



Mitchell Estimating / GM Real-time Pricing Integration



We (m)power better outcomes.

Mitchell Estimating / GM Real-time Pricing Integration

- ▶ Introduction
- ▶ Workflow Demonstration



presented by Mitchell

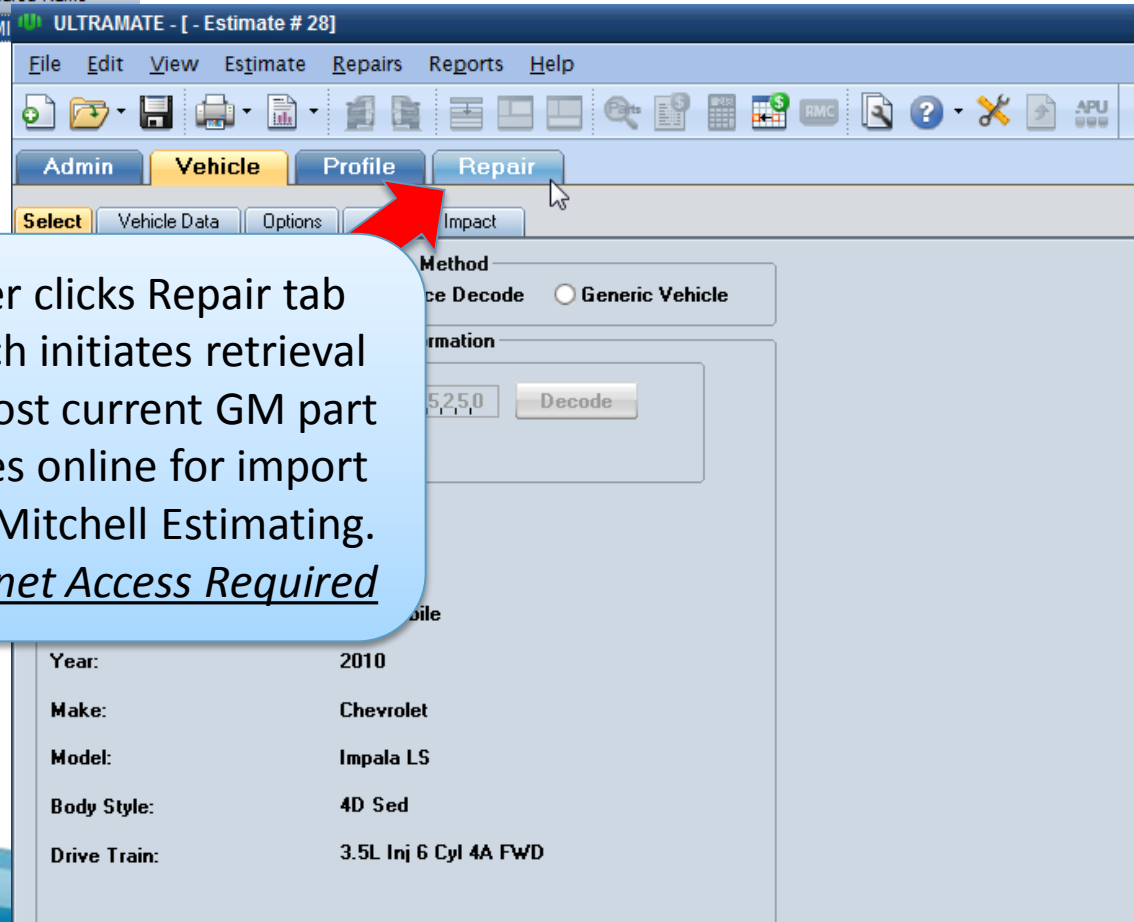
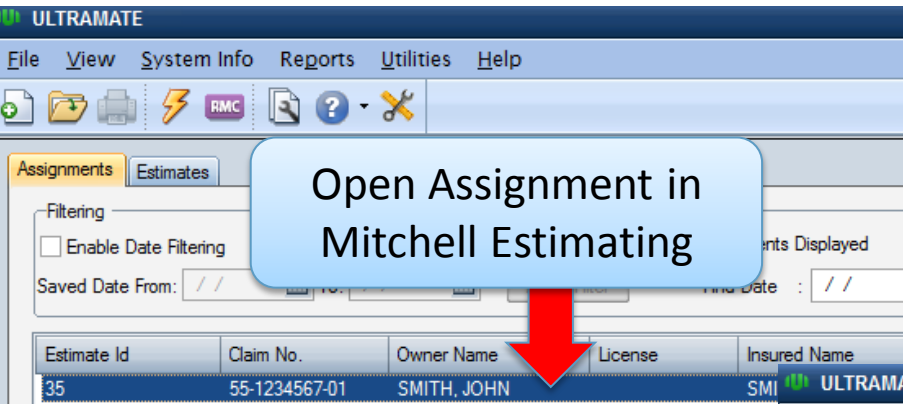


