



***Standards for Technology in Automotive Retail***

**Implementation Guidelines  
Process Sales LeadDRAFT  
Repository Version Rev4.4.4**



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# Process Sales Lead

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## Process Sales Lead Guidelines

### Overview

This document is a guideline on how to use the Process Sales Lead Business Object Document (BOD). Process Sales Lead has been defined in the context of STAR for the Automotive Retail Industry. The scope of this BOD is to define the Process Sales Lead process for individual consumers who service their automobiles through their OEM's authorized Dealers. The focus is on Dealer and OEM interactions, not third party organizations. NOTE: Although this is the traditional use of the Process Sales Lead, this BOD could be used to send Process Sales Lead information between any two business parties.

Implementation Guidelines provide detailed information regarding the structure and meaning of the Process Sales Lead BOD and corresponds directly to the Process Sales Lead schema. In addition to structure and meaning, the Implementation Guidelines identify various business rules for specific fields/components that due to their nature, i.e. field interdependence, are not possible to express using schema. Please note that although these business rules are not included in the schema, they **MUST** be followed to be STAR Compliant. Therefore, the Process Sales Lead Implementation Guidelines must be used in concert with the Process Sales Lead schema during development and should **NOT** be considered a supplement or substitution to the schema. For more information regarding STAR XML Data Compliance, please review the STAR Data Compliance Guidelines document located on the STAR Web site.

For a copy of the corresponding Process Sales Lead schema, please download the appropriate STAR schema repository from the XML portion of the STAR website ([www.starstandard.org](http://www.starstandard.org)). Prior to downloading the schema, users are encouraged to download the STAR XML Reference/Implementation document also located on the XML portion of the STAR website. This document provides an overview of the STAR BOD development methodology, how to download and read STAR schema, and various frequently asked questions related to the implementation of STAR BODs.

STAR has followed the Open Application Group's Business Object Document methodology to develop the Process Sales Lead BOD. Where possible, STAR has mapped to existing OAGI fields and components. Note however that the STAR Process Sales Lead BOD is unique to the Retail Automotive industry and is not an extension of any existing OAGIS BODs.

For more information on the Open Applications Group's BODs and related documentation please refer to the Open Applications Group's Web site at ([www.openapplications.org](http://www.openapplications.org)).

### Schema Field Usage

STAR uses the same Noun in the schema for all the Noun/Verb combinations of the Process Sales Lead except the Get verb. Please refer to each Noun/Verb combination within this document to understand the requirements for each specific BOD. Although the Noun will always have every field defined for the Noun in the schema, each Noun/Verb combination may not use all of the fields. If a field is not used by a BOD, it will be noted in the business rules.

### Business Scenario

## Process Sales Lead

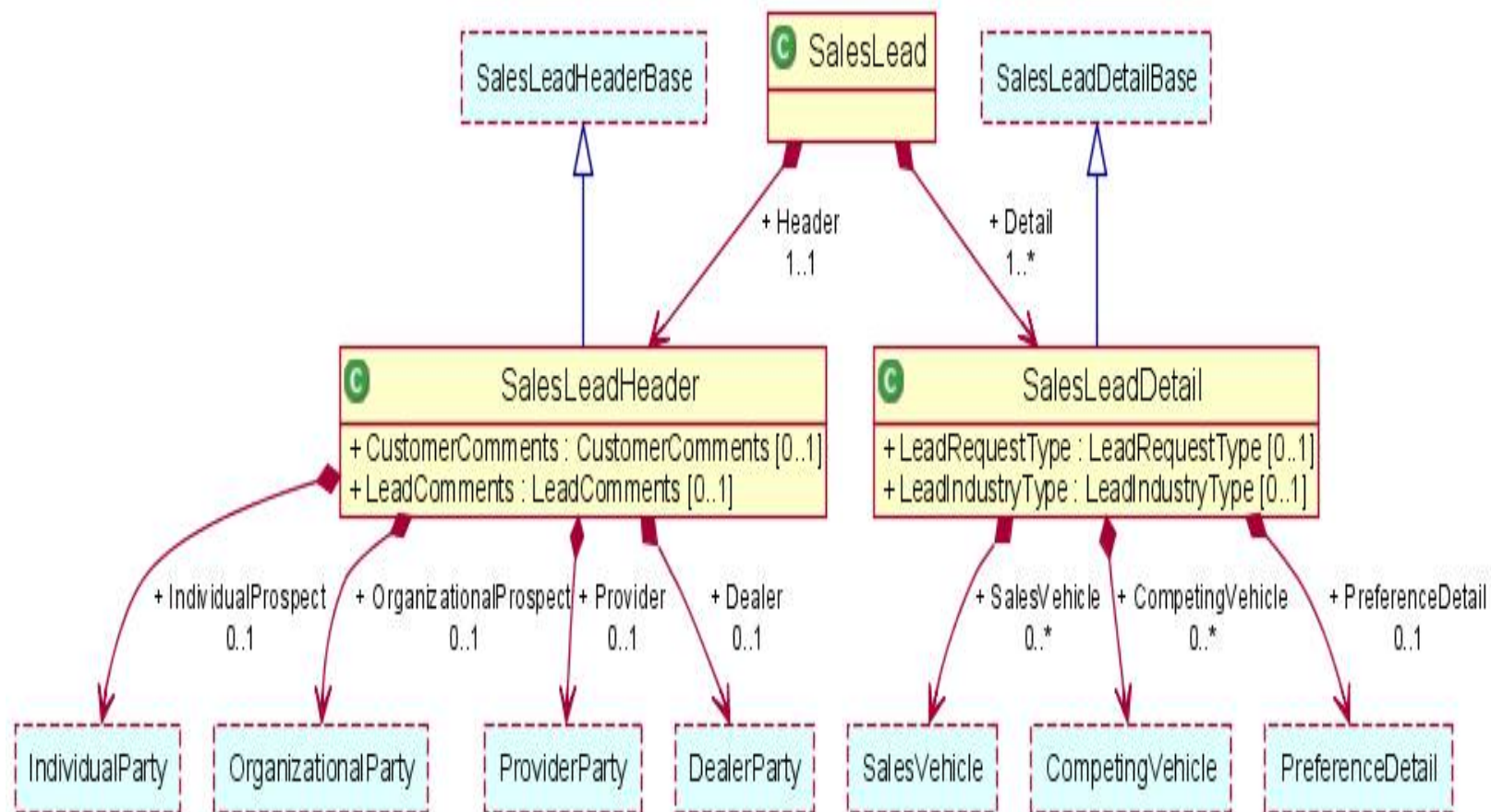
---

The Sales Lead Binary Collaboration starts with the push of a Sales Lead from the OEM to the Dealer. After this occurs, either the OEM or the Dealer may update the Sales Lead as many time as is needed. Note: This scenario is an example of how the Sales Lead BOD can be used. Implementations may vary.



### Relationship Diagram

The following is a representation of the Noun for this BOD. It is a high level overview provided to give an idea of the hierarchy of the Noun's components.



### Schema Document Properties

#### Declared Namespaces

A schema can contain more than one namespace. According to Whatis.com, "In general, a namespace uniquely identifies a set of names so that there is no ambiguity when objects having different origins but the same names are mixed together." An example would be two namespaces that both defined an element called ID, without a namespace it would be impossible to determine which definition was being used.

Prefix	Namespace
<b>Default namespace</b>	<a href="http://www.starstandards.org/STAR">http://www.starstandards.org/STAR</a>
<b>xml</b>	<a href="http://www.w3.org/XML/1998/namespace">http://www.w3.org/XML/1998/namespace</a>
<b>xsd</b>	<a href="http://www.w3.org/2001/XMLSchema">http://www.w3.org/2001/XMLSchema</a>

### Components and Data Types

Global definitions include components, code lists, and data types. Components are used to build the data structures that make up a Noun and it's requirements. Data types specify the type of data that a component's fields may contain. Not all definitions are included in this documentation. Please see either the STAR Code List guideline or Data Type Guidelines for further information.

#### AcknowledgableVerb

<b>Name</b>	AcknowledgableVerb
<b>Abstract</b>	yes

#### Attributes

Field / Component	Description	R/O	Business Rule
acknowledge		R	

#### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Verb		R	
Criteria		O	

#### XML Instance Representation

```
<...  
confirm="ConfirmType [0..1]"  
acknowledge="AcknowledgementType [0..1]">  
  <Criteria> ActionExpressionCriteria </Criteria> [0..1]  
</...>
```

#### ActionExpressionCriteria

These field(s) use this type: **Criteria**.

## Process Sales Lead

<b>Name</b>	ActionExpressionCriteria
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
expressionLanguage		R	

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Expression		R	

### XML Instance Representation

```
<...  
expressionLanguage="ExpressionLanguage [0..1]">  
  <Expression> ... </Expression> [1..*]  
</...>
```

## ActionVerb

<b>Name</b>	ActionVerb
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Verb		R	
Criteria		O	

### XML Instance Representation

## Process Sales Lead

```
<...  
confirm="ConfirmType [0..1]">  
  <Criteria> ActionExpressionCriteria </Criteria> [0..1]  
</...>
```

### ActivityId

These field(s) use this type: **ActivityId**.

Source-assigned unique event ID

<b>Name</b>	ActivityId
<b>Abstract</b>	no

### XML Instance Representation

```
<...>  
  Id  
</...>
```

### Address

<b>Name</b>	Address
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
qualifier		R	

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
AddressLine	Indicates the multiple lines of an address. The first line is typically the street name and number.	R	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
City	Is the City of the Address.	R	
County	County in which the Address is in.	O	
StateOrProvince	Is the State or Province of a given Address.	R	
Country	Country in which the Address is in.	R	
PostalCode	Postal Code of the Address.	R	

### XML Instance Representation

```
<...  
  qualifier="AddressQualifier [0..1]">  
    <AddressLine> AddressLine </AddressLine> [1..*]  
    <City> City </City> [1]  
    <County> County </County> [0..1]  
    <StateOrProvince> StateOrProvince </StateOrProvince> [1]  
    <Country> Country </Country> [1]  
    <PostalCode> PostalCode </PostalCode> [1]  
  </...>
```

### AddressBase

<b>Name</b>	<b>AddressBase</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
AddressLine	Indicates the multiple lines of an address. The first line is typically the street name and number.	R	
City	Is the City of the Address.	R	
County	County in which the Address is in.	O	
StateOrProvince	Is the State or Province of a given Address.	R	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
Country	Country in which the Address is in.	R	
PostalCode	Postal Code of the Address.	R	

### XML Instance Representation

```
<...>
  <AddressLine> AddressLine </AddressLine> [1..*]
  <City> City </City> [1]
  <County> County </County> [0..1]
  <StateOrProvince> StateOrProvince </StateOrProvince> [1]
  <Country> Country </Country> [1]
  <PostalCode> PostalCode </PostalCode> [1]
</...>
```

### AlternatePartyId

<b>Name</b>	AlternatePartyId
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Id	Alternate Party Identification	R	

### XML Instance Representation

```
<...>
  <Id> Id </Id> [1]
</...>
```

### Amount

Based on OAGI Amount. Simple content with the currency as an attribute

<b>Name</b>	Amount
-------------	--------

## Process Sales Lead

**Abstract** no

### Attributes

Field / Component	Description	R/O	Business Rule
currency		R	

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  xsd:decimal  
</...>
```

## ApplicationArea

These field(s) use this type: ApplicationArea.

**Name** ApplicationArea

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Sender	Identifies characteristics and control identifiers that relate to the application that created the Business Object Document. The sender area can indicate the logical location of the application and/or database server, the application, and the task that was processing to create the BOD.	R	
CreationDateTime	is the date time stamp that the given instance of the Business Object Document was created. This date must not be modified during the life of the Business Object Document.	R	Date/Time fields must be formatted as XML Schema Datetimes in UTC/GMT format without offsets. Example: 2003-11-05T13:15:30Z



## Process Sales Lead

Field / Component	Description	R/O	Business Rule
Signature	If the BOD is to be signed the signature element is included, otherwise it is not. Signature supports any digital signature that maybe used by an implementation of OAGIS. The qualifyingAgency identifies the agency that provided the format for the signature. This element supports any digital signature specification that is available today and in the future. This is accomplished by not actually defining the content but by allowing the implementation to specify the digital signature to be used via an external XML Schema namespace declaration. The Signature element is defined to have any content from any other namespace. This allows the user to carry a digital signature in the xml instance of a BOD. The choice of which digital signature to use is left up to the user and their integration needs.		
BODId	The BODId provides a place to carry a Globally Unique Identifier (GUID) that will make each Business Object Document instance uniquely identifiable. This is a critical success factor to enable software developers to use the Globally Unique Identifier (GUID) to build the following services or capabilities: 1. Legally binding transactions, 2. Transaction logging, 3. Exception handling, 4. Re-sending, 5. Reporting, 6. Confirmations, 7. Security.	O	
Destination	Information related to the receiver of the BOD	R	

### XML Instance Representation

```
<...>
  <Sender> Sender </Sender> [1]
  <CreationDateTime> DateTime </CreationDateTime> [1]
  <Signature> Signature </Signature> [0..1]
  <BODId> Code </BODId> [0..1]
  <Destination> Destination </Destination> [1]
</...>
```

## Appointment

These field(s) use this type: **Appointment**.

Name	Appointment
------	-------------

## Process Sales Lead

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
AppointmentDateTime	Date and time of the appointment	O	
AppointmentLocation	Location of the appointment... For example: Office; Home	O	
AppointmentNotes	Comments that relate to the appointment.	O	

### XML Instance Representation

```
<...>  
  <AppointmentDateTime> AppointmentDateTime </AppointmentDateTime> [0..1]  
  <AppointmentLocation> AppointmentLocation </AppointmentLocation> [0..1]  
  <AppointmentNotes> AppointmentNotes </AppointmentNotes> [0..1]  
</...>
```

## AppointmentBase

Based on oa:Appointment

**Name** AppointmentBase

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
AppointmentDateTime	Date and time of the appointment	O	
AppointmentLocation	Location of the appointment... For example: Office; Home	O	
AppointmentNotes	Comments that relate to the appointment.	O	

### XML Instance Representation

```
<...>
```

## Process Sales Lead

---

```
<AppointmentDateTime> AppointmentDateTime </AppointmentDateTime> [0..1]
<AppointmentLocation> AppointmentLocation </AppointmentLocation> [0..1]
<AppointmentNotes> AppointmentNotes </AppointmentNotes> [0..1]
</...>
```

### ApprovedAmount

These field(s) use this type: **ApprovedAmount**.

Amount pre-approved

<b>Name</b>	ApprovedAmount
<b>Abstract</b>	no

### XML Instance Representation

```
<...
currency="Currency [1]">
  Amount
</...>
```

### BalanceAmount

These field(s) use this type: **BalanceAmount,BalanceAmount**.

Remaining balance on Current Vehicle

<b>Name</b>	BalanceAmount
<b>Abstract</b>	no

### XML Instance Representation

