



ESSOR PDF GUIDE



SUMMARY

By completing this digital learning module you will gain an understanding of :

- What ESSOR is and what it's used for
- Accessing and Navigating ESSOR
- ESSOR Operations
- Payment Verification

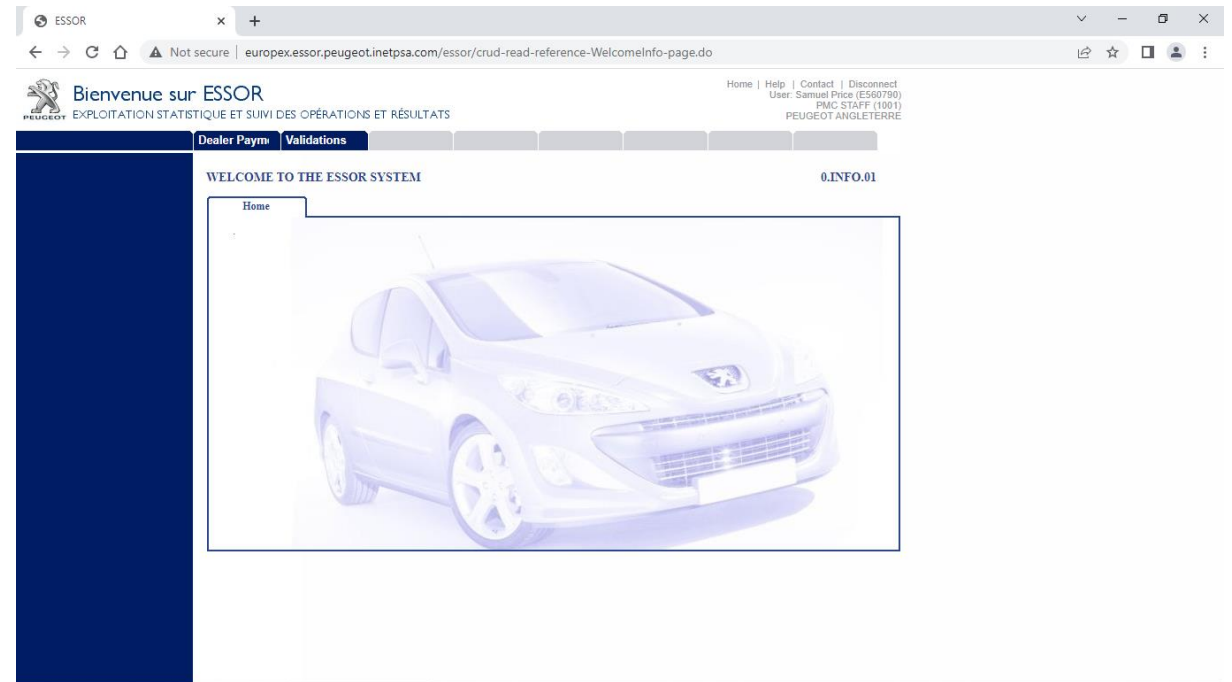
INTRODUCTION

ESSOR : (Exploitation Statistique et Suivi des Opérations et Résultats)

ESSOR is a Stellantis Tool used to apply incentive rules for dealer remuneration, in compliance with the commercial policy used here in the UK.









Please Note : This training will show you screenshots of the ESSOR systems using Peugeot credentials.

When using ESSOR it will be branded based on the brand associated with the login details used. All processes and information are the same regardless of the brand.



ESSOR'S ACTION BUTTONS

Each function can be operated by using the following buttons:

Button	Function	Description	Keyboard shortcut
	Validate	Validates the desired action	CTRL + F9
	Refresh	Updates the present list	CTRL + F5
	Cancel	Erases selected criteria	CTRL + F4
	Return	Returns to the previous window, without saving modifications	CTRL + F3
	Last page	Goes to last page (more than two pages required)	CTRL + F12
	First page	Goes to first page (more than two pages required)	CTRL + F11
	Next page	Goes to next page	CTRL + F8
	Previous page	Goes to previous page	CTRL + F7

ERROR AUTHENTICATION

ESSOR AUTHENTICATION

Take a look below at the authentication screen that will appear when using your brand's direct access link to access ESSOR. To log in you must use your Stellantis Credentials (D,E,U Number)

Essor Ver.Flottes IE7-FF

Please confirm your log-in details

Login

Password

Language



The screenshot shows a web browser window with the URL `europex.essor.peugeotinetpsa.com/essor/crud-read-reference-WelcomeInfo-page.do`. The page title is "Bienvenue sur ESSOR" and the subtitle is "EXPLOITATION STATISTIQUE ET SUIVI DES OPERATIONS ET RESULTATS". The user is identified as "User: Samuel Price (E560790) PMC STAFF (1001) PEUGEOT ANGLETERRE". The dashboard includes a navigation menu with "Dealer Paym" and "Validations" tabs. The main content area displays "WELCOME TO THE ESSOR SYSTEM" and "0.INFO.01". A "Home" link is visible, and a large image of a silver Peugeot car is shown in the center.