Workflow Introduction

General Motors is initiating a new real-time pricing program that will be rolled out nationwide on 11/1/2015. The goal of this program is to introduce an alternative method of accessing OE Parts Pricing for GM Model Vehicles known as Dynamic Pricing, or MyPriceLink.com.

Mitchell Estimating has been updated to access GM real time pricing within the typical estimate writing workflow. The following slides outline the steps to complete a GM Model estimate.

GM Real-Time Pricing Workflow – Start Estimate



GM Real-Time Pricing Workflow – Retrieve Online Pricing

ULTRAMATE

File Edit View Estimate Repairs Reports Help

Admin Vehicle Profile Repair Safety Recall

CEG Ref Sheet ATG Long Exp

Special Cautions

- Paint Code Location
- Clear Coat Identification
- Information Labels
- Front Bumper
- Grille
- Front Lamps
- Hood
- Cooling
- Engine Oil Cooler
- A/C Refrigerant Capacities
- A/C /Heater/Ventilation
- Stripe Tape
- Front Fender
- Underhood Dimensions
- Air Bag System
- ABS/Brakes
- Cruise Control System
- Electronic Suspension Component
- Frame
- Wheel
- Front Suspension
- Front Steering Linkage/Gear
- Steering Pump
- Steering Wheel/Column
- Engine/Trans
- Engine/Trans Mounts
- Air Cleaner
- Supercharger/Intercooler
- Exhaust
- Emission System
- Electrical
- Windshield

Cowl & Dash

- Instrument Panel
- Center Console
- Rocker/Pillars/Floor
- Front Seat
- Seat Belts
- Front Door
- Roof
- Convertible Top
- Quarter Panel
- Luggage Lid
- Liftgate
- Rear Suspension
- Rear Drive Axle
- Fuel Tank
- Rear Body
- Rear Lamps
- Rear Bumper

Special Cautions

- Air Bags
- Corrosion Protection

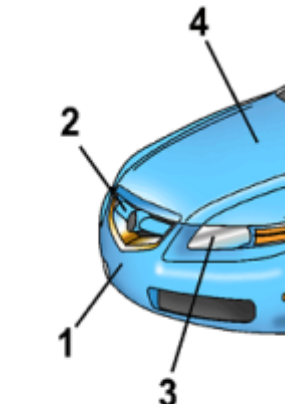
Dynamic Pricing

Receiving Part Price Data

While Internet enabled, GM real-time pricing is imported into Mitchell Estimating.