```
<...
currency="Currency [1]">
  Amount
</...>
```

## Process Sales Lead

---

### BasePaymentAmount

These field(s) use this type: **BasePaymentAmount**.

Monthly payment amount before dealer add-ons (i.e., does not include fees, taxes, etc.)

<b>Name</b>	<b>BasePaymentAmount</b>
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### BrandedInfo

These field(s) use this type: **BrandedInfo**.

<b>Name</b>	<b>BrandedInfo</b>
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
BrandedTitleInd	This tag indicates if a vehicle's title has been branded. (i.e., vehicle totaled and state registration title branded as such)	O	
BrandedTitleDate	Branding Date	O	YYYY-MM-DD
BrandingStateCode	Branding State Code	O	
BrandingStateReference	Branding State Reference Number	O	
BrandingSource	Branding source Ã#Â¿Ã#Â¿ (i.e., source who says that the vehicle is branded)	O	

## Process Sales Lead

---

### XML Instance Representation

```
<...>
  <BrandedTitleInd> BrandedTitleInd </BrandedTitleInd> [0..1]
  <BrandedTitleDate> BrandedTitleDate </BrandedTitleDate> [0..1]
  <BrandingStateCode> BrandingStateCode </BrandingStateCode> [0..1]
  <BrandingStateReference> BrandingStateReference </BrandingStateReference> [0..1]
  <BrandingSource> BrandingSource </BrandingSource> [0..1]
</...>
```

### BrandingStateCode

These field(s) use this type: **BrandingStateCode**.

Branding State Code

<b>Name</b>	BrandingStateCode
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  StateOrProvince
</...>
```

### BusinessObjectDocument

<b>Name</b>	BusinessObjectDocument
<b>Abstract</b>	no

### Attributes

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
revision	This should contain the STAR repository version in the following recommended format. 4.2.1_M20080416. Where the first part indicates the version of the STAR repository and anything after the _ indicates the Milestone build that is being used. If referring to an official published version then only the STAR Repository version is required.	O	
release	Indicates the OAGIS release that this BOD belongs.	O	
environment	Indicates whether this BOD is being sent in a "Test" or a "Production" mode. If the BOD is being sent in a test mode, it's information should not affect the business operation. However, if the BOD is sent in "Production" mode it is assumed that all test has been complete and the contents of the BOD are to affect the operation of the receiving business application(s).	O	
lang	Indicates the language that the contents of the BOD is in unless otherwise stated.	O	
bodVersion	Deprecated as of STAR 4.2.2. It is recommended to use the revision attribute to identify the repository and the noun. May be removed in a new major version of the STAR repository. Indicates the version number of the BOD.	O	

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
ApplicationArea	Provides the information that an application may need to know in order to communicate in an integration of two or more business applications. The ApplicationArea is used at the applications layer of communication. While the integration frameworks web services and middleware provide the communication layer that OAGIS operates on top of. Provides the information that an application may need to know in order to communicate in an integration of two or more business applications. The ApplicationArea is used at the applications layer of communication. While the integration frameworks web services and middleware provide the communication layer that OAGIS operates on top of.	R	

### XML Instance Representation

## Process Sales Lead

```
<...  
revision="Text [0..1]"  
release="8.1-Lite [0..1]"  
environment="Text [0..1]"  
lang="Language [0..1]"  
bodVersion="Text [0..1]">  
  <ApplicationArea> ... </ApplicationArea> [1]  
</...>
```

### Child

These field(s) use this type: **Child**.

<b>Name</b>	<b>Child</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
BirthDate	Birth date of child	O	
Gender	Gender of child	O	
PersonName	Name of child	O	

### XML Instance Representation

```
<...>  
  <BirthDate> BirthDate </BirthDate> [0..1]  
  <Gender> Gender </Gender> [0..1]  
  <PersonName> IndividualPartyPersonName </PersonName> [0..1]  
</...>
```

### ChildBase

<b>Name</b>	<b>ChildBase</b>
-------------	------------------

## Process Sales Lead

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
BirthDate	Birth date of child	O	
Gender	Gender of child	O	

### XML Instance Representation

```
<...>  
  <BirthDate> BirthDate </BirthDate> [0..1]  
  <Gender> Gender </Gender> [0..1]  
</...>
```

## Children

These field(s) use this type: **Children**.

**Name** Children

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
NumberOfChildren	Total number of children in household	O	
Child	information on the children in household	O	

### XML Instance Representation

```
<...>  
  <NumberOfChildren> NumberOfChildren </NumberOfChildren> [0..1]  
  <Child> Child </Child> [0..*]  
</...>
```



## Process Sales Lead

---

### CodeType

Unique code name

<b>Name</b>	<b>CodeType</b>
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
listID		O	
listName		O	
listAgencyID		O	
listAgencyName		O	
listVersionID		O	
listURI		O	

### XML Instance Representation

```
<...  
listID="xsd:token [0..1]"  
listName="xsd:string [0..1]"  
listAgencyID="xsd:token [0..1]"  
listAgencyName="xsd:string [0..1]"  
listVersionID="xsd:token [0..1]"  
listURI="xsd:anyURI [0..1]">  
  xsd:string  
</...>
```

### CompetingVehicle

These field(s) use this type: **CompetingVehicle**.

## Process Sales Lead

**Name** CompetingVehicle

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Model	Manufacturer-assigned model code of vehicle - Usually available in the VIN number (use NCIC code)	O	
ModelYear	Vehicle designated model year	O	
ModelDescription	Descriptive vehicle model name	O	
Make	Vehicle make code - Usually available in the VIN number (use NCIC code).	O	
Manufacturer	Manufacturer Name	O	Competitive manufacturer the contact is interested in.

### XML Instance Representation

```
<...>
  <Model> Model </Model> [0..1]
  <ModelYear> ModelYear </ModelYear> [0..1]
  <ModelDescription> ModelDescription </ModelDescription> [0..1]
  <Make> Make </Make> [0..1]
  <Manufacturer> Manufacturer </Manufacturer> [0..1]
</...>
```

### ConfirmableVerb

**Name** ConfirmableVerb

**Abstract** no

### Attributes

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
confirm		R	

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Verb		R	

### XML Instance Representation

```
<...  
confirm="ConfirmType [0..1]"/>
```

## ContactBase

<b>Name</b>	ContactBase
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Telephone	Contact telephone numbers	O	
EMailAddress	Contact Email addresses	O	
Fax	Contact Fax numbers	O	
PreferredContactMethod	Preferred contact method	O	
ContactTime	Preferred contact time (i.e. Best day/time to reach the contact.	O	
PrimaryContactInd	Indicates if contact is primary contact	O	

### XML Instance Representation

```
<...>  
<Telephone> IndividualPartyContactTelephoneNumber </Telephone> [0..*]
```

## Process Sales Lead

```
<EmailAddress> IndividualPartyContactEMail </EmailAddress> [0..*]  
<Fax> IndividualPartyContactFax </Fax> [0..*]  
<PreferredContactMethod> PreferredContactMethod </PreferredContactMethod> [0..1]  
<ContactTime> ContactTime </ContactTime> [0..1]  
<PrimaryContactInd> PrimaryContactInd </PrimaryContactInd> [0..1]  
</...>
```

### ContractTermMileage

These field(s) use this type: **ContractTermMileage**.

Mileage allowed under terms of contract

<b>Name</b>	<b>ContractTermMileage</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...  
uom="MileageMeasure [0..1]">  
  Mileage  
</...>
```

### Count

Simple quantity type with no attributes

<b>Name</b>	<b>Count</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...>  
xsd:integer  
</...>
```

### CurrentFinancing

## Process Sales Lead

<b>Name</b>	<b>CurrentFinancing</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
FinanceType	Type of financing Examples may be F- Finance, L - Lease, C-Cash, 1-Retail, 2-Lease, 3-Balloon, etc..	O	
PaymentAmount	Monthly Payment Amount	O	
BalanceAmount	Remaining balance on Current Vehicle	O	
FinalAmount	Last month payment amount	O	
ResidualAmount	Remaining residual on current vehicle	O	
Term	Number of months of contract term	O	
MaturityDate	Month and year of contract maturity	O	
FinanceCompanyName	Name of Finance Company	O	
WholesaleValueAmount	Actual wholesale value of the vehicle.	O	
TradeAllowanceAmount	Trade Allowance is the second component of the negotiated trade vehicleO amount, the primary portion being the wholesale amount of the trade vehicle.	O	

### XML Instance Representation

```
<...>
  <FinanceType> FinanceType </FinanceType> [0..1]
  <PaymentAmount> PaymentAmount </PaymentAmount> [0..1]
  <BalanceAmount> BalanceAmount </BalanceAmount> [0..1]
  <FinalAmount> FinalAmount </FinalAmount> [0..1]
  <ResidualAmount> ResidualAmount </ResidualAmount> [0..1]
  <Term> Term </Term> [0..1]
  <MaturityDate> MaturityDate </MaturityDate> [0..1]
  <FinanceCompanyName> FinanceCompanyName </FinanceCompanyName> [0..1]
```

## Process Sales Lead

```
<WholesaleValueAmount> WholesaleValueAmount </WholesaleValueAmount> [0..1]
<TradeAllowanceAmount> TradeAllowanceAmount </TradeAllowanceAmount> [0..1]
</...>
```

### CurrentMileage

These field(s) use this type: **CurrentMileage**.

Odometer reading of vehicle at the current time

<b>Name</b>	<b>CurrentMileage</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...
  uom="MileageMeasure [0..1]">
  Mileage
</...>
```

### DealerParty

These field(s) use this type: **Dealer**.

<b>Name</b>	<b>DealerParty</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PartyId	Party Identification Number	O	
DealerName	Dealer name	O	
DistrictCode	Manufacturer Assigned District Code	O	
URI	Dealer URI	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
ZoneCode	Manufacturer Assigned Zone Code	O	
Address	Dealer party address	O	
SalesContact	Dealer party contact information	O	
SalesPersonName	Name of Salesperson. Format for name should be "First Last" with no commas between first and last name	O	
DepartmentType	Identifies the internal department	O	(INACTIVE)
OrganizationId	Member Identification number of affiliate organization	O	(INACTIVE)
OrganizationName	OrganizationName	O	(INACTIVE)
SelectionMethod	Method used to select dealer Example: PF for preferred, PM for PMA, DI for distance, etc.	O	

### XML Instance Representation

```
<...>
  <PartyId> PartyId </PartyId> [0..1]
  <DealerName> DealerName </DealerName> [0..1]
  <DistrictCode> DistrictCode </DistrictCode> [0..1]
  <URI> URI </URI> [0..1]
  <ZoneCode> ZoneCode </ZoneCode> [0..1]
  <Address> OrganizationAddress </Address> [0..1]
  <SalesContact> OrganizationContact </SalesContact> [0..1]
  <SalesPersonName> SalesPersonName </SalesPersonName> [0..1]
  <DepartmentType> DepartmentType </DepartmentType> [0..1]
  <OrganizationId> OrganizationId </OrganizationId> [0..1]
  <OrganizationName> OrganizationName </OrganizationName> [0..1]
  <SelectionMethod> SelectionMethod </SelectionMethod> [0..1]
</...>
```

### DealerPartyBase

## Process Sales Lead

<b>Name</b>	DealerPartyBase
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PartyId	Party Identification Number	O	
DealerName	Dealer name	O	
DistrictCode	Manufacturer Assigned District Code	O	
URI	Dealer URI	O	
ZoneCode	Manufacturer Assigned Zone Code	O	

### XML Instance Representation

```
<...>  
  <PartyId> PartyId </PartyId> [0..1]  
  <DealerName> DealerName </DealerName> [0..1]  
  <DistrictCode> DistrictCode </DistrictCode> [0..1]  
  <URI> URI </URI> [0..1]  
  <ZoneCode> ZoneCode </ZoneCode> [0..1]  
</...>
```

### DefaultCurrency

These field(s) use this type: **DefaultCurrency**.

Currency used for transactions

<b>Name</b>	DefaultCurrency
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
```



## Process Sales Lead

Currency  
</...>

### DeliveryMileage

These field(s) use this type: **DeliveryMileage**.

Odometer reading of vehicle at time of delivery

<b>Name</b>	<b>DeliveryMileage</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...  
uom="MileageMeasure [0..1]">  
  Mileage  
</...>
```

### Demographics

These field(s) use this type: **Demographics**.

represents information about the demographics of an individual. Note: THis needed to be copied from OAGIS to specify STAR min/max differences

<b>Name</b>	<b>Demographics</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Hobbies	Customer's interest - Ex: skiing; tennis	O	
EducationLevel	Last Year of education completed>	O	
EthnicBackground	Code for customer ethnic background.	O	(INACTIVE)
Gender	Gender of party	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
Income	Gross amount of income generated by party	O	
HouseholdIncome	Gross amount of income generated by Household	O	
MaritalStatus	Identifies marital status of business party	O	Values: M - Married, U - Unmarried, S - Separated, O - Other
Occupation	Occupation of business party	O	
Language	Business party native language	O	
BirthDate	Birth date of party	O	YYYY-MM-DD
SpouseSignificantOther	Spousal Unit Significant Other	O	(INACTIVE)
HouseholdSize	Total number of persons in household including children	O	
Children	Children of party	O	
FirstTimeBuyerInd	Identifies customer as first time buyer	O	(INACTIVE)
CustomerQualities	Customer demographic identifiers as defined by customer	O	(INACTIVE)
ResidenceType	Business Partner's type of residence (i.e., Own, Rent)	O	(INACTIVE)
NewProspectInd	Identifies customer as a new prospect to the brand	O	(INACTIVE)
HouseholdIncomeRange	The range of a household's income	O	

### XML Instance Representation

```

<...>
  <Hobbies> Hobbies </Hobbies> [0..*]
  <EducationLevel> EducationLevel </EducationLevel> [0..1]
  <EthnicBackground> EthnicBackground </EthnicBackground> [0..1]
  <Gender> Gender </Gender> [0..1]
  <Income> Income </Income> [0..*]

```

## Process Sales Lead

```
<HouseholdIncome> HouseholdIncome </HouseholdIncome> [0..*]  
<MaritalStatus> MaritalStatus </MaritalStatus> [0..1]  
<Occupation> Occupation </Occupation> [0..1]  
<Language> Language </Language> [0..1]  
<BirthDate> BirthDate </BirthDate> [0..1]  
<SpouseSignificantOther> SpouseSignificantOther </SpouseSignificantOther> [0..1]  
<HouseholdSize> HouseholdSize </HouseholdSize> [0..1]  
<Children> Children </Children> [0..1]  
<FirstTimeBuyerInd> FirstTimeBuyerInd </FirstTimeBuyerInd> [0..1]  
<CustomerQualities> CustomerQualities </CustomerQualities> [0..1]  
<ResidenceType> ResidenceType </ResidenceType> [0..1]  
<NewProspectInd> NewProspectInd </NewProspectInd> [0..1]  
<HouseholdIncomeRange> HouseholdIncomeRange </HouseholdIncomeRange> [0..1]  
</...>
```

### Description

Description

Name	Description
Abstract	no

### Attributes

Field / Component	Description	R/O	Business Rule
language	The ISO language code that the description is written.	O	

### XML Instance Representation

