



## **MyInsights®** ***Aftermarket Quoting***

### **Overview**

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Last updated: 9/8/2025

## 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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MyInsights Aftermarket

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

Quote #013055701 / MASTER

Quote Info

Status: Edit

Quote Type: MyInsights Aftermarket

Date Created: 07/23/25

Date Modified: 09/08/25

Effective Date: 07/24/25

Expiring Date:

Region: MASTER (United States)

Not for Forecast: ☐

Show Ship-to on Doc: ☐

Show PO on Signature: ☐

Quote Header Fields

Orig. Opportunity ID / Quote ID: [Field]

Opportunity ID: 0070001139

Reference No: [Field]

Opportunity Description: Conroy, MA

Customer PO: [Field]

Sales Prospect: John Deere 01646892

Contact Person: Martin Moore

Employee Responsible: CLYNCH/Conroy Lynch

SIC: 7322

Stock Truck #: 000000000

Opportunity Start Date: 07/23/25

Reason: [Field]

Quoted Quantity: [Field]

Ordered Quantity: [Field]

Factory Ship-to: Dealer

RFP Country: Kentucky, US

RFP State: KY-45

Account Classification: [Field]

Compared Flag: No

Language: English

Product Quick Add

MyInsights Aftermarket

Product Description: [Field]

Quantity: [Field]

Products

Cart is empty.

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

Add Row

Product Description: [Field]

Quantity: [Field]

Add Row

Download Excel File

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.

Product Description

MyInsights Plus

Products

MyInsights Plus

MyInsights Plus Compliance

MyInsights Display

MyInsights Kits

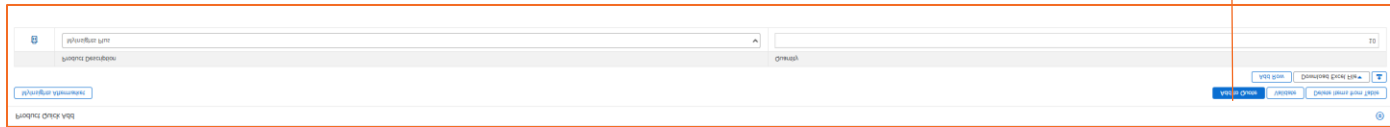
MyInsights Kit + Display

Cart is empty.

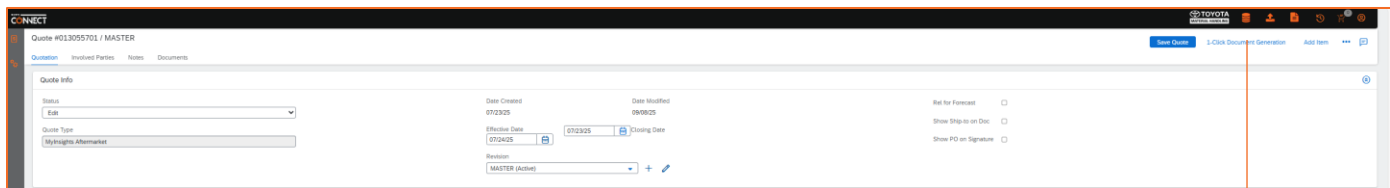
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4. After selecting all of the products that are needed for quoting, select the blue “Add to Quote” button.

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.