Estimate Assembly

No	Sup	Labor Type	Labor Op	Part Description	Part Type	Part Number



GM Real-Time Pricing Workflow – Add Repairs

ULTRAMATE - [- Estimate # 28]

File Edit View Estimate Repairs Reports Help

Admin Vehicle Profile **Repair**

CEG Ref Sheet ATG Long Exp

Paint Code Location Engine/Trans Mounts
Clear Coat Identificatic Air Cleaner
Information Labels Exhaust
Front Bumper Emission System
Grille Electrical
Front Lamps Windshield
Hood Cowl & Dash
Cooling Instrument Panel
Engine Oil Cooler Center Console
Trans Oil Cooler Rocker/Pillars/Floor
A/C Refrigerant Capac Front Seat
A/C /Heater/Ventilatic Rear Seat
Front Fender Seat Belts
Underhood Dimension: Front Door
Front Inner Structure Rear Door
Air Bag System Roof
ABS/Brakes Sunroof
Wheel Back Window
Front Suspension Side Body
Front Drive Axle Quarter Glass
Front Steering Linkage Luggage Lid
Steering Pump Rear Suspension
Steering Wheel/Colum Fuel Tank
Engine/Trans Rear Body

Front Lamps
Combination Lamp
Fog Lamp

Combination Lamp
Aim Lamps
R&I Combination L...
1 Combination Lamp Assy
2 High Beam Bulb
3 Bulb Cover
4 Low Beam Bulb
5 Turn Signal Bulb
6 Side Marker Bulb

Repair R&I Blend
Man Ref Man Entry

NOTE: R&R Does Not include aim lamps.

001-22504

Front Lamps

Once GM Pricing download completes, Part prices are displayed through typical workflow. Select the part and determine the repair operation.

GM Real-Time Pricing Workflow – Compare Parts

ULTRAMATE - [- Estimate # 28]

File Edit View Estimate Repairs Reports Help

Part Compare for: Combination Lamp Assy - R

Part Type	Supplier	Price	Labor	Refinish	Adj.	Total	%OEM Select
NW		270.68	0.3	0.0	0.00	298.63	100% <input type="radio"/>
AM	CONTINENTAL AUTO PARTS	201.67	0.3	0.0	0.00	224.79	75% <input checked="" type="radio"/>
RM	KEYSTONE-INS QUALITY PRT	230.00	0.3	0.0	0.00	255.10	85% <input type="radio"/>
LK	NONE/USE MY OWN	0.00	0.3	0.0	0.00	0	0% <input type="radio"/>

Sort by: Name Price

Part Compare behaves the same. Dynamically priced GM parts are listed as NW.

OK Repair/Other Cancel

GM Real-Time Pricing Workflow – Complete Estimate

ULTRAMATE - [- Estimate # 28]

File Edit View Estimate Repairs Reports Help

Admin Vehicle Profile **Repair**

CEG Ref Sheet ATG Long Exp

Paint Code Location Engine/Trans Mounts
 Clear Coat Identificatic Air Cleaner
 Information Labels Exhaust
 Front Bumper Emission System
 Grille Electrical
Front Lamps Windshield
 Hood Cowl & Dash
 Cooling Instrument Panel
 Engine Oil Cooler Center Console
 Trans Oil Cooler Rocker/Pillars/Floor
 A/C Refrigerant Capac Front Seat
 A/C /Heater/Ventilatic Rear Seat
 Front Fender Seat Belts
 Underhood Dimension: Front Door
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 ABS/Brakes Sunroof
 Wheel Back Window
 Front Suspension Side Body
 Front Drive Axle Quarter Glass
 Front Steering Linkage Luggage Lid
 Steering Pump Rear Suspension
 Steering Wheel/Colum Fuel Tank
 Engine/Trans Rear Body

Front Lamps
 Combination Lamp
 Fog Lamp

Combination Lamp
 Aim Lamps
 R&I Combination L...
1 Combination Lamp...
 2 High Beam Bulb
 3 Bulb Cover
 4 Low Beam Bulb
 5 Turn Signal Bulb
 6 Side Marker Bulb

Repair R&I Blend
 Man Ref **Man Entry**

NOTE: R&R Does Not include aim lamps.

Overview **Graphic**

001-22504

Front Lamps

Repair Lines are managed the same for GM Real-Time pricing.



No	Sup	Labor Type	Part Description	AM	Part Number	Price	Cl	Tax	Labor Unit	CEG Unit
17	B	RR	Headlamp			15.00*		✓	INC	1.9
18	R	RO	Rear Bumper Cover				C		2.9	2.9
19			Explanation Request							
20	R	AO	Clear Coat			0.00			3.5	
21		AC	Paint/Materials			436.80*		✓	0.0	
22	B	RR	R Fit Combination Lamp Assembly	AM	** 1698.0328S	201.67		✓	0.3	0.3
23	B	CA	Headlamp							

GM Real-Time Pricing Workflow – Save/Commit Estimate

Date: 7/10/2015 05:54 PM
 Estimate ID: 28
 Estimate Version: 0
 Committed
 Profile ID: * IF - STERLINGH1
 Quote ID: 9136673 (Pending)

MITCHELL INSURANCE COMPANY

6220 Greenwich Drive, San Diego, CA 92122

Damage Assessed By: TEST USER
 Classification: Field

Type of Loss: Property Damage
 Deductible: UNKNOWN
 Claim Number: 01-222222-10

Insured: USER TEST

Mitch

Description: 2010 Chevrolet Impala LS

Body Style: 4D Sed

VIN: 2G1WA5EK8A1115250

Mileage: 15,302

OEM/ALT: A

Options: PASSENGER AIRBAG, POWER DRIVER SEAT, POWER LOCK, POWER WINDOW, POWER STEERING
 REAR WINDOW DEFOGGER, AIR CONDITIONING, CRUISE CONTROL, TILT STEERING COLUMN
 AM/FM STEREO, DRIVER AIRBAG, REAR (DUAL-ZONE) AC
 FRONT SIDE AIRBAG WITH HEAD PROTECTION, ANTI-LOCK BRAKE SYS., TRACTION CONTROL
 TIRE INFLATION/PRESSURE MONITOR, AUXILIARY INPUT, SATELLITE RADIO
 POWER ADJUSTABLE EXTERIOR MIRROR, GENUINE WOOD TRIM, FIRST ROW BUCKET SEAT
 TELEMATIC SYSTEMS, CLOTH SEAT, SIDE AIRBAGS, AUTOMATIC HEADLIGHTS
 SECOND ROW SIDE AIRBAG WITH HEAD PROTECTION, MP3 PLAYER, DAYTIME RUNNING LIGHTS
 DRIVER SEAT WITH POWER LUMBAR SUPPORT, ELECTRONIC STABILITY CONTROL
 KEYLESS ENTRY SYSTEM, REAR BENCH SEAT

Drive Train: 3.5L Inj 6 Cyl 4A FWD

Search Code: DEPEW1

Upon Save/Commit, Mitchell Estimating contacts GM to receive a Quote ID and stores item on Right Top Margin of each estimate report page.

Line Item	Entry Number	Labor Type	Operation	Line Item Description	Part Type/ Part Number	Dollar Amount	Labor Units
1	AUTO	BDY	OVERHAUL	Frnt Bumper Assy			2.0 #
2	000035	BDY	REMOVE/REPLACE	Frnt Bumper Cover	** QUAL REPL PART	166.00	INC #
3	AUTO	REF	REFINISH	Frnt Bumper Cover			C 2.9
4	AUTO	BDY	REMOVE/REPLACE	Frnt Addw/Fog Lamps			0.3 #
5	000095	BDY	REMOVE/REPLACE	R Frnt Combination Lamp Assembly	** QUAL REPL PART	201.67	0.3
6	AUTO	BDY	CHECK/ADJUST	Headlamps			0.4
7	000254	BDY	REMOVE/REPLACE	R Fender Panel	** QUAL REPL PART	119.93	2.6 #
8	AUTO	REF	REFINISH	R Fender Outside			C 2.6
9	AUTO	REF	REFINISH	R Add To Edge Fender			C 0.5
10	001031	BDY	REMOVE/REPLACE	R Frnt Door Shell	19178064 GM PART	450.00	* 5.0 #
11	AUTO	REF	REFINISH	R Frnt Door Outside			C 1.8
12	AUTO	REF	REFINISH	R Frnt Add For Jamb & Interior			C 1.0

GM Real-Time Pricing Workflow – Shop Orders Parts Via Quote ID

Date: 7/10/2015 05:54 PM
 Estimate ID: 28
 Estimate Version: 0
 Committed
 Profile ID: * IF - STERLINGH1
 Quote ID: 9136673 (Pending)

MITCHELL INSURANCE COMPANY

6220 Greenwich Drive, San Diego, CA 92122



Collision Shop contacts GM Authorized Dealers and references Estimate Quote ID to receive the price listed on the estimate for the GM OE parts.

Damage Assessed By: TEST USER
 Classification: Field

Type of Loss: Property Damage
 Deductible: UNKNOWN
 Claim Number: 01-222222-10

Insured: USER TEST

Mitch

Description: 2010 Chevrolet Impala LS

Body Style: 4D Sed

VIN: 2G1WA5EK8A1115250

Mileage: 15,302

OEM/ALT: A

Options: PASSENGER AIRBAG, POWER DRIVER SEAT, POWER LOCK, POWER WINDOW, POWER STEERING REAR WINDOW DEFOGGER, AIR CONDITIONING, CRUISE CONTROL, TILT STEERING COLUMN AM/FM STEREO, DRIVER AIRBAG, REAR (DUAL-ZONE) AC FRONT SIDE AIRBAG WITH HEAD PROTECTION, ANTI-LOCK BRAKE SYS., TRACTION CONTROL TIRE INFLATION/PRESSURE MONITOR, AUXILIARY INPUT, SATELLITE RADIO POWER ADJUSTABLE EXTERIOR MIRROR, GENUINE WOOD TRIM, FIRST ROW BUCKET SEAT TELEMATIC SYSTEMS, CLOTH SEAT, SIDE AIRBAGS, AUTOMATIC HEADLIGHTS SECOND ROW SIDE AIRBAG WITH HEAD PROTECTION, MP3 PLAYER, DAYTIME RUNNING LIGHTS DRIVER SEAT WITH POWER LUMBAR SUPPORT, ELECTRONIC STABILITY CONTROL KEYLESS ENTRY SYSTEM, REAR BENCH SEAT

Drive Train: 3.5L Inj 6 Cyl 4A FWD

Search Code: DEPEW1

Line Item	Entry Number	Labor Type	Operation	Line Item Description	Part Type/ Part Number	Dollar Amount	Labor Units
1	AUTO	BDY	OVERHAUL	Frnt Bumper Assy			2.0 #
2	000035	BDY	REMOVE/REPLACE	Frnt Bumper Cover	** QUAL REPL PART	166.00	INC #
3	AUTO	REF	REFINISH	Frnt Bumper Cover			C 2.9
4	AUTO	BDY	REMOVE/REPLACE	Frnt Addw/Fog Lamps			0.3 #
5	000095	BDY	REMOVE/REPLACE	R Frnt Combination Lamp Assembly	** QUAL REPL PART	201.67	0.3
6	AUTO	BDY	CHECK/ADJUST	Headlamps			0.4
7	000254	BDY	REMOVE/REPLACE	R Fender Panel	** QUAL REPL PART	119.93	2.6 #
8	AUTO	REF	REFINISH	R Fender Outside			C 2.6
9	AUTO	REF	REFINISH	R Add To Edge Fender			C 0.5
10	001031	BDY	REMOVE/REPLACE	R Frnt Door Shell	19178064 GM PART	450.00	* 5.0 #
11	AUTO	REF	REFINISH	R Frnt Door Outside			C 1.8
12	AUTO	REF	REFINISH	R Frnt Add For Jamb & Interior			C 1.0