```
<...  
language="Language [0..1]">  
  xsd:string  
</...>
```

### Destination

## Process Sales Lead

These field(s) use this type: **Destination**.

<b>Name</b>	<b>Destination</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
DestinationNameCode	Code for destination of file (i.e.Short Manufacturer or DSP code)	O	Must use a valid code from the ShortMfg/RSP list on <a href="http://www.starstandards.org">http://www.starstandards.org</a>
DestinationURI	Physical address of the destination	O	
DestinationSoftwareCode	Additional information about the destination application	O	
DestinationSoftware	For which software destination file is intended (may not be known).	O	
DealerNumber	Target Dealer Code receiving information	O	
StoreNumber	Dealer code store number (DMS assigned)	O	
AreaNumber	Dealer code area number (DMS vendor assigned)	O	
DealerCountry	Target Dealer country location	O	
PartyId	The Party Id field uniquely identifies the Receiver of the message. This element can be used for parties within the Automotive Community as well as external parties. Party Id is not intended as a replacement for the Dealer Number. Suggested formats for OEMs or other large institutions include: DUNs Number, ShortMfgCode + DUNs, or ShortMfgCode. The suggested format for Dealers is: ShortMfgCode+Dealer Number.	O	
LocationId	The Location Id field uniquely identifies the location of the Receiver of a O message. This Id may be aligned with a physical address or data centers. This field provides an additional level of granularity beyond the usage of the Party Id for additional routing and deliver of data.		
ServiceId	The Service Id field identifies the particular service to which a message is being sent, e.g., an inventory service.	O	

## Process Sales Lead

### XML Instance Representation

```
<...>
  <DestinationNameCode> ShortMfg </DestinationNameCode> [0..1]
  <DestinationURI> URI </DestinationURI> [0..1]
  <DestinationSoftwareCode> Text </DestinationSoftwareCode> [0..1]
  <DestinationSoftware> Text </DestinationSoftware> [0..1]
  <DealerNumber> PartyId </DealerNumber> [0..1]
  <StoreNumber> Text </StoreNumber> [0..1]
  <AreaNumber> Text </AreaNumber> [0..1]
  <DealerCountry> Country </DealerCountry> [0..1]
  <PartyId> PartyId </PartyId> [0..1]
  <LocationId> LocationId </LocationId> [0..1]
  <ServiceId> ServiceId </ServiceId> [0..1]
</...>
```

### Dimension

Dimension measurement

Name	Dimension
Abstract	no

### Attributes

Field / Component	Description	R/O	Business Rule
uom		R	

### XML Instance Representation

```
<...
uom="DimensionMeasure [1]">
  xsd:decimal
</...>
```

### DocumentId

## Process Sales Lead

---

These field(s) use this type: **DocumentId**.

Is the identifier for the document.

<b>Name</b>	<b>DocumentId</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...>  
  Id  
</...>
```

## DoorsQuantity

These field(s) use this type: **DoorsQuantity**.

Number of doors on vehicle

<b>Name</b>	<b>DoorsQuantity</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...>  
  Count  
</...>
```

## DownPaymentAmount

These field(s) use this type: **DownPaymentAmount**.

Down Payment amount or amount of cap cost reduction.

<b>Name</b>	<b>DownPaymentAmount</b>
<b>Abstract</b>	<b>no</b>

## Process Sales Lead

---

### XML Instance Representation

```
<...  
  currency="Currency [1]">  
    Amount  
</...>
```

### EngineMake

These field(s) use this type: **EngineMake**.

Make of engine on or for a vehicle.

<b>Name</b>	EngineMake
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
  language="Language [0..1]">  
    Description  
</...>
```

### EngineModelName

These field(s) use this type: **EngineModelName**.

Model name of engine on or for a vehicle.

<b>Name</b>	EngineModelName
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
  language="Language [0..1]">  
    Description  
</...>
```

## Process Sales Lead

### ExpandedOption

These field(s) use this type: Option,Option.

<b>Name</b>	ExpandedOption
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
OptionType	An option type for a vehicle or other component. Usually references an OEM supplied list of codes.	O	
OptionName	Name of vehicle option	O	
OptionStockNumber	Stock Number of Vehicle Option	O	
Manufacturer	Manufacturer of Vehicle Option	O	
OptionPrice	Price of Vehicle Option	O	
OptionSecurityCode	Security code to unlock option. (i.e, radio code)n	O	(INACTIVE)
ManufacturerInstalledInd	Indicates manufacturer-installed accessories	O	(INACTIVE)
OptionCost	Actual Dealer cost of option	O	(INACTIVE)
OptionMSRP	Option MSRP	O	(INACTIVE)
OptionOrigin	Identifies the option installer	O	(INACTIVE)
OptionSerialNumber	Serial number of Option	O	(INACTIVE)
ItemId	Part number identifier of Option	O	(INACTIVE)



## Process Sales Lead

Field / Component	Description	R/O	Business Rule
PartType	Specifies whether the parts are indicated by manufacturer part code or Part Number	O	(INACTIVE)
OptionNotes	Free form text related to option	O	(INACTIVE)
DealerInstallationInd	Dealer installed accessories, before delivery of vehicle - Could be used for new or used vehicle, if applicable	O	(INACTIVE)
MiscellaneousCode	Miscellaneous codes relating to vehicle (i.e., sales codes)	O	(INACTIVE)
OptionPackageId	Option package number or identifier used as a method for grouping option package items from manufacturer(s) Ex: OptPkg1,cost,OptPkg1; Item1,nocost,OptPkg1; Item2,nocost,Optpkg1; Item3,cost,nullOptPkg; OptPkg2,cost,Optpkg2; Item5,nocost,OptPkg2Ã#Ã¢Ã#Ã#Ã!	O	(INACTIVE)
OptionSalesCode	Further definition of accessories and option packages - Indicates whether O ordered option, special package, standard, etc.	O	(INACTIVE)
PortInstalledInd	Indicates Port-installed accessories	O	(INACTIVE)

### XML Instance Representation

```

<...>
  <OptionType> OptionType </OptionType> [0..1]
  <OptionName> OptionName </OptionName> [0..1]
  <OptionStockNumber> OptionStockNumber </OptionStockNumber> [0..1]
  <Manufacturer> Manufacturer </Manufacturer> [0..1]
  <OptionPrice> OptionPrice </OptionPrice> [0..1]
  <OptionSecurityCode> OptionSecurityCode </OptionSecurityCode> [0..1]
  <ManufacturerInstalledInd> ManufacturerInstalledInd </ManufacturerInstalledInd> [0..1]
  <OptionCost> OptionCost </OptionCost> [0..1]
  <OptionMSRP> OptionMSRP </OptionMSRP> [0..1]
  <OptionOrigin> OptionOrigin </OptionOrigin> [0..1]
  <OptionSerialNumber> OptionSerialNumber </OptionSerialNumber> [0..1]
  <ItemId> ItemId </ItemId> [0..1]
  <PartType> PartType </PartType> [0..1]
  <OptionNotes> OptionNotes </OptionNotes> [0..1]

```

## Process Sales Lead

```
<DealerInstallationInd> DealerInstallationInd </DealerInstallationInd> [0..1]
<MiscellaneousCode> MiscellaneousCode </MiscellaneousCode> [0..*]
<OptionPackageId> OptionPackageId </OptionPackageId> [0..1]
<OptionSalesCode> OptionSalesCode </OptionSalesCode> [0..1]
<PortInstalledInd> PortInstalledInd </PortInstalledInd> [0..1]
</...>
```

### FinalAmount

These field(s) use this type: **FinalAmount,FinalAmount.**

Last month payment amount

<b>Name</b>	<b>FinalAmount</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...
currency="Currency [1]">
  Amount
</...>
```

### HeaderBase

Used on all STAR BODs

<b>Name</b>	<b>HeaderBase</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
DocumentDateTime	Is the date and time the document was last created. This is not the date and time that the BOD message instance was created.	O	
SecondaryPassword	Secondary password used to validate access to the dealer information	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
SecondaryDealerNumber	Identifies secondary dealer number if different than primary "Dealer Number"	O	

### XML Instance Representation

```
<...>
  <DocumentDateTime> DocumentDateTime </DocumentDateTime> [0..1]
  <SecondaryPassword> SecondaryPassword </SecondaryPassword> [0..1]
  <SecondaryDealerNumber> SecondaryDealerNumber </SecondaryDealerNumber> [0..1]
</...>
```

## Hours

Hours

<b>Name</b>	Hours
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  xsd:decimal
</...>
```

## HouseholdIncome

These field(s) use this type: HouseholdIncome.

Gross amount of income generted by Household

<b>Name</b>	HouseholdIncome
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
```

## Process Sales Lead

---

```
currency="Currency [1]"
period="IncomePeriod [1]">
  Income
</...>
```

### HouseholdSize

These field(s) use this type: **HouseholdSize**.

Total number of persons in household including children

<b>Name</b>	HouseholdSize
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  Count
</...>
```

### Id

These field(s) use this type: **AuthorizationId,Id**.

Party Identification number

<b>Name</b>	Id
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  xsd:string
</...>
```

### ImageAttachment

These field(s) use this type: **ImageAttachment**.

## Process Sales Lead

represents information about the location of on-line vehicle photos.

<b>Name</b>	<b>ImageAttachment</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
URI	URI	O	
ImageWidth	Image tag width. Example: "100"	O	
ImageHeight	Image tag height Example: "120"	O	
ImageAlternateText	Image alternate text. Example: "1997 Honda Accord"	O	

### XML Instance Representation

```
<...>
  <URI> URI </URI> [0..1]
  <ImageWidth> ImageWidth </ImageWidth> [0..1]
  <ImageHeight> ImageHeight </ImageHeight> [0..1]
  <ImageAlternateText> ImageAlternateText </ImageAlternateText> [0..*]
</...>
```

## ImageHeight

These field(s) use this type: **ImageHeight**.

Image tag height Example: "120"

<b>Name</b>	<b>ImageHeight</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...>
  Count
```

## Process Sales Lead

```
</...>
```

### ImageWidth

These field(s) use this type: **ImageWidth**.

Image tag width. Example: "100"

<b>Name</b>	ImageWidth
<b>Abstract</b>	no

### XML Instance Representation

```
<...>  
  Count  
</...>
```

### Income

These field(s) use this type: **Income**.

Gross amount of income

<b>Name</b>	Income
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
currency		R	
period		R	

### XML Instance Representation

```
<...  
currency="Currency [1]"
```

## Process Sales Lead

```
period="IncomePeriod [1]">
  xsd:decimal
</...>
```

### IndividualParty

These field(s) use this type: **IndividualProspect**.

<b>Name</b>	<b>IndividualParty</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PartyId	Party Identification Number	O	
AlternatePartyIds	Individual party alternate party Identification	O	
PersonName	Individual party name	O	
Address	Individual party address	O	
Contact	Individual party contact information	O	
Demographics	Individual party demographics	O	
MarketingMailInd	Indicates customers whom have requested no marketing mail	O	(INACTIVE)
OwnedVehicle	Vehicle(s) owned by individual party	O	

### XML Instance Representation

```
<...>
  <PartyId> PartyId </PartyId> [0..1]
  <AlternatePartyIds> IndividualPartyAlternatePartyId </AlternatePartyIds> [0..*]
  <PersonName> IndividualPartyPersonName </PersonName> [0..1]
  <Address> IndividualPartyAddress </Address> [0..*]
  <Contact> IndividualPartyContact </Contact> [0..1]
  <Demographics> Demographics </Demographics> [0..1]
```

## Process Sales Lead

```
<MarketingMailInd> MarketingMailInd </MarketingMailInd> [0..1]
<OwnedVehicle> OwnedVehicle </OwnedVehicle> [0..*]
</...>
```

### IndividualPartyAddress

These field(s) use this type: **Address**.

<b>Name</b>	<b>IndividualPartyAddress</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
AddressLine	Indicates the multiple lines of an address. The first line is typically the street name and number.	R	
City	Is the City of the Address.	R	
County	County in which the Address is in.	O	
StateOrProvince	Is the State or Province of a given Address.	R	
Country	Country in which the Address is in.	R	
PostalCode	Postal Code of the Address.	R	
UrbanizationCode	Geographic definition of a metropolitan or suburban area	O	(INACTIVE)

### XML Instance Representation

```
<...
  qualifier="AddressQualifier [0..1]">
    <AddressLine> AddressLine </AddressLine> [1..*]
    <City> City </City> [1]
    <County> County </County> [0..1]
    <StateOrProvince> StateOrProvince </StateOrProvince> [1]
    <Country> Country </Country> [1]
```



## Process Sales Lead

```
<PostalCode> PostalCode </PostalCode> [1]
<UrbanizationCode> UrbanizationCode </UrbanizationCode> [0..1]
</...>
```

### IndividualPartyAlternatePartyId

These field(s) use this type: AlternatePartyIds.

<b>Name</b>	IndividualPartyAlternatePartyId
<b>Abstract</b>	no

#### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Id	Alternate Party Identification	R	
AssigningPartyId	Agency or entity that validates the Party Id	R	
IssuingState	Indicates that State where the license was issued.	O	
ExpirationDate	Expiration date of the alternate party id (e.g., Driver's License expiration date).	O	

### XML Instance Representation

```
<...>
  <Id> Id </Id> [1]
  <AssigningPartyId> AssigningPartyId </AssigningPartyId> [1]
  <IssuingState> IssuingState </IssuingState> [0..1]
  <ExpirationDate> ExpirationDate </ExpirationDate> [0..1]
</...>
```

### IndividualPartyBase

<b>Name</b>	IndividualPartyBase
<b>Abstract</b>	no

## Process Sales Lead

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PartyId	Party Identification Number	O	
AlternatePartyIds	Individual party alternate party Identification	O	
PersonName	Individual party name	O	
Address	Individual party address	O	

### XML Instance Representation

```
<...>
  <PartyId> PartyId </PartyId> [0..1]
  <AlternatePartyIds> IndividualPartyAlternatePartyId </AlternatePartyIds> [0..*]
  <PersonName> IndividualPartyPersonName </PersonName> [0..1]
  <Address> IndividualPartyAddress </Address> [0..*]
</...>
```

## IndividualPartyContact

These field(s) use this type: **Contact**.

Individual contact informaion

<b>Name</b>	<b>IndividualPartyContact</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Telephone	Contact telephone numbers	O	
EMailAddress	Contact Email addresses	O	
Fax	Contact Fax numbers	O	
PreferredContactMethod	Preferred contact method	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
ContactTime	Preferred contact time (i.e. Best day/time to reach the contact.	O	
PrimaryContactInd	Indicates if contact is primary contact	O	
PersonName	Contact name	O	If both the IndividualProspect person name and the contact person name are the same, do not populate the contact person name.

### XML Instance Representation

