchase sources of vehicles on sale in an opportunity.

Opportunity/Filter/Add a filter/ Management/ Purchase sources/Multiple choices



The screenshot displays the 'Opportunities' management interface. At the top, there are buttons for 'Create an opportunity', 'Export', a search bar with the placeholder 'Customer, offer number, registration or chassis', and a 'Filters' button. Below these, there are dropdown menus for 'Display' (set to 'All opportunities') and 'sorted by' (set to 'From the most recent to the oldest'). A 'Such as' dropdown menu is highlighted with a red box and contains 'Purchase sources'. A red arrow points from this dropdown to a search input field with the placeholder 'Please select'. Below the search input, a dropdown menu is open, listing the following options: 'Achat constructeur', 'Achat loueur', 'Achat marchand', 'Achat Stock', and 'Crédit Bail'. To the right of the search input, there are links for 'New filter' and 'Close'. Below the search input, there is a status bar that says 'No filter applied' on the left and 'Save the research Reset filters 2 opportunities' on the right. At the bottom left, there is a user profile for 'Administrateur ADMINISTRATEUR for : Ted MOSBY' with a star rating. At the bottom right, there is a red-bordered box containing the text 'In progress - Outstanding'.



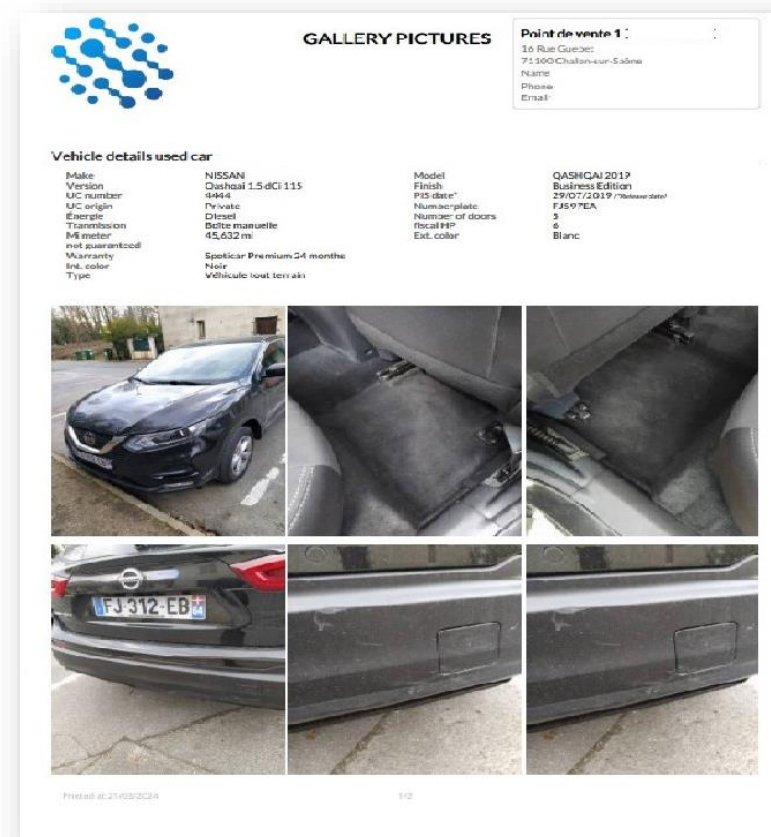
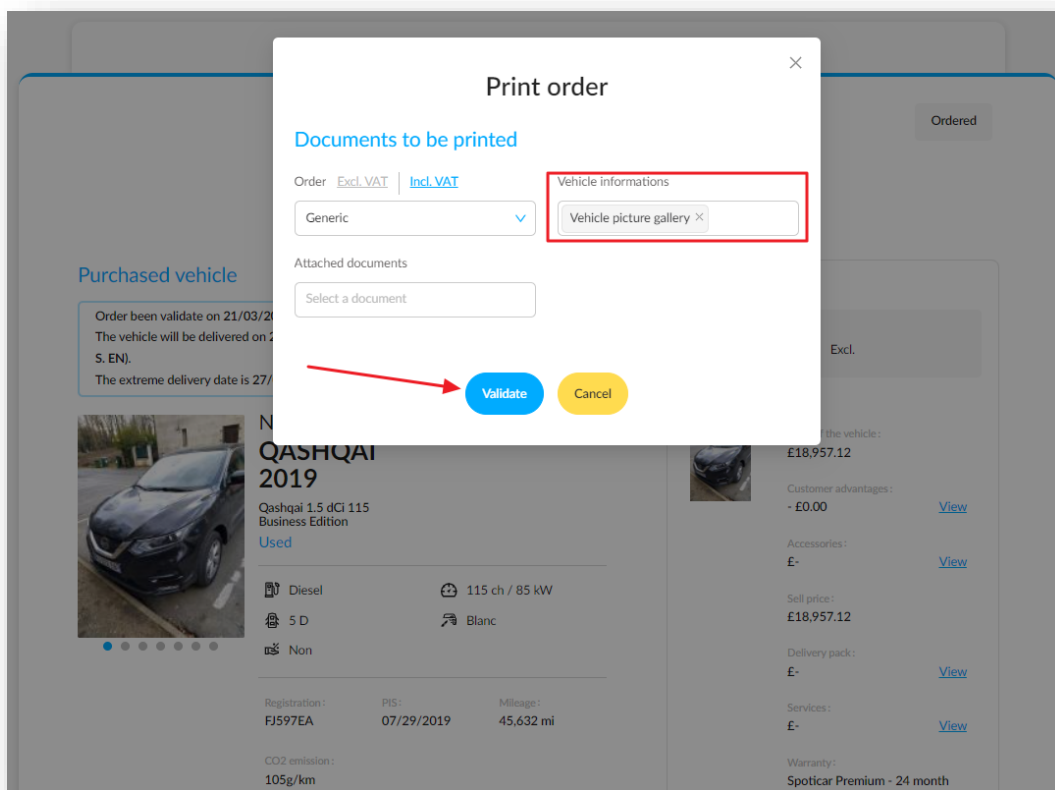
Opportunities Module

New appendix document that can be edited with offers and orders.

New appendix document that can be edited with offers and orders.

- ▣ In addition to the offers and orders, a new document can be produced to provide customers with visuals of the vehicle they are buying : the vehicle photo gallery.
- ▣ If the offer and/or order for the edition concerns a new car, then the images from the configurators will be used to illustrate the vehicle sold in the photo gallery.
- ▣ In the case of the sale of a trial version or a used car, the gallery will be empty if the vehicle does not have a photo.

Opportunity/Offer/Order/Validations/Print/Vehicle information/Gallery Vehicle photos





Opportunities Module

Creation of the neglected status.

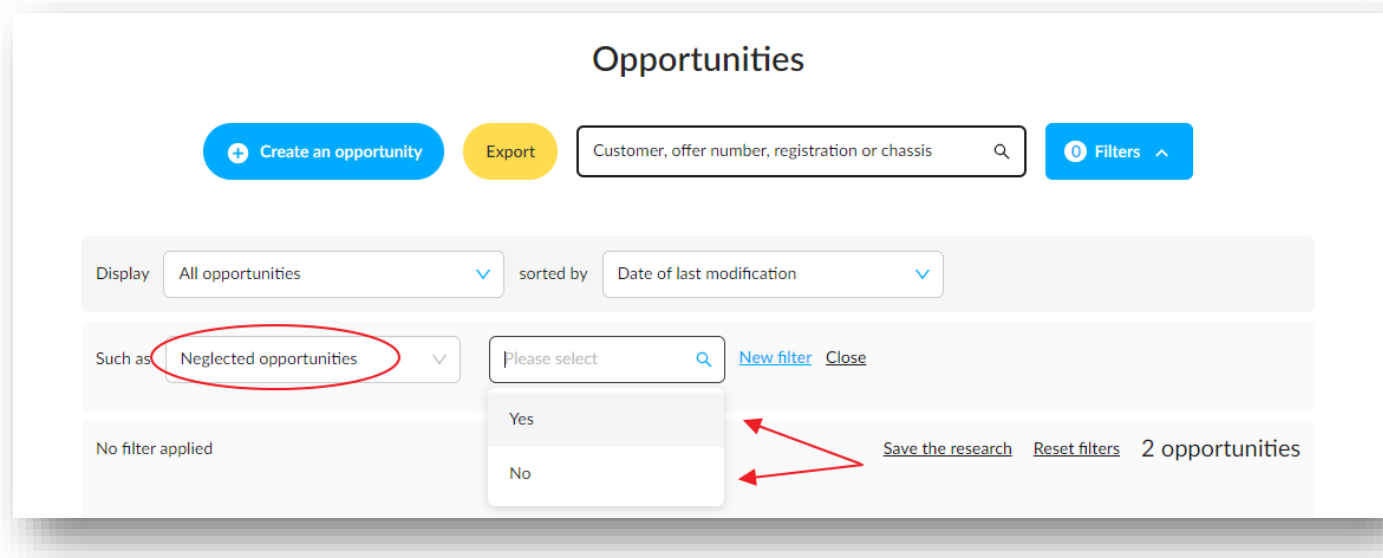
Creation of the neglected status.

- To make it easier to monitor commercial activity, a new status called **neglected** has been created on the platform.
- Managers will be able to filter opportunities by this status to find those on which there are no actions or activities.

Opportunities/ Add a filter/ Status / Neglected Opportunities/ Yes or No

Reminder of the conditions required for an opportunity to be considered neglected :

- Have a salesperson assigned to monitor it.
- Be in progress with no action to come (Customer call-back, Test-drive appointment, Customer appointment). Have planned actions that are overdue.
- Opportunities in progress which contain at least an "in progress" or "validated" offer, or even a "cancelled " offer or a cancelled order/cancelled for modification not yet finalised are also considered neglected.
- An in-progress opportunity is also neglected if it does not contain an offer.



The screenshot shows the 'Opportunities' management interface. At the top, there are buttons for 'Create an opportunity' (blue), 'Export' (yellow), a search bar containing 'Customer, offer number, registration or chassis', and a 'Filters' button. Below this, there are dropdown menus for 'Display' (set to 'All opportunities') and 'sorted by' (set to 'Date of last modification'). A 'Such as' dropdown is set to 'Neglected opportunities', which is circled in red. To its right is a 'Please select' search box with a magnifying glass icon, and links for 'New filter' and 'Close'. Below the 'Such as' dropdown, a list shows 'No filter applied'. A modal dropdown menu is open, showing 'Yes' and 'No' options, with red arrows pointing from the 'New filter' link to these options. At the bottom right, there are links for 'Save the research', 'Reset filters', and a count of '2 opportunities'.



Opportunities Module

Addition of a search module in the opportunities.

Addition of a search module in the opportunities.

- ☞ To help users identify vehicles, offers or orders added to an opportunity, a new field is now available for searching in opportunities.
- ☞ It will also be possible to search for vehicles on offer by entering their chassis or registration numbers. Offers and orders can be identified by entering their numbers.


Opportunities/In progress/offers and orders/search by chassis number -offers or orders

Offers and orders

Registration, chassis or offer number 🔍

Offer n°31963

Purchased vehicle



21 490,00 €
VOLKSWAGEN
TIGUAN BUSINESS
Tiguan 2.0 TDI 150 DSG7
Confortline Business
Used

Reserved 48h


Traded-in vehicle

No vehicles were selected

Offer in progress

Offer n°31958

Purchased vehicle



27 490,00 €
VOLKSWAGEN
TIGUAN
Tiguan 2.0 TDI 150 DSG7
IQ,Drive
Used


Traded-in vehicle

No vehicles were selected

Offer in progress

Offer n°31953

Purchased vehicle



21 058,24 €
VOLKSWAGEN
TIGUAN BUSINESS
Tiguan 2.0 TDI 150 DSG7
Confortline Business
Used

Reserved 48h

Traded-in vehicle

5 000,00 €
AUDI
A4
A4 2.0 TDI 177 DPF S Line
[Additional information](#)


Validate
an hour ago

Offers and orders

FM-552-RM 🔍

Offer n°31958

Purchased vehicle



27 490,00 €
VOLKSWAGEN
TIGUAN
Tiguan 2.0 TDI 150 DSG7
IQ,Drive
Used

Traded-in vehicle

No vehicles were selected

Offer in progress

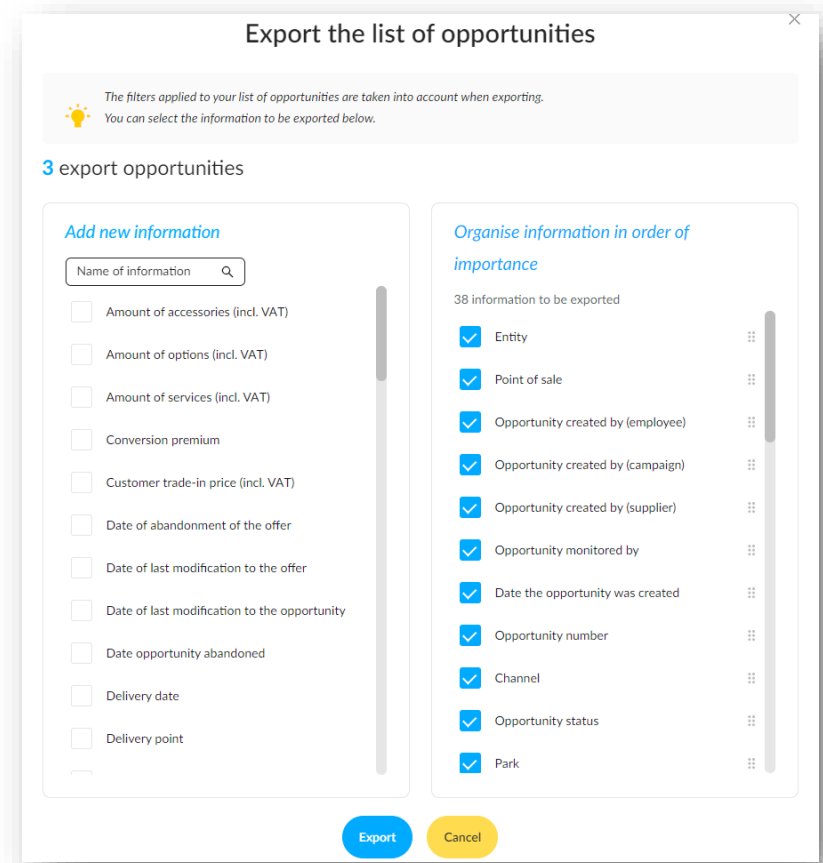
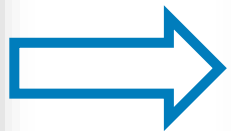
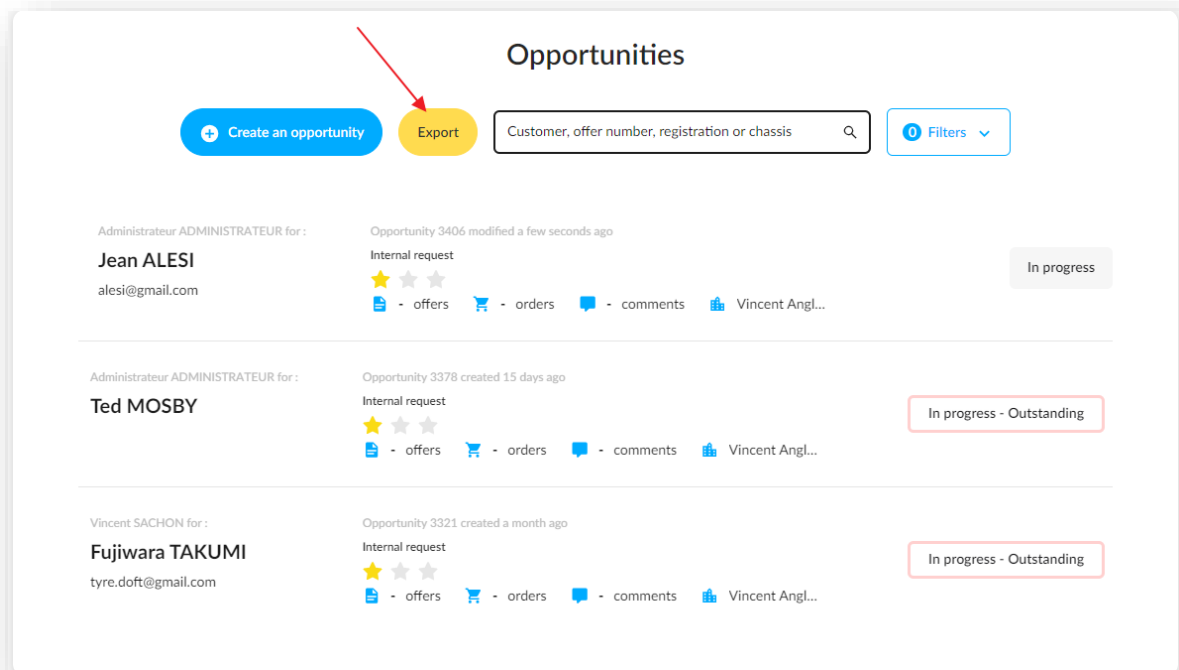


Opportunities Module

Optimising export of opportunities.

Optimising export of opportunities.

- 🔗 To help users extract opportunities more accurately, columns have been added to optimise the relevance of exported data.
- 🔗 By default, the most common columns will be pre-selected. Depending on user rights, the columns available may vary.
- 🔗 By placing your cursor over them, you can organise the order in which they are displayed.





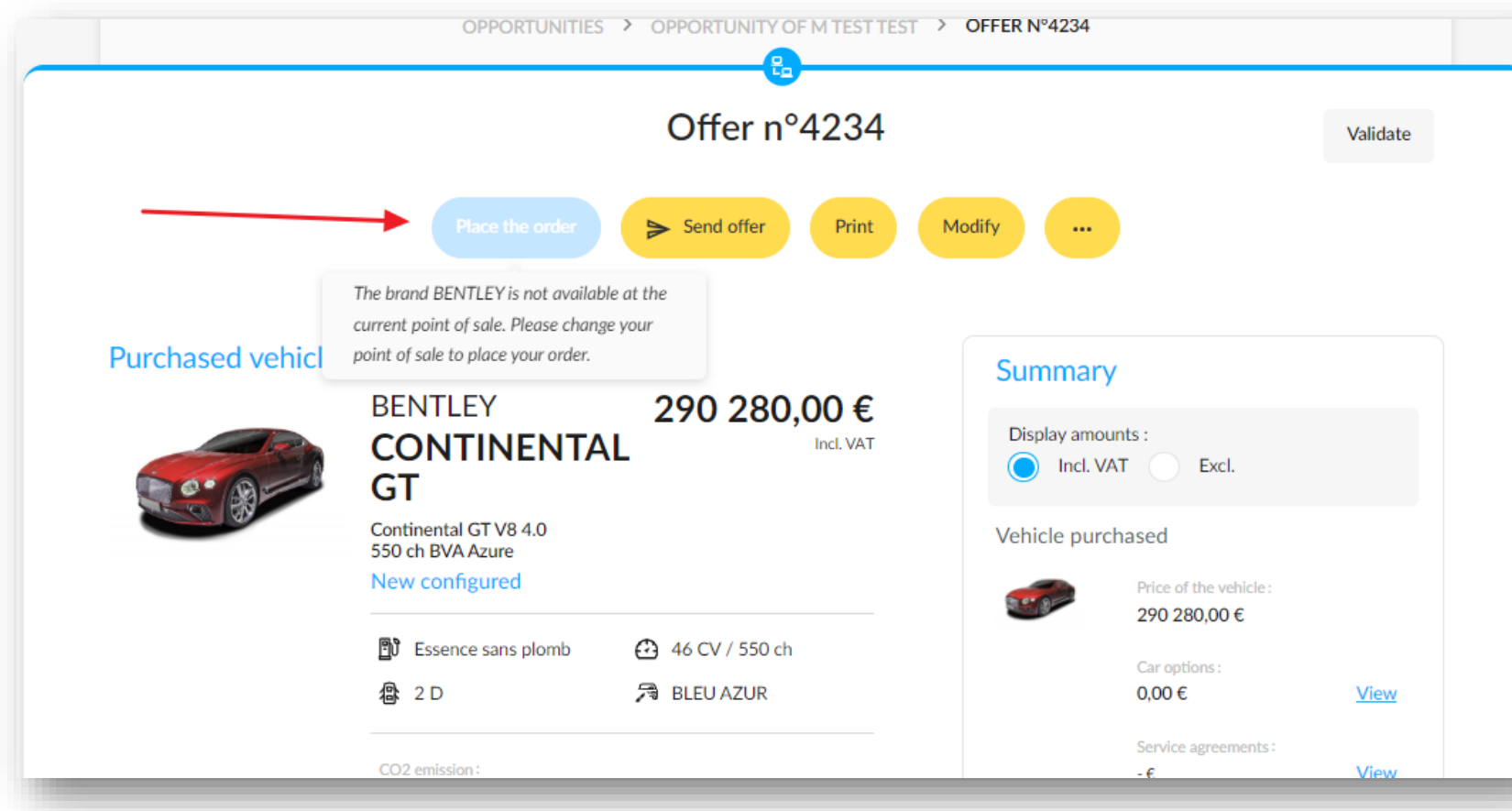
Opportunities Module

Brands distributed by a point-of-sale count when processing new car orders.

Brands distributed by a point-of-sale count when processing new car orders.

- To order a new car, you have to log on the point-of-sale that distributes the brand of the new vehicle you wish to sell, for the sake of clarity and consistency.
- If you are a salesperson assigned to an entity distributing different brands on different points-of-sale, a pop-up will appear when you attempt to place an order, inviting you to switch of point-of-sale if you are not connected to the appropriate site.

Opportunities / In progress / Offer validated / Order placed / Warning POP-UP



The screenshot shows a web interface for managing car orders. At the top, the breadcrumb trail reads: OPPORTUNITIES > OPPORTUNITY OF M TESTTEST > OFFER N°4234. The main heading is "Offer n°4234" with a "Validate" button to its right. Below the heading is a row of action buttons: "Place the order" (highlighted with a red arrow), "Send offer", "Print", "Modify", and a menu icon. A warning message is displayed: "The brand BENTLEY is not available at the current point of sale. Please change your point of sale to place your order." The main content area is titled "Purchased vehicle" and features a red Bentley Continental GT. The car's details include: "BENTLEY CONTINENTAL GT", "290 280,00 € Incl. VAT", "Continental GT V8 4.0 550 ch BVA Azure", and a "New configured" link. Technical specifications are listed: "Essence sans plomb", "46 CV / 550 ch", "2 D", and "BLEU AZUR". A "CO2 emission" field is partially visible. On the right, a "Summary" section shows "Display amounts" with "Incl. VAT" selected, "Vehicle purchased" with a price of "290 280,00 €", "Car options" at "0,00 €", and "Service agreements" at "-€".

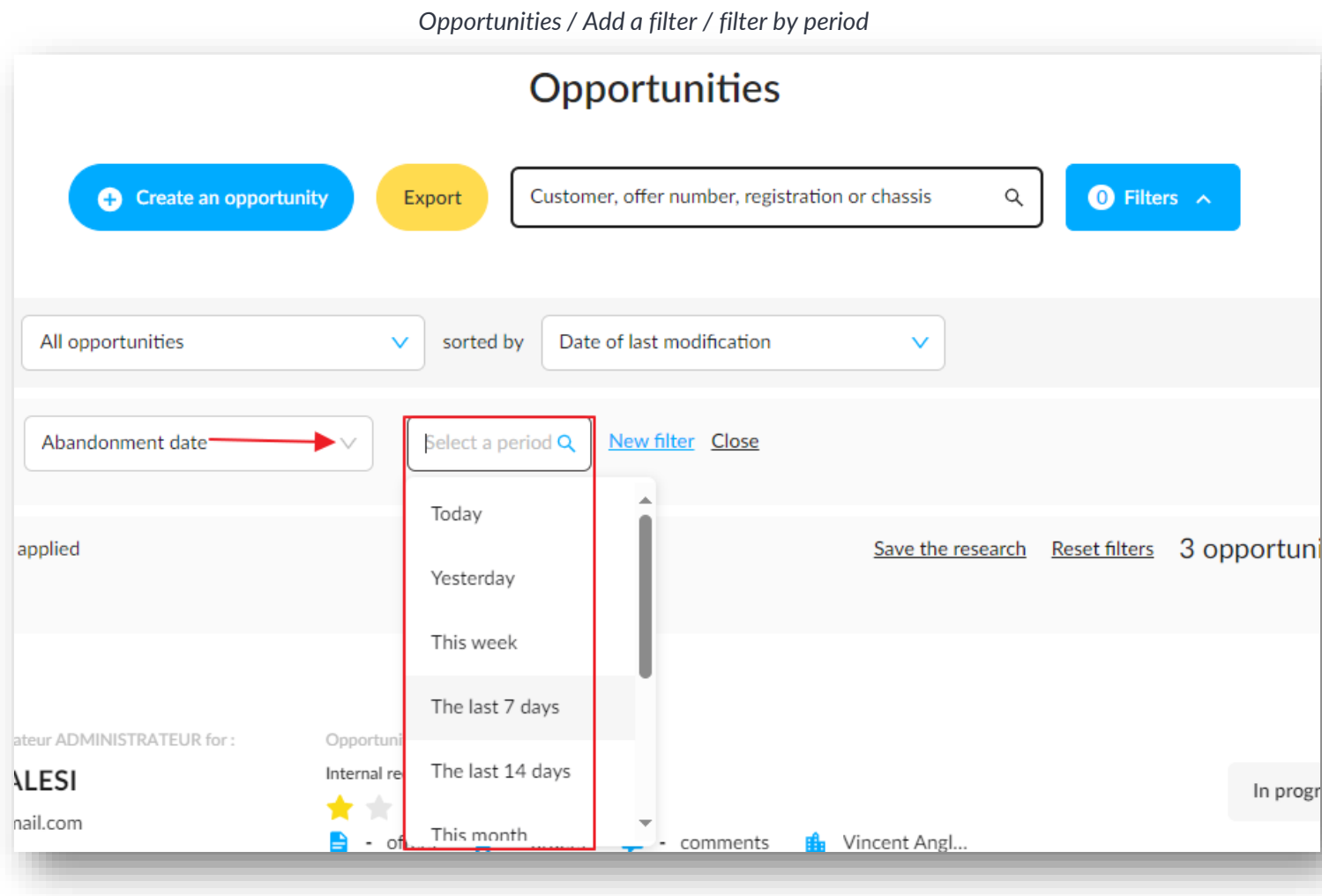


Opportunities Module

Integrated filters to search for opportunities by predefined periods.

Integrated filters to search for opportunities by predefined periods.

- ▄ To improve the searches saved in the "Opportunities" module, new filters are available to filter opportunities, offers, orders and deliveries by predefined periods.
- ▄ It is possible to filter :
 - ▄ opportunities by : Creation date / Abandonment date.
 - ▄ Offers by : Creation date / Validation date.
 - ▄ Orders by : Order date.
 - ▄ Deliveries by : Delivery date / Extreme delivery date.
- ▄ All these "date" filters can be associated with the following predefined periods :
 - ▄ Today
 - ▄ Yesterday
 - ▄ This week
 - ▄ The last 7 days
 - ▄ The last 14 days
 - ▄ This month
 - ▄ Last month
 - ▄ This year
 - ▄ Last year





Opportunities Module

New warning in case of the sale of a vehicle booked for a test drive.

New warning in case of the sale of a vehicle booked for a test drive.

- ❖ An alert system has been set up to notify sales advisers when a vehicle booked for a test drive is sold.
- ❖ In order to avoid any dispute with the customer who reserved the vehicle, an e-mail and a notification via the platform are sent to the seller to enable them to arrange a new test drive appointment.
- ❖ What's more, if the sales assistant schedules a new test drive appointment with the customer, the system will remember the model of vehicle initially booked.



OpenFlex

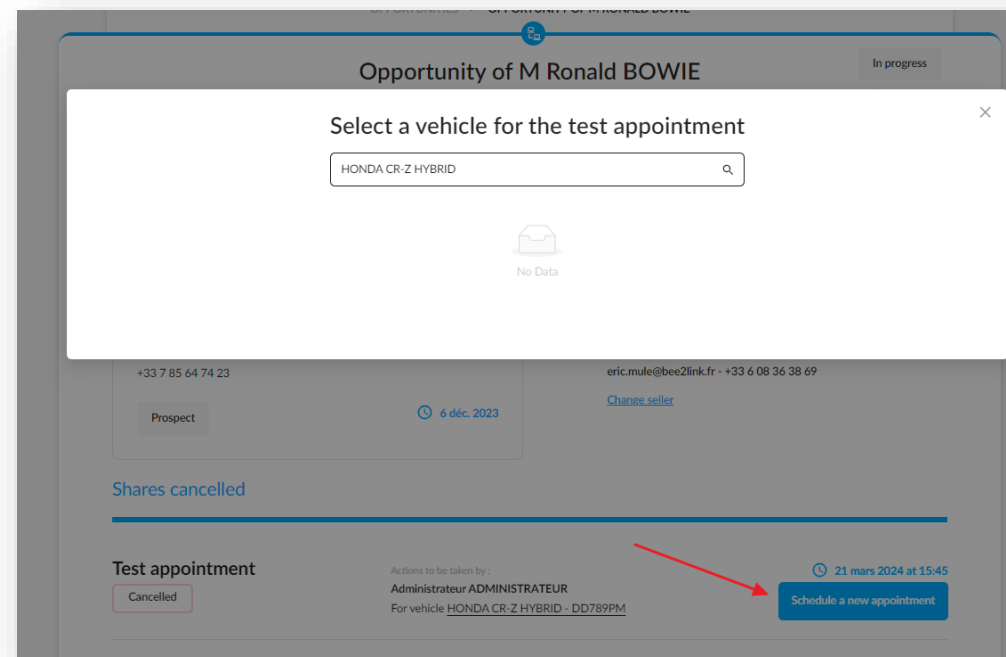
Test drive cancelled

Opportunity of M Ronald BOWIE

The road test appointment of 21/03/2024-10h45 for customer Ronald Bowie for the vehicle Honda CR-Z HYBRID-DD789PM has been cancelled due to the sale of the vehicle by Seller XX.

[Access the XXX opportunity](#)

Vous pouvez accéder à notre politique de confidentialité et exercer votre droit de rétractation.



Opportunity of M Ronald BOWIE In progress

Select a vehicle for the test appointment

HONDA CR-Z HYBRID

No Data

+33 7 85 64 74 23 6 déc. 2023 [Change seller](#)

Prospect

Test appointment 21 mars 2024 at 15:45

Cancelled Actions to be taken by: Administrateur ADMINISTRATEUR For vehicle HONDA CR-Z HYBRID - DD789PM

[Schedule a new appointment](#)




Opportunities Module

Sellers' contact details on the description sheets and photo gallery.

Sellers' contact details on the description sheets and photo gallery.

- To make it easier to connect with customers, sellers' contact details are automatically entered when they edit a description sheet or photo gallery.







GALLERY PICTURES


Vincent Anglais
 16B Rue Guepet
 71100 Chalons-sur-Saône
 Name: [REDACTED]
 Email: [REDACTED]

Vehicle details used car

Make	ALFA ROMEO	Model	159
Version	159 2.0 JTDm 170	Finish	Distinctive
UC number		PIS date*	10/05/2011 <i>(Release date)</i>
UC origin		Numberplate	
Energie	Diesel	Number of doors	4
Transmission	Boite manuelle	fiscal HP	9
Mi meter not guaranteed		Ext. color	Red
Warranty			
Int. color	Black		
Type	Véhicule particulier		





DESCRIPTION SHEET

Vincent Anglais
 16B Rue Guepet
 71100 Chalons-sur-Saône
 Name
 Email

ALFA ROMEO 159 2.0 JTDm 170 Distinctive

Vehicle

Numberplate

Type

Make

Model

Power

Fiscal power

Finish

Body

Energie

External color

Internal color

Gearbox

seats

Number of doors

CO2 emission

Mi meter not guaranteed

PIS date*

UC origin

Vehicle price

Warranty

Vehicle used car

ALFA ROMEO

159

125 kW / 170 hp/DIN

9 HP

Distinctive

Berline

Diesel

Red

Black


Boite manuelle




5

4

139 g/km

10/05/2011





Customers

Legal representatives can use their landline telephone numbers.