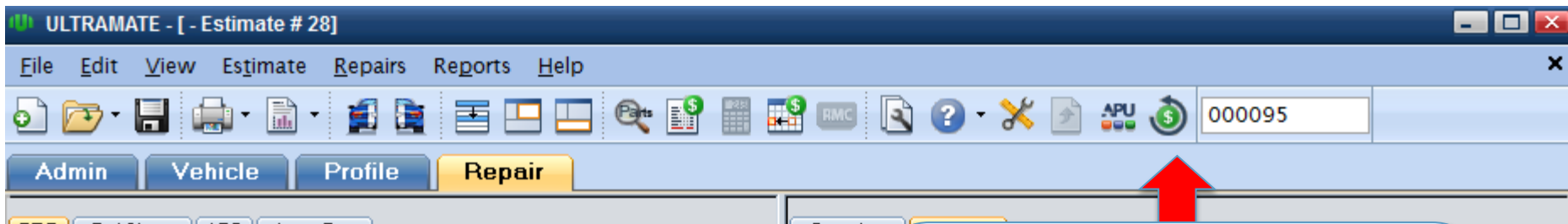
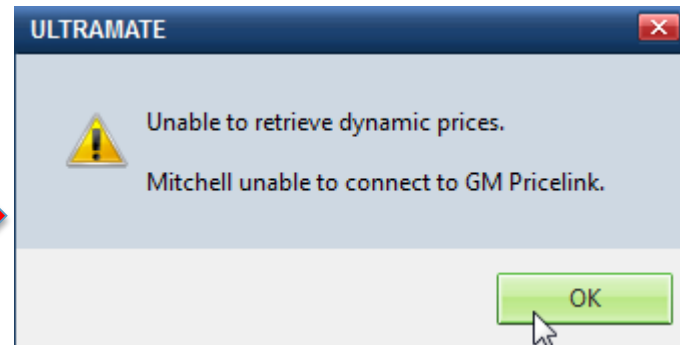
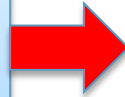


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GM Real-Time Pricing Workflow – Internet Access Unavailable

What Happens If... No Internet

User will receive a prompt if unable to access GM Dynamic Pricing. Please verify Internet is connected and try again.



Once Internet has been re-established, select the Refresh icon to retrieve GM Dynamic Pricing. Internet is required to retrieve Parts Pricing and log a Quote ID.

GM Real-Time Pricing Workflow – Disconnected Workflow

Download Real-time prices prior to working remotely

The screenshot shows the 'Estimates' tab in the software. At the top, there is a 'Filtering' section with a checkbox for 'Enable Date Filtering', a 'Reset Columns' button, and a status indicator '1 of 1 Assignments Displayed'. Below this are date pickers for 'Saved Date From', 'To', and 'Find Date', along with an 'Apply Filter' button. The main area is a table with the following data:

Estimate Id	Claim No.	Owner Name	License	Insured Name	Claimant Name	Insurance Co.	Date
M809101993-1	M809101993-1			Test, Test		CSAA Insurance Group	9/15/2015

Open the assignments/estimates while connected to internet, and store Real-time prices for up to 24 hours. This allows for users to work remotely and still have access to real-time pricing.

The 'Dynamic Pricing' dialog box is shown with the title 'Receiving Part Price Data'. It features a progress bar at the bottom, which is partially filled with a blue bar. A mouse cursor is visible over the dialog box.

Decode the vehicle and select the repair tab, so that the real time part prices will be downloaded. Once this completes, the prices will be stored for up to 24 hours, which means you can close out of the assignment/estimate and reopen it when working remotely.

The screenshot shows the software's menu bar with 'File', 'Edit', 'View', 'Estimate', 'Repairs', and 'Rep'. The 'File' menu is open, showing options: 'New' (Ctrl+N), 'Open', 'Management', 'Close', and 'Save' (Ctrl+S). The 'Close' option is highlighted.

GM Real-Time Pricing Timeline

- GM is launching this nationwide on 11/1/2015 (date is subject to change)
 - Following a successful launch, GM will remove prices for real-time priced parts from Mitchell's parts data feed. This means that an internet connection will be required to receive a real time price. If no connection is available, real time priced parts will display as \$0.00 on the estimate repair lines.