```
<...>
  <Telephone> IndividualPartyContactTelephoneNumber </Telephone> [0..*]
  <EMailAddress> IndividualPartyContactEMail </EMailAddress> [0..*]
  <Fax> IndividualPartyContactFax </Fax> [0..*]
  <PreferredContactMethod> PreferredContactMethod </PreferredContactMethod> [0..1]
  <ContactTime> ContactTime </ContactTime> [0..1]
  <PrimaryContactInd> PrimaryContactInd </PrimaryContactInd> [0..1]
  <PersonName> IndividualPartyPersonName </PersonName> [0..1]
</...>
```

### IndividualPartyContactEMail

These field(s) use this type: EMailAddress.

Individual Party email

<b>Name</b>	IndividualPartyContactEMail
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
desc		R	

## Process Sales Lead

---

### XML Instance Representation

```
<...  
desc="HomeWork [0..1]">  
  xsd:string  
</...>
```

### IndividualPartyContactFax

These field(s) use this type: **Fax**.

Individual Party Fax number

<b>Name</b>	IndividualPartyContactFax
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
desc		R	

### XML Instance Representation

```
<...  
desc="HomeWork [0..1]">  
  xsd:string  
</...>
```

### IndividualPartyContactTelephoneNumber

These field(s) use this type: **Telephone**.

IndividualParty telephone number

<b>Name</b>	IndividualPartyContactTelephoneNumber
<b>Abstract</b>	no

## Process Sales Lead

### Attributes

Field / Component	Description	R/O	Business Rule
desc		R	
exten		R	

### XML Instance Representation

```
<...  
desc="ContactTelephoneNumberDescription [0..1]"  
exten="Note [0..1]">  
  xsd:string  
</...>
```

### IndividualPartyPersonName

These field(s) use this type: PersonName,PersonName,PersonName.

<b>Name</b>	IndividualPartyPersonName
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Salutation	Title or greeting of business party	O	
GivenName	First Name of business party	R	
MiddleName	Middle Initial of business party	O	
FamilyName	Last Name of business party	R	
Suffix	Business Party name suffix designation if individual Ex: Sr, Jr, III, etc.	O	
FormattedName	Full Name of business party. Format for name should be "First Last" with no commas between first and last name	O	
SortName	Index name used as a sort for report purposes	O	(INACTIVE)

## Process Sales Lead

---

### XML Instance Representation

```
<...>
  <Salutation> Salutation </Salutation> [0..1]
  <GivenName> GivenName </GivenName> [1]
  <MiddleName> MiddleName </MiddleName> [0..1]
  <FamilyName> FamilyName </FamilyName> [1]
  <Suffix> Suffix </Suffix> [0..1]
  <FormattedName> FormattedName </FormattedName> [0..1]
  <SortName> SortName </SortName> [0..1]
</...>
```

### ItemId

These field(s) use this type: **ItemId**.

Item part number

Name	ItemId
Abstract	no

### XML Instance Representation

```
<...>
  Id
</...>
```

### LeadResponseTime

These field(s) use this type: **LeadResponseTime**.

Response Time is the time (minutes) that it took the salesperson at the dealership to first respond (not auto-respond) to the prospect. This is time in business minutes (minus hours closed business time).

Name	LeadResponseTime
Abstract	no

### XML Instance Representation

## Process Sales Lead

```
<...>
  Minutes
</...>
```

### LocationId

These field(s) use this type: LocationId,LocationId.

Code identifying a physical location

<b>Name</b>	LocationId
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  Id
</...>
```

### MarineVehicleRequirements

These field(s) use this type: MarineVehicleRequirements,MarineVehicleRequirements.

The MarineVehicleRequirements component contains information specific to marine vehicles, i.e. boats.

<b>Name</b>	MarineVehicleRequirements
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
HIN	Hull identification number.	O	
NumberOfEngines	Number of engines on vehicle.	O	
BoatEngineType	Type of engine on or for a boat.	O	

## Process Sales Lead

### XML Instance Representation

```
<...>
  <HIN> HIN </HIN> [0..1]
  <NumberOfEngines> NumberOfEngines </NumberOfEngines> [0..1]
  <BoatEngineType> BoatEngineType </BoatEngineType> [0..1]
</...>
```

### Marketing

These field(s) use this type: **Marketing**.

<b>Name</b>	<b>Marketing</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
ProgramId	Marketing Program Id	O	
ProgramIdDescription	Descriptive title of the marketing program	O	
ProgramOffer	Description of the Marketing program offer made by manufacturer	O	
OpportunityType	Marketing opportunities with this customer - Example type -email; phone; postal code	O	
OpportunityMethod	Method used for marketing opportunity. Example -Survey/Marketing	O	
PhaseCode	A code identifying the Program Phase that determines the vehicle pricing	O	
EffectiveDate	The date on which the marketing program identified by PhaseCode became effective	O	
ProgramOfferCode	Marketing Program offer code assigned by manufacturer	O	

### XML Instance Representation

```
<...>
  <ProgramId> ProgramId </ProgramId> [0..1]
</...>
```



## Process Sales Lead

```
<ProgramIdDescription> ProgramIdDescription </ProgramIdDescription> [0..1]
<ProgramOffer> ProgramOffer </ProgramOffer> [0..1]
<OpportunityType> OpportunityType </OpportunityType> [0..1]
<OpportunityMethod> OpportunityMethod </OpportunityMethod> [0..1]
<PhaseCode> PhaseCode </PhaseCode> [0..1]
<EffectiveDate> EffectiveDate </EffectiveDate> [0..1]
<ProgramOfferCode> ProgramOfferCode </ProgramOfferCode> [0..1]
</...>
```

### MarketingBase

Based on oa:Marketing

<b>Name</b>	<b>MarketingBase</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
ProgramId	Marketing Program Id	O	
ProgramIdDescription	Descriptive title of the marketing program	O	
ProgramOffer	Description of the Marketing program offer made by manufacturer	O	
OpportunityType	Marketing opportunities with this customer - Example type -email; phone; postal code	O	
OpportunityMethod	Method used for marketing opportunity. Example -Survey/Marketing	O	
PhaseCode	A code identifying the Program Phase that determines the vehicle pricing	O	
EffectiveDate	The date on which the marketing program identified by PhaseCode became effective	O	

### XML Instance Representation

```
<...>
<ProgramId> ProgramId </ProgramId> [0..1]
```

# Process Sales Lead

```
<ProgramIdDescription> ProgramIdDescription </ProgramIdDescription> [0..1]
<ProgramOffer> ProgramOffer </ProgramOffer> [0..1]
<OpportunityType> OpportunityType </OpportunityType> [0..1]
<OpportunityMethod> OpportunityMethod </OpportunityMethod> [0..1]
<PhaseCode> PhaseCode </PhaseCode> [0..1]
<EffectiveDate> EffectiveDate </EffectiveDate> [0..1]
</...>
```

## MaximumLimitAmount

These field(s) use this type: MaximumLimitAmount.

Maximum Limit Amount for financing

Name	MaximumLimitAmount
Abstract	no

## XML Instance Representation

```
<...
currency="Currency [1]">
  Amount
</...>
```

## MaximumVehicleLength

These field(s) use this type: MaximumVehicleLength.

Maximum length of vehicle.

Name	MaximumVehicleLength
Abstract	no

## XML Instance Representation

```
<...
uom="DimensionMeasure [1]">
  Dimension
</...>
```

## Process Sales Lead

```
</...>
```

### MaximumVehiclePrice

These field(s) use this type: MaximumVehiclePrice.

Maximum price of vehicle.

<b>Name</b>	MaximumVehiclePrice
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### Mileage

Mileage definition

<b>Name</b>	Mileage
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
uom		O	

### XML Instance Representation

```
<...  
uom="MileageMeasure [0..1]">  
  Count  
</...>
```

## Process Sales Lead

---

### MinimumLimitAmount

These field(s) use this type: MinimumLimitAmount.

Minimum Limit Amount for financing

<b>Name</b>	MinimumLimitAmount
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
  currency="Currency [1]">  
    Amount  
</...>
```

### MinimumVehicleLength

These field(s) use this type: MinimumVehicleLength.

Minimum length of vehicle.

<b>Name</b>	MinimumVehicleLength
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
  uom="DimensionMeasure [1]">  
    Dimension  
</...>
```

### MinimumVehiclePrice

These field(s) use this type: MinimumVehiclePrice.

Minimum price of vehicle.

## Process Sales Lead

<b>Name</b>	MinimumVehiclePrice
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

## Minutes

Minutes

<b>Name</b>	Minutes
<b>Abstract</b>	no

### XML Instance Representation

```
<...>  
  xsd:decimal  
</...>
```

## NewFinancing

<b>Name</b>	NewFinancing
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
FinanceType	Type of financing Examples may be F- Finance, L - Lease, C-Cash, 1-Retail, 2-Lease, 3-Balloon, etc..	O	
PaymentAmount	Monthly Payment Amount	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
BalanceAmount	Remaining balance on Current Vehicle	O	
FinalAmount	Last month payment amount	O	
ResidualAmount	Remaining residual on current vehicle	O	
Term	Number of months of contract term	O	
MaturityDate	Month and year of contract maturity	O	
FinanceCompanyName	Name of Finance Company	O	
DownPaymentAmount	Down Payment amount or amount of cap cost reduction.	O	
PurchasePrice	Purchase Price or Gross Cap cost specified in deal. Total payments at end of purchase	O	
ApprovedInd	Approved Indicator	O	
ApprovedAmount	Amount pre-approved	O	
ExpirationDate	Date pre-approval expires	O	
RatingIndex	Rating Index Used for Credit Approval	O	

### XML Instance Representation

```

<...>
  <FinanceType> FinanceType </FinanceType> [0..1]
  <PaymentAmount> PaymentAmount </PaymentAmount> [0..1]
  <BalanceAmount> BalanceAmount </BalanceAmount> [0..1]
  <FinalAmount> FinalAmount </FinalAmount> [0..1]
  <ResidualAmount> ResidualAmount </ResidualAmount> [0..1]
  <Term> Term </Term> [0..1]
  <MaturityDate> MaturityDate </MaturityDate> [0..1]
  <FinanceCompanyName> FinanceCompanyName </FinanceCompanyName> [0..1]
  <DownPaymentAmount> DownPaymentAmount </DownPaymentAmount> [0..1]
  <PurchasePrice> PurchasePrice </PurchasePrice> [0..1]
  <ApprovedInd> ApprovedInd </ApprovedInd> [0..1]
  <ApprovedAmount> ApprovedAmount </ApprovedAmount> [0..1]

```

## Process Sales Lead

```
<ExpirationDate> ExpirationDate </ExpirationDate> [0..1]
<RatingIndex> RatingIndex </RatingIndex> [0..1]
</...>
```

### NewSalesFinancing

These field(s) use this type: **Financing**.

<b>Name</b>	<b>NewSalesFinancing</b>
<b>Abstract</b>	<b>no</b>

#### Data Elements and Components

Field / Component	Description	R/O	Business Rule
FinanceType	Type of financing Examples may be F- Finance, L - Lease, C-Cash, 1-Retail, 2-Lease, 3-Balloon, etc..	O	
PaymentAmount	Monthly Payment Amount	O	
BalanceAmount	Remaining balance on Current Vehicle	O	
FinalAmount	Last month payment amount	O	
ResidualAmount	Remaining residual on current vehicle	O	
Term	Number of months of contract term	O	
MaturityDate	Month and year of contract maturity	O	
FinanceCompanyName	Name of Finance Company	O	
DownPaymentAmount	Down Payment amount or amount of cap cost reduction.	O	
PurchasePrice	Purchase Price or Gross Cap cost specified in deal. Total payments at endO of purchase		
ApprovedInd	Approved Indicator	O	
ApprovedAmount	Amount pre-approved	O	
ExpirationDate	Date pre-approval expires	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
RatingIndex	Rating Index Used for Credit Approval	O	
MaximumLimitAmount	Maximum Limit Amount for financing	O	
MinimumLimitAmount	Minimum Limit Amount for financing	O	
ClientAdvisorName	Indicates the name of the Client Advisor responsible for creating the Financing comments	O	(INACTIVE)
FinancingComments	Free form text area for Client Advisor to provide general comments about the Financing	O	(INACTIVE)
PreApprovalID	The pre-approval identifier assigned by the finance source.	O	

### XML Instance Representation

```

<...>
  <FinanceType> FinanceType </FinanceType> [0..1]
  <PaymentAmount> PaymentAmount </PaymentAmount> [0..1]
  <BalanceAmount> BalanceAmount </BalanceAmount> [0..1]
  <FinalAmount> FinalAmount </FinalAmount> [0..1]
  <ResidualAmount> ResidualAmount </ResidualAmount> [0..1]
  <Term> Term </Term> [0..1]
  <MaturityDate> MaturityDate </MaturityDate> [0..1]
  <FinanceCompanyName> FinanceCompanyName </FinanceCompanyName> [0..1]
  <DownPaymentAmount> DownPaymentAmount </DownPaymentAmount> [0..1]
  <PurchasePrice> PurchasePrice </PurchasePrice> [0..1]
  <ApprovedInd> ApprovedInd </ApprovedInd> [0..1]
  <ApprovedAmount> ApprovedAmount </ApprovedAmount> [0..1]
  <ExpirationDate> ExpirationDate </ExpirationDate> [0..1]
  <RatingIndex> RatingIndex </RatingIndex> [0..1]
  <MaximumLimitAmount> MaximumLimitAmount </MaximumLimitAmount> [0..1]
  <MinimumLimitAmount> MinimumLimitAmount </MinimumLimitAmount> [0..1]
  <ClientAdvisorName> ClientAdvisorName </ClientAdvisorName> [0..1]
  <FinancingComments> FinancingComments </FinancingComments> [0..1]
  <PreApprovalID> PreApprovalID </PreApprovalID> [0..1]
</...>

```



## Process Sales Lead

---

### NonTaxableAmount

These field(s) use this type: NonTaxableAmount.

Total non-taxable price.

<b>Name</b>	NonTaxableAmount
<b>Abstract</b>	no

#### XML Instance Representation

```
<...  
  currency="Currency [1]">  
    Amount  
</...>
```

### NumberOfChildren

These field(s) use this type: NumberOfChildren.

Total number of children in household

<b>Name</b>	NumberOfChildren
<b>Abstract</b>	no

#### XML Instance Representation

```
<...>  
  Count  
</...>
```

### NumberOfEngines

These field(s) use this type: NumberOfEngines.

Number of engines on the vehicle.

