



IN-PERSON EXPERIENCE WALKTHROUGH

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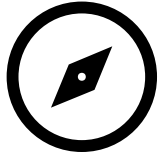


INTRODUCTION AND GUIDING PRINCIPLES

In-Person Experience

- **The Acura Digital Revolution (ADR) introduces an Omnichannel Digital Sales Experience (ODSX),** to enable clients to complete their purchase 100% through an omnichannel (in person or online) digital process. This includes the use of iPads to elevate the in-person purchasing experience for your clients while **driving client retention.**
- This guide shows one recommendation for a client walking in. We believe this recommendation enables a **transparent and seamless experience** – and we believe it can be **flexed** to fit the client, the dealer, and the real-life environment.
- This is a practical guide on how to use ODSX. But this guide represents only a few of the many ways our clients and dealers can choose to interact with ODSX.





Use this as a guide to update your workflow to sell the ZDX

Since each dealership is different, incorporate these recommendations into your own existing process as you see fit.

The key is creating a client-focused and friction-free experience that works for your dealership.



Apply Modern Selling Skills

For each step, we have annotated opportunities to apply Modern Selling Skills. We have provided suggestions on how you can continue to drive transparency, control, simplicity and seamlessness into a personalized purchasing experience.



Take Advantage of Technology

The Omnichannel Digital Sales Experience (ODSX) enables several experiences that make the buying process more enjoyable. In this guide, we will highlight key moments where technology can be used to create an effective and streamlined experience.



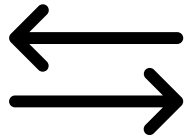
Recommended Flow

This option provides the client with a more interactive and streamlined experience using iPads and your current computers at your desk (with internet connectivity).



Traditional Flow

ODSX can still be used to do deals end-to-end your current computers and laptops (with internet connectivity) for a more traditional desking process.

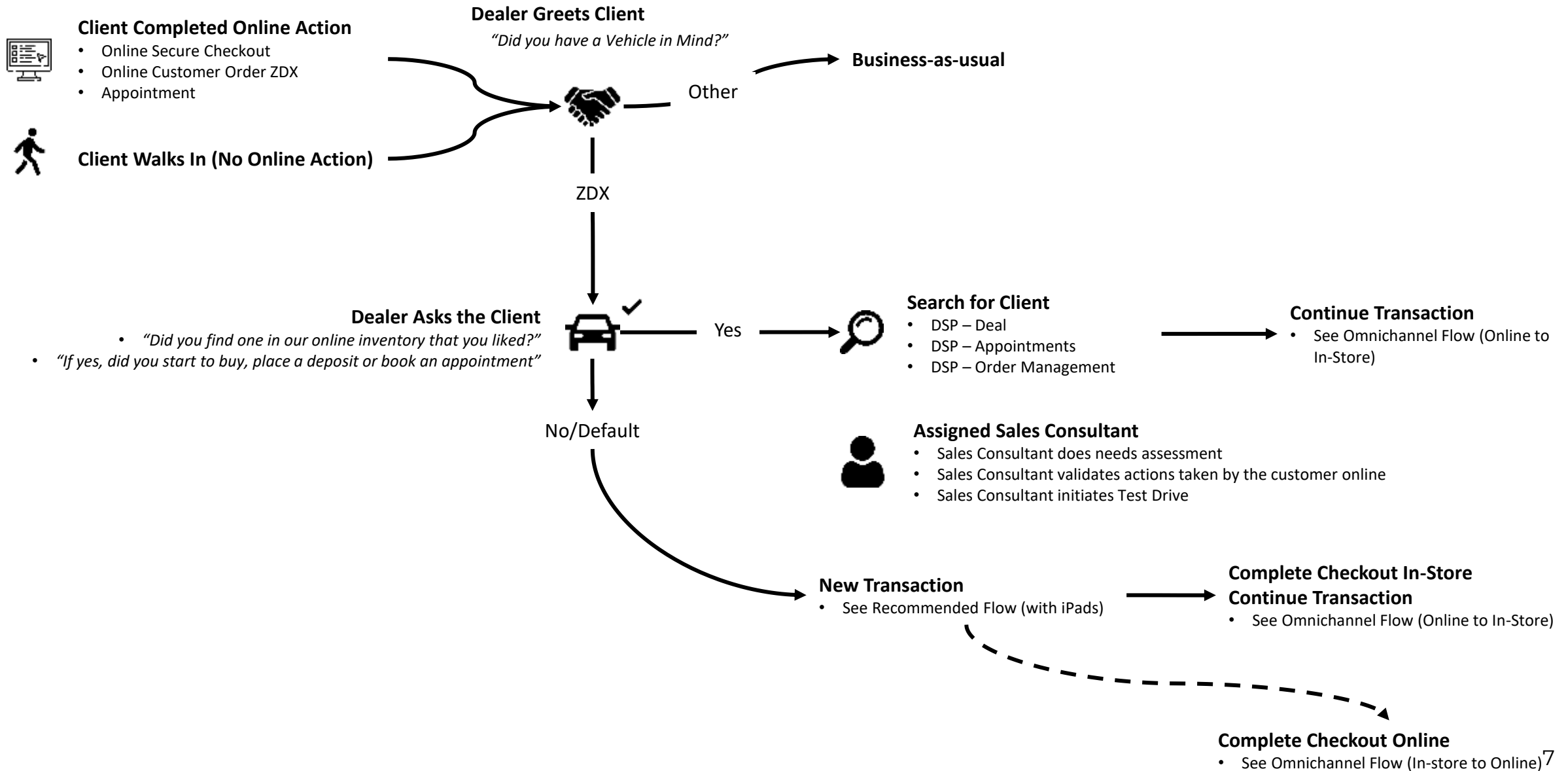


Omnichannel Flow

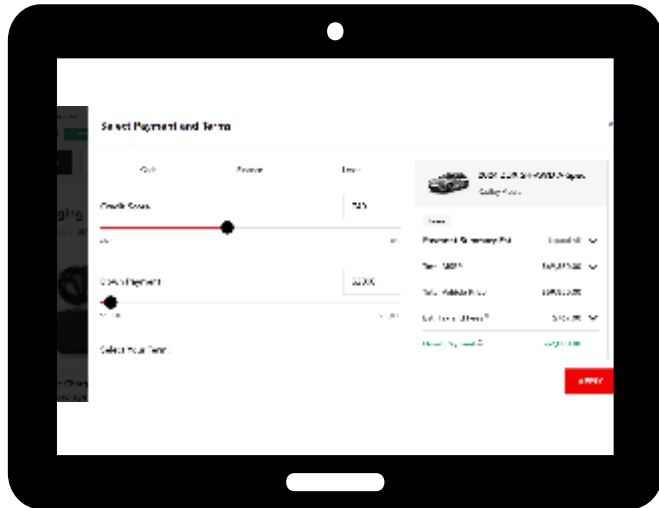
The client can choose to start online, and the dealer can see the deal in ODSX and continue the transaction.
The client can also walk-into the store and choose to complete certain steps online later.

Client goes into showroom

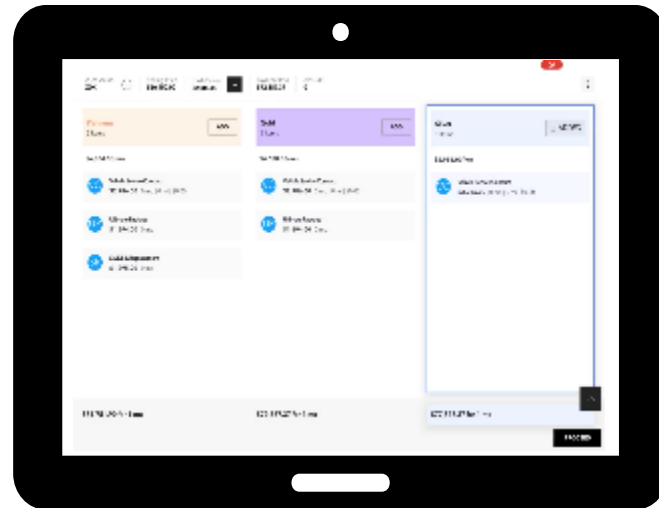
Sales Consultant Evaluates Client Needs



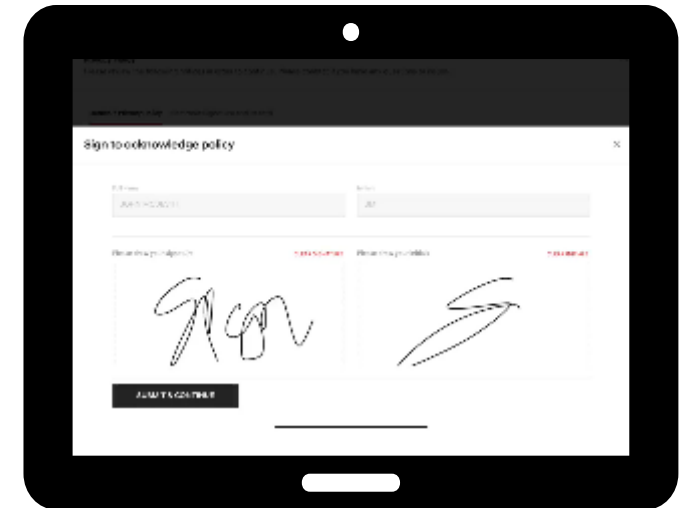
While the use of iPads for ODSX is not required, we believe using iPads elevates the experience in the following ways:



Allows the client to have **the payment estimator** on their hands for a more personalized experience.



Allows the client to have more control with an **interactive F&I menu** to help them review and select their F&I products.



Dealers can **cast documents** onto the iPad; and clients use the same device for a seamless **signing experience**.



MODERN SELLING SKILLS

- MEET CLIENTS WHERE THEY ARE
- ASK QUESTIONS AND ACTIVELY LISTEN
- ENGAGE THROUGH STORYTELLING
- STREAMLINE THE PROCESS
- USE TECHNOLOGY TO ELEVATE EXPERIENCES

Step 1 - Greeting and Check-in

- Sales Consultant warmly greets the client.
- Sales Consultant Asks: "Did you have a vehicle in mind, maybe the all-new electric ZDX?"
 - If Yes, ZDX
 - Did you find one in our online inventory that you liked?
 - Did you start to build your ZDX online, or booked an appointment?
- If the client started an appointment, a deal or has a customer order, the Sales Consultant can find the Client on ODSX using their Workstation.

