Autosoft recently made changes to the Parts Inventory module that affect Ford WINS compensation. In order for the Ford WINS report to be accurate, you must ensure certain information is setup correctly in your Autosoft FLEX DMS system. This document walks you through the required setup for your FORD WINS report. It also explains how the information will be pulled to the Ford WINS report. If you have any questions, please contact the Autosoft Support Desk at (800) 473-4630.

Setting Pricing Parameters

First, there must be a wholesale pricing level set in the Wholesale Pricing Levels setup for each customer classification that qualifies for compensation to Ford (**Parts**>**Setup & Updates**>**Wholesale Pricing Levels**). For each customer classification created, use the **Wholesale Pricing Level** drop-down list to select the appropriate Ford compensation code. If the wholesale pricing level is set to "none," the customer classification will not pull to the Ford WINS report even if you assign it to wholesale customers. You may set additional customer classifications, but all customer classifications used must be assigned the proper wholesale pricing level in order for the system to know where to pull the customer classification on the Ford WINS report.
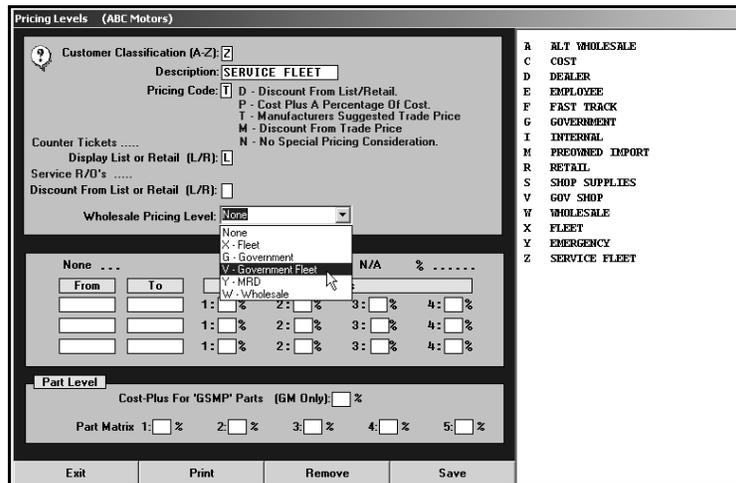
The required Customer Compensation Codes are listed below.

Code	Classification
B	Body shop over-the-counter sales
G	Government - Over-the-counter sales
J	Jobber over-the-counter sales
R	Retail customer over-the-counter sales (oil/oil filters packed for individual resale)
W	Installers over-the-counter sales
X	Fleet - Over-the-counter sales
Y	Ford Lincoln-Mercury Dealers – Sales by MRDs (includes sales made through RAPID Referral/D67)

Setting Up Customers

All customers who qualify for compensation must be set up properly in your Autosoft FLEX DMS system using either the Parts Wholesale Customers option or the Service Special Customer Parameters.

On the Wholesale Customer Information screen, the **Classification** and **Wholesale Comp Code** fields must contain the customer classification code that that corresponds to the pricing level created in the Parts setup. (To access this screen, select **Parts**>**Special Inventories**>**Wholesale Customers**>**Enter/Edit Customer Information**.)

On the Special Customer Parameters screen, the **WINS/Comp Code** field must contain the appropriate Ford customer classification code that corresponds to the Parts Pricing Level created for that customer classification in the Parts setup. You must have a corresponding wholesale classifications set up in the Parts module in order for the system to pull the appropriate quantity to the Ford WINS report. Otherwise, the part will be listed on the report with 0 as the quantity. (To access this screen, select **Service**>**System Setup**>**Special Customer Parameters**.)
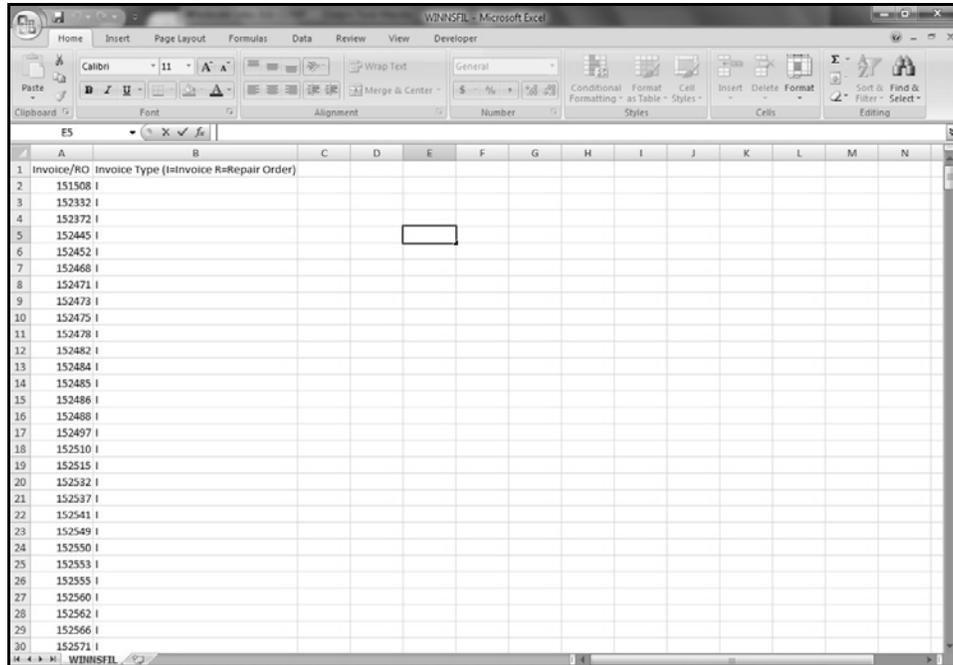
Understanding the Ford WINS Report

You generate the Ford WINNS report through **Reports>Wholesale Sales & COMP>Ford WINNS Report**. You can choose to include or exclude Motorcraft parts and specify the dates for the report.

The Autosoft Wholesale Compensation Report used to apply the Ford Wholesale compensation value to all parts, when in actuality Fleet and Government sales were not compensated at the same value. Now, the Autosoft FLEX DMS system searches the current price tape for these values. If the prices are not available, the system does not report them. There will be a footnote at bottom of the report indicating if the compensation levels were not available. Please note that this does not mean the dealer will not be compensated once the information is submitted to Ford.

The example below shows two parts sold to a service FLEET customer. No value is available to report from the price tape; however, the dealer will be compensated from Ford once submitted.

```
                              ABC MOTORS
Wholesale Comp Sales Source - FORD
Dealer Code:  05652              Wholesale Incentive Report        Date Range:05/01/2011 To 06/02/2011


Line    ------Part Number-------   --Wholesale--  ----Fleet----   ----Gov't----  Gov't Fleet        MRD       Part
Numb    Prefix    Base   Suffix    Count    Comp  Count    Comp   Count    Comp   Count**          Count**     Total

0001     KCV      190                 0        0      0       0       0                 1             0          1
0002     FL       2051                0        0      0       0       0                 1             0          1

                                   -----    -----  -----   -----   -----           -----          -----      -----
                                      0                0               0                 2             0          2

                          Total Parts     2     Total Pieces     2

Total Wholesale Claim =   $      .00
Total Fleet Claim =       $      .00
Total Gov't Claim =       $      .00
                          --------
             Total = $      .00


   *  No compensation allowed for part
   ** Compensation levels not available




Wholesale Comp Sales Source - FORD                              (06/02/2011 08:19:38)
```

Once the system generates the Ford Wins report, it also saves a file named "WINNSFIL.CSV" in C:\ASITEXT. This is the file you upload to Ford. The file will list the document number and the invoice type (I for invoice or R for RO).

Submitting the WINS Report to Ford

You submit WINS through WINS-on-the-Web (WOW). Use the following instructions to upload the WINS file.

1. Access WOW.

2. Select **Upload Invoice/RO**.

3. Select the file **C:\ASITEXT\WINNSFIL.CSV**.