<b>Name</b>	NumberOfEngines
-------------	-----------------

## Process Sales Lead

<b>Abstract</b>	no
-----------------	----

### XML Instance Representation

```
<...>  
  Count  
</...>
```

### Option

<b>Name</b>	Option
-------------	--------

<b>Abstract</b>	no
-----------------	----

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
OptionType	An option type for a vehicle or other component. Usually references an OEM supplied list of codes.	O	
OptionName	Name of vehicle option	O	
OptionStockNumber	Stock Number of Vehicle Option	O	
Manufacturer	Manufacturer of Vehicle Option	O	
OptionPrice	Price of Vehicle Option	O	

### XML Instance Representation

```
<...>  
  <OptionType> OptionType </OptionType> [0..1]  
  <OptionName> OptionName </OptionName> [0..1]  
  <OptionStockNumber> OptionStockNumber </OptionStockNumber> [0..1]  
  <Manufacturer> Manufacturer </Manufacturer> [0..1]  
  <OptionPrice> OptionPrice </OptionPrice> [0..1]  
</...>
```

## Process Sales Lead

### OptionBase

<b>Name</b>	OptionBase
<b>Abstract</b>	no

#### Data Elements and Components

Field / Component	Description	R/O	Business Rule
OptionType	An option type for a vehicle or other component. Usually references an OEM supplied list of codes.	O	
OptionName	Name of vehicle option	O	
OptionStockNumber	Stock Number of Vehicle Option	O	
Manufacturer	Manufacturer of Vehicle Option	O	

#### XML Instance Representation

```
<...>
  <OptionType> OptionType </OptionType> [0..1]
  <OptionName> OptionName </OptionName> [0..1]
  <OptionStockNumber> OptionStockNumber </OptionStockNumber> [0..1]
  <Manufacturer> Manufacturer </Manufacturer> [0..1]
</...>
```

### OptionCost

These field(s) use this type: OptionCost.

Actual Dealer cost of option

<b>Name</b>	OptionCost
<b>Abstract</b>	no

#### XML Instance Representation

```
<...>
```

## Process Sales Lead

---

```
currency="Currency [1]">
  Amount
</...>
```

### OptionMSRP

These field(s) use this type: **OptionMSRP**.

Option MSRP

<b>Name</b>	OptionMSRP
<b>Abstract</b>	no

### XML Instance Representation

```
<...
currency="Currency [1]">
  Amount
</...>
```

### OptionPackageId

These field(s) use this type: **OptionPackageId**.

Option package number or identifier used as a method for grouping option package items from manufacturer(s) Ex: OptPkg1,cost,

<b>Name</b>	OptionPackageId
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  Id
</...>
```

### OptionPrice

These field(s) use this type: **OptionPrice**.

## Process Sales Lead

---

Price of Vehicle Option

Name	OptionPrice
Abstract	no

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

## OptionType

These field(s) use this type: **OptionType**.

Option Type from an OEM or other sources list of codes.

Name	OptionType
Abstract	no

### XML Instance Representation

```
<...  
listID="xsd:token [0..1]"  
listName="xsd:string [0..1]"  
listAgencyID="xsd:token [0..1]"  
listAgencyName="xsd:string [0..1]"  
listVersionID="xsd:token [0..1]"  
listURI="xsd:anyURI [0..1]">  
  CodeType  
</...>
```

## OrganizationAddress

These field(s) use this type: **Address,Address,Address**.

Basic address used for organizations

## Process Sales Lead

<b>Name</b>	<b>OrganizationAddress</b>
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
AddressLine	Indicates the multiple lines of an address. The first line is typically the street name and number.	R	
City	Is the City of the Address.	R	
County	County in which the Address is in.	O	
StateOrProvince	Is the State or Province of a given Address.	R	
Country	Country in which the Address is in.	R	
PostalCode	Postal Code of the Address.	R	
UrbanizationCode	Geographic definition of a metropolitan or suburban area	O	

### XML Instance Representation

```
<...>
  <AddressLine> AddressLine </AddressLine> [1..*]
  <City> City </City> [1]
  <County> County </County> [0..1]
  <StateOrProvince> StateOrProvince </StateOrProvince> [1]
  <Country> Country </Country> [1]
  <PostalCode> PostalCode </PostalCode> [1]
  <UrbanizationCode> UrbanizationCode </UrbanizationCode> [0..1]
</...>
```

## OrganizationalParty

These field(s) use this type: **OrganizationalProspect.**

<b>Name</b>	<b>OrganizationalParty</b>
-------------	----------------------------

## Process Sales Lead

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PartyId	Party Identification Number	O	
AlternatePartyIds	Alternate organizational party Identification	O	
Name	Company name of organizational party	O	
Address	Organizational Party address	O	
DBAName	Doing Business As name.	O	
Contact	Organizational Party contact information	O	
MarketingMailInd	Indicates customers whom have requested no marketing mail	O	(INACTIVE)
OwnedVehicle	Vehicle(s) owned by organizational party	O	

### XML Instance Representation

```
<...>
  <PartyId> PartyId </PartyId> [0..1]
  <AlternatePartyIds> OrganizationalPartyAlternatePartyId </AlternatePartyIds> [0..*]
  <Name> CompanyName </Name> [0..1]
  <Address> OrganizationAddress </Address> [0..1]
  <DBAName> DBAName </DBAName> [0..1]
  <Contact> OrganizationContact </Contact> [0..1]
  <MarketingMailInd> MarketingMailInd </MarketingMailInd> [0..1]
  <OwnedVehicle> OwnedVehicle </OwnedVehicle> [0..*]
</...>
```

### OrganizationalPartyAlternatePartyId

These field(s) use this type: **AlternatePartyIds**.

**Name** OrganizationalPartyAlternatePartyId

## Process Sales Lead

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Id	Alternate Party Identification	R	
AssigningPartyId	Agency or entity that validates the Party Id	R	
IssuingState	Indicates that State where the license was issued.	O	
ExpirationDate	Expiration date of the alternate party id (e.g., Driver's License expiration date).	O	

### XML Instance Representation

```
<...>
  <Id> Id </Id> [1]
  <AssigningPartyId> AssigningOrganizationPartyId </AssigningPartyId> [1]
  <IssuingState> IssuingState </IssuingState> [0..1]
  <ExpirationDate> ExpirationDate </ExpirationDate> [0..1]
</...>
```

## OrganizationContact

These field(s) use this type: **Contact,SalesContact.**

**Name** OrganizationContact

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PersonName	Contact name	O	



## Process Sales Lead

Field / Component	Description	R/O	Business Rule
Telephone	Contact telephone numbers	O	If the address has a North American country code, the telephone number must be a minimum of 10 numbers.  (INACTIVE)
EMailAddress	Contact Email address	O	Should conform to the Internet message format as set forth by RFC 8822.
Fax	Contact Fax number	O	If the address has a North American country code, the telephone number must be a minimum of 10 numbers.  (INACTIVE)
PreferredContactMethod	Preferred contact method	O	(INACTIVE)
ContactTime	Preferred contact time (i.e. Best day/time to reach the contact.	O	(INACTIVE)

### XML Instance Representation

```
<...>
  <PersonName> OrganizationContactPersonName </PersonName> [0..1]
  <Telephone> OrganizationPartyTelephone </Telephone> [0..*]
  <EMailAddress> OrganizationPartyEmail </EMailAddress> [0..*]
  <Fax> OrganizationPartyFax </Fax> [0..*]
  <PreferredContactMethod> PreferredContactMethodOrganization </PreferredContactMethod> [0..1]
  <ContactTime> ContactTime </ContactTime> [0..1]
</...>
```

### OrganizationContactPersonName

These field(s) use this type: **PersonName**.

Derived from oa:PersonName

<b>Name</b>	<b>OrganizationContactPersonName</b>
-------------	--------------------------------------

## Process Sales Lead

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
GivenName	First Name of business party	R	
FamilyName	Last Name of business party	R	
FormattedName	Full Name of business party. Format for name should be "First Last" with no commas between first and last name	O	

### XML Instance Representation

```
<...>
  <GivenName> Name </GivenName> [1]
  <FamilyName> Name </FamilyName> [1]
  <FormattedName> Name </FormattedName> [0..1]
</...>
```

## OrganizationId

These field(s) use this type: **OrganizationId**.

Member Identification number of affiliate organization

**Name** OrganizationId

**Abstract** no

### XML Instance Representation

```
<...>
  Id
</...>
```

## OrganizationPartyBase

## Process Sales Lead

<b>Name</b>	<b>OrganizationPartyBase</b>
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PartyId	Party Identification Number	O	
AlternatePartyIds	Alternate organizational party Identification	O	
Name	Company name of organizational party	O	
Address	Organizational Party address	O	
DBAName	Doing Business As name.	O	

### XML Instance Representation

```
<...>
  <PartyId> PartyId </PartyId> [0..1]
  <AlternatePartyIds> OrganizationalPartyAlternatePartyId </AlternatePartyIds> [0..*]
  <Name> CompanyName </Name> [0..1]
  <Address> OrganizationAddress </Address> [0..1]
  <DBAName> DBAName </DBAName> [0..1]
</...>
```

## OrganizationPartyEmail

These field(s) use this type: **EEmailAddress**.

Organization email

<b>Name</b>	<b>OrganizationPartyEmail</b>
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
```

## Process Sales Lead

```
xsd:string
</...>
```

### OrganizationPartyFax

These field(s) use this type: **Fax.**

OrganizationFax number

<b>Name</b>	OrganizationPartyFax
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
xsd:string
</...>
```

### OrganizationPartyTelephone

These field(s) use this type: **Telephone.**

OrganizationParty telephone number

<b>Name</b>	OrganizationPartyTelephone
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
desc		R	
exten		R	

### XML Instance Representation

```
<...
```

## Process Sales Lead

```
desc="ContactTelephoneNumberOrganizationDescription [0..1]"
exten="Note [0..1]">
  xsd:string
</...>
```

### OwnedVehicle

These field(s) use this type: OwnedVehicle,OwnedVehicle.

<b>Name</b>	<b>OwnedVehicle</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Model	Manufacturer-assigned model code of vehicle - Usually available in the VIN number (use NCIC code)	O	
ModelYear	Vehicle designated model year	O	
ModelDescription	Descriptive vehicle model name	O	
Make	Vehicle make code - Usually available in the VIN number (use NCIC code).	O	
SaleClass	Class of sale	O	
SalesPersonName	name of salesperson. Format for name should be "First Last" with no commas between first and last name	O	
TradeInInd	Identifies vehicle being traded-in	O	
PurchaseDate	Vehicle Purchase/Lease Date	O	
CurrentFinancing	Financing for Owned Vehicle	O	
OwnedType	Type of vehicle for which information is being collected	O	
VIN	Federally defined 17 position vehicle identification number	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
CurrentMileage	Odometer reading of vehicle at the current time	O	
TrailerIncludedInd	A flag to note whether the trailer is included.	O	
TotalVehicleHours	This is the total hours of vehicle use. Note: This is synonomous to mileage on an automobile. This is not engine hours.	O	
EngineModelYear	Model year of engine.	O	
EngineMake	Make of engine.	O	
EngineModelName	Model name of engine.	O	
TotalEnginePower	Engine total horsepower. EX: Triple250 has a TotalEngineHorsepower of 750.	O	
TotalEngineHours	Total hours of engine(s) use.	O	
MarineVehicleRequirements	The MarineVehicleRequirements component contains information specific to marine vehicles, i.e. boats.	O	
SecurityDepositAmount	Security deposit is the amount paid to cover damage, excess mileage or excess wear and tear on a leased vehicle.	O	
PayoffDate	The date until which the payoff quote for the vehicle is valid.	O	
PerDiemAmount	Daily charge if the vehicle is not returned by the payoff date.	O	

### XML Instance Representation

```

<...>
  <Model> Model </Model> [0..1]
  <ModelYear> ModelYear </ModelYear> [0..1]
  <ModelDescription> ModelDescription </ModelDescription> [0..1]
  <Make> Make </Make> [0..1]
  <SaleClass> SaleClass </SaleClass> [0..1]
  <SalesPersonName> SalesPersonName </SalesPersonName> [0..1]
  <TradeInInd> TradeInInd </TradeInInd> [0..1]
  <PurchaseDate> PurchaseDate </PurchaseDate> [0..1]
  <CurrentFinancing> SalesFinancing </CurrentFinancing> [0..1]
  <OwnedType> OwnedType </OwnedType> [0..1]

```

## Process Sales Lead

```
<VIN> VIN </VIN> [0..1]
<CurrentMileage> CurrentMileage </CurrentMileage> [0..1]
<TrailerIncludedInd> TrailerIncludedInd </TrailerIncludedInd> [0..1]
<TotalVehicleHours> TotalVehicleHours </TotalVehicleHours> [0..1]
<EngineModelYear> EngineModelYear </EngineModelYear> [0..1]
<EngineMake> EngineMake </EngineMake> [0..1]
<EngineModelName> EngineModelName </EngineModelName> [0..1]
<TotalEnginePower> TotalEnginePower </TotalEnginePower> [0..1]
<TotalEngineHours> TotalEngineHours </TotalEngineHours> [0..1]
<MarineVehicleRequirements> MarineVehicleRequirements </MarineVehicleRequirements> [0..1]
<SecurityDepositAmount> SecurityDepositAmount </SecurityDepositAmount> [0..1]
<PayoffDate> PayoffDate </PayoffDate> [0..1]
<PerDiemAmount> PerDiemAmount </PerDiemAmount> [0..1]
</...>
```

### Package

These field(s) use this type: **Package**.

<b>Name</b>	<b>Package</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PackageCode	Package code identifies package of options associated with vehicle	O	
Option	Vehicle Options	O	

### XML Instance Representation

```
<...>
  <PackageCode> PackageCode </PackageCode> [0..1]
  <Option> ExpandedOption </Option> [0..*]
</...>
```

## Process Sales Lead

---

### PartyBase

Derived from oa:Party

<b>Name</b>	PartyBase
<b>Abstract</b>	no

#### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PartyId	Party Identification Number	O	

#### XML Instance Representation

```
<...>
  <PartyId> PartyId </PartyId> [0..1]
</...>
```

### PartyId

These field(s) use this type: DealerNumber,PartyId,DealerNumber,PartyId,PartyId.

Party Identification Number

<b>Name</b>	PartyId
<b>Abstract</b>	no

#### XML Instance Representation

```
<...>
  Id
</...>
```

### PaymentAmount

These field(s) use this type: PaymentAmount,PaymentAmount.



## Process Sales Lead

---

Monthly Payment Amount

<b>Name</b>	PaymentAmount
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
  currency="Currency [1]">  
    Amount  
</...>
```

## Percent

Percent

<b>Name</b>	Percent
<b>Abstract</b>	no

### XML Instance Representation

```
<...>  
  xsd:decimal  
</...>
```

## PerDiemAmount

These field(s) use this type: **PerDiemAmount**.

Daily charge if the vehicle is not returned by the payoff date.

<b>Name</b>	PerDiemAmount
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
```

## Process Sales Lead

```
currency="Currency [1]">
  Amount
</...>
```

### PreApprovalID

These field(s) use this type: **PreApprovalID**.

The pre-approval identifier assigned by the finance source.

<b>Name</b>	PreApprovalID
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  Id
</...>
```

### PreferenceDetail

These field(s) use this type: **PreferenceDetail**.

The purpose of the PreferenceDetail component is to identify the preference parameters of a potential customer.