ESSOR OPERATIONS

What is an ESSOR Operation ?

An operation is a function created in ESSOR, which is based on the commercial policy established by the NSC's (Head Office) Marketing Department.

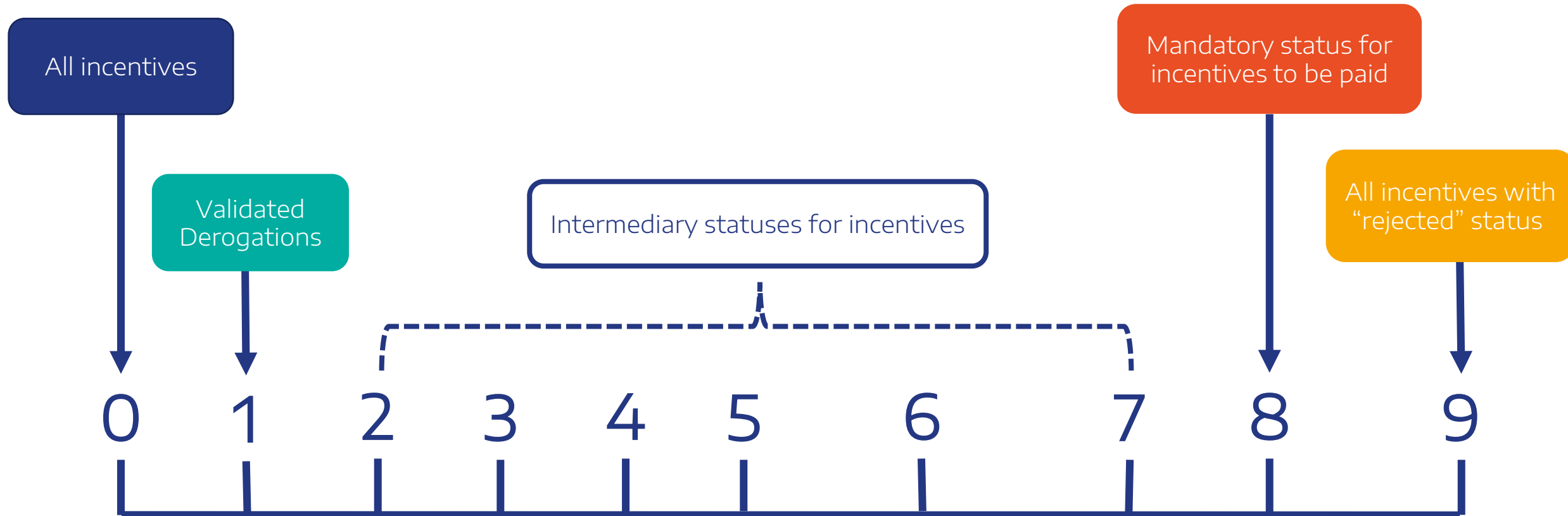
It is where a user selects which criteria of a delivery and/or an invoice must be met to generate bonuses, and also where promotions and bonus calculations are defined.

An operation is made up of three components:

1. Common core
2. Occurrences
3. Incompatibilities (optional)

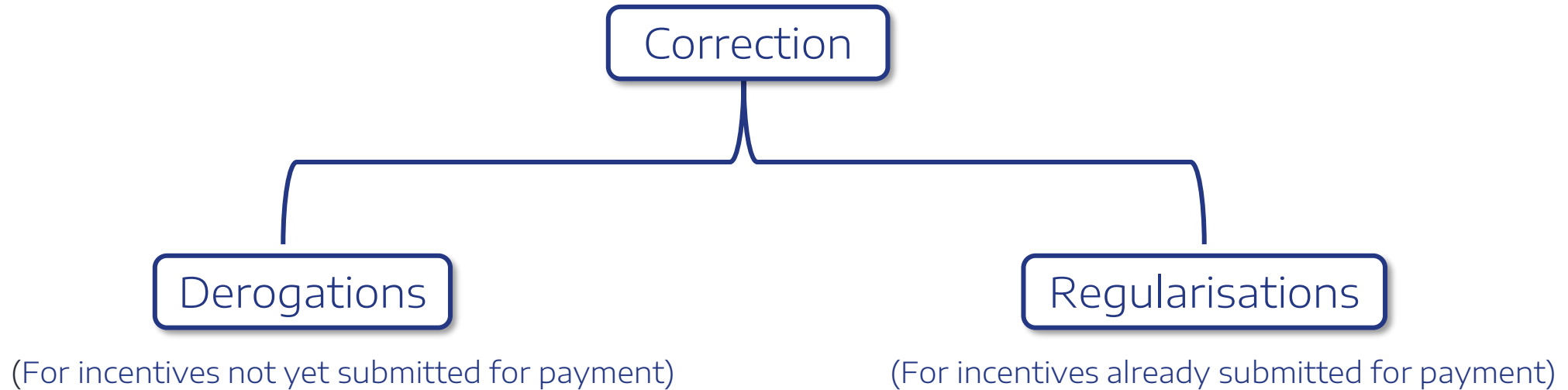


Take a look at the diagram below that explain each of the different Incentive Statuses and what they mean .



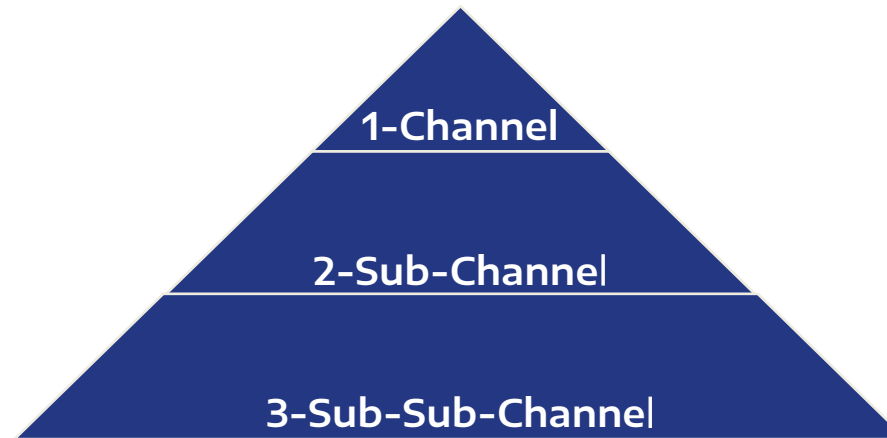


In terms of correction of incentives, ESSOR can both perform derogations and regularisations as shown below :



ESSOR OPERATIONS > PROMO CODES

The Promotional Code, a key attribute for the incentive claim, is determined through the combination of the three channels. Sometimes, the same combination of these three variables may result in more than one Promo Code. For example for a B2B (Business Customer) : The Promo Code is derived from a B2B Protocol. If it does not exist in the Protocol, it is retrieved from the delegation grid. Take a look at the promo code and its structure below :



PROMOTIONAL CODE

The Promo Code is selected when completing the vehicle ordering process on the relevant order Screen.

NB for B2B : The Promo Code is derived from a B2B Protocol. If not existent in the Protocol, it is retrieved from the delegation grid.

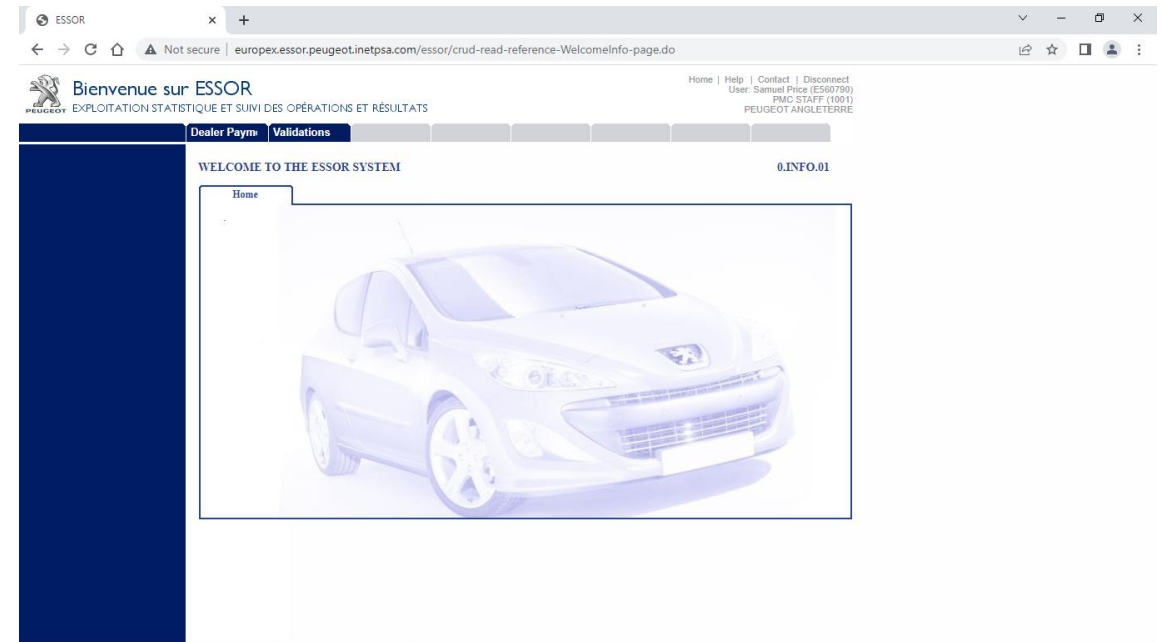
PAYMENT VERIFICATION

PAYMENT VERIFICATION

Let's Take A Look At Verifying Payments:

We Will Look At A Number Of Ways To Follow Up And Verify Payments :

- Payments By Operation/Date
- Payments From A Financial Document
- Description And Payments Of A VIN



PAYMENT FOLLOW UP - PAYMENT BY OPERATION/DATE

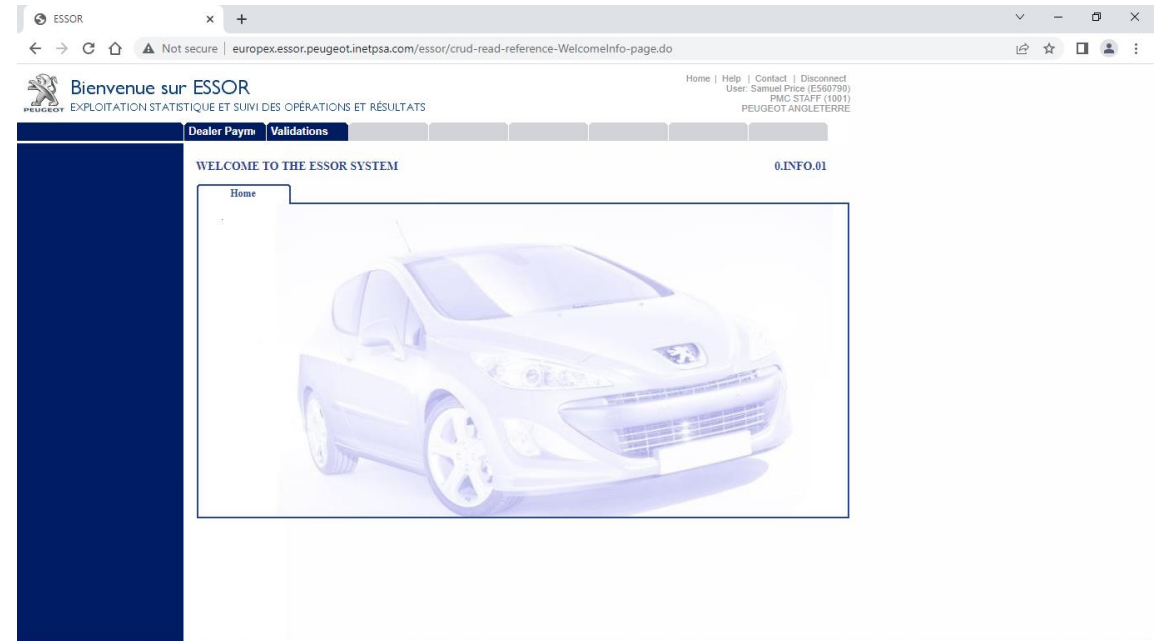
Using This Function Within ESSOR, You Are Able To Select Which Payments To Verify According To:

Retailer Code/ Category, Region/ District
Operation And Operation Type
Payments Status
Delivery Date

It Is Mandatory To Fill In At Least Either The Operation Code, Operation Type Or The Payments Status.

Exceptional, Injected And Potential Payment Will Not Be Displayed With This Search.