Applying Modern Selling Skills

-  Assess if the client is interested in an ODSX-supported vehicle
-  Understand if the client has completed something online (view inventory, custom build a ZDX or make an appointment)
-  Seamlessly pick up from where the client left off if the client already started a deal; or if they have an appointment for a test drive.



Step 2 - Needs Assessment and Explore Cars

- Sales Consultant walks around the dealership with the Client to understand preferences
- Sales Consultant offers the client for a test drive (collecting documents in compliance with state rules)
- Sales Consultant asks if the client has a trade-in and views condition to add to deal later
- Sales Consultant can use the iPad to view Acura.com (Tier 1) on a browser. Then filters for the dealer inventory and selects the Client's target vehicle
 - If desired MTOC (Model, Trim, Options, Color) is unavailable, Sales Consultant can guide the client to build and order their ZDX, and place a deposit using an iPad
- Client can have more control using the payment estimator to explore charging packages, add-ons.
 - If client is unsure of cost of home charger installation, the Sales Consultant can help direct them get a quote on HomeElectric.Acura.com

Applying Modern Selling Skills

-  Ask open-ended or follow-up questions to understand the needs of your client. Ask how much time the client has.
-  In some cases, your client may want to do a virtual walkaround or test drive; prepare pre-recorded videos and test video conferencing links
-  Use the Modern Selling Skills Storybook to connect with the client
-  While you are on the lot, inspecting the trade-in and taking photos after the test drive saves your client a trip to the lot



Step 3 - Build Deal

- Using the iPad, Client starts deal online with their chosen ZDX by clicking Buy Online and logging in or creating an account on Acura.com. The dealer should be selected by default.
- Client fills in Personal Details (creating a lead)
- At this point, the Client can continue checkout on the iPad, guided by the dealer; or the Sales Consultant can invite the client to their workstation and pick up the deal from the ODSX Dealer Portal by filtering for the client's name and selecting the newly created deal. Once at the workstation, the Sales Consultant opens the Digital Transactions App and docks the iPad.

Applying Modern Selling Skills

-  To ensure that nobody else creates a deal with the client's chosen vehicle, [the Sales Consultant can offer to take a deposit.](#)
-  Continue to engage the client by highlighting the importance of creating an Acura.com account (performance lease offer, App, AHE)
-  When your dealer website is connected to Acura.com, you can direct the client to use the dealer website to begin their purchase.
-  Using iPads creates a more interactive and transparent purchasing experience for the client; but it is not required.



Step 4 - Negotiate Deal and Trade-in

- Sales Consultant works with Client on deal and confirms terms, add-ons, complimentary charging package and subscriptions
- If adding a trade-in, Sales Consultant can enter VIN and mileage, and use Kelley Blue Book and Blackbook to get Instant Cash Offer (ICO)
- The Sales Consultant can choose the ICO or their own Dealer Offer, and enter the value to the Actual Cash Value to update the monthly payment or cash total

Applying Modern Selling Skills

-  Continue to ask questions and actively listen to identify add-ons, and the suitable charging package for the client
-  Leverage the ODSX functionality to get multiple ICOs for transparency; and use those offers to configure a competitive custom dealer offer, if desired.
-  Use ODSX to add a trade-in or adjust the client's downpayment. This allows for a recalculation of their lease/financing terms, and a seamless negotiation with the client.



Step 5 - Purchase F&I Products, Accessories, Extras

- Sales Consultant casts the F&I menu on the iPad and guides the Client through options.
- Sales Consultant can offer to get them a beverage, so the client has time to explore on their own and feel in control.
- Client selects F&I products, can customize packages as needed
- Sign an acceptance-declination sheet (if dealer policy), and Client signs the F&I sheet on iPad
- Alternatively, the Sales Consultant can swivel their workstation to show the F&I menu, or print documents for viewing options and signing documents.

Applying Modern Selling Skills

 This section can be completed with the same Sales Consultant to maintain a single point of contact; or the Sales Consultant can bring the F&I Manager to the Client to make an introduction.

 Using an iPad allows the Sales Consultant to cast the F&I menu. ODSX brings in an interactive platform that allows clients to explore different F&I options to provide more control for the client.

 Consider leaving the client with the F&I menu to explore options while grabbing their preferred beverage

 Share anecdotes or scenarios that highlight the value of F&I products



Step 6 - Finalize Credit Application and Sign Documents

- Client completes credit application via ODSX Concierge link on their personal device; selects their lender (NOTE: multiple lenders will only be visible if those lenders are configured in ODSX and are DFE-enabled)
- Prepare the DMV Registration/pink slip and other final documents to prepare for delivery.
- For leases and financing deals, the Sales Consultant/Manager or F&I Manager logs into iDeal (for AHFC deals) or to UniFi (for third-party lenders). They send the Remote Signing link to client; or print out lending documents. Client signs the documents.
- Sales Consultant casts additional ODSX documents to iPad; Client signs documents
 - Alternately, the client can continue using the ODSX Concierge link on their device to sign documents

Applying Modern Selling Skills

-  Use the ODSX Concierge link to fill out their credit application on their personal device and to sign documents using their own personal device or store iPad.
-  ODSX makes it easy for the Sales Consultant to send the Client a copy of the signed documents (email, print out or save to drive)
-  ODSX provides options to digitally sign documents, or physically print out documents for signing. Use the simplest process for your client or per local regulations.



Step 7 - Make Payment

- Client selects a method of payment, provides information to Sales Consultant or F&I Manager
- Sales Consultant collects payment (per current dealer process) and records payment in ODSX on workstation, printing receipt for client.
- Sales Consultant books deal using ODSX
- Sales Consultant gets the iPad and ensures the client is signed out of Acura.com, and close any other browsing tabs the client has opened

Applying Modern Selling Skills

-  ODSX supports several payment options including Cash, Check, ACH, Credit Card or a connected terminal (requires configuration)



Step 8 - Vehicle Delivery

- Client completes the Personalized Settings Worksheet
- Prepare the DMV Registration/pink slip and other final documents needed for delivery.
- Sales Consultant does walkthrough of vehicle using Perfect Delivery Checklist* on ODSX using the iPad
- Schedule a second delivery (redelivery) or a check-in, if the client prefers.
- Remind the client to download the Acura EV app
- After delivery, don't forget to generate the RDR in your DMS or iN. Include the client's selected charging package on the RDR.

**Available now on iN. Will be available on ODSX Summer 2024*

Applying Modern Selling Skills

-  Use the Perfect Delivery Checklist as a guide to walk the client through some key features of the ZDX
-  Use delivery to mention the importance of the Acura EV app to manage their vehicle, and to claim their charging credits.
-  Ensure that the client's vehicle has AcuraLink® Connected by OnStar® activated to enable OnStar's safety features.
-  Consider offering delivery options to the client's location to provide a uniquely personalized experience.





ALTERNATE FLOWS

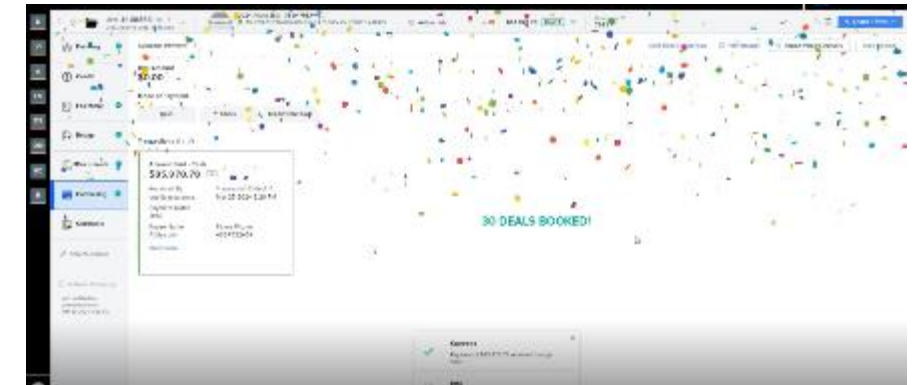
Use the Traditional Flow if: You don't have iPads in the showroom; or if the client prefers the dealer drives the deal using a traditional deal creation process within ODSX.

Prior to starting the deal, consider doing a walkaround and/or a test drive if they haven't done so already.

1. Make sure the client is comfortable at your workstation; consider offering a beverage before starting.
2. Sales Consultant opens ODSX at their workstation and clicks on the Vehicle Inventory (VI) Tile.
3. Sales Consultant searches for the vehicle the client was interested in and confirms if there are any active deals associated with the vehicle (Active Deals column).
4. Sales Consultant clicks on the Vehicle, and on the Vehicle Details page, clicks on the "Start a Deal" button.
5. On the New Deal page, the Sales Consultant can select an existing client profile; or create a new client by going to the Customer Tab and then clicking on the Build Customer button.
 - If the Sales Consultant creates a new Customer, the Sales Consultant collects information about the client to complete their profile. Make sure the name, email, phone number and Zip Code fields are filled in. Then clicks on Add Customer.
 - **IMPORTANT:** The vehicle in a new deal, **by default is not reserved**. Other Sales Consultants can create deals with those vehicles. As needed, **the Sales Consultant can also put a hold on the vehicle** within ODSX by taking a deposit. See [Deal Confirmation and Reserving VINs](#).
6. After confirming the client has been added, the Sales Consultant clicks on the Start button on the New Deal page

After selecting the vehicle on ODSX, and linking the client profile with the vehicle:

Deal Details	Personal Purchase	Loan 24 mo	Loan 84 mo	Cash 1	Lease 84 mo
Customer Cash 1	\$ 6,000.00	\$2,895.81 /mo	\$1,068.07 /mo	\$67,443.32	\$0.00 /mo
Customer Cash 2	\$ 2,300.00	\$3,063.27 /mo	\$1,129.83 /mo	\$71,343.32	\$0.00 /mo
Customer Cash 3	\$ 2,200.00	\$3,058.97 /mo	\$1,128.24 /mo	\$71,243.32	\$0.00 /mo
Deposit	\$ 0.00	-	-	-	-
Lender	Tier 1	ACUFS	ACUFS	+Add OSF	ACUFS
APR/ Money Factor	APR/MF %	2.9 %	8.5 %	+Add Reserve	0
Residual	Input Residual %	-	-	-	0
Yearly Miles	Input Yearly Miles mi	-	-	-	10000
Rebate	Update \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
We Owe/ Accessories	Update \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
F&I Menu	Update \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Days to first payment	Input Days 30	30	-	0	-
Fees	Update \$1,320.75	\$1,320.75	\$1,320.75	\$1,320.75	\$1,320.75
Security Deposit	-	-	-	0	-
Payment Frequency	Monthly	Monthly	One Time	Monthly	-
Financed/ Adjusted Capital Cost	\$67,443.32	\$67,443.32	\$67,443.32	-	-
Loan to value ratio	102.42 %	102.42 %	-	-	-
Taxes	\$6,272.57	\$6,272.57	\$6,272.57	\$0.00	\$0.00
Drive Off	-	-	-	\$0.00	\$0.00
Finance Charge	\$2,056.12	\$22,274.56	\$0.00	\$0.00	\$0.00
Out Of Pocket Cash	\$6,000.00	\$6,000.00	\$73,443.32	\$0.00	\$0.00



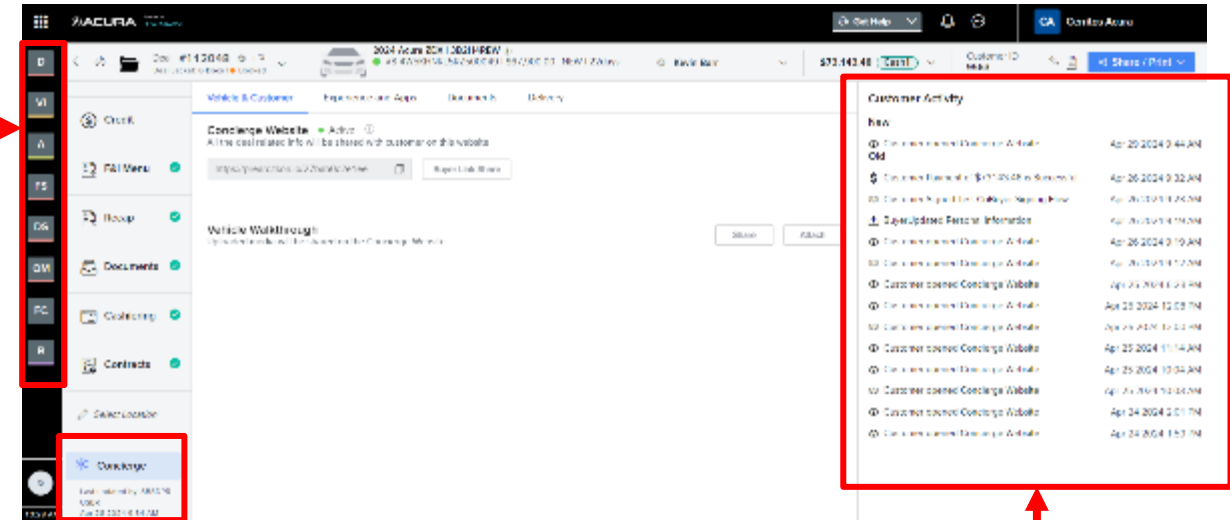
8. Continue configuring the deal using the Desking, F&I Menu and other tabs on the Deal screen. The Sales Consultant can also swivel the monitor or print documents (e.g. four-square sheet) so that the client can have more information.

9. Finish the deal by completing the necessary credit applications, documents, payments. You can also print any necessary documents for a wet signature; or choose to upload a file of the signed documents. For lease or financing deals, don't forget to Import the deal into UniFi or iDeal, and sign any additional documents.

10. After collecting payment, the Sales Consultant prints a receipt and clicks on Book Deal; then generate the RDR in the DMS or iN and include charging package on the RDR.

Use the Online to In-Store flow if: You learn that client made an appointment online, ordered a ZDX, or started the deal by selecting a ZDX and logging in.

1. Depending on the situation, the Sales Consultant searches for the Client using different sections/tiles in ODSX using iPad or Workstation:
 1. If the client has an appointment, use the Appointments (A) Tile
 2. If the client ordered a ZDX, use the Order Management (OM) Tile
 3. If the client started a deal, selected a vehicle and logged in, check the Deals (D) Tile
2. Sales Consultant reviews the information on ODSX and confirms with the Client the steps they have taken.
3. Sales Consultant continues the deal based on Client's information and ODSX information



Once you find the deal associated with the client, you can use the ODSX Concierge page to view details about client activity.

Use the In-store to Online flow if: You start the deal with the client in the store, but they prefer to complete it later.

1. Sales Consultant continues the deal in-person until the Client prefers to complete the deal later
2. **IMPORTANT:** If the Client prefers to pause, the Sales Consultant may offer **to put a hold on the vehicle** within ODSX by taking a deposit to prevent others from creating deals on that vehicle. This process can be reversed, as needed. See [Deal Confirmation and Reserving VINs](#).
3. Sales Consultant can pause desking at any time. Examples of these key moments* include:
 - Credit Application (including adding a co-buyer and uploading documents)
 - Signing documents (including signing deal sheet or F&I documents).
3. On desking pause, Sales Consultant confirms Client's contact information and preferred communication methods
4. Sales Consultant sends ODSX Concierge link to Client via email/text
5. Client can complete outstanding steps online using their personal device; or resume their deal in-person as needed. Sales Consultant can also offer virtual touchpoints – calls, texts, video calls – to continue to discuss the deal based on the client's communication preference.



DEAL CONFIRMATION AND RESERVING VINs

Step 1. Navigate to iN to Login to ODSX Dealer Portal

Select Sales, then Omnichannel Digital Selling Exp. (ODSX)

Signed in as: SBSOPR USER | Edit Profile | Sign Out

MY IN FAVORITES | HOME | SITE MAP | IN SUPPORT | CONTACT US | NEW ALERTS

SALES | CERTIFIED PRE-OWNED | SERVICE | PARTS | BUS MGR / AFS | EXECUTIVE MANAGEMENT | BUSINESS OFFICE | ONLINE UNIVERSITY

Hide This Menu

- Acknowledgements
- Transactions
- Sales News Flash
- Sales Training
- Bulletins
- Incentives Suite
- APEX (Allocation)
- NSX Build to Order
- OCR
- Precision Crafted Courtesy Vehicle -PCCV
- Vehicle Management
- Vehicle Registration
- Omnichannel Digital Selling Exp. (ODSX)**
- Brainfree Payment Account Enrollment
- AcuraLink
- Acura Client Experience
- Tax form 1099
- Performance Reports
- Model Information
- Perfect Delivery
- Customer Leads
- Lead Management
- Dealer Marketing & Advertising
- Acura Digital Dealer Program (ADDP 2.0)
- Acura Performance Center
- Accessory Marketing
- ADALP
- Sales Library
- Honda Associate Lease Opportunity (HALO)
- Digital Sales Platform Test
- Digital Sales Platform Stage
- eMail

Airbag Recall | Dashboard | Help | Print

Sales

Top Story



Acura Expands Support of Indie Film Community at Sundance Film Festival; Announces Schedule of Sundance Programming Jan 20 - 23

JANUARY 17, 2023

Reflecting its heritage as a challenger brand, Acura is headed to Park City as the Official Vehicle and Presenting Sponsor of the 2023 Sundance Film Festival committed to supporting emerging artists and underrepresented voices in film. The brand's efforts will be brought to life through engaging programming partnerships and the independent spirit of Sundance's filmmakers whose innovative thinking and power of imaginative storytelling will be on full display. This year, Acura is showcasing its dedication to highlighting like-minded organizations such as the **NAACP, The Latinx House, Outfest, the Latino Filmmaker's Network** and a DEI panel discussion with **Prime Video/IMDb**, by providing a platform for creative partners to shine a light on important initiatives. [\(Read More\)](#)

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Team Acura Podcast

TEAM Acura PODCAST

Team Acura Podcast

Here's where to listen to the Team Acura Podcast, where you meet the people behind the brand and connect to all things Acura. The Tea ... [\(Read More\)](#)

Top Video

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Acura Integra 2023 NA Car of the Year

Spotlight



Honda Unveils Next-generation Technologies to Debut in Honda Sensing 360 and Honda Sensing Elite Safety and Driver Assistive Systems

Honda today announced plans to expand the capabilities of its previously announced Honda Sensing 360 and Honda Sensing Elite advanced safety

Quick Links

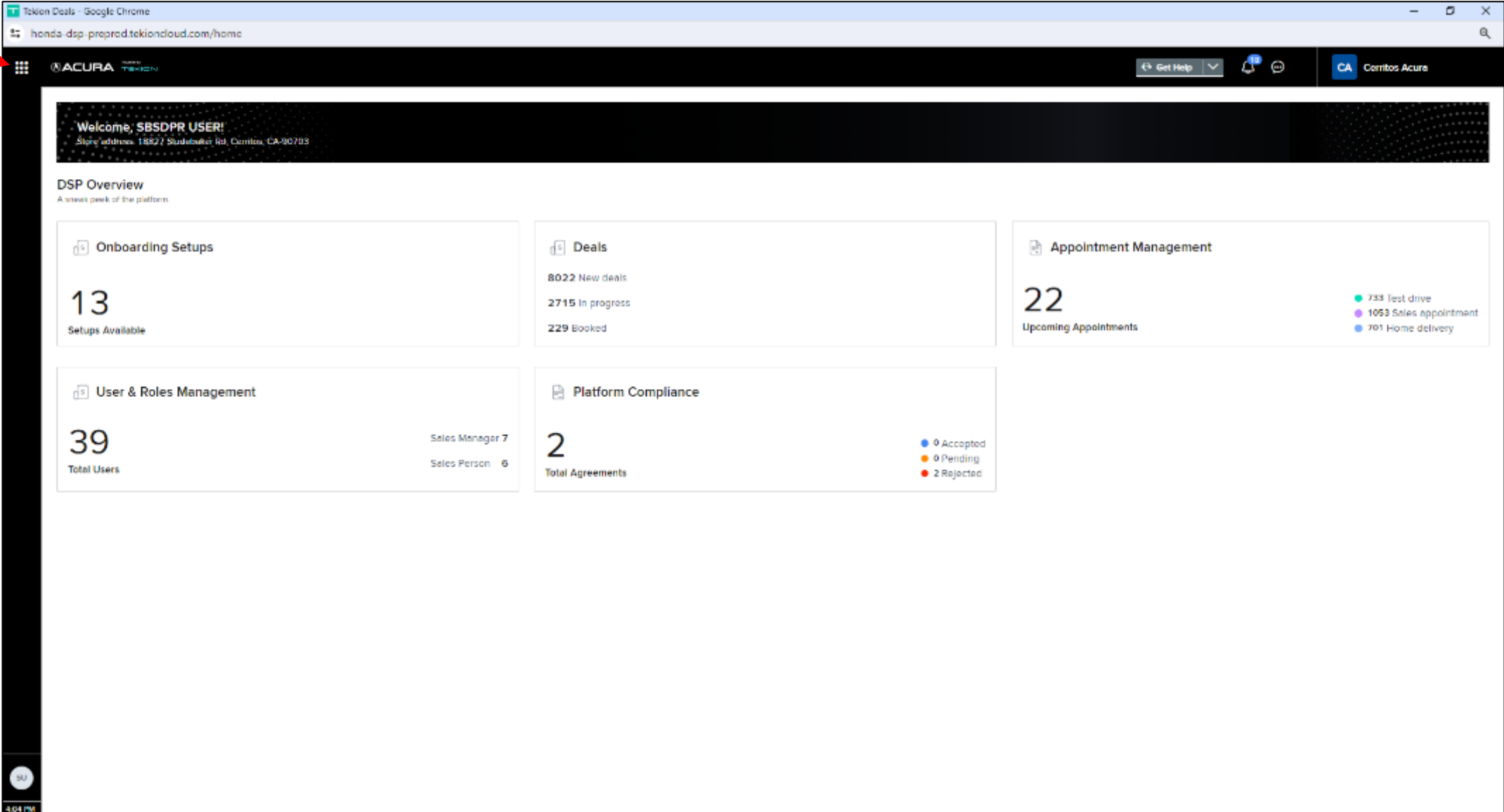
- [Sales and Marketing Bulletins](#)
- [Associate Status](#)
- [Management Reports](#)
- [AFS National Bulletins](#)
- [VIN Inquiry](#)
- [Vehicle Locator](#)
- [What's New on iN](#)
- [AdBuilder](#)
- [AcuraLink Vehicle Enrollment](#)
- [Acura Info Center](#)