<b>Name</b>	PreferenceDetail
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
SaleClass	Class of vehicle sale, ie new, used, demo, floor sample, etc.	O	
MinimumVehiclePrice	Minimum price of vehicle.	O	
MaximumVehiclePrice	Maximum price of vehicle.	O	
MinimumVehicleModelYear	Minimum model year of vehicle.	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
MaximumVehicleModelYear	Maximum model year of vehicle.	O	
Make	Make of vehicle.	O	
PreferredVehicleCategory	Customer's preferred category of vehicle (i.e., SUV, Stationwagon, Runabouts, Cruiser, Multi-hull).	O	
MinimumVehicleLength	Minimum length of vehicle.	O	
MaximumVehicleLength	Maximum length of vehicle.	O	

### XML Instance Representation

```
<...>
  <SaleClass> SaleClass </SaleClass> [0..1]
  <MinimumVehiclePrice> MinimumVehiclePrice </MinimumVehiclePrice> [0..1]
  <MaximumVehiclePrice> MaximumVehiclePrice </MaximumVehiclePrice> [0..1]
  <MinimumVehicleModelYear> MinimumVehicleModelYear </MinimumVehicleModelYear> [0..1]
  <MaximumVehicleModelYear> MaximumVehicleModelYear </MaximumVehicleModelYear> [0..1]
  <Make> Make </Make> [0..*]
  <PreferredVehicleCategory> PreferredVehicleCategory </PreferredVehicleCategory> [0..*]
  <MinimumVehicleLength> MinimumVehicleLength </MinimumVehicleLength> [0..1]
  <MaximumVehicleLength> MaximumVehicleLength </MaximumVehicleLength> [0..1]
</...>
```

## Pricing

<b>Name</b>	<b>Pricing</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
VehiclePrice	Customer price of vehicle	R	
PriceExplanation	Explanatory Note for Pricing Example: Anniversary Edition	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
PricingType	Designates type of pricing for vehicle transaction. Examples could be: QUOTE, MSRP, INVOICE, BLUEBOOK, TOTALFIGURE, OVERINVOICE, UNDERINVOICE, UNDERMSRP, OVERMSRP, CALL, NA, or OTHER	O	

### XML Instance Representation

```
<...>  
  <VehiclePrice> VehiclePrice </VehiclePrice> [1]  
  <PriceExplanation> PriceExplanation </PriceExplanation> [0..1]  
  <PricingType> PricingType </PricingType> [0..1]  
</...>
```

## PricingDelta

These field(s) use this type: **PricingDelta**.

Used to express the price delta

<b>Name</b>	PricingDelta
<b>Abstract</b>	no

### Attributes

Field / Component	Description	R/O	Business Rule
delta		R	
relativeTo		R	

### XML Instance Representation

```
<...  
delta="Delta [0..1]"  
relativeTo="RelativeTo [0..1]">  
  Percent  
</...>
```

## Process Sales Lead

---

### Process

These field(s) use this type: **Process**.

<b>Name</b>	Process
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Verb		R	
Criteria		O	

### XML Instance Representation

```
<...  
confirm="ConfirmType [0..1]"  
acknowledge="AcknowledgementType [0..1]">  
  <Criteria> ActionExpressionCriteria </Criteria> [0..1]  
</...>
```

### ProcessSalesLead

These field(s) use this type: **ProcessSalesLead**.

<b>Name</b>	ProcessSalesLead
<b>Abstract</b>	no

### Data Elements and Components

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
ApplicationArea	Provides the information that an application may need to know in order to communicate in an integration of two or more business applications. The ApplicationArea is used at the applications layer of communication. While the integration frameworks web services and middleware provide the communication layer that OAGIS operates on top of. Provides the information that an application may need to know in order to communicate in an integration of two or more business applications. The ApplicationArea is used at the applications layer of communication. While the integration frameworks web services and middleware provide the communication layer that OAGIS operates on top of.	R	
DataArea		R	

### XML Instance Representation

```
<...  
revision="Text [0..1]"  
release="8.1-Lite [0..1]"  
environment="Text [0..1]"  
lang="Language [0..1]"  
bodVersion="Text [0..1]">  
  <ApplicationArea> ... </ApplicationArea> [1]  
  <DataArea> ProcessSalesLeadDataArea </DataArea> [1]  
</...>
```

### ProcessSalesLeadDataArea

These field(s) use this type: DataArea.

Name	ProcessSalesLeadDataArea
Abstract	no

### Data Elements and Components

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
Process	The Process verb is used to request processing of the associated noun by the receiving application or business to party. In a typical external exchange scenario a Process BOD is considered to be a legally binding message. For example, if a customer sends a ProcessPurchaseOrder BOD to a supplier and the supplier acknowledges with a positive AcknowledgePurchaseOrder, then the customer is obligated to fulfill the agreement, unless of course other BODs are allowed to cancel or change the original order.	R	
SalesLead		R	

### XML Instance Representation

```
<...>
  <Process> ... </Process> [1]
  <SalesLead> ... </SalesLead> [1..*]
</...>
```

## ProgramId

These field(s) use this type: **ProgramId**.

Program Id Eg. Marketing

<b>Name</b>	ProgramId
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  Id
</...>
```

## ProgramIdDescription

These field(s) use this type: **ProgramIdDescription**.

Description of a program

## Process Sales Lead

---

<b>Name</b>	ProgramIdDescription
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
language="Language [0..1]">  
  Description  
</...>
```

## ProgramOffer

These field(s) use this type: **ProgramOffer**.

Description of the program offering

<b>Name</b>	ProgramOffer
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
language="Language [0..1]">  
  Description  
</...>
```

## ProviderContact

These field(s) use this type: **Contact**.

<b>Name</b>	ProviderContact
<b>Abstract</b>	no

## Data Elements and Components



## Process Sales Lead

Field / Component	Description	R/O	Business Rule
PersonName	Contact name	O	
Telephone	Contact telephone numbers	O	If the address has a North American country code, the telephone number must be a minimum of 10 numbers.  (INACTIVE)
EMailAddress	Contact Email address	O	Should conform to the Internet message format as set forth by RFC 8822.
Fax	Contact Fax number	O	If the address has a North American country code, the telephone number must be a minimum of 10 numbers.  (INACTIVE)
PreferredContactMethod	Preferred contact method	O	(INACTIVE)
ContactTime	Preferred contact time (i.e. Best day/time to reach the contact.	O	(INACTIVE)
Address	Provider contact address	O	
PrimaryContactInd	Indicates if contact is primary contact	O	(INACTIVE)

### XML Instance Representation

```
<...>
  <PersonName> OrganizationContactPersonName </PersonName> [0..1]
  <Telephone> OrganizationPartyTelephone </Telephone> [0..*]
  <EMailAddress> OrganizationPartyEmail </EMailAddress> [0..*]
  <Fax> OrganizationPartyFax </Fax> [0..*]
  <PreferredContactMethod> PreferredContactMethodOrganization </PreferredContactMethod> [0..1]
  <ContactTime> ContactTime </ContactTime> [0..1]
  <Address> OrganizationAddress </Address> [0..1]
  <PrimaryContactInd> PrimaryContactInd </PrimaryContactInd> [0..1]
```

## Process Sales Lead

```
</...>
```

### ProviderParty

These field(s) use this type: **Provider**.

<b>Name</b>	<b>ProviderParty</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
PartyId	Party Identification Number	O	
Contact	Provider Party contact information	O	
ProviderName	Provider Name	O	
URI	Provider's URI	O	

### XML Instance Representation

```
<...>
  <PartyId> PartyId </PartyId> [0..1]
  <Contact> ProviderContact </Contact> [0..*]
  <ProviderName> ProviderName </ProviderName> [0..1]
  <URI> URI </URI> [0..1]
</...>
```

### PurchasePrice

These field(s) use this type: **PurchasePrice**.

Purchase Price or Gross Cap cost specified in deal. Total payments at end of purchase

<b>Name</b>	<b>PurchasePrice</b>
<b>Abstract</b>	<b>no</b>

## Process Sales Lead

---

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### Quantity

A decimal value with uom

Name	Quantity
Abstract	no

### Attributes

Field / Component	Description	R/O	Business Rule
uom		R	

### XML Instance Representation

```
<...  
uom="UOM [1]">  
  xsd:decimal  
</...>
```

### Rating

Standing or position on a scale, e.g. credit score.

Name	Rating
Abstract	no

### Attributes

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
score		O	

### XML Instance Representation

```
<...  
score="Decimal [0..1]">  
  xsd:string  
</...>
```

### RatingIndex

These field(s) use this type: **RatingIndex**.

Rating Index Used for Credit Approval

Name	RatingIndex
Abstract	no

### XML Instance Representation

```
<...  
score="Decimal [0..1]">  
  Rating  
</...>
```

### ResidualAmount

These field(s) use this type: **ResidualAmount,ResidualAmount**.

Remaining residual on current vehicle

Name	ResidualAmount
Abstract	no

### XML Instance Representation

## Process Sales Lead

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### RestrictionDescription

These field(s) use this type: **RestrictionDescription**.

Description of vehicle use restrictions

Name	RestrictionDescription
Abstract	no

### XML Instance Representation

```
<...  
language="Language [0..1]">  
  Description  
</...>
```

### SalesActivity

These field(s) use this type: **SalesActivity**.

Name	SalesActivity
Abstract	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
ActivityId	Source-assigned unique event ID	O	
ActivityDateTime	Date and time that the activity took place	O	
ActivityType	Indicates type of activity Example: "Literature Request", "New Lead", "Dead Contact", "Traffic Report", "Sold", "EMail", "Letter", "Fax"	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
MaterialRequested	Name of the materials the customer requested. (i.e., brochure, materials, etc.)	O	
MaterialSent	Name of the materials sent to the customer. (i.e., brochure, materials, etc.)	O	
EmailResult	Indicates Whether an Email was Sent. Example could be: S - Sent, digit- - number of times sent, R-Received, N-Not Sent, U-Undeliverable, b - Email address not available	O	
RequestContactInd	Indicates whether customer would like to be contacted.	O	
ActivityResult	Result of Activity - Ex: Bought competing Vehicle	O	
ActivityNote	Free form comments that relate to the activity	O	
SalesPersonName	Name of the salesperson or person creating the lead status or note	O	
LeadResponseTime	Response Time is the time (minutes) that it took the salesperson at the dealership to first respond (not auto-respond) to the prospect. This is time in business minutes (minus hours closed business time).	O	

### XML Instance Representation

```
<...>
  <ActivityId> ActivityId </ActivityId> [0..1]
  <ActivityDateTime> ActivityDateTime </ActivityDateTime> [0..1]
  <ActivityType> ActivityType </ActivityType> [0..1]
  <MaterialRequested> MaterialRequested </MaterialRequested> [0..1]
  <MaterialSent> MaterialSent </MaterialSent> [0..1]
  <EmailResult> EmailResult </EmailResult> [0..1]
  <RequestContactInd> RequestContactInd </RequestContactInd> [0..1]
  <ActivityResult> ActivityResult </ActivityResult> [0..1]
  <ActivityNote> ActivityNote </ActivityNote> [0..1]
  <SalesPersonName> SalesPersonName </SalesPersonName> [0..1]
  <LeadResponseTime> LeadResponseTime </LeadResponseTime> [0..1]
</...>
```

### SalesActivityBase

## Process Sales Lead

Based on oa:SalesActivity

<b>Name</b>	<b>SalesActivityBase</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
ActivityId	Source-assigned unique event ID	O	
ActivityDateTime	Date and time that the activity took place	O	
ActivityType	Indicates type of activity Example: "Literature Request", "New Lead", "Dead Contact", "Traffic Report", "Sold", "EMail", "Letter", "Fax"	O	
MaterialRequested	Name of the materials the customer requested. (i.e., brochure, materials, etc.)	O	
MaterialSent	Name of the materials sent to the customer. (i.e., brochure, materials, etc.)	O	
EmailResult	Indicates Whether an Email was Sent. Example could be: S - Sent, digit- - number of times sent, R-Received, N-Not Sent, U-Undeliverable, b - Email address not available	O	
RequestContactInd	Indicates whether customer would like to be contacted.	O	
ActivityResult	Result of Activity - Ex: Bought competing Vehicle	O	
ActivityNote	Free form comments that relate to the activity	O	
SalesPersonName	Name of the salesperson or person creating the lead status or note	O	
LeadResponseTime	Response Time is the time (minutes) that it took the salesperson at the dealership to first respond (not auto-respond) to the prospect. This is time in business minutes (minus hours closed business time).	O	

### XML Instance Representation

<...> <ActivityId> ActivityId </ActivityId> [0..1]
---

## Process Sales Lead

```
<ActivityDateTime> ActivityDateTime </ActivityDateTime> [0..1]
<ActivityType> ActivityType </ActivityType> [0..1]
<MaterialRequested> MaterialRequested </MaterialRequested> [0..1]
<MaterialSent> MaterialSent </MaterialSent> [0..1]
<EmailResult> EmailResult </EmailResult> [0..1]
<RequestContactInd> RequestContactInd </RequestContactInd> [0..1]
<ActivityResult> ActivityResult </ActivityResult> [0..1]
<ActivityNote> ActivityNote </ActivityNote> [0..1]
<SalesPersonName> SalesPersonName </SalesPersonName> [0..1]
<LeadResponseTime> LeadResponseTime </LeadResponseTime> [0..1]
</...>
```

## SalesFinancing

These field(s) use this type: **CurrentFinancing**.

<b>Name</b>	<b>SalesFinancing</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
FinanceType	Type of financing Examples may be F- Finance, L - Lease, C-Cash, 1-Retail, 2-Lease, 3-Balloon, etc..	O	
PaymentAmount	Monthly Payment Amount	O	
BalanceAmount	Remaining balance on Current Vehicle	O	
FinalAmount	Last month payment amount	O	
ResidualAmount	Remaining residual on current vehicle	O	
Term	Number of months of contract term	O	
MaturityDate	Month and year of contract maturity	O	
FinanceCompanyName	Name of Finance Company	O	



## Process Sales Lead

Field / Component	Description	R/O	Business Rule
WholesaleValueAmount	Actual wholesale value of the vehicle.	O	
TradeAllowanceAmount	Trade Allowance is the second component of the negotiated trade vehicle amount, the primary portion being the wholesale amount of the trade vehicle.	O	
BasePaymentAmount	Monthly payment amount before dealer add-ons (i.e., does not include fees, taxes, etc.)	O	
LastPaymentDate	The date the last payment was made for a retail finance contract or lease contract	O	YYYY-MM-DD
ContractTermMileage	Mileage allowed under the terms of contract	O	(INACTIVE)
Tax	Tax for Financing	O	(INACTIVE)

### XML Instance Representation