Watch The Short Video found on the System Transformation Repository to see how this is done by clicking [here](#) and selecting the video from the playlist

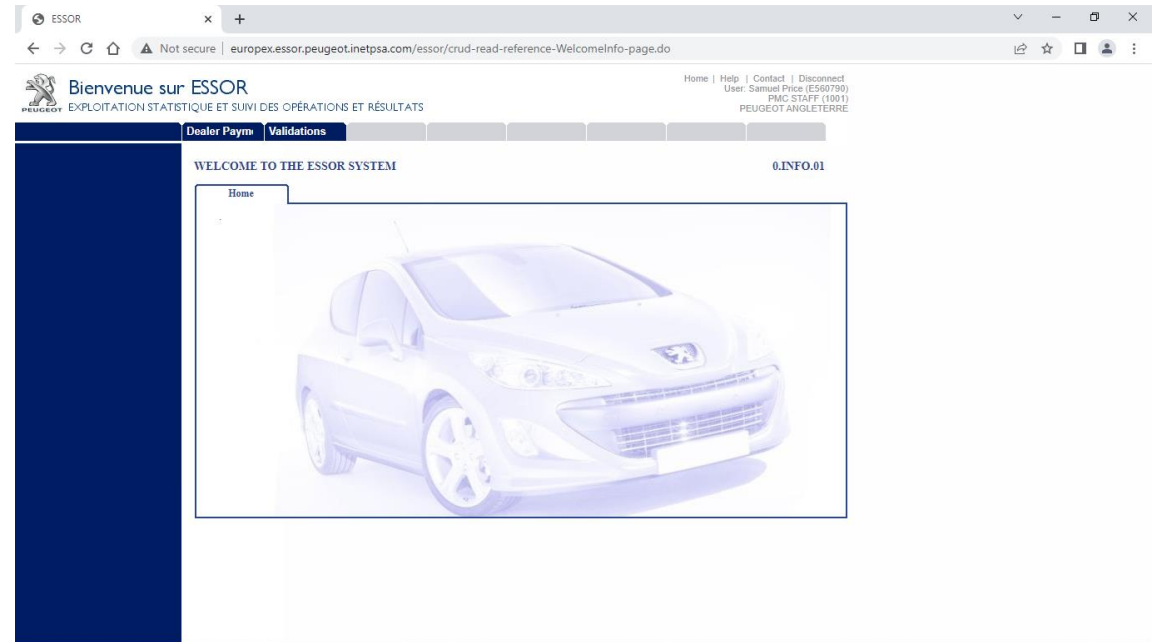


SEARCH RESULTS

Search Results Can Be Viewed In Two Ways

1. Directly Within ESSOR.
2. Exported To An Excel File.

Watch The Short Video found on the System Transformation Repository to see how this is done by clicking [here](#) and selecting the video from the playlist

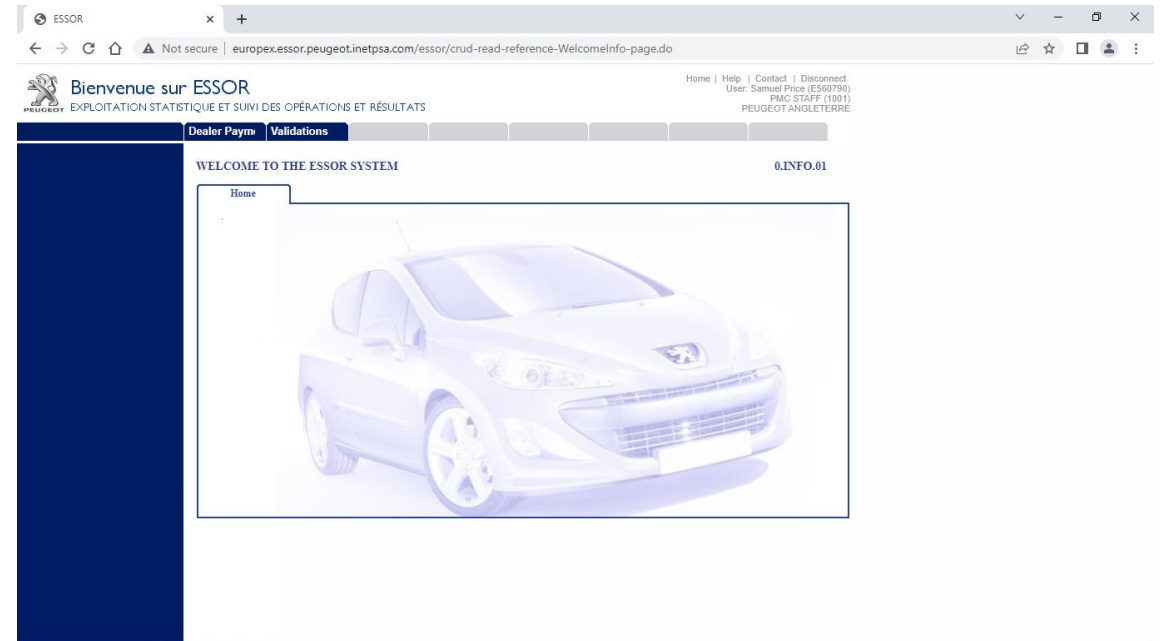


PAYMENTS FOLLOW UP - PAYMENTS FROM A FINANCIAL DOCUMENT

ESSOR also allows you to visualise the details of any financial documents issued by the accounting systems.

Data will only be displayed if the financial documents are returned to ESSOR by them (E-Billing/ SAP 4HANA...). You must select the month of payment and the financial document number you are looking to view.

Watch The Short Video found on the System Transformation Repository to see how this is done by clicking [here](#) and selecting the video from the playlist



PAYMENT FOLLOW UP - DESCRIPTION AND PAYMENTS OF A VIN

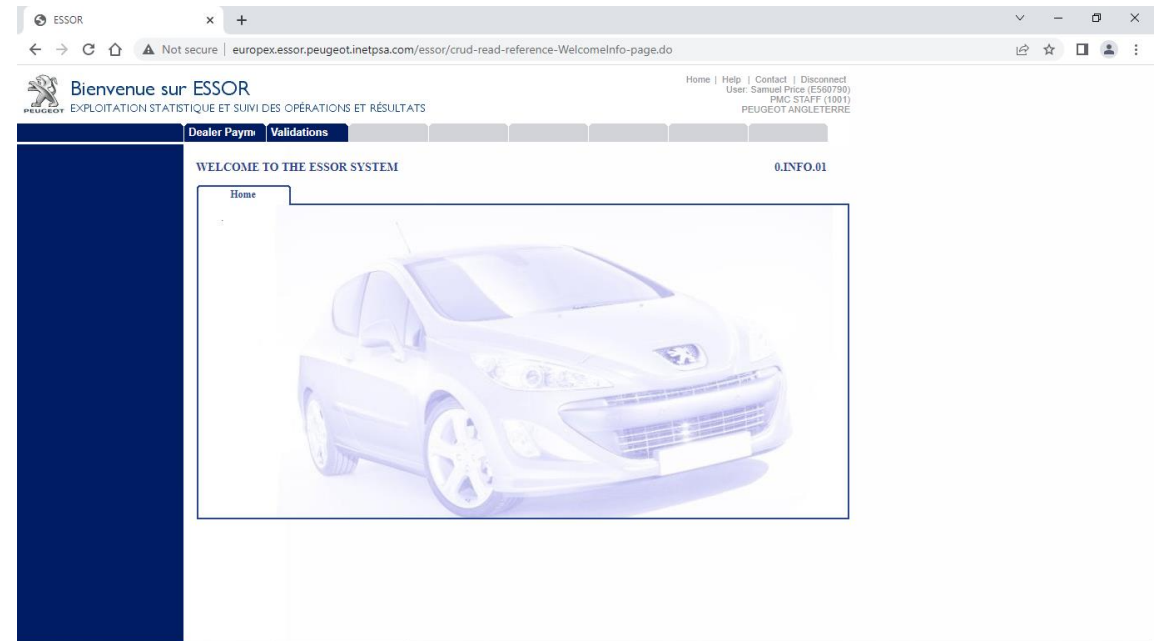
This functionality allows you to view the following information by searching for a VIN/VIS:

- 1) Order and delivery of vehicle information
- 2) Invoice information
- 3) Payments awarded.

VIN (Vehicle Information Number) is a 17 character code that identifies each vehicle, according to its specifications. It allows tracing the origin and proprietor of a vehicle.

VIS (Vehicle Information Section) corresponds to the last 8 characters of a VIN.NB: In line with GDPR guidelines you can only access information associated to your Retailer.

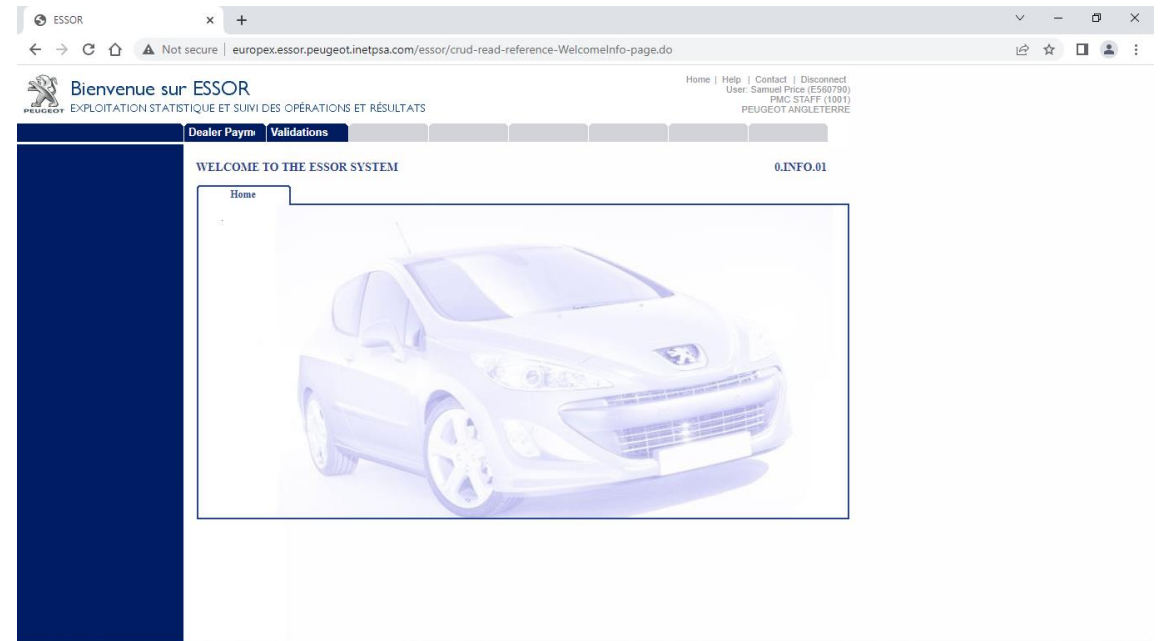
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DESCRIPTION AND PAYMENTS OF A VIN - INFORMATION AVAILABLE

Now you have seen how to complete a search using a vin/vis lets explore the information available to you from this search.

You can see the detail visible in each of tabs on the next few pages of this guide.



DESCRIPTION AND PAYMENTS OF A VIN - INFORMATION AVAILABLE

General Tab

PAYMENTS BY INDIVIDUAL CHASSIS NUMBER

2.PRIM.01

General	Invoice	Details	Payments
Chassis No.	VF3CCHMRPKW092030		
Dealer Information			
Invoiced Dealer :	015445 - C.HURST BELFAST		
Physical Dealer :	015445 - C.HURST BELFAST		
Agent :			
Vehicle information			
Model :	208 SIGNATURE PT82		
Vehicle Code :	1PIAA5LQLJT09LH3M09V40FM0000		
Options :	0000		
Engine :	P - PETROL		
Tax Type :	1 - VP		
Consignment Price :	12245.93	GBP	
Basic Price :	12495.84	GBP	
Catalogue Price (exc. Options) :	12041.67	GBP	



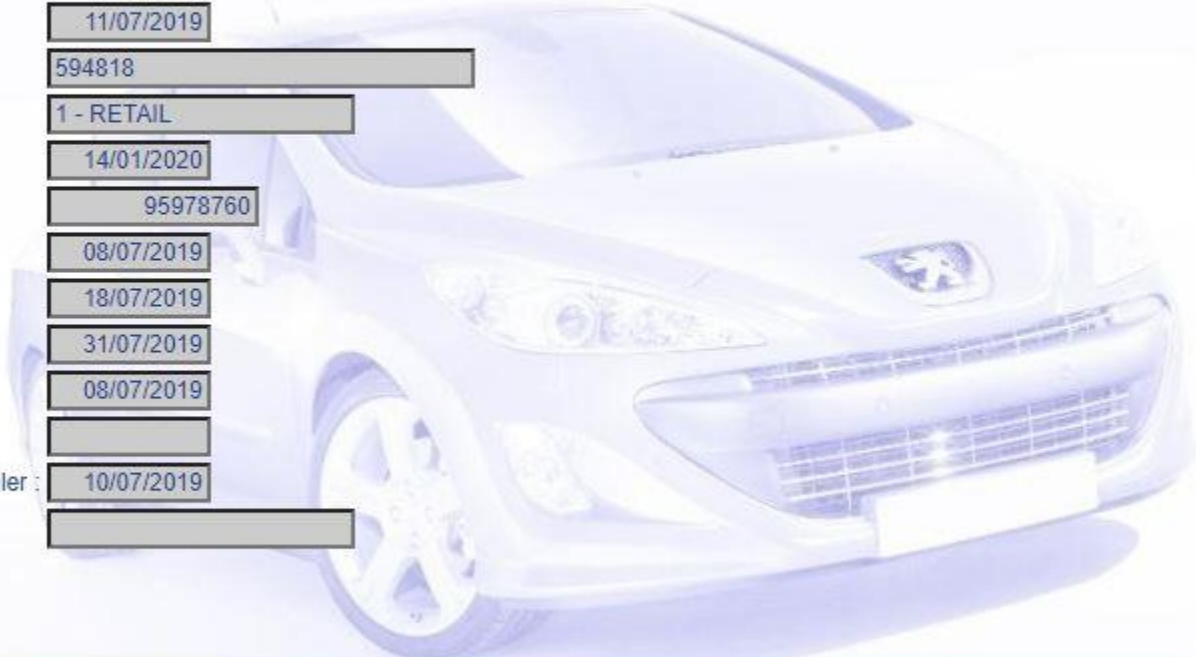
DESCRIPTION AND PAYMENTS OF A VIN - INFORMATION AVAILABLE

Invoice Tab

PAYMENTS BY INDIVIDUAL CHASSIS NUMBER

2.PRIM.01

General	Invoice	Details	Payments
Chassis No.	VF3CCHMRPKW092030		
Dealer Order Date :	11/07/2019		
Dealer Order No. :	594818		
Sale Type :	1 - RETAIL		
Invoicing Date :	14/01/2020		
Invoice No. :	95978760		
Production Date :	08/07/2019		
Consignment Date :	18/07/2019		
Payment Date :	31/07/2019		
In PMC Stock :	08/07/2019		
Allocation Date :			
Delivery Date to Dealer :	10/07/2019		
Reservation Code :			



DESCRIPTION AND PAYMENTS OF A VIN - INFORMATION AVAILABLE

Details Tab

PAYMENTS BY INDIVIDUAL CHASSIS NUMBER

2.PRIM.01

General	Invoice	Details	Payments
Chassis No.	VF3CCHMRPKW092030		
Sale Type :	1 - Sold VN	Customer Order Date :	17/07/2019
Date Sold as New Vehicle/Demo :	30/07/2019	Delivery Date :	30/07/2019
Resale Date (Used Car) :		Registration Date :	30/07/2019
Buyer Type :	1 - RETAIL	Registration No. :	OGZ3404
Promotion Code :		Customer Discount :	0.00 %
Order Origin :		Used Car Discount :	No
Registered Keeper :		Part Exchange Make :	0
Driver Code :		Part Exch. Make Code :	
Fleet Code :	RRC002	Part Exchange Model :	
Occupation Code :		Part Exchange Chassis No. :	BT5 6AU
CO2 Norm (WLTP ou NEDC) :		CO2 with ECO innovation :	
		CO2 without ECO innovation :	
		ECO innovation :	



DESCRIPTION AND PAYMENTS OF A VIN - INFORMATION AVAILABLE

Payments Tab

PAYMENTS BY INDIVIDUAL CHASSIS NUMBER

2.PRIM.01

General		Invoice		Details		Payments				
Chassis No.		VF3CCHMRPKW092030								
Operation	Type	Dealer	Amount	Status	Description of Status	Regn. Date	Invoice	Inv. Date	Priority	Actions
1907RST	RS	015445	325.00	8	Derogated, ...	30/07/2019			1,000	🔍
304B	PF	018151	480.00	8	Payments Pr...	30/07/2019	50311880	07/08/2019	1,100	🔍
A74B	RP	015445	249.92	8	Payment rec...	30/07/2019	50421560	06/04/2021	1	🔍
G10B	EM	015445	3416.67	8	Payment rec...	30/07/2019	50421558	06/04/2021	1	🔍
QE01B	MU	015445	-15.00	8	Payments Pr...	30/07/2019	50335817	05/12/2019	1,100	🔍




DESCRIPTION AND PAYMENTS OF A VIN - INFORMATION AVAILABLE

Consult Tab

These highlighted fields here indicate that the incentive was generated and modified by an automatic process alternatively, if a user creates/modifies an incentive, their user code (CPOL...) will be posted here instead.

PAYMENTS BY INDIVIDUAL CHASSIS NUMBER

2.PRIM.01

General	Invoice	Details	Payments	Consult
VIN	VF3CCHMRPKW092030			Status Validated for payment
Operation	1907RST - JULY RST			Description of Status Derogated, validated for payment
Dealer payment	015445 - C.HURST BELFAST			Invoice No.
Bonus on	1 - Sold VN			Invoice Date
Date of Sale	30/07/2019			
Priority	1000			
Amount	325.00			
Motive	82 - SDC CLAIM ADDED ONLINE			
Comment	SS3422			
Create	20/08/2019		by	
	U345617			
Modification	06/04/2021		by	
	CP0LPBM			
Ocurrence				



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