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Step 2. Navigate to Deals Module in ODSX Dealer Portal

From the ODSX home page, select the **menu** to view all modules

Menu



Token Deals - Google Chrome
honda-dsp-preprod.tekioncloud.com/home

ACURA

Get Help

CA Corinto Acura

Welcome, SBS DPR USER!
Store address: 18527 Studebaker Rd, Corinto, CA 90703

DSP Overview
A sneak peek of the platform

Onboarding Setups
13
Setups Available

Deals
8022 New deals
2715 In progress
229 Booked

Appointment Management
22
Upcoming Appointments
733 Test drive
1053 Sales appointment
701 Home delivery

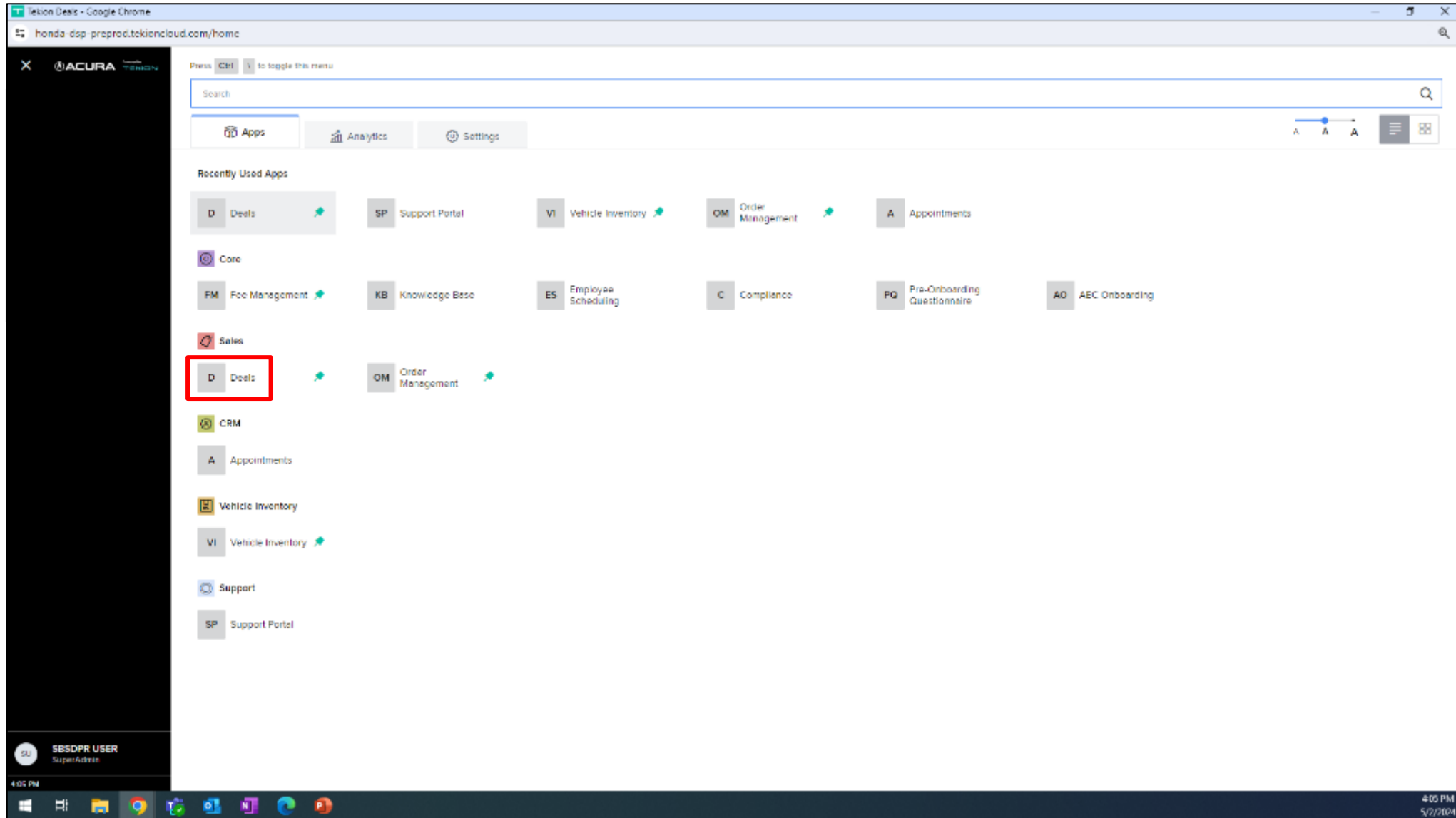
User & Roles Management
39
Total Users
Sales Manager 7
Sales Person 6

Platform Compliance
2
Total Agreements
0 Accepted
0 Pending
2 Rejected

4:04 PM

Step 2. Navigate to Deals Module in ODSX Dealer Portal

In the menu, select the **Deals** module under the Apps tab



Tekion - Google Chrome

honda-dsp-preprod.tekioncloud.com/sales/deals

ACURA

TEKION

Get Help

13

CA

Cerritos Acura

Start Deal

Deals

11

Status: Select...

Contract Date: Start date - End date

Reset

11,526 Results

All

Search...

Actions

	Notes	Deal#	T4	Deal Type	T4	Stock#	T4	Vehicle	S 1	Status	T4	Customer	Salesp erson	T4	Sales Manag	T4	F&I Manag	T4	Vehicle Age	T4	Quote Age	T4	Contra ct Age	T4	Contra cts In	T4	Price	T4	C m
☐		113103		Personal Purchase		UA2300900		2023	Used	Quote		-	Assign		Assign		Assign		13		0 days				\$0.00		\$42,000.00		\$...
☐		113102		Personal Purchase		S-4W5KHRL1RZ048004		2024	New	Confirmed		-	Assign		Assign		Assign		24		0 days				\$0.00		\$70,500.00		\$...
☐		113101	7	Personal Purchase		S-4W5KHRL2RZ017002		2024	New	In F&I		Ananya Sarkar	Assign		Assign		Assign		24		0 days				\$0.00		\$65,500.00		\$...
☐		113100		Personal Purchase		R5A2300267		2023	Used	Quote		Gasautomation Testlgr	Assign		Assign		Assign		34						\$0.00		\$52,990.00		\$...
☐		113099	1	Personal Purchase		A2400551		2024	New	Booked		Rosie Murzik	Assign		Assign		Master		61		0 days		0		\$0.00		\$51,850.00		\$...
☐		113098		Personal Purchase		S-4W5KHRL5RZ420040		2024	New	Quote		Jaclyn Anderson	Assign		Assign		Assign		29						\$0.00		\$61,500.00		\$...
☐		113097		Personal Purchase		S-4W5KHRL5RZ420040		2024	New	Quote		Ishwarya Moorthy	Assign		Assign		Assign		29						\$0.00		\$61,500.00		\$...
☐		113096	2	Personal Purchase		A2300614A		2021	Used	In F&I		Wilma Pearson	Assign		Assign		Assign		61		0 days				\$0.00		\$33,625.00		\$...
☐		113095		Personal Purchase		S-4W5KHRL5RZ420040		2024	New	Quote		Ishwarya Moorthy	Assign		Assign		Assign		29						\$0.00		\$61,500.00		\$...
☐		113094	2	Personal Purchase		A2400447		2024	New	Quote		Wilma Pearson	Assign		Assign		Assign		61						\$0.00		\$61,100.00		\$...
☐		113093		Personal Purchase		A2400556		2024	New	Quote		Akileh Feeney	Assign		Cerritos		Assign		61						\$0.00		\$49,150.00		\$...
☐		113092		Personal Purchase		A2400375		2024	New	Lost		Akileh Feeney	Assign		Assign		Assign		61						\$0.00		\$57,550.00		\$...
☐		113091		Personal Purchase		A2400556		2024	New	Quote		Lakiesha Rutherford	Assign		Assign		Assign		61						\$0.00		\$49,150.00		\$...
☐		113090		Personal Purchase		R5A2400241		2024	Used	Quote		Bernard Schams	Assign		Assign		Assign		13						\$0.00		\$30,300.00		\$...
☐		113089		Personal Purchase		A2300614A		2021	Used	Quote		Mala Feeney	Assign		Assign		Assign		61						\$0.00		\$33,625.00		\$...
☐		113088		Personal Purchase		A2400551		2024	New	Quote		Leanne Heidenreich	Assign		Assign		Assign		61						\$0.00		\$51,850.00		\$...
☐		113087		Personal Purchase		A2400337		2024	New	Quote		Christel Macgyver	Assign		Assign		Assign		61						\$0.00		\$51,150.00		\$...
☐		113086		Personal Purchase		A2400267		2024	New	Quote		Carol Haley	Assign		Assign		Assign		61										

Step 4. Select Vehicle

On the New Deal page, navigate to the **Vehicle** tab to select the vehicle to be held for the client

- Note: Client or lead details do not need to be entered at this time

The screenshot shows the ACURA New Deal page. The 'Vehicle' tab is selected and highlighted with a red box. Below the tabs, there is a table of available vehicles. A red arrow points to the first row of the table, which is highlighted in blue.