```
<...>
  <FinanceType> FinanceType </FinanceType> [0..1]
  <PaymentAmount> PaymentAmount </PaymentAmount> [0..1]
  <BalanceAmount> BalanceAmount </BalanceAmount> [0..1]
  <FinalAmount> FinalAmount </FinalAmount> [0..1]
  <ResidualAmount> ResidualAmount </ResidualAmount> [0..1]
  <Term> Term </Term> [0..1]
  <MaturityDate> MaturityDate </MaturityDate> [0..1]
  <FinanceCompanyName> FinanceCompanyName </FinanceCompanyName> [0..1]
  <WholesaleValueAmount> WholesaleValueAmount </WholesaleValueAmount> [0..1]
  <TradeAllowanceAmount> TradeAllowanceAmount </TradeAllowanceAmount> [0..1]
  <BasePaymentAmount> BasePaymentAmount </BasePaymentAmount> [0..1]
  <LastPaymentDate> LastPaymentDate </LastPaymentDate> [0..1]
  <ContractTermMileage> ContractTermMileage </ContractTermMileage> [0..1]
  <Tax> Tax </Tax> [0..*]
</...>
```

## SalesLead

## Process Sales Lead

---

These field(s) use this type: **SalesLead.**

STAR Version 5.0 - Draft

STAR Version 4.0, STAR approved 04/20/2005; effective date 07/04/2005

STAR Version 3.0, STAR approved 05/07/2004; effective date 07/04/2004

STAR Version 2.1 STAR approved 04/09/2003; OAGI approved 8/16/2002 effective date 07/04/2003

STAR Version 2.0, STAR approved 7/31/2002; OAGI approved 8/16/2002; effective date 1/01/2003

<b>Name</b>	<b>SalesLead</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Header		R	
Detail		R	

### XML Instance Representation

```
<...>  
  <Header> ... </Header> [1]  
  <Detail> ... </Detail> [1..*]  
</...>
```

## SalesLeadDetail

These field(s) use this type: **Detail.**

<b>Name</b>	<b>SalesLeadDetail</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
LeadStatus	Status of Sales Lead. Ex: Appointment made, Just looking, etc..	R	
Preference	Identifies what qualities are important to the contact	O	
Financing	represents information on the financing for the vehicle the prospect is interested in.	O	
Appointment	represents any appointment (phone or in person) set up with the Sales Lead	O	
SalesActivity	represents the activities that occur for a Sales Lead	O	
SalesVehicle		O	
CompetingVehicle		O	
LeadRequestType	Identifies the type of lead request. EX: Brochure Request, Test Drive Request, Quote Request, etc.	O	
PreferenceDetail	The purpose of the PreferenceDetail component is to identify the preference parameters of a potential customer.	O	
LeadIndustryType	Industry type identifies the type of industry to which the lead applies, i.e., automotive, marine, truck, powersport, etc.	O	

### XML Instance Representation

```

<...>
  <LeadStatus> LeadStatus </LeadStatus> [1]
  <Preference> Preference </Preference> [0..1]
  <Financing> NewSalesFinancing </Financing> [0..1]
  <Appointment> Appointment </Appointment> [0..*]
  <SalesActivity> SalesActivity </SalesActivity> [0..*]
  <SalesVehicle> SalesVehicle </SalesVehicle> [0..*]
  <CompetingVehicle> CompetingVehicle </CompetingVehicle> [0..*]
  <LeadRequestType> LeadRequestType </LeadRequestType> [0..1]
  <PreferenceDetail> PreferenceDetail </PreferenceDetail> [0..1]
  <LeadIndustryType> LeadIndustryType </LeadIndustryType> [0..1]
</...>

```

## Process Sales Lead

### SalesLeadDetailBase

<b>Name</b>	SalesLeadDetailBase
<b>Abstract</b>	no

#### Data Elements and Components

Field / Component	Description	R/O	Business Rule
LeadStatus	Status of Sales Lead. Ex: Appointment made, Just looking, etc..	R	
Preference	Identifies what qualities are important to the contact	O	
Financing	represents information on the financing for the vehicle the prospect is interested in.	O	
Appointment	represents any appointment (phone or in person) set up with the Sales Lead	O	
SalesActivity	represents the activities that occur for a Sales Lead	O	

#### XML Instance Representation

<pre>&lt;...&gt;   &lt;LeadStatus&gt; LeadStatus &lt;/LeadStatus&gt; [1]   &lt;Preference&gt; Preference &lt;/Preference&gt; [0..1]   &lt;Financing&gt; NewSalesFinancing &lt;/Financing&gt; [0..1]   &lt;Appointment&gt; Appointment &lt;/Appointment&gt; [0..*]   &lt;SalesActivity&gt; SalesActivity &lt;/SalesActivity&gt; [0..*] &lt;/...&gt;</pre>
--

### SalesLeadHeader

These field(s) use this type: **Header.**

<b>Name</b>	SalesLeadHeader
<b>Abstract</b>	no

## Process Sales Lead

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
DocumentDateTime	Is the date and time the document was last created. This is not the date and time that the BOD message instance was created.	O	
SecondaryPassword	Secondary password used to validate access to the dealer information	O	
SecondaryDealerNumber	Identifies secondary dealer number if different than primary "Dealer Number"	O	
DocumentId	Sales Lead Number	R	
ExpirationDate	Date lead contact is to expire.	O	
PurchaseEarliestDate	Earliest date that prospect would consider purchase	O	
PurchaseLatestDate	Latest date that prospect would consider purchase	O	
LeadInterest	Type of transaction lead is interested in.	O	
SaleClass	Type of vehicle of Sales Lead such as New, Used or Demo	O	
LeadType	Specifies whether the lead is for an Individual or a Business	O	
LeadReceipt	Method in which the lead was received (i.e., Internet, OEM, etc.)	O	
LeadSource	Source that brought the lead to the dealership	O	
DefaultCurrency	Currency used for transactions	O	
DiscountEligibility	The category of Discount available to the customer Examples could be "A Plan" ; "Z Plan" , "Option One	O	
Marketing	communicates the Marketing information associated with the Sales Lead	O	
IndividualProspect	Individual who initiated the sales inquiry	O	
OrganizationalProspect	Organization that initiated the sales inquiry	O	
Provider	Party that provided the sales lead	O	
Dealer	Dealer that is receiving the sales lead	O	
CustomerComments	Free form text to record customer comments	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
LeadComments	Lead contact notes. May be non-comment information about the contacts O		

### XML Instance Representation

```
<...>
  <DocumentDateTime> DocumentDateTime </DocumentDateTime> [0..1]
  <SecondaryPassword> SecondaryPassword </SecondaryPassword> [0..1]
  <SecondaryDealerNumber> SecondaryDealerNumber </SecondaryDealerNumber> [0..1]
  <DocumentId> DocumentId </DocumentId> [1]
  <ExpirationDate> ExpirationDate </ExpirationDate> [0..1]
  <PurchaseEarliestDate> PurchaseEarliestDate </PurchaseEarliestDate> [0..1]
  <PurchaseLatestDate> PurchaseLatestDate </PurchaseLatestDate> [0..1]
  <LeadInterest> LeadInterest </LeadInterest> [0..1]
  <SaleClass> SaleClass </SaleClass> [0..1]
  <LeadType> LeadType </LeadType> [0..1]
  <LeadReceipt> LeadReceipt </LeadReceipt> [0..1]
  <LeadSource> LeadSource </LeadSource> [0..1]
  <DefaultCurrency> DefaultCurrency </DefaultCurrency> [0..1]
  <DiscountEligibility> DiscountEligibility </DiscountEligibility> [0..1]
  <Marketing> Marketing </Marketing> [0..*]
  <IndividualProspect> IndividualParty </IndividualProspect> [0..1]
  <OrganizationalProspect> OrganizationalParty </OrganizationalProspect> [0..1]
  <Provider> ProviderParty </Provider> [0..1]
  <Dealer> DealerParty </Dealer> [0..1]
  <CustomerComments> CustomerComments </CustomerComments> [0..1]
  <LeadComments> LeadComments </LeadComments> [0..1]
</...>
```

### SalesLeadHeaderBase

<b>Name</b>	<b>SalesLeadHeaderBase</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
DocumentDateTime	Is the date and time the document was last created. This is not the date and time that the BOD message instance was created.	O	
SecondaryPassword	Secondary password used to validate access to the dealer information	O	
SecondaryDealerNumber	Identifies secondary dealer number if different than primary "Dealer Number"	O	
DocumentId	Sales Lead Number	R	
ExpirationDate	Date lead contact is to expire.	O	
PurchaseEarliestDate	Earliest date that prospect would consider purchase	O	
PurchaseLatestDate	Latest date that prospect would consider purchase	O	
LeadInterest	Type of transaction lead is interested in.	O	
SaleClass	Type of vehicle of Sales Lead such as New, Used or Demo	O	
LeadType	Specifies whether the lead is for an Individual or a Business	O	
LeadReceipt	Method in which the lead was received (i.e., Internet, OEM, etc.)	O	
LeadSource	Source that brought the lead to the dealership	O	
DefaultCurrency	Currency used for transactions	O	
DiscountEligibility	The category of Discount available to the customer Examples could be "A Plan" ; "Z Plan" , "Option One	O	
Marketing	communicates the Marketing information associated with the Sales Lead	O	

### XML Instance Representation

```

<...>
  <DocumentDateTime> DocumentDateTime </DocumentDateTime> [0..1]
  <SecondaryPassword> SecondaryPassword </SecondaryPassword> [0..1]
  <SecondaryDealerNumber> SecondaryDealerNumber </SecondaryDealerNumber> [0..1]
  <DocumentId> DocumentId </DocumentId> [1]
  <ExpirationDate> ExpirationDate </ExpirationDate> [0..1]
  <PurchaseEarliestDate> PurchaseEarliestDate </PurchaseEarliestDate> [0..1]

```

## Process Sales Lead

```
<PurchaseLatestDate> PurchaseLatestDate </PurchaseLatestDate> [0..1]
<LeadInterest> LeadInterest </LeadInterest> [0..1]
<SaleClass> SaleClass </SaleClass> [0..1]
<LeadType> LeadType </LeadType> [0..1]
<LeadReceipt> LeadReceipt </LeadReceipt> [0..1]
<LeadSource> LeadSource </LeadSource> [0..1]
<DefaultCurrency> DefaultCurrency </DefaultCurrency> [0..1]
<DiscountEligibility> DiscountEligibility </DiscountEligibility> [0..1]
<Marketing> Marketing </Marketing> [0..*]
</...>
```

## SalesVehicle

These field(s) use this type: **SalesVehicle**.

<b>Name</b>	<b>SalesVehicle</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Model	Manufacturer-assigned model code of vehicle - Usually available in the VIN number (use NCIC code)	O	
ModelYear	Vehicle designated model year	O	
ModelDescription	Descriptive vehicle model name	O	
Make	Vehicle make code - Usually available in the VIN number (use NCIC code).	O	
SaleClass	Class of Sale	O	
Condition	Condition of Vehicle - Example: Excellent, Good, Fair, Poor, Unknown	O	
CertifiedPreownedInd	Identifies as a certified Pre-Owned Vehicle	O	
VehicleNote	Any vehicle related notes	O	



## Process Sales Lead

Field / Component	Description	R/O	Business Rule
VIN	Federally defined 17 position vehicle identification number	O	
DeliveryMileage	Odometer reading of vehicle at time of delivery	O	
VehicleStock	Dealer assigned vehicle stock number	O	
TrimCode	Manufacturer assigned trim code	O	
DoorsQuantity	Number of doors on vehicle	O	
BodyStyle	Manufacturer-assigned vehicle body style	O	
InteriorColor	Vehicle Interior Color(s)	O	
ExteriorColor	Vehicle Exterior Color(s)	O	
TransmissionType	Vehicle Transmission type	O	
OdometerStatus	Status of odometer at trade-in. Example:: Replaced, Tampered, Miles> 90,000, etc.	O	
NonUSVehicleInd	Indicates whether the vehicle was produced for the United States or not	O	
VehicleDemoInd	Indicates whether vehicle was ever a demo	O	
LicenseNumber	State License plate number of vehicle	O	
BrandedInfo	Vehicle Branding Information	O	
RestrictionInd	Indication that vehicle has restrictions on its use	O	
RestrictionDescription	Description of vehicle use restrictions	O	
TelematicsServiceInd	Indication whether Telematics Service Subscription is turned on	O	
Option	Sales Vehicle Options	O	(INACTIVE)
Pricing	Price of Vehicle	O	
ImageAttachment	represents information about the location of on-line vehicle photos	O	
SeriesCode	The model series code for the specified vehicle.	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
SeriesName	The name corresponding to the SeriesCode	O	
EngineType	Manufacturer-assigned code to designate vehicle engine type (i.e, 1EZ)	O	(INACTIVE)
Package	Option accessory Package	O	
TotalVehicleHours	This is the total hours of vehicle use. Note: This is synonomous to mileage on an automobile. This is not engine hours.	O	
LeadSourceURI	URI where information on sales vehicle can be obtained for review or reference later.	O	
MarineVehicleRequirements	The MarineVehicleRequirements component contains information specific to marine vehicles, i.e. boats.	O	

### XML Instance Representation

```

<...>
  <Model> Model </Model> [0..1]
  <ModelYear> ModelYear </ModelYear> [0..1]
  <ModelDescription> ModelDescription </ModelDescription> [0..1]
  <Make> Make </Make> [0..1]
  <SaleClass> SaleClass </SaleClass> [0..1]
  <Condition> Condition </Condition> [0..1]
  <CertifiedPreownedInd> CertifiedPreownedInd </CertifiedPreownedInd> [0..1]
  <VehicleNote> VehicleNote </VehicleNote> [0..*]
  <VIN> VIN </VIN> [0..1]
  <DeliveryMileage> DeliveryMileage </DeliveryMileage> [0..1]
  <VehicleStock> VehicleStock </VehicleStock> [0..1]
  <TrimCode> TrimCode </TrimCode> [0..1]
  <DoorsQuantity> DoorsQuantity </DoorsQuantity> [0..1]
  <BodyStyle> BodyStyle </BodyStyle> [0..1]
  <InteriorColor> InteriorColor </InteriorColor> [0..*]
  <ExteriorColor> ExteriorColor </ExteriorColor> [0..*]
  <TransmissionType> TransmissionType </TransmissionType> [0..1]
  <OdometerStatus> OdometerStatus </OdometerStatus> [0..1]
  <NonUSVehicleInd> NonUSVehicleInd </NonUSVehicleInd> [0..1]

```

## Process Sales Lead

