



MyInsights® *Aftermarket Quoting*

Overview

1. Quoting and Ordering Options
2. Quoting SOP

Created by: Elizabeth Miller
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Aftermarket Quoting and Ordering Options

1. Quote Connect (CPQ)

1. Subscriptions packages can be quoted by qty and term limit.
2. Aftermarket kits can be quoted by qty type
 1. MyInsights® kits will default the \$1,090 list price.
 1. Note: Some kits are priced lower, but to simplify quoting, only 1 common price is used.
 2. Display Only Kits
 3. Combined kits (MyInsights® Aftermarket Kit plus Display Kit)

2. Service Parts: Kits can also be quoted and ordered through your service parts department.

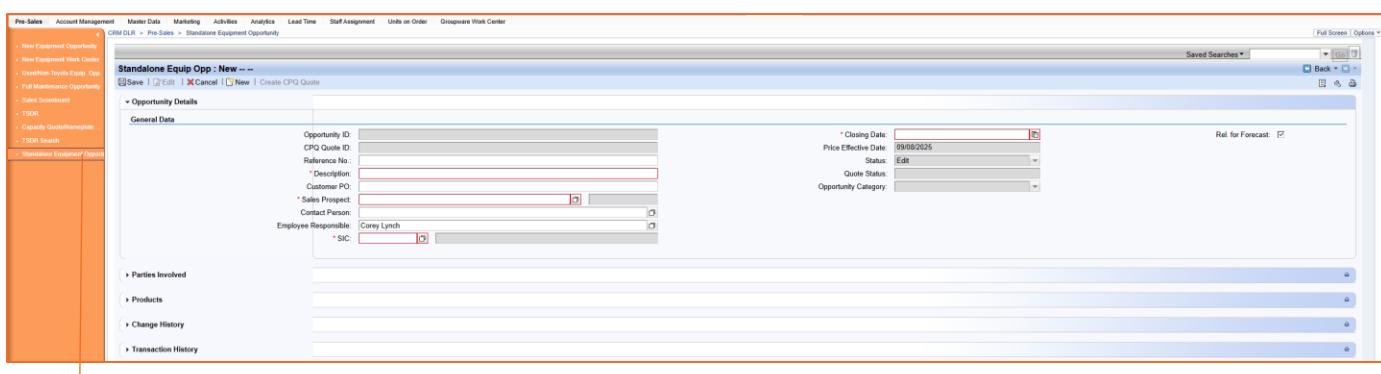
3. MyToyota Store: Customers may order their kits and subscriptions through E-commerce.

1. Correct kits are identified by model/serial.
2. Customers can order directly by location with their MyToyota Account. All parts sales run through the dealership, so dealers are still making gross profit on all parts sales.

Note: Subscriptions can only be ordered online after warranty registration to the end customer location or once a MyInsights® Kit has been paired to the vehicle.

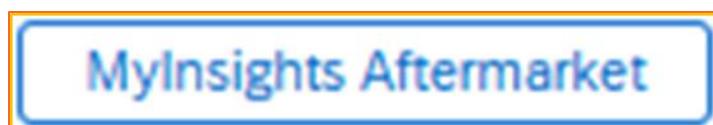
Aftermarket Quoting SOP

1. Start by creating a new “**Standalone Equipment Opportunity**” in SAP CRM.
 1. Fill out all of the required **Red** fields.
2. After selecting “Save” Quote Connect will open up the same way it does for “New Equipment” quoting.



• Standalone Equipment Opportunity

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1. Select the “MyInsights® Aftermarket” button from the “Product Quick Add” section of the quotation page.

Quote #013055701 / MASTER

Quotation

Quote Info

Status: <input type="button" value="Edit"/>	Date Created: 07/23/25	Date Modified: 08/08/25	Set for Forecast: <input type="checkbox"/>
Quote Type: <input type="button" value="MyInsights Aftermarket"/>	Effective Date: 07/24/25	Closing Date: 07/23/25	Show Ship-to on Doc: <input type="checkbox"/>
Revision: MASTER (Active) <input type="button" value="+"/>		Show PO on Signature: <input type="checkbox"/>	

Quote Header Fields

Orig. Opportunity ID / Quote ID: 0070001339	Opportunity Start Date: 07/23/25
Reference No:	Reason:
Opportunity Description: Corey MA	Quoted Quantity:
Customer PO:	Ordered Quantity:
Sales Person: John Deere	Factory Ship-to: Dealer
Contact Person: Megan Moore	FIPS County: Elkridge 15
Employee Responsible: CLINICCorey Lynch	FIPS State: MD-45
SIC: 732	Account Classification:
Stock Truck #: 000000000	Conquest Flag: Yes
Language: English	

Product Quick Add

<input type="button" value="MyInsights Information"/>	<input type="button" value="Add Row"/>	<input type="button" value="Download Excel File"/>
Product Description:	Quantity:	

Products
Cart is empty.

2. Select “Add Row” Product Quick Add Section.

Important Notes:

- **Hardware quantity** will provide the price for total number of kits you quote.
- **Subscription quantity** will be the number of months you want the subscription.

3. Add as many rows as needed and select from the products in the drop-down menu.

<input type="checkbox"/>	Product Description: MyInsights Plus
<input type="checkbox"/>	Product Description: MyInsights Plus Compliance
<input type="checkbox"/>	Product Description: MyInsights Display
<input type="checkbox"/>	Product Description: MyInsights Kits
<input type="checkbox"/>	Product Description: MyInsights Kit + Display

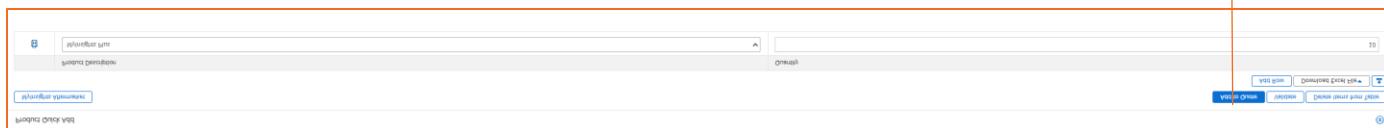
Products

Cart is empty.

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4. After selecting all of the products that are needed for quoting, select the blue “Add to Quote” button.

Add to Quote



5. Review your cart and ensure that you have all of the products that you need and then select, “1-Click Document Generation” to create your quote for your customer.

1-Click Document Generation

There will be an instruction page attached to every quote that you can give your customers on how to sign up for the subscription.