Legal representatives can use their landline telephone numbers

- Based on feedback from our customers, it appears that the legal representatives of companies do not always wish to give their mobile phone number. Prior to this update, this information was required to register their details.
- This is why a landline telephone number is now enough to link a legal representative to a company's customer file.
- Reminder : the mobile phone number of the legal representative is always required to validate an order on behalf of a company by electronic signature.

Customer / Company / Legal representative / Landline telephone



Company name *

This customer is an automotive professional

Add a legal representative

Civility *

 ▼

Name *

First name *

Email *

Mobile phone

Land line



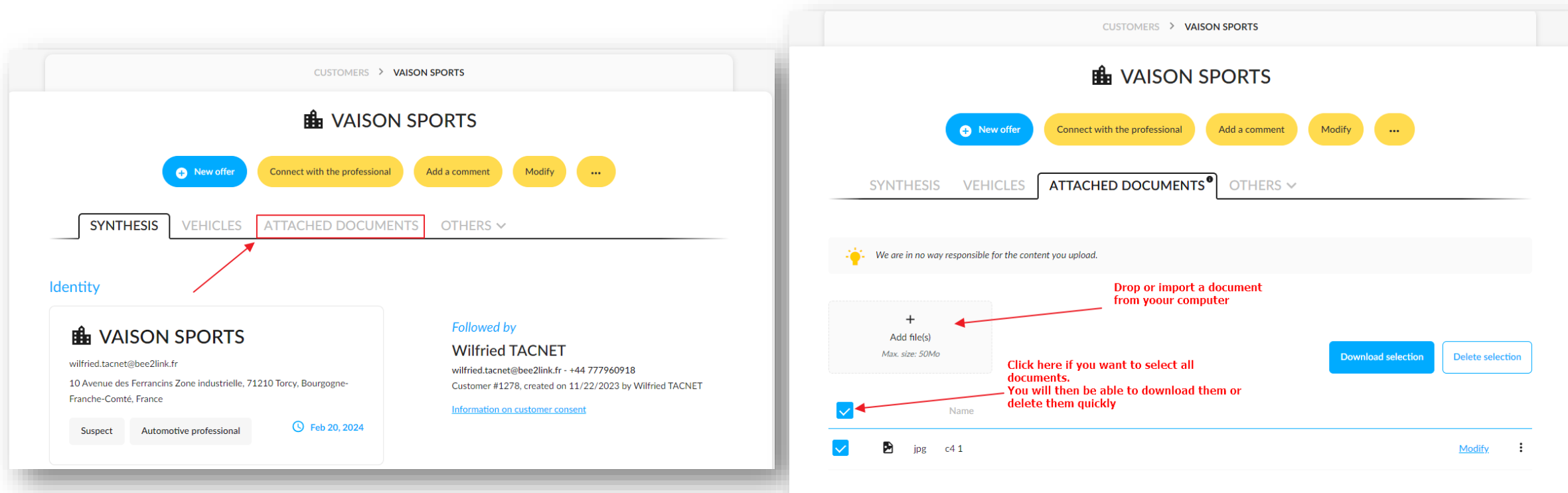
Customers

New menu for storing receipts on the files of professional automotive customers.

Integration of a menu for storing receipts on the files of professional automotive customers.

- 🔗 A new menu entitled "Attached documents" is available on the files of professional automotive customers.
- 🔗 Sales staff dealing with this kind of customer can store useful documents in this area.

Customers / Company / Automotive professional / Attached documents / Add document(s)



The image displays two screenshots of the bee2link customer profile interface for 'VAISON SPORTS'.

Left Screenshot: Shows the main profile page with navigation tabs: SYNTHESIS, VEHICLES, ATTACHED DOCUMENTS (highlighted with a red box and an arrow), and OTHERS. Below the tabs is the 'Identity' section containing company details and a 'Followed by' section for Wilfried TACNET.

Right Screenshot: Shows the 'ATTACHED DOCUMENTS' sub-page. It features a warning message, an 'Add file(s)' upload area (with a red arrow pointing to it and the text 'Drop or import a document from your computer'), and a list of documents. The first document in the list has a checked checkbox (with a red arrow pointing to it and the text 'Click here if you want to select all documents. You will then be able to download them or delete them quickly').



Monitoring

Simplified monitoring of opportunities.

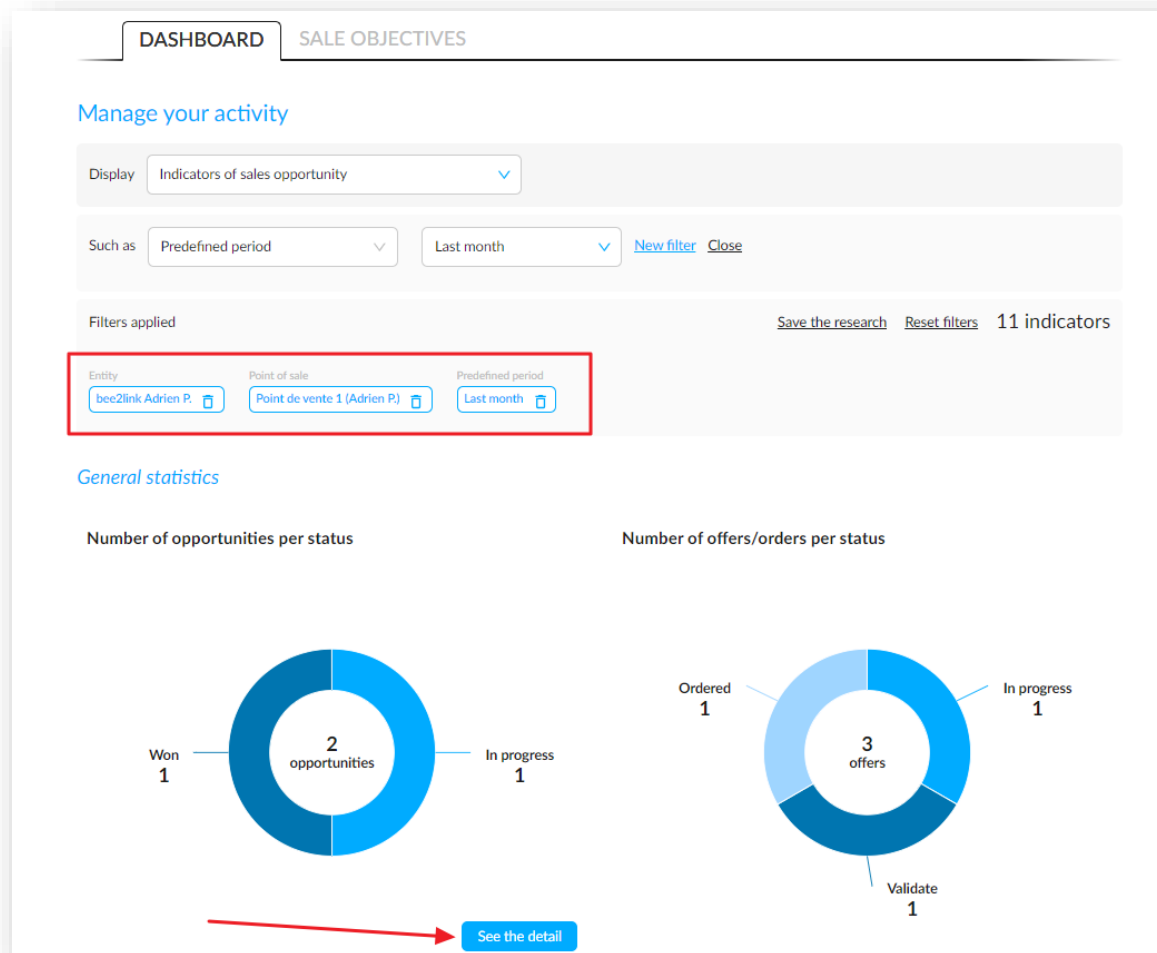
Simplified monitoring of opportunities.

- ▬ To make it easier for managers to monitor their activity, shortcuts to the opportunities they are following have been added to the monitoring table.

- ▬ To facilitate monitoring, the filters applied in the "Monitoring" menu will be automatically transferred to the "Opportunities" menu when managers click on the links to in progress, won and lost opportunities.

- ▬ A link to the entity's total number of opportunities is also available.

Monitoring / Dashboard / Check your activity / Display sales opportunity indicators / General statistics / Volume of opportunities by status / See details



The screenshot shows a dashboard interface with the following elements:

- Navigation:** DASHBOARD | SALE OBJECTIVES
- Manage your activity:**
 - Display: Indicators of sales opportunity
 - Such as: Predefined period, Last month, [New filter](#), [Close](#)
 - Filters applied: [Save the research](#), [Reset filters](#), 11 indicators
- General statistics:**
 - Number of opportunities per status:** Won 1, In progress 1, 2 opportunities. A red box highlights the filters: Entity (bee2link Adrien P.), Point of sale (Point de vente 1 (Adrien P.)), and Predefined period (Last month). A red arrow points from this box to a "See the detail" button.
 - Number of offers/orders per status:** Ordered 1, In progress 1, Validate 1, 3 offers.

Example :

Volume of opportunities by status / View details / Volume of opportunities by status per entity / Nb. of opportunities won

[Back to indicators](#)

Number of opportunities per status per entity

Entity	Total number of opportunities	Number of ongoing opportunities	Number of won opportunities	Number of lost opportunities	Average validated offers per opportunity	Number of canceled orders	Trading cost on offer (%) ?	Trading costs on order (%) ?
bee2link Adrien P.	2	1	1	0	1	0	-	-



Home Vehicles Leads Opportunities Customers Management AA

Opportunities

[+ Create an opportunity](#) [Export](#) [Filters](#)

Display sorted by [Add a filter](#)

Filters applied [Save the research](#) [Reset filters](#) **1 opportunity**

Entity: Creation date min: Creation date max: Opportunities:

Eric MULÉ for: **Benoit BADU** eric.mule@bee2link.fr

Opportunity 3317 modified a month ago
Internal request
★ ★ ★
- offers 1 order - comments Point de ven...

Won