

February - March 2024

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 www.bee2linkgroup.com
 contact@bee2link.fr

 03 73 27 05 98
 Suivez-nous

OpenFlex updates Feb-March 24



Discover the new features available on the OpenFlex platform

Communication

1 A new channel for broadcasting messages to you

A new tool allows us to publish messages to share information intended for you. These messages will be displayed on the OpenFlex homepage. The message will be entirely displayed through a pop-up that will open as soon as you click on the "**Find out more**" button.

The screenshot displays the OpenFlex homepage interface. At the top, a navigation bar includes links for Home, Vehicles, Opportunities, Customers, and Management, along with a user profile icon labeled 'AA'. A blue notification bell icon is positioned above the navigation bar. A large white pop-up window titled 'Maintenance operation' is overlaid on the page. The pop-up contains the following text: 'we would like to inform you that a maintenance operation will take place on the night of 18 April, from 23:55 to 00:00. Our services will not be available during this operation. We thank you for your understanding and apologise for any inconvenience caused. The Bee2link team.' Below the text, it says 'Powered by Froala Editor' and features a blue 'Close' button. To the right of the pop-up, a yellow notification panel is visible, titled 'Important notification' with a 'Read' button. The notification text reads: 'Maintenance operation Maintenance operation for safety Powered by Bee2link Find out more Show all (3 notifications)'. Below the notification panel, there is a 'Diary' section with a '+ New event' button and the text 'No events scheduled this week.' and 'View my diary'. At the bottom of the page, there are three summary cards: '0 Orders To be declared delivered', '376 Price updates Awaiting validation', and '0 Vehicles To be processed in the lock area'.

By clicking on the "**Display everything**" button, you will display the notifications that will warn you about the publication of a new communication.

The screenshot displays a web application interface. A central modal window titled "Maintenance operation" is open, containing the following text:

Maintenance operation

we would like to inform you that a maintenance operation will take place on the night of 18 April, from 23:55 to 00:00.

Our services will not be available during this operation.

We thank you for your understanding and apologise for any inconvenience caused.

The Bee2link team.

Powered by Froala Editor

Close

The background shows a dashboard with statistics: "1 Vehicle", "376 Price updates", and "0 Vehicles". A "Support" sidebar on the right lists notifications, including "Maintenance operation for safety" and "La prochaine mise à jour 1.67 est prévue pour le 26 mars 2024". A blue arrow points from the "Find out more" link in the sidebar to the "Close" button in the modal.

Customers

1 Adaptation of addresses formats by country

In order to respect the customs of the various countries in which our platform is used, we modified the position of street numbers on addresses in customers' files.

From now on, street numbers will be located after street names.

Stefan BRADL

[New offer](#) [Follow-up with the customer](#) [Make an appointment](#) [Add a comment](#) [...](#)

SYNTHESIS [VEHICLES](#) [HISTORY](#)

Identity

M Stefan BRADL

test@gmail.com

Sachsenring, 18, 50677 Köln, Nordrhein-Westfalen

[Suspect](#) [🕒 16. Apr. 2024](#)

Followed by

No follow-up by available

Customer #3, created on 16.04.2024 by Administrator ADMINISTRATOR

[Information on customer consent](#)

[Ongoing opportunities](#) [See all opportunities](#)

Offer number

Management

1 Improving activity monitoring

In order to monitor sales activity and events created by sales staff, managers can now monitor the progress of their objectives and the quality of their customer follow-up in the **Management** module.

The screenshot shows the Management module dashboard. At the top, there is a navigation bar with icons for Home, Vehicles, Leads, Opportunities, Customers, and Management (highlighted). Below the navigation bar is a banner image of a car. The dashboard features several key metrics:

- My shortcuts:** A box showing 617 Couleur and a button for New shortcut.
- Estimates:** 29 Awaiting validation.
- Vehicles:** 49 Behind on the sales cycle.
- Vehicles:** 8 To be ordered factory.
- Orders:** 18 To be prepared for delivery.
- Orders:** 4 To be declared delivered.
- Price updates:** 374 Awaiting validation.

On the right, a **Diary** pop-up is visible for 12 AVRIL, showing a task to contact Jérémie ST-JO and a button for New event. Below the diary, it states "No events scheduled during next weeks."

A new "**Activity Monitoring**" tab which displays events by : **employees**

The screenshot shows the Management module with the **ACTIVITY MONITORING** tab selected. The page title is "Management". Below the tabs, there is a section for "Display activity tracker" with a link to "Add a filter". A message states "No filter applied" with links for "Save the research", "Reset filters", and "1 indicator".

Under "Point of sale", the **Employees** tab is selected, indicated by a blue arrow. Below this, a list of employees is shown:

- [Administrateur ADMINISTRATEUR UR](#)
- [Adrien PATISSON](#)
- [Adrien PATISSONB](#)
- [Adrien PATISSONPP](#)
- [Alexandre MASNIER](#)
- [Anaïs LONEGRO](#)

Below the employee list is an "Activity report" table:

Activity report	Administrateur ADMINISTRATEUR UR	Adrien PATISSON	Adrien PATISSONB	Adrien PATISSONPP	Alexandre MASNIER	Anaïs LONEGRO
Opportunities created	123	0	3	293	3	6
Validated offers	2	0	0	2	1	0
Appointments made	14	0	0	13	0	1

or by **point of sale** has been added.

Management

ACTIVITY MONITORING SALE OBJECTIVES DASHBOARD

Display activity tracker [Add a filter](#)

No filter applied [Save the research](#) [Reset filters](#) 1 indicator

Point of sale Employees

Legacy DigitAll PoS 1 Point de vente 1 (Adrien P.) Point de vente 1 (Alexandre M.) Point de vente 1 (Anthony D.) Point de vente 1 (Anthony V.)

Activity report	Legacy DigitAll	PoS 1	Point de vente 1 (Adrien P.)	Point de vente 1 (Alexandre M.)	Point de vente 1 (Anthony D.)	Point de vente 1 (Anthony V.)
Opportunities created	33	1	342	2	10	8
Validated offers	0	0	1	1	1	0
Appointments made	1	0	13	0	1	3

It is possible to filter the displayed results to make searches simpler.

Management

ACTIVITY MONITORING SALE OBJECTIVES DASHBOARD

Display activity tracker

Such as [New filter](#) [Close](#)

No filter applied [Save the research](#) [Reset filters](#) 1 indicator

Point of sale

- Most used filters
 - Customised period
 - Entity
 - Point of sale
 - Predefined period
 - Salespersons

Administrateur ADMINISTRATEUR Adrien PATISSON Adrien PATISSONB Adrien PATISSONPP Alexandre MASNIER Anaïs LONEGRO

Activity report	Administrateur ADMINISTRATEUR	Adrien PATISSON	Adrien PATISSONB	Adrien PATISSONPP	Alexandre MASNIER	Anaïs LONEGRO
Opportunities created	123	0	3	293	3	6
Validated offers	2	0	0	2	1	0

When selecting a member of staff, you can check their commercial activity and the monitoring of their events in detail.

The screenshot shows the 'Management' section with 'ACTIVITY MONITORING' selected. It includes a search bar, filter options, and a table of activity reports for several staff members. A blue arrow points to the name 'Adrien PATISSONPP' in the staff list.

	Administrateur ADMINISTRATEUR UB	Adrien PATISSON	Adrien PATISSONB	Adrien PATISSONPP	Alexandre MASNIER	Anais LONEGRO
Opportunities created	123	0	3	293	3	6
Validated offers	2	0	0	2	1	0
Appointments made	14	0	0	13	0	1
Appointments made	14	0	0	13	0	1