Notes	Stock #	VIN #	Vehicle	Stock Type	Status	Age (Days)	MSRP	Ext. Color	Int. Color	Invoice Price	Retail Price	Profit	Active Deals In	Trim Details	Mileage	Options	Vehicle Location	Dealer Name
	A240039	5J8YD8H95RL002784	2024 Acura MDX	New	Stocked In	61	\$74,100.00	Majestic	Ebony	\$69,135.00	\$70,800.00	\$70,800.00	No Ongoing	SH-AWD Th	6 MILES	79	-	Cerritos Acura
	S-4WSKH	4W5KHPRL1R2648002	2024 Acura ZDX	New	Stocked In	24	\$73,500.00	Mercury	Ebony	\$71,999.00	\$70,500.00	\$70,500.00	1 Ongoing	SH-AWD Ty	1 MILES	16	-	Cerritos Acura
	S-4WSKH	4W5KHPRL1R2648003	2024 Acura ZDX	New	Stocked In	24	\$73,500.00	Mercury	Ebony	\$71,999.00	\$70,500.00	\$70,500.00	1 Ongoing	SH-AWD Ty	1 MILES	16	-	Cerritos Acura
	S-4WSKH	4W5KHPRL1R2648006	2024 Acura ZDX	New	Stocked In	24	\$73,500.00	Mercury	Ebony	\$71,999.00	\$70,500.00	\$70,500.00	No Ongoing	SH-AWD Ty	1 MILES	16	-	Cerritos Acura
	S-4WSKH	4W5KHPRL1R2648006	2024 Acura ZDX	New	Stocked In	24	\$73,500.00	Mercury	Ebony	\$71,999.00	\$70,500.00	\$70,500.00	1 Ongoing	SH-AWD Ty	1 MILES	16	-	Cerritos Acura
	S-4WSKH	4W5KHNR1R2017003	2024 Acura ZDX	New	Stocked In	24	\$68,500.00	Mercury	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1R2017004	2024 Acura ZDX	New	Stocked In	24	\$68,500.00	Mercury	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500001	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500004	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	No Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500003	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500005	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	2 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500006	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500007	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500008	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500009	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500010	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	2 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500011	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	3 Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500012	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	No Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura
	S-4WSKH	4W5KHNR1SR2500013	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Ahy	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	No Ongoing	SH-AWD A-	1 MILES	10	-	Cerritos Acura

Step 5. Click Start

Once a vehicle has been selected, click **Start** in the bottom right of the New Deal page to continue

The screenshot shows the Acura New Deal page in a web browser. The page title is "New Deal" and the vehicle selected is "2024 Acura ZDX". The page displays a list of vehicles with columns for Notes, Stock #, VIN #, Vehicle, Stock Type, Status, Age (Days), MSRP, Ext Color, Int Color, Invoice Price, Retail Price, Profit, Active Deals In, Trim Details, Mileage, Options, Vehicle Location, and Dealer Name. The first vehicle in the list is a 2024 Acura MDX. The second vehicle is a 2024 Acura ZDX, which is highlighted in blue. Below the list, there is a "Selected Vehicles for Deal" section showing the 2024 Acura ZDX with a "Primary" status and a price of \$73,500.00. A red bracket is drawn around this section. In the bottom right corner, there is a blue "Start" button, which is highlighted with a red rectangle.

Notes	Stock #	VIN #	Vehicle	Stock Type	Status	Age (Days)	MSRP	Ext Color	Int Color	Invoice Price	Retail Price	Profit	Active Deals In	Trim Details	Mileage	Options	Vehicle Location	Dealer Name
	A240039	5J8YD8H86R1002784	2024 Acura MDX	New	Stocked In	61	\$74,100.00	Majestic	Ebony	\$69,135.00	\$70,800.00	\$70,800.00	No Ongoing	SH-AWD Ty	6 MILES	79	-	Cerritos Acura
	5-4W5XH	4W50H1PRL1R2648002	2024 Acura ZDX	New	Stocked In	24	\$73,500.00	Mercury	Ebony	\$71,999.00	\$70,500.00	\$70,500.00	1 Ongoing	SH-AWD Ty	1 MILES	16	-	Cerritos Acura
	5-4W5XH	4W50H1PRL1R2648003	2024 Acura ZDX	New	Stocked In	24	\$73,500.00	Mercury	Ebony	\$71,999.00	\$70,500.00	\$70,500.00	1 Ongoing	SH-AWD Ty	1 MILES	16	-	Cerritos Acura
	5-4W5XH	4W50H1PRL1R2648005	2024 Acura ZDX	New	Stocked In	24	\$73,500.00	Mercury	Ebony	\$71,999.00	\$70,500.00	\$70,500.00	No Ongoing	SH-AWD Ty	1 MILES	16	-	Cerritos Acura
	5-4W5XH	4W50H1PRL1R2648006	2024 Acura ZDX	New	Stocked In	24	\$73,500.00	Mercury	Ebony	\$71,999.00	\$70,500.00	\$70,500.00	1 Ongoing	SH-AWD Ty	1 MILES	16	-	Cerritos Acura
	5-4W5XH	4W5KHNL2R2017003	2024 Acura ZDX	New	Stocked In	24	\$68,500.00	Mercury	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL2R2017004	2024 Acura ZDX	New	Stocked In	24	\$68,500.00	Mercury	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500001	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500004	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	No Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500003	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500005	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	2 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500006	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500007	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500008	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500009	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	1 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura
	5-4W5XH	4W5KHNL5RZ500010	2024 Acura ZDX	New	Stocked In	28	\$67,900.00	Blue Abx	Ebony	\$66,999.00	\$65,500.00	\$65,500.00	2 Ongoing	SH-AWD A	1 MILES	10	-	Cerritos Acura

Selected Vehicles for Deal

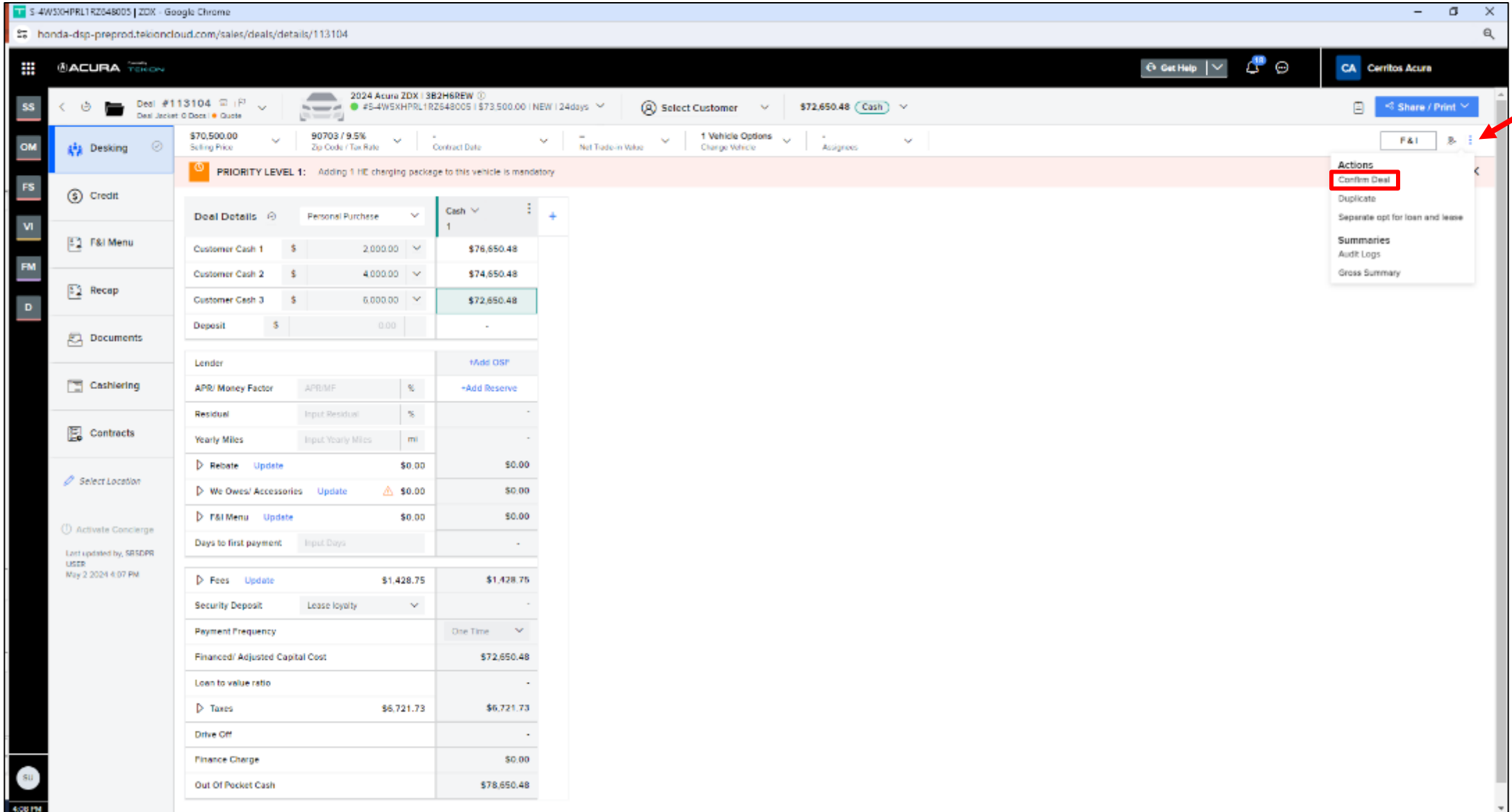
2024 Acura ZDX
Primary
\$5-4W5XH1PRL1R2648005 | \$73,500.00

Start

Vehicle details will display once vehicle has been selected

Step 6. Click Confirm Deal Action

You will be taken to the **Desking** screen. Select the **three dots** in the top right corner and click **Confirm Deal**



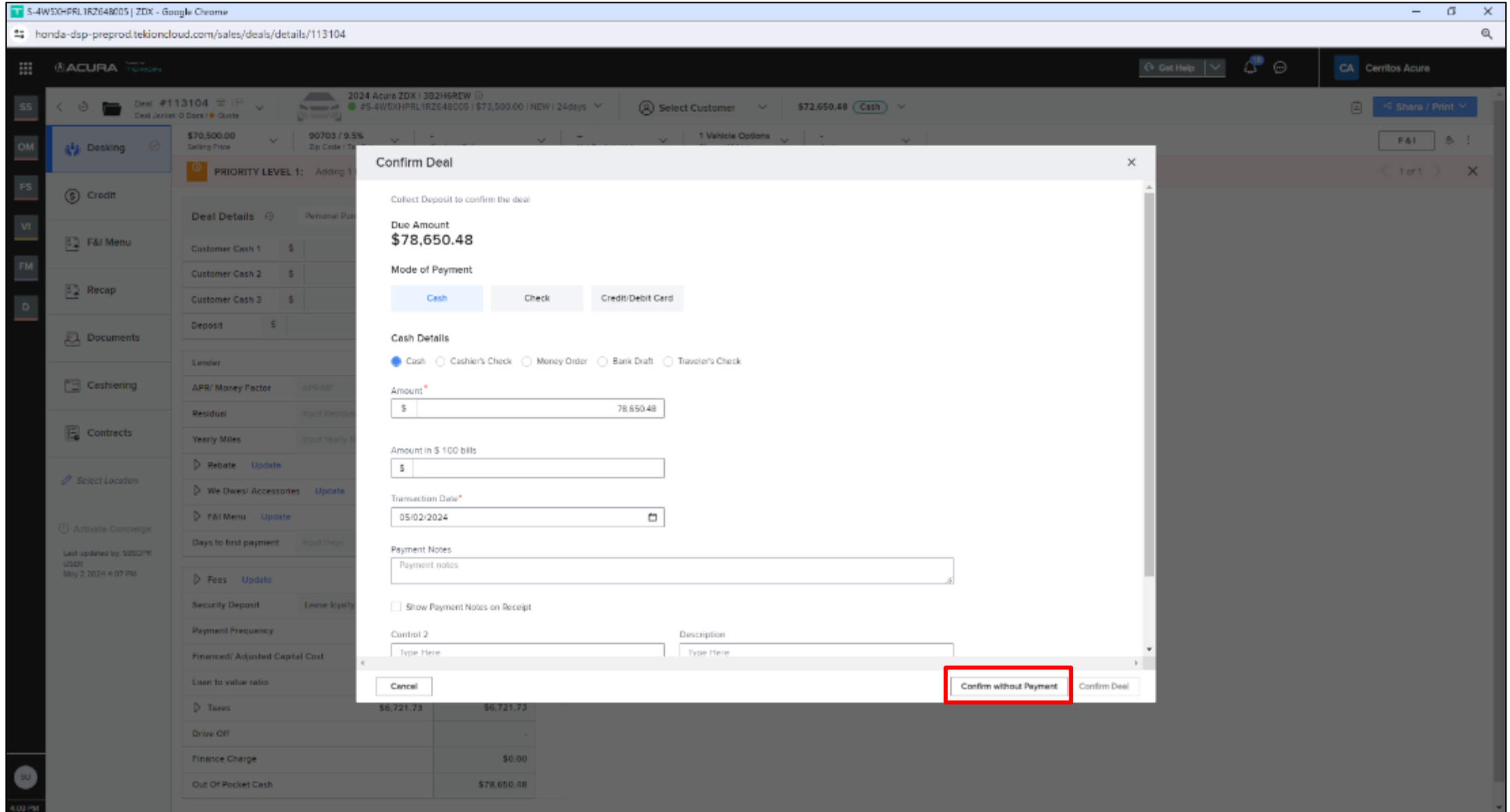
The screenshot shows the Acura Desking interface for a 2024 Acura ZDX. The top navigation bar includes the Acura logo, a search bar, and a user profile. The main header displays the deal ID (#113104), vehicle details (2024 Acura ZDX | 3B2H6REW), and the current price (\$72,650.48). The left sidebar contains navigation options like Desking, Credit, F&I Menu, Recap, Documents, Cashiering, and Contracts. The main content area shows the deal details, including a table of cash payments and a list of fees. The 'Actions' menu is open, and 'Confirm Deal' is highlighted. A red arrow points to the three dots icon in the top right corner.

Deal Details	Personal Purchase	Cash
Customer Cash 1	\$ 2,000.00	\$76,650.48
Customer Cash 2	\$ 4,000.00	\$74,650.48
Customer Cash 3	\$ 6,000.00	\$72,650.48
Deposit	\$ 0.00	-

Rebate	Update	\$0.00	\$0.00
We Owe/ Accessories	Update	\$0.00	\$0.00
F&I Menu	Update	\$0.00	\$0.00
Days to first payment	Input Days	-	-
Fees	Update	\$1,428.75	\$1,428.75
Security Deposit	Lease loyalty	-	-
Payment Frequency	One Time	-	-
Financed/ Adjusted Capital Cost	-	\$72,650.48	-
Loan to value ratio	-	-	-
Taxes	-	\$6,721.73	\$6,721.73
Drive Off	-	-	-
Finance Charge	-	\$0.00	-
Out Of Pocket Cash	-	\$78,650.48	-

Step 7. Confirm without Payment

You can enter payment details or select **Confirm without Payment** to confirm deal without any form of payment



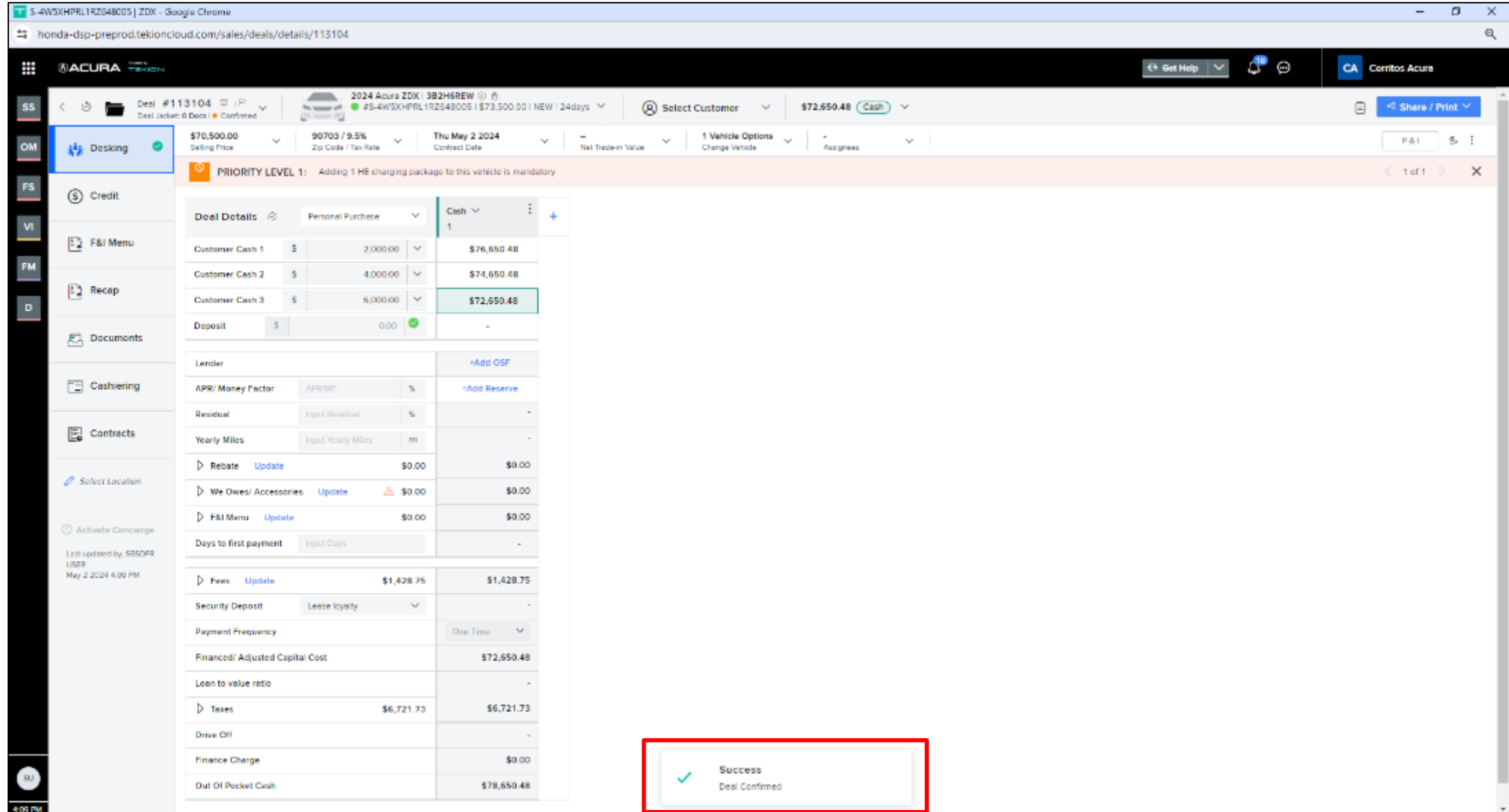
The screenshot displays the Acura Dealer System (ZDX) interface. A modal window titled "Confirm Deal" is open, overlaying the main deal details. The modal contains the following fields and options:

- Collect Deposit to confirm the deal**
- Due Amount:** \$78,650.48
- Mode of Payment:** Cash (selected), Check, Credit/Debit Card
- Cash Details:**
 - ☒ Cash, ☐ Cashier's Check, ☐ Money Order, ☐ Bank Draft, ☐ Traveler's Check
 - Amount:** \$ 78,650.48
 - Amount in \$ 100 bills:** \$
 - Transaction Date:** 05/02/2024
- Payment Notes:** Payment notes
- ☐ Show Payment Notes on Receipt
- Control 2:** Type Here
- Description:** Type Here

At the bottom of the modal, there are three buttons: "Cancel", "Confirm without Payment" (highlighted with a red box), and "Confirm Deal".

Step 8. Success! Deal Confirmed

Receive 'Success Deal Confirmed' alert when deal has been confirmed.



The screenshot shows the Acura Dealer System (ZDK) interface. The top navigation bar includes the Acura logo, user information (Coritos Acuna), and a 'Get Help' button. The main header displays deal information: Deal #113104, 2024 Acura ZDX | 3B2H6REW, and a selling price of \$72,650.48. The left sidebar contains navigation options: SS, OM, FS, VI, FM, D, Select Location, and Activate Concierge. The main content area shows deal details for a Personal Purchase, including a table of cash payments and a summary table. A red box highlights a 'Success Deal Confirmed' message at the bottom right.

Deal Details	Personal Purchase	Cash
Customer Cash 1	\$ 2,000.00	\$76,650.48
Customer Cash 2	\$ 4,000.00	\$74,650.48
Customer Cash 3	\$ 6,000.00	\$72,650.48
Deposit	\$ 0.00	-

Item	Amount	Total
Rebate	\$0.00	\$0.00
We Owe/ Accessories	\$0.00	\$0.00
F&I Menu	\$0.00	\$0.00
Days to first payment	Input Days	-
Fees	\$1,428.75	\$1,428.75
Security Deposit	Lease loyalty	-
Payment Frequency	One Time	-
Financed/ Adjusted Capital Cost		\$72,650.48
Loan to value ratio		-
Taxes	\$6,721.73	\$6,721.73
Drive Off		-
Finance Charge		\$0.00
Out Of Pocket Cash		\$78,650.48

Success
Deal Confirmed

Vehicle Status will show as 'Reserved' on the Vehicle Inventory page once the deal has been confirmed

Vehicle Inventory

 1	Status: Select...	Dealer: Cerritos Acura	Reset	1 Result(s)	All	4W5XHPRL1RZ648005	
☐	Stock #	VIN #	Status	OEM Status Code	Year Make Model	Model Number	
☐	S-4W5XHPRL1RZ648005	4W5XHPRL1RZ648005	Reserved	DEALER_RECEIVED	 2024 Acura ZDX	3B2H6REW	...

Revoking the Deal Confirmation



Dealer can click **Revoke the Deal Confirmation** on the 'Desking' tab of the deal if they wish to cancel the reservation

ACURA

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TEKION

Get Help

18

CA

Cerritos Acura

2024 Acura ZDX | 3B2H6REW

#S-4W5XHPRL1RZ648005 | \$73,500.00 | NEW | 25days

Select Customer

\$72,650.48

Cash

Share / Print

90703 / 9.5%

Zip Code / Tax Rate

Thu May 2 2024

Contract Date

-

Net Trade-in Value

1 Vehicle Options

Change Vehicle

-

Assignees

F & I

PRIORITY LEVEL 1:

Adding 1 HE charging package to this vehicle is mandatory

1 of 1

Details

Personal Purchase

Cash

1

er Cash 1

\$

2,000.00

\$76,650.48

er Cash 2

\$

4,000.00

\$74,650.48

er Cash 3

\$

6,000.00

\$72,650.48

\$

0.00

-

+Add OSF

Money Factor

APR/MF

%

+Add Reserve

al

Input Residual

%

-

Miles

Input Yearly Miles

mi

-

ate

Update

\$0.00

\$0.00

Actions

Duplicate

Revoke Deal Confirmation

Separate opt for loan and lease

Summaries

Audit Logs

Gross Summary

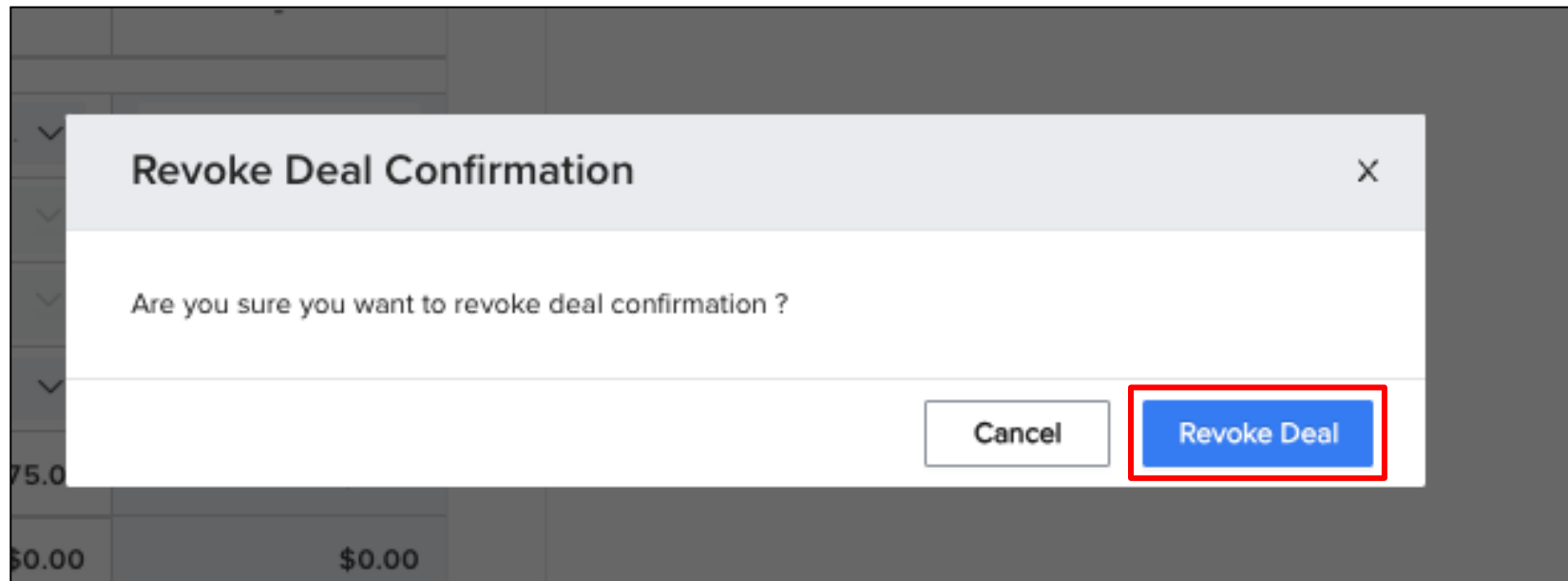
Revoke Deal Confirmation

Are you sure you want to revoke deal confirmation?

Cancel

Revoke Deal

When user clicks on **Revoke Deal Confirmation**, they see a confirmation popup



Deal Confirmation Revoked



Success! Deal Confirmation Revoked alert displays when reservation has been canceled

ACURA

Powered by

TEKION

Get Help

18

CA

Cerritos Acura

Quote

2024 Acura ZDX | 3B2H6REW

#S-4W5XHPRL1RZ648005 | \$73,500.00 | NEW | 25days

Select Customer

\$72,650.48

Cash

Share / Print

90703 / 9.5%

Zip Code / Tax Rate

Thu May 2 2024

Contract Date

-

Net Trade-in Value

1 Vehicle Options

Change Vehicle

-

Assignees

F & I

PRIORITY LEVEL 1:

Adding 1 HE charging package to this vehicle is mandatory

<

1 of 1

>

X

Details

Personal Purchase

Cash

1

+

er Cash 1

\$

2,000.00

\$76,650.48

er Cash 2

\$

4,000.00

\$74,650.48

er Cash 3

\$

6,000.00

\$72,650.48

\$

0.00

-

+Add OSF

Money Factor

APR/MF

%

+Add Reserve

al

Input Residual

%

Miles

Input Yearly Miles

mi

ate

Update

\$0.00

\$0.00

✓

Success

Deal Confirmation Revoked

Vehicle status automatically changes back to ‘**Stocked In**’ when deal confirmation is revoked (reservation has been canceled)

Vehicle Inventory

 1

1 ↓ 1

Status:
Select...

Dealer:
Cerritos Acura

Reset

1 Result(s)

All

4W5XHPRL1RZ648005

Download

☐	Stock # ↑↓	VIN # ↑↓	Status ↑↓	OEM Status Code ↑↓	Year Make Model	Model Number	
☐	S-4W5XHPRL1RZ648005	4W5XHPRL1RZ648005 	Stocked In	DEALER_RECEIVED	 2024 Acura ZDX	3B2H6REW	...



ORDERING HARDWARE FOR ODSX



iPad + Swivel Dock + Detachable Case



Example: Screen Casting for Document Review

Applications:

Screen Mirroring: Client screen on iPad is mirrored to a shared monitor.

- Dealer can view what client is seeing and help client with digital purchase
- Mirroring is engaged when the iPad is docked

Screen Casting: Dealer can cast key moments from DSP to iPad for client to review.

- Viewing Financial documents and getting client signature
- Client can undock iPad to disable screen mirror for privacy



iPad + Case with Handstrap



Example: Showing the Acura EV App in the Showroom Floor

Applications:

Showing Acura EV App: iPad is preloaded* with the Acura EV App and shown to the client

- Share articles from the App
- Help answer EV related questions and show how public charging works

**Dealer must download the app via AHM provided QR Code*



Bundle A: iPad + Case + Dock

Photo	Bundle Details	Cost
	• Apple iPad 10th Gen 64GB (Wi-Fi only or 5G/Wi-Fi) • VAULT Connect Case • VAULT Connect Grip + Hand Strap • VAULT Connect Stand w/ swivel base • USB + HDMI + Ethernet hub • Power supply • USB-C to USB-C cable	Apple iPad 10th Gen 64 Wi-Fi Only \$25.07 for 36 months 5G/Wi-Fi for \$28.88 for 36 months

Bundle B: iPad + Case

Photo	Bundle Details	Cost
	• Apple iPad 10th Gen 64GB (Wi-Fi only or 5G/Wi-Fi) • VAULT Connect Case • VAULT Connect Grip + Hand Strap	Apple iPad 10th Gen 64 Wi-Fi Only \$17.63 for 36 months 5G/Wi-Fi for \$21.44 for 36 months

**Note: Apple devices are leased; all accessories (dock/handstrap) are owned by dealership. A la carte options available via Insight*



Recommended Bundle Amounts

If your dealership has...	# of Recommended bundles
Less than five sales consultants	2-3
More than five but less than ten	3-5
Over ten sales consultants	4-7

NOTE: Minimum bundle size is 2 for orders placed via the Huntington Hardware Ordering Portal





Step 1: Go to the ODSX Hardware Leasing Portal

- Use your browser and go to Acura-ODSX.com
 - Password: odsx2024
- Or on Interactive Network, go to Sales → ODSX → Program Resources → Hardware Ordering Portal

Step 2: Click On Enroll Now

- Provide your order details and business details.
- Process should take ~15 minutes to complete

Step 3: Credit Review and Approval

- After order submission, your enrollment will take 1-2 days to get processed and approved.
- Dealerships will be notified if there is an issue with their credit application, or if additional information is required.



About Us Solution Catalog & Pricing
FAQ Order Status Contact Us

Enroll Now

WELCOME TO THE OMNICHANNEL DIGITAL SELLING EXPERIENCE PROGRAM



The Omnichannel Digital Selling Experience (ODSX) is designed to provide customers with a desirable, seamless, bespoke transaction experience. This will leverage the latest and greatest Apple products and services to facilitate next level sales and service customer interaction. ODSX takes a Lifecycle Asset Management approach to ensure you always have state of the art tools in order to deliver an exceptional customer experience.

Lifecycle Asset Management Benefits

- o No upfront payment
- o Lowest fixed monthly payment
- o Flexibility at the end of your agreement term

You may review the terms of the Apple Lifecycle Management agreement [here](#)

Below is a quick overview of the program elements and additional details can be found using the links above. Once you are ready to enroll in the ODSX program, use the 'Enroll Now' button above to begin.

Enroll Now



Step 4: Sign Documents

- Once approved, Huntington will generate the agreements and send this electronically to the Dealership via DocuSign
- Once the dealership signs the agreement, the order will be processed and fulfilled by Insight

Step 5: Delivery

- Once the agreement is signed, standard delivery should take 1-2 weeks.
- All Apple devices for bundles are leased; all accessories (dock/handstrap) in bundles are owned by the dealership

NOTE: For any issues with your order, contact: acura.support@huntington.atlassian.net

For a la carte orders, please email acura-odsx@insight.com your dealer number, dealer name, address, and contact information for primary business contact (name/phone/email).



About Us Solution Catalog & Pricing
FAQ Order Status Contact Us

Enroll Now

WELCOME TO THE OMNICHANNEL DIGITAL SELLING EXPERIENCE PROGRAM



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Enroll Now



ADDITIONAL SUPPORT AND FAQs

For Dealers with complete ODSX Implementation

ODSX-enabled dealers will be invited to an optional, weekly ODSX Dealer Support Webinars Details will be provided via iN.

For Technical Support:

Phone Support: (833) 247-2240

E-mail Support: DSPSupport@tekion.com

Chat support is also available via the Get Help icon in ODSX

For general ODSX questions

Go to Interactive Network (iN) → Sales → ODSX → Program Resources



APPENDIX

iPad

- Download the Casting App - Digital Transactions
- Non-Incognito Mode for Safari or Chrome w/ Bookmarks (Tier 3/Tier 1/CPO/AHE sites, etc.)
- For Safari/Chrome: has to have Tier 3 Website as the homepage
- Acura EV App

Sales Associate Workstation

- Dealer Portal (Open)
- Bookmarks on DSP (Deals/Appointments/etc.)
- Bookmarks to Tier 1 website, dealer website and Acura Home Electrification page

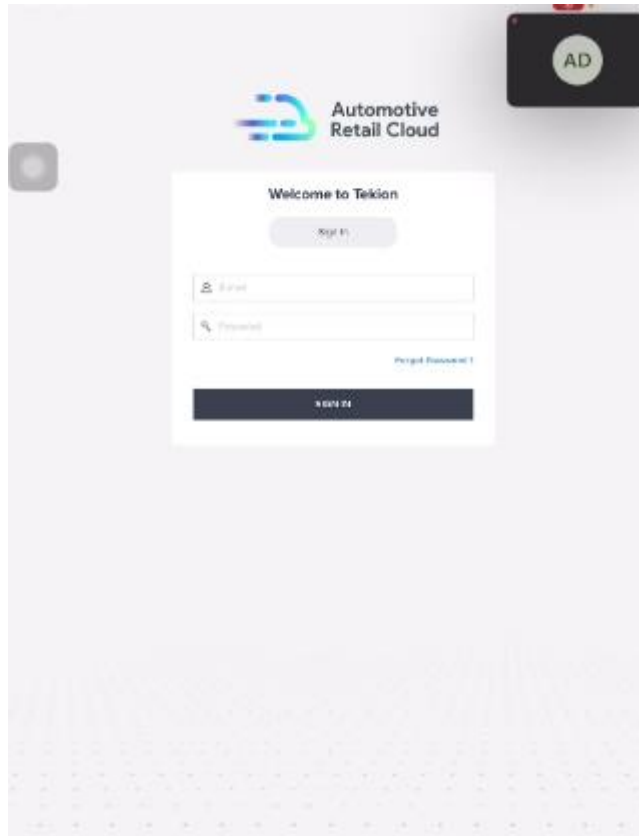
Setting Up Casting on the iPad

Casting enables several features on DSP including being able to share an interactive F&I menu, and document signing.

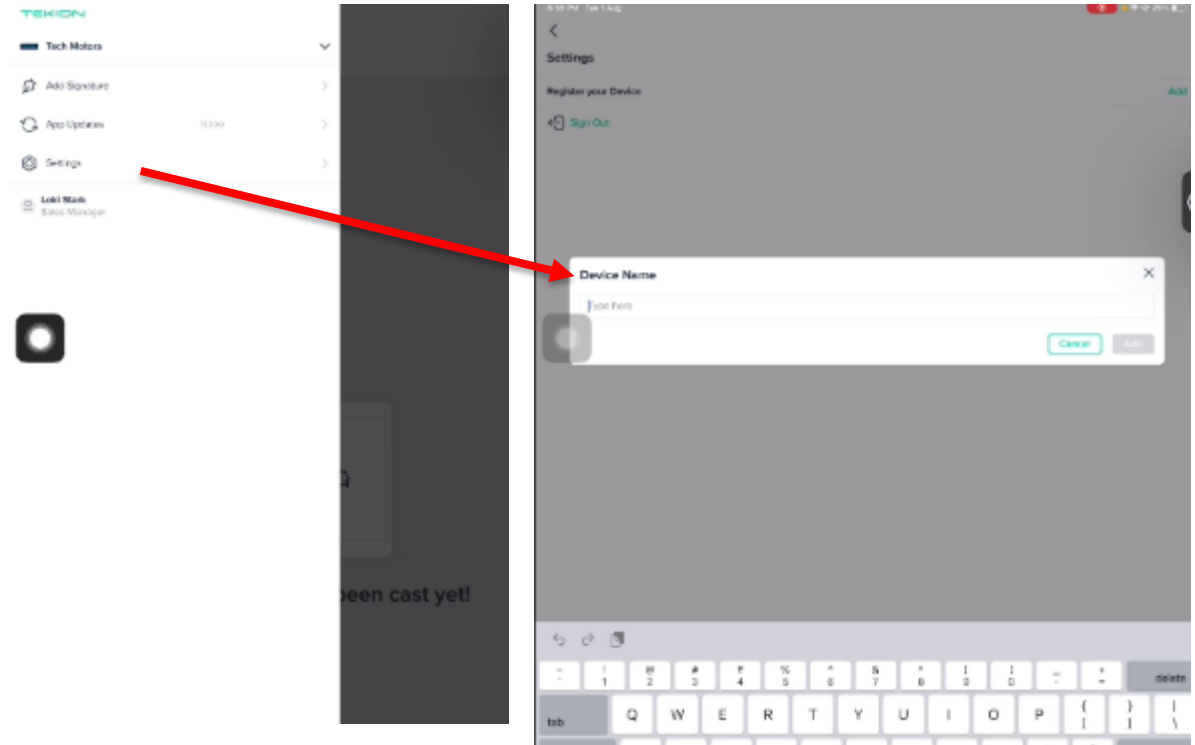
1. Ensure your iPad is connected to the Internet and that the iPad is in the dealer Wifi network
2. Download Digital Transactions App from the Apple App Store on the tablet
3. Open the app on the tablet



If your dealership participates in Mobile Device Management (MDM) please make sure your IT team ensures the application is allowed.



4. Log in using the AHM SSO credentials or your ODSX DSP login



5. Name your iPad on the Digital Transactions App

6. Log into ODSX DSP on your dealer workstation to see if the iPad is available for casting. It should have the name you configured in the previous step.

Creating a Acura.com account gives clients access to all of Acura's digital properties.

IMPORTANT

Client account is required to generate Personal Lease Offer with incentives



Sign in

Email

Password

Sign in

- ✓ Track and manage ZDX orders
- ✓ Manage connected services and subscriptions
- ✓ Locate public charging stations, find Acura dealers, and favorite locations
- ✓ Contact concierge
- ✓ Check vehicle status
- ✓ Schedule service appointments

**Acura EV
(ZDX)**



CIAM



MyGarage



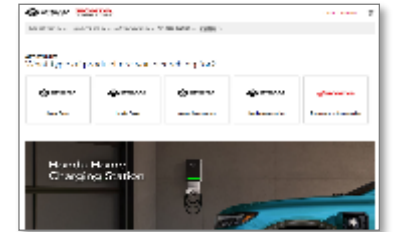
- ✓ Schedule service appointments
- ✓ Access to owners manuals
- ✓ How-to videos for how to use vehicle features
- ✓ View service and warranty information
- ✓ Manage connected services and subscriptions
- ✓ View and act on open recalls

**American Honda
Finance**



- ✓ View billing statements
- ✓ Set up automatic payments
- ✓ Sign up for paperless statements
- ✓ Make payments

Dreamshop



- ✓ Search for and purchase parts and accessories for Acura products
- ✓ Get dealer-specific pricing for purchases

**Acura Home Electrification
(ZDX)**



- ✓ View home electrification products and options
- ✓ Receive estimates for home electrification products
- ✓ Select charging packages
- ✓ Schedule installation

**AcuraLink
(CPO)**



- ✓ Schedule service appointments
- ✓ Request roadside assistance
- ✓ Check vehicle status
- ✓ Remote start/stop (if subscribed)
- ✓ Remote lock/unlock (if subscribed)
- ✓ Locate vehicle (if subscribed)