```
<VehicleDemoInd> VehicleDemoInd </VehicleDemoInd> [0..1]
<LicenseNumber> LicenseNumber </LicenseNumber> [0..1]
<BrandedInfo> BrandedInfo </BrandedInfo> [0..1]
<RestrictionInd> RestrictionInd </RestrictionInd> [0..1]
<RestrictionDescription> RestrictionDescription </RestrictionDescription> [0..1]
<TelematicsServiceInd> TelematicsServiceInd </TelematicsServiceInd> [0..1]
<Option> ExpandedOption </Option> [0..*]
<Pricing> SalesVehiclePricing </Pricing> [0..*]
<ImageAttachment> ImageAttachment </ImageAttachment> [0..1]
<SeriesCode> SeriesCode </SeriesCode> [0..1]
<SeriesName> SeriesName </SeriesName> [0..1]
<EngineType> EngineType </EngineType> [0..1]
<Package> Package </Package> [0..*]
<TotalVehicleHours> TotalVehicleHours </TotalVehicleHours> [0..1]
<LeadSourceURI> LeadSourceURI </LeadSourceURI> [0..1]
<MarineVehicleRequirements> MarineVehicleRequirements </MarineVehicleRequirements> [0..1]
</...>
```

### SalesVehiclePricing

These field(s) use this type: **Pricing**.

<b>Name</b>	<b>SalesVehiclePricing</b>
<b>Abstract</b>	<b>no</b>

#### Data Elements and Components

Field / Component	Description	R/O	Business Rule
VehiclePrice	Customer price of vehicle	R	
PriceExplanation	Explanatory Note for Pricing Example: Anniversary Edition	O	
PricingType	Designates type of pricing for vehicle transaction. Examples could be: QUOTE, MSRP, INVOICE, BLUEBOOK, TOTALFIGURE, OVERINVOICE, UNDERINVOICE, UNDERMSRP, OVERMSRP, CALL, NA, or OTHER	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
PricingTypeSource	Source from which pricing tye data originated (i.e., Blue Book, NADA etc.)	O	
PricingDelta	Used to express the price delta relative to either $\tilde{A}\hat{\#}\hat{A}\hat{\#}\hat{A}\hat{\#}\text{msrp}\tilde{A}\hat{\#}\tilde{A}\hat{\#}\frac{3}{4}\tilde{A}\hat{\#}\hat{A}_i$ or $\tilde{A}\hat{\#}\hat{A}\hat{c}\hat{A}\hat{\#}\hat{A}\hat{\#}\text{invoice}$	O	

## XML Instance Representation

```
<...>
  <VehiclePrice> VehiclePrice </VehiclePrice> [1]
  <PriceExplanation> PriceExplanation </PriceExplanation> [0..1]
  <PricingType> PricingType </PricingType> [0..1]
  <PricingTypeSource> PricingTypeSource </PricingTypeSource> [0..1]
  <PricingDelta> PricingDelta </PricingDelta> [0..1]
</...>
```

## SecondaryDealerNumber

These field(s) use this type: **SecondaryDealerNumber.**

Identifies secondary dealer number if different than primary "Dealer Number"

Name	SecondaryDealerNumber
Abstract	no

## XML Instance Representation

<...>  
Id  
</...>

## SecurityDepositAmount

These field(s) use this type: **SecurityDepositAmount.**

Security deposit is the amount paid to cover damage, excess mileage or excess wear and tear on a leased vehicle.

Name	SecurityDepositAmount
------	-----------------------

## Process Sales Lead

<b>Abstract</b>	no
-----------------	----

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### Sender

These field(s) use this type: Sender.

<b>Name</b>	<b>Sender</b>
-------------	---------------

<b>Abstract</b>	no
-----------------	----

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
LogicalId	Provides the logical location of the server and applications from which the Business Object Document originated. It can be used to establish a logical to physical mapping, however its use is optional. Each system or combination of systems should maintain an external central reference table containing the logical names or logical addresses of the application systems in the integration configuration. This enables the logical names to be mapped to the physical network addresses of the resources needed on the network. Note: The technical implementation of this Domain Naming Service is not dictated by this specification. This logical to physical mapping may be done at execution time by the application itself or by a middleware transport mechanism, depending on the integration architecture used. This provides for a simple but effective directory access capability while maintaining application independence from the physical location of those resources on the network	O	
Component	Provides a finer level of control than Logical Identifier and represents the business application that issued the Business Object Document. Its use is optional. For STAR's use this is the DCS Software code name		

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
Task	Describes the business event that initiated the need for the Business Object Document to be created. For STAR, the task is defined in the Implementation Guidelines for each BOD. It is usually a short description of the BOD. Ex: SalesLead, CreditDecision, etc.	R	
ReferenceId	Enables the sending application to indicate the instance identifier of the event or task that caused the BOD to be created. This is used to correlate a response BOD to an originating BOD	O	
AuthorizationId	Identifies the authorization level of the user or application that is sending the Business Object Document Message. This authorization level being recognized by the receiving system indicates what can be done on the receiving system. For STAR, this is the User ID.	O	
CreatorNameCode	DCS Software Creator Code	R	
SenderNameCode	Additional information about the sending platform (i.e., Short MFG or DSP code).	R	Must use a valid code from the ShortMfg/RSP list on <a href="http://www.starstandards.org">http://www.starstandards.org</a>
SenderURI	Physical address of the sender	O	
DealerNumber	Dealer Code of source of information	O	DealerNumber is required if originating from the DMS.
StoreNumber	Dealer code store number (DMS assigned)	O	
AreaNumber	Dealer code area number (DMS vendor assigned)	O	
DealerCountry	Source Dealer country location	O	
Language	This code is used to define the language of the data used in this transaction	O	
DeliverPendingMailInd	Indicates if the user requests to receive pending mail that has been stored and has yet not been delivered yet. By selecting 0, the user will only receive the response for the current transaction the user is performing.	O	
Password	Token for application specific authentication. Used to authenticate dealership/users through application specific security	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
SystemVersion	The sender's software version number.	O	
PartyId	The Party Id field uniquely identifies the Sender of the message. This element can be used for parties within the Automotive Community as well as external parties. Party Id is not intended as a replacement for the Dealer Number. Suggested formats for OEMs or other large institutions include: DUNs Number, ShortMfgCode + DUNs, or ShortMfgCode. The suggested format for Dealers is: ShortMfgCode+Dealer Number.	O	
LocationId	The Location Id field uniquely identifies the location of the Sender of a message. This Id may be aligned with a physical address or data centers. This field provides an additional level of granularity beyond the usage of the Party Id for additional routing and deliver of data.	O	
ServiceId	The Service Id field identifies the particular service from which a message is being sent, e.g., an inventory service.	O	

### XML Instance Representation

```

<...>
  <LogicalId> Text </LogicalId> [0..1]
  <Component> Text </Component> [1]
  <Task> Text </Task> [1]
  <ReferenceId> Reference </ReferenceId> [0..1]
  <AuthorizationId> Id </AuthorizationId> [0..1]
  <CreatorNameCode> Text </CreatorNameCode> [1]
  <SenderNameCode> ShortMfg </SenderNameCode> [1]
  <SenderURI> URI </SenderURI> [0..1]
  <DealerNumber> PartyId </DealerNumber> [0..1]
  <StoreNumber> Text </StoreNumber> [0..1]
  <AreaNumber> Text </AreaNumber> [0..1]
  <DealerCountry> Country </DealerCountry> [0..1]
  <Language> Language </Language> [0..1]
  <DeliverPendingMailInd> Indicator </DeliverPendingMailInd> [0..1]
  <Password> Text </Password> [0..1]
  <SystemVersion> SystemVersion </SystemVersion> [0..1]
  <PartyId> PartyId </PartyId> [0..1]
  <LocationId> LocationId </LocationId> [0..1]

```

## Process Sales Lead

```
<ServiceId> ServiceId </ServiceId> [0..1]
</...>
```

### SenderBase

<b>Name</b>	SenderBase
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
LogicalId	Provides the logical location of the server and applications from which the Business Object Document originated. It can be used to establish a logical to physical mapping, however its use is optional. Each system or combination of systems should maintain an external central reference table containing the logical names or logical addresses of the application systems in the integration configuration. This enables the logical names to be mapped to the physical network addresses of the resources needed on the network. Note: The technical implementation of this Domain Naming Service is not dictated by this specification. This logical to physical mapping may be done at execution time by the application itself or by a middleware transport mechanism, depending on the integration architecture used. This provides for a simple but effective directory access capability while maintaining application independence from the physical location of those resources on the network	O	
Component	Provides a finer level of control than Logical Identifier and represents the business application that issued the Business Object Document. Its use is optional. For STAR's use this is the DCS Software code name		
Task	Describes the business event that initiated the need for the Business Object Document to be created. For STAR, the task is defined in the Implementation Guidelines for each BOD. It is usually a short description of the BOD. Ex: SalesLead, CreditDecision, etc.	R	
ReferenceId	Enables the sending application to indicate the instance identifier of the event or task that caused the BOD to be created. This is used to correlate a response BOD to an originating BOD	O	



## Process Sales Lead

Field / Component	Description	R/O	Business Rule
AuthorizationId	Identifies the authorization level of the user or application that is sending the Business Object Document Message. This authorization level being recognized by the receiving system indicates what can be done on the receiving system. For STAR, this is the User ID.	O	

### XML Instance Representation

```
<...>
  <LogicalId> Text </LogicalId> [0..1]
  <Component> Text </Component> [1]
  <Task> Text </Task> [1]
  <ReferenceId> Reference </ReferenceId> [0..1]
  <AuthorizationId> Id </AuthorizationId> [0..1]
</...>
```

### ServiceId

These field(s) use this type: **ServiceId,ServiceId**.

The Service Id field identifies the particular service to or from which a message is being sent, e.g., an inventory service.

<b>Name</b>	<b>ServiceId</b>
<b>Abstract</b>	no

### XML Instance Representation

```
<...>
  Id
</...>
```

### Signature

These field(s) use this type: **Signature**.

<b>Name</b>	<b>Signature</b>
-------------	------------------

## Process Sales Lead

**Abstract** no

### Attributes

Field / Component	Description	R/O	Business Rule
qualifyingAgency		O	

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
-------------------	-------------	-----	---------------

### XML Instance Representation

```
<...  
qualifyingAgency="Text [0..1]">  
Allow any elements from any namespace (strict validation). [0..1]  
</...>
```

## Tax

These field(s) use this type: **Tax**.

**Name** Tax

**Abstract** no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
TaxType	Identifies the type tax.	R	
TaxDescription	Free form text description of tax amount.	O	
TaxAmount	Actual amount of tax paid.	O	
UnitSalesTaxAmount	Unit amount of sales tax.	O	
TaxRate	Tax Percentage Rate	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
TotalTaxableAmount	Total taxable price	O	
NonTaxableAmount	Total non-taxble price	O	
TaxTypeId	Tax type identification	O	
TaxabilityInd	Determines whether the dealer wants to claim tax on the cost.	O	

### XML Instance Representation

```
<...>
  <TaxType> TaxType </TaxType> [1]
  <TaxDescription> TaxDescription </TaxDescription> [0..1]
  <TaxAmount> TaxAmount </TaxAmount> [0..1]
  <UnitSalesTaxAmount> UnitSalesTaxAmount </UnitSalesTaxAmount> [0..1]
  <TaxRate> TaxRate </TaxRate> [0..1]
  <TotalTaxableAmount> TotalTaxableAmount </TotalTaxableAmount> [0..1]
  <NonTaxableAmount> NonTaxableAmount </NonTaxableAmount> [0..1]
  <TaxTypeId> TaxTypeId </TaxTypeId> [0..1]
  <TaxabilityInd> TaxabilityInd </TaxabilityInd> [0..1]
</...>
```

### TaxAmount

These field(s) use this type: **TaxAmount**.

Actual amount of tax paid.

<b>Name</b>	<b>TaxAmount</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...
  currency="Currency [1]">
    Amount
  </...>
```

## Process Sales Lead

---

### TaxDescription

These field(s) use this type: TaxDescription.

Free form text description of tax amount.

<b>Name</b>	<b>TaxDescription</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...  
  language="Language [0..1]">  
    Description  
</...>
```

### TaxRate

These field(s) use this type: TaxRate.

Tax Percentage rate.

<b>Name</b>	<b>TaxRate</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<...>  
  Percent  
</...>
```

### Term

These field(s) use this type: Term,Term.

Number of months of contract term

<b>Name</b>	<b>Term</b>
-------------	-------------

## Process Sales Lead

<b>Abstract</b>	no
-----------------	----

### Attributes

Field / Component	Description	R/O	Business Rule
length		R	

### XML Instance Representation

```
<...  
length="TermLength [0..1]">  
  Count  
</...>
```

## TotalEngineHours

These field(s) use this type: TotalEngineHours.

Total hours of engine(s) use.

<b>Name</b>	TotalEngineHours
-------------	------------------

<b>Abstract</b>	no
-----------------	----

### XML Instance Representation

```
<...>  
  Hours  
</...>
```

## TotalEnginePower

These field(s) use this type: TotalEnginePower.

Total horsepower of engine on or for a vehicle. EX: Triple250 would have an TotalEngineHorsepower of 750.

<b>Name</b>	TotalEnginePower
-------------	------------------

<b>Abstract</b>	no
-----------------	----

## Process Sales Lead

---

### XML Instance Representation

```
<...  
  uom="UOM [1]">  
    Quantity  
</...>
```

### TotalTaxableAmount

These field(s) use this type: **TotalTaxableAmount**.

Total taxable price.

<b>Name</b>	<b>TotalTaxableAmount</b>
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
  currency="Currency [1]">  
    Amount  
</...>
```

### TotalVehicleHours

These field(s) use this type: **TotalVehicleHours**,**TotalVehicleHours**.

This is the total hours of vehicle use. Note: This is synonymous to mileage on an automobile. This is not engine hours.

<b>Name</b>	<b>TotalVehicleHours</b>
<b>Abstract</b>	no

### XML Instance Representation

```
<...>  
  Hours  
</...>
```

## Process Sales Lead

---

### TradeAllowanceAmount

These field(s) use this type: TradeAllowanceAmount.

Trade Allowance is the second component of the negotiated trade vehicle amount, the primary portion being the wholesale amount of the trade vehicle.

<b>Name</b>	TradeAllowanceAmount
<b>Abstract</b>	no

#### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### UnitSalesTaxAmount

These field(s) use this type: UnitSalesTaxAmount.

Unit amount of sales tax.

<b>Name</b>	UnitSalesTaxAmount
<b>Abstract</b>	no

#### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### Vehicle

<b>Name</b>	Vehicle
<b>Abstract</b>	no

## Process Sales Lead

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Model	Manufacturer-assigned model code of vehicle - Usually available in the VIN number (use NCIC code)	O	
ModelYear	Vehicle designated model year	O	
ModelDescription	Descriptive vehicle model name	O	
Make	Vehicle make code - Usually available in the VIN number (use NCIC code).	O	

### XML Instance Representation

```
<...>
  <Model> Model </Model> [0..1]
  <ModelYear> ModelYear </ModelYear> [0..1]
  <ModelDescription> ModelDescription </ModelDescription> [0..1]
  <Make> Make </Make> [0..1]
</...>
```

## VehicleBase

<b>Name</b>	<b>VehicleBase</b>
<b>Abstract</b>	<b>no</b>

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
Model	Manufacturer-assigned model code of vehicle - Usually available in the VIN number (use NCIC code)	O	
ModelYear	Vehicle designated model year	O	
ModelDescription	Descriptive vehicle model name	O	



## Process Sales Lead

Field / Component	Description	R/O	Business Rule
Make	Vehicle make code - Usually available in the VIN number (use NCIC code).	O	
SaleClass	Class of Sale	O	
Condition	Condition of Vehicle - Example: Excellent, Good, Fair, Poor, Unknown	O	
CertifiedPreownedInd	Identifies as a certified Pre-Owned Vehