INTERNATIONAL
DECISION SYSTEMS

DUSQ
(Dedicated Updating Service for Quotations)

DUSQ – the Dedicated Updating Service for Quotations converts base data through a series of Programme Modifiers to provide a users Quotation system with user specific Vehicle Pricing, Residual Value Forecasts and Maintenance Budgets.

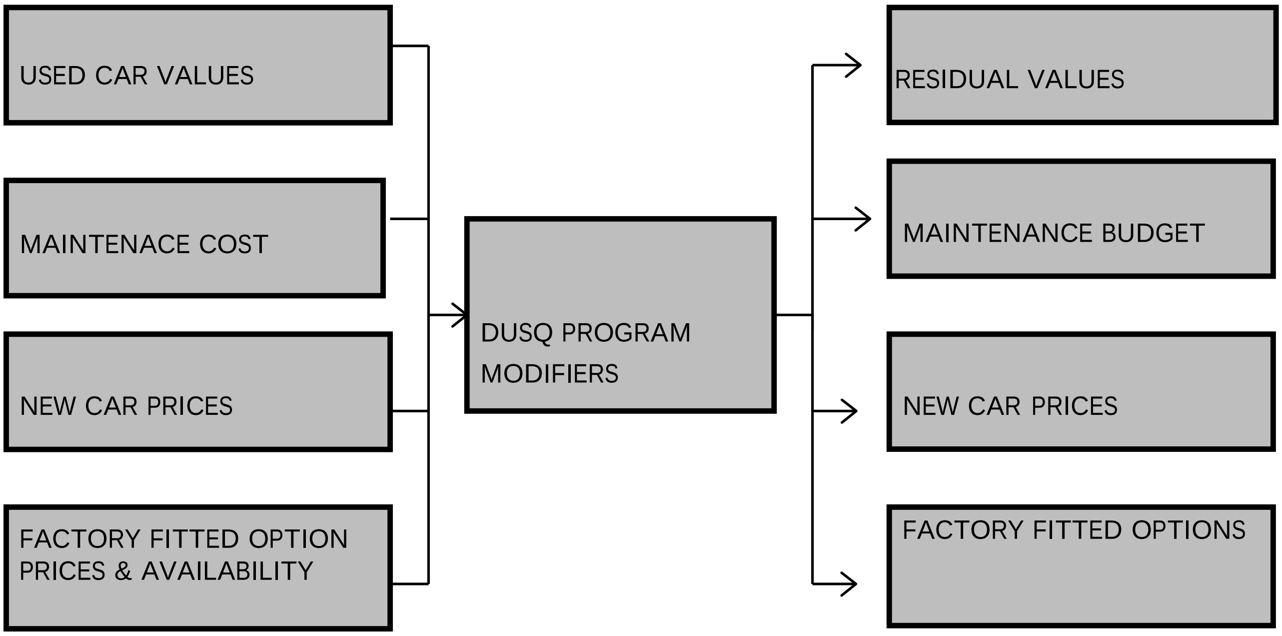
DUSQ

International Decision Systems

DUSQ (Dedicated Updating Service for Quotation Systems) takes the base data produced by IDS and passes it through a series of “Parameters” or “Filters” which modify the information to reproduce data unique to the individual end user.

INPUT
Base Data

OUTPUT
Dedicated Client Data



A major benefit of using the parameters is to enable the data to be filtered quickly to avoid the unsatisfactory interrogation of thousands of database entries.

The major elements produced from the DUSQ System are user defined Residual Values (R V’s) and Maintenance Budgets. R V’s will be calculated using an “Historical” method or a “Futuristic” method.

Maintenance Budgets are prepared from pre-determined tables based on pence per mile running costs created by the FleetWare SMR module.

The DUSQ System is updated through a bureau service operated by IDS. This constant flow of data ensures that the System base data is consistently up to date.

IDS will maintain the CAP coding to ensure all new models are identified within the System. Additionally the Fleetnet code is incorporated in the System to provide improved user flexibility.

System Updates

At various intervals users will receive a black System Update disk from IDS. This contains improvements or enhancements to the System and is always accompanied with an explanation of what is contained on the disk.

Data Updates

Data Updates are on either CD or electronically transmitted by IDS. The updates provide all the latest information and data required to keep the System database right up to date.

Data Display Screens

Enables the user to view information on the System for each vehicle. It can be used to view the effect of setting up or changing parameters.

Through a series of screens bringing together each of the parameters which recognise the vehicle details; options, maintenance, discounts, volume related bonuses, VAT, MRP, Residual Values, UCV database, benchmark vehicles and seasonality which effect the base data is fully available.

Database Reports

Vehicle Database List
RV and Maintenance Report
UCV Database List

Data Transfer Routines

To extract Database Information for integration into other Systems for export to a spreadsheet etc., a selection of the Database can be made and written to a floppy disk in ASCII or CSV format.

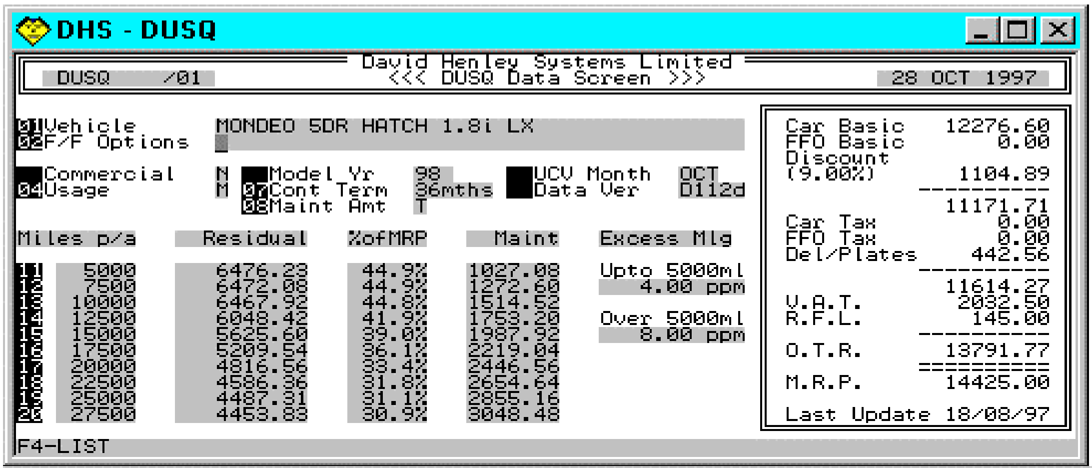
Satellite Update Disks

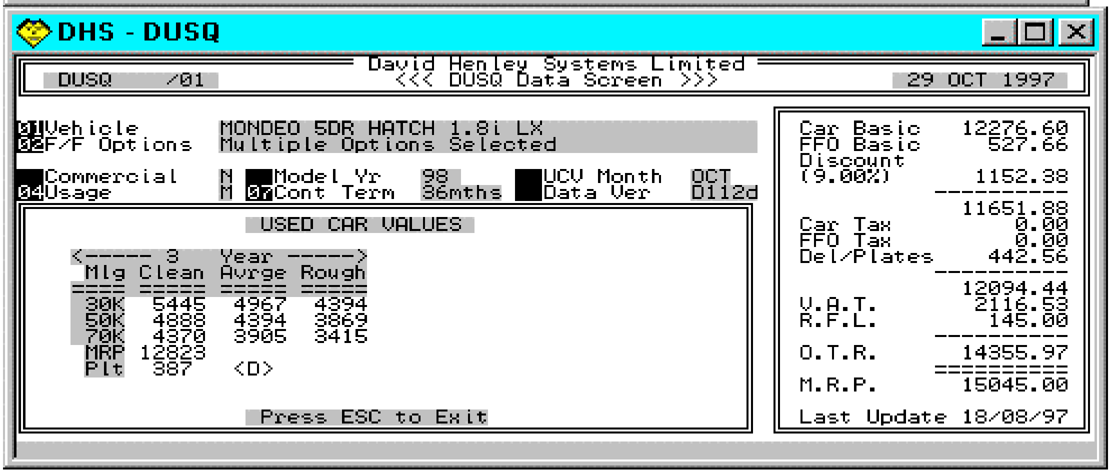
This option enables you to produce IDS formatted `Data Update Disks` from the main Live DUSQ machine to update satellite PC/portable machines.

Other Options cover

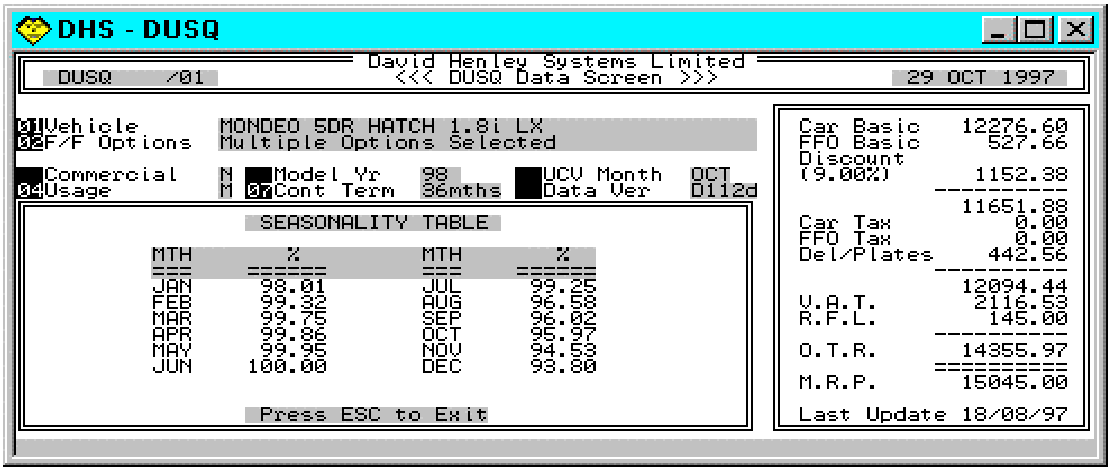
Mileage Default Parameters, All in One Vehicle Data, Vehicle Prices, Residual Values, Maintenance Values, Model Descriptions, FFO Descriptions, FFO Prices, FFO Availability, Interfirm Comparisons Download

Some screen examples





This screen shows the base used car value used to forecast the Residual Values.



This table adjusts the calculated Residual Value to take into account the seasonal fluctuations in the used car market. This depends upon the month of disposal and the UCV month in use at time of delivery.

Residual Value

The two methods available are as follows:-

Historical Method:
This method of calculating residual values takes the current market value of the used vehicle (UCV) and uses either Clean, Average or Rough conditions. This choice is made at Manufacturer level. This UCV is then expressed as a percentage of the manufacturer's retail price (MRP) of the vehicle when the vehicle was new. This percentage is then carried forward and applied to today's MRP and a residual value for the vehicle is established.

Futuristic Method:
This method of calculation takes the UCV established under the same method as Historic.

This amount is then inflated or deflated by the percentage forecast found within the Manufacturer Parameters.

These percentages can be forecast either for engine size or vehicle pricing scale.

Monthly UCV

CAP produces its Black and Red book values on a monthly basis, which IDS formulates into a UCV file.

Rolling Average

IDS will provide a 12-month Rolling average UCV file based on Cap Black and Red book.

RV Parameter Setup and Benchmarking

Direct Method:
Used predominantly where the subject is a direct replacement for the reference vehicle and is in the same IDS Model group. The subject vehicle takes the same £'s value UCV as the reference vehicle as adjusted by any variance such as a new model enhancement.

Indirect Method A
Used predominantly where the subject and reference vehicles are in different model groups. The UCV of the reference vehicle is represented as a % of its wholesale value. This % is then applied to the wholesale value of the subject vehicle. An enhancement will then, if required, be applied.

Both the Direct and Indirect methods of benchmarking automatically allow for the actual vehicle history to be used as and when it becomes available.

Secondary Methods of Benchmarking

There are two secondary methods of benchmarking as follows:

Clone Method
The Clone method of benchmarking performs as per the Direct Method except that it restricts the use of a vehicle's actual history, and uses the benchmark vehicle values until you choose to activate own vehicle history.

Group Method
The Group method performs like the Indirect methods except that it restricts the use of a vehicle's actual history, and uses the benchmark vehicles % related values until you activate own vehicle history

Maintenance (Refer to FleetWare SMR)

Servicing
Servicing costs are totalled for each year. Manufacturers recommended service intervals, parts and labour times are used. All services are taken into account, including brake/clutch fluid changes, brake inspections etc.

Maintenance
A basket of parts is identified which include; Tyres, Brakes, Clutch, Exhaust, Water Pump, Alternator, Starter Motor, Shock Absorbers, Wiper Blades etc.

Manufacturer's list pricing is used, and each part is allocated an anticipated failure rate.

Labour rates used are an average of national Main Dealer charges.

MOT
MOT costs are taken into account, with the current Department of Transport fees being used and an anticipated MOT repair cost applied.

From the above information, PPM (pence per mile) figures are arrived at.

Pricing
This facility holds all System pricing information.

Vehicle Pricing
Allows the user to override the defaults discount structure within the System in order to incorporate their own discount structure.

There is a range of Pricing Reports available

Similar functionality exists to manage the pricing of Factory Fitted Options and Dealer Fitted Accessories

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