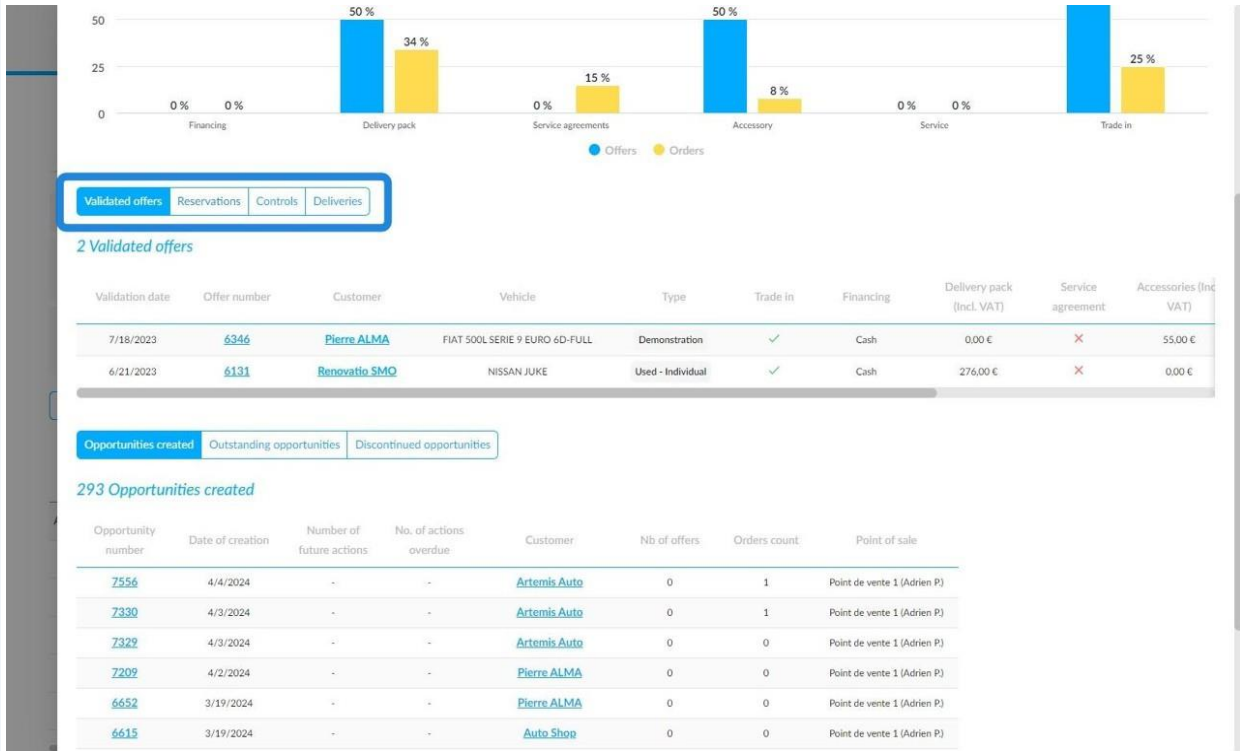
The activity report will show a graph presenting the percentage of additional services (**Financing, Delivery pack, Service contracts, Accessories, Services, Trade-ins**) added in the validated offers and those which have been ordered.

The screenshot shows the 'Adrien PATISSONPP - Activity monitoring' page. It features a bar chart titled 'Additional services rates on offers and orders' comparing 'Offers' (blue) and 'Orders' (yellow) across six categories. Below the chart is a table of 'Validated offers' with columns for validation date, offer number, customer, vehicle, type, trade in, financing, delivery pack, service agreement, and accessories.

Service	Offers (%)	Orders (%)
Financing	0%	0%
Delivery pack	50%	34%
Service agreements	0%	15%
Accessory	50%	8%
Service	0%	0%
Trade in	100%	25%

Validation date	Offer number	Customer	Vehicle	Type	Trade in	Financing	Delivery pack (Incl. VAT)	Service agreement	Accessories (Incl. VAT)
7/18/2023	6346	Pierre ALMA	FIAT 500L SERIE 9 EURO 6D-FULL	Demonstration	✓	Cash	0.00 €	×	55.00 €
6/21/2023	6131	Renovatio SMO	NISSAN JUKE	Used - Individual	✓	Cash	276.00 €	×	0.00 €

Two sections under the graph will enable you to check the commercial actions of one of your employees. The first one displays the various actions carried out in an opportunity (**Validated offers, Reservations, Orders, Deliveries**).



The second one displays the various opportunities that he follows by status **(Created, neglected, abandoned)**.

You can access directly the action you want to check by clicking on it.

6030	9/20/2023 as of 9/20/2023	48-hour booking	F. BILIE PABYUS	AUDI A5 SPORTBACK	Used - Individual
801	10/14/2021 as of 10/16/2021	48-hour booking	Hiro KAMEHO	PEUGEOT 208 AFFAIRE	New
719	10/2/2021 as of 10/4/2021	48-hour booking	Marc ANTOINE	VOLKSWAGEN GOLF	Used - Individual
942	11/2/2021 as of 11/4/2021	48-hour booking	Olivier DELAPLACE	AUDI A5 SPORTBACK	New

< 1 2 3 >

Opportunities created
Outstanding opportunities
Discontinued opportunities

293 Opportunities created

Opportunity number	Date of creation	Number of future actions	No. of actions overdue	Customer	Nb of offers	Orders count	Point of sale
7556	4/4/2024	-	-	Artemis Auto	0	1	Point de vente 1 (Adrien P)
7330	4/3/2024	-	-	Artemis Auto	0	1	Point de vente 1 (Adrien P)
7329	4/3/2024	-	-	Artemis Auto	0	0	Point de vente 1 (Adrien P)
7209	4/2/2024	-	-	Pierre ALMA	0	0	Point de vente 1 (Adrien P)
6652	3/19/2024	-	-	Pierre ALMA	0	0	Point de vente 1 (Adrien P)
6615	3/19/2024	-	-	Auto Shop	0	0	Point de vente 1 (Adrien P)
6396	3/15/2024	-	-	Pierre ALMA	0	0	Point de vente 1 (Adrien P)
6300	3/13/2024	-	-	Pierre ALMA	0	0	Point de vente 1 (Adrien P)
6033	3/6/2024	-	-	Pierre ALMA	0	0	Point de vente 1 (Adrien P)
5879	2/27/2024	-	-	Pierre ALMA	0	0	Point de vente 1 (Adrien P)

The action monitoring displays the customer follow-up tasks that are "coming soon" or "carried out".

Adrien PATISSONPP - Activity monitoring

ACTIVITY REPORT ACTION FOLLOW-UP

Coming soon
Carried out

149 Actions taken

Opportunity number	Action date	Action	Report	Customer	Nb of offers	Vehicle
1111	1/1/1970	Delivery appointment	-	Jonathan RAVE	0	AUDI A5 SPORTBACK
1904	1/1/1970	Relaunch	-	RENOVATIO CORP	0	AUDI Q2
1929	1/1/1970	Relaunch	-	RENOVATIO CORP	0	AUDI Q3 SPORTBACK
1971	1/1/1970	Relaunch	-	George AMAL	0	AUDI SQ2
2121	1/1/1970	Relaunch	-	George AMAL	0	AUDI A5 SPORTBACK
2158	1/1/1970	Relaunch	-	Pierre ALMA	0	ABARTH 595 SERIE 0
2224	1/1/1970	Relaunch	-	Alexandra VELTI	0	AUDI Q2
2297	1/1/1970	Relaunch	-	Pierre ALMA	0	ABARTH 695 SERIE 0
2376	1/1/1970	Relaunch	-	Etienne MARS	0	AUDI A5
2382	1/1/1970	Relaunch	-	Harold GAVOTE	0	AUDI A5

< 1 2 3 4 5 >

Results can be displayed by predefined due dates.

Example with actions planned "this week" :

Adrien PATISSONPP - Activity monitoring

ACTIVITY REPORT ACTION FOLLOW-UP

Coming soon Carried out

Filter by due date Late Today During the week Within a month

0 Follow-up

No Data

Example with late actions :

Adrien PATISSONPP - Activity monitoring

ACTIVITY REPORT ACTION FOLLOW-UP

Coming soon Carried out

Filter by due date Late Today During the week Within a month

136 Follow-up

Opportunity number	Date of reminder	Deadline	Objective	Customer	Nb of offers
483	7/8/2021	Late	-	Jean RATEAU	0
406	8/1/2021	Late	-	Jimmy CASTO	0
593	8/27/2021	Late	-	Artemis Auto	0
712	10/4/2021	Late	-	Marc ANTOINE	0
1014	11/21/2021	Late	-	R�my ROGUE	0
1037	11/24/2021	Late	-	Igor VANS	0
1070	11/27/2021	Late	-	Ronan FORES	0
1084	11/28/2021	Late	-	Raymond BROLLES	0
1111	12/4/2021	Late	-	Jonathan RAVE	0

Opportunities

1) Keeping comments added to a trade-in estimate.

From now on, when an offer including a trade-in estimate is duplicated, the comments and actions carried out in the past will be transferred to this offer history.

The screenshot displays the 'Estimate a vehicle' interface. At the top, a progress bar shows eight steps: Make/Model, Trimline, Engine and transmission, Design, Options, History, Vehicle's state, and Synthesis. The 'Synthesis' step is highlighted with a blue circle and the number '8'. Below the progress bar, the section '10. Valuation of your vehicle' contains two buttons: 'Calculate the future value' (blue) and 'Print the description sheet' (yellow). Below these buttons are two tabs: 'SYNTHESIS' and 'HISTORY', with 'HISTORY' being the active tab. Under the 'HISTORY' tab, there is a 'Display' dropdown menu set to 'All history'. A vertical timeline of activity is shown, with entries for '8 avril 2024 à 16:52' and '8 avril 2024 à 16:51'. The entries include: 'Administrateur ADMINISTRATEUR validated the trade-in request of 8,343.38 €. Good shape', 'The trade-in price was automatically validated.', 'Administrateur ADMINISTRATEUR created the trade-in.', 'History of the original estimate', and 'Administrateur ADMINISTRATEUR validated the trade-in request of 8,343.38 €.'. A blue arrow points to the 'History of the original estimate' entry, and another blue arrow points to a 'Show more activity' button at the bottom of the history list.

2)

Integrating the UVs restoration costs in the calculation of the UVs selling price for professionals.

In the past, when a trade-in was intended to be sold to car professionals, the UVs restoration costs were indicated for information only. They were excluded from the resale price calculation.

From now on, the "**Prices for professionals**" set in the "**Pricing policy**" at the UVs restoration costs section will be taken into account.

State of the vehicle

Area	State	Private individual price	Professional price	Visuals	Number of defects
+ Front		0,00 € EXCL VAT	0,00 € EXCL VAT		0
+ Back		0,00 € EXCL VAT	0,00 € EXCL VAT		0
+ Right side		0,00 € EXCL VAT	0,00 € EXCL VAT		0
+ Left side		0,00 € EXCL VAT	0,00 € EXCL VAT		0
+ Upholstery		0,00 € EXCL VAT	0,00 € EXCL VAT		0
+ Other defects		0,00 € EXCL VAT	0,00 € EXCL VAT		0
+ Tyres Hiver		280,00 € EXCL VAT	280,00 € EXCL VAT		1
+ Personalized		0,00 € EXCL VAT	0,00 € EXCL VAT		0
+ Maintenance costs		789,63 € EXCL VAT	789,63 € EXCL VAT		1
Total		1 069,63 € EXCL VAT	1 069,63 € EXCL VAT		2

The UVs restoration costs will also be included in the VAT on margin calculation. Professional and financial costs are still excluded from the resale price calculation.

Your trade-in estimate

10 025,03 € Incl. VAT

[See the detail](#)



Market value	15 420,00 € Incl. VAT
Adjusted market value <i>Powered by Autovista</i>	16 320,00 € Incl. VAT
See adjustments	
Market value adjustment	- € Incl. VAT
Monthly discount	0,00 € Incl. VAT
Recoverable VAT	0,00 € Incl. VAT
Unknown number of owners	-816,00 € Incl. VAT
Turnover impact	-652,80 € Incl. VAT
Origin impact	0,00 € Incl. VAT
Interior color impact	0,00 € Incl. VAT
Exterior colour impact	0,00 € Incl. VAT
Resale value	14 851,20 € Incl. VAT
Margin	-2 500,00 € Excl.
Professional expenses	-400,00 € Excl.
Financial expenses	-52,18 € Excl.
UV Reconditioning costs	-1 069,63 € Excl.
VAT on margin	-804,36 €
Group trade-in price	10 025,03 € Incl. VAT
Customer trade-in price	10 025,03 € Incl. VAT



[Technical characteristics](#)

78 days average publication

Request for recovery estimate n°2264 made by **Administrateur ADMINISTRATEUR** on **jeudi 11 avril 2024** for the point of sale **Point de vente 1 (Vincent S.)**.

The request was validated by **Administrateur ADMINISTRATEUR** on **jeudi 11 avril 2024** at **11:07**

Additional information

Customer comment

Settings

1) Search for adjustments applied to sales values by make.

From now on, you can search by make the adjustments applied to sales values.

A search bar has been integrated for this purpose in the pricing policy settings, in the "Adjustment" section of the sales values menu.

Example :

Which calculation method do you want?

Linear

The linear method corrects the main defect of the step method, i.e. avoiding inconsistent margins when changing levels.
For example, 12% up to 10000€ and 10% from 10001€ creates a non-linear difference between the 2 brackets (1200€ then 1000.1€).

Bearings

The step-by-step method, historically the first to exist in wafy, makes it possible to define margin areas in % or € per market price ranges.
For example, 12% margin between 5000€ and 10000€ of market price, then 1200€ between 10000€ and 15000€.

[Add an adjustment](#)

MERCEDES

All

[Diesel](#)

For : Véhicule particulier

All vehicles will be adjusted by 1 %

1) Status change for vehicle collection following a trade-in auction

Before, professionals who had won a bid on a trade-in were invited by receiving an email to come and fetch the vehicle as soon as it had reached the **physical entry** status.

For the sake of coherence from the distributors point of view, the professional who have won the bidding will now receive the email as soon as the vehicle has reached the **delivery** status in the stock.



VEHICLE AVAILABLE

Bonjour Top used cars,

We inform you that the **DACIA LOGAN MCV** vehicle, registration **DS-523-JK**, is available at our dealership **bee2link Vincent S. - Point of sale 1 (Vincent S.)** at **16 Rue Guepet, 71100, Chalon-sur-Saône**. You can pick it up right now.

Contact Point of Sale 1 (Vincent S.)

📍 16 Rue Guepet 71100 Chalon-sur-Saône

To take advantage of our best offers, please give your consent by completing our [consent form](#).

You can access our [Privacy Policy](#) and exercise your right of withdrawal.

2) Download photos in ZIP format

A new button allowing to download pictures taken by sales advisers has been added in the "Visuals" menu.

Downloaded pictures will be stored in a ZIP file for communication to interested customers.

The screenshot displays the vehicle configuration page for a Honda CR-Z Hybrid. At the top, the vehicle name 'HONDA CR-Z HYBRID' is shown next to a 'Sale stock' indicator. Below this are several action buttons: 'Make offer with this vehicle' (blue), 'Schedule a trial appointment' (yellow), 'Modify' (yellow), 'Reserve the vehicle' (yellow), and a three-dot menu (yellow). A navigation bar contains tabs for 'SYNTHESIS', 'EQUIPMENTS AND OPTIONS', 'ADDITIONAL PRODUCTS', and 'VISUALS'. The 'VISUALS' tab is active, and a blue button labeled 'Download the visuals' with a download icon is highlighted by a blue arrow. To the left of the main content is a sidebar with an 'Add a visual' button (max. size: 20Mo) and a 'No visual' placeholder. The main content area features a section titled 'Mandatory templates for publication' with a search box for 'Template name'. A light blue box contains a lightbulb icon and the text: 'Please add all the compulsory templates for the vehicle to be published on the advertisers. There are still 3 templates to be completed.' Below this, four template slots are shown: '3/4 left rear', 'Rear side', '3/4 right rear', and '3/4 right front'. The first two slots contain photos of a white car, while the last two contain blue car icons and the text 'Drag and drop a visual here'.

3) Modification of the field "Property register number"

In the past, it was compulsory to complete the field "Property register number".

As this number is not always known when a vehicle enters into stock after being leased and there is no legal obligation to provide it during a sale, we have made entering this number optional.

Origin

Seller / Buyer

Select a value

Previous owner

First name, surname or compa...

Purchasing source

Freier Zukauf

Other data

Type of tyres

Select a value

Trailer hitch

Select a value

Factory code

Car registration document date

Select date

Property register number

11111

Insurance premium index

20/18/17

Commentary

4) Improved communication of vehicle power on advertisements.

We have improved the communication of power data in kilowatts to optimise the transmission of information about the power of vehicles published on Spoticar.de.

In this way, the relevance of the technical specifications displayed will be more accurate.

ÜBERSICHT **FINANZIERUNG** **UNSERE GARANTIE FÜR GEBRAUCHTWAGEN** **FAHRZEUGBEWERTUNG** **HÄNDLER**

TECHNISCHE DATEN

Leistung: **96 kW**
Fahrzeugtyp: SUV
Sitzplätze: 5
Vorherige Verwendung: Gebrauchtwagen

Leistung: 13 901 km zertifiziert
Antrieb: Automatik (8 Gang-Getriebe)
Motor: Zweiradantrieb
Farbe: Schwarz
Garantie: SPOTICAR (12 Monate)
Zulassung: 01/2023
Kilometerzahl: 13 901 km
VIN: VR3.....NJ760064
Kennzeichen: SB-PR206

TECHNISCHES DATENBLATT

1540mm 4300mm 1530mm 1467 l

PEUGEOT 2008
GT 1.5 BLUEHDI 130PS EAT8
Spoticar Stellantis & You Saarbrücken
66119 Saarbrücken 0681 932
BETRACHTET: 73 MAL IN DEN LETZTEN 7 TAGEN
PREIS: **27.3**
FINANZIERUNG: **297** nach einer Anzahlung von 5.
FAHRZEUGBEWERTUNG: **MEIN FAHRZEUG BEWERT**
Diesel Automatik 2023 13 901 km
Garantie - SPOTICAR (12 Monate)
ICH HABE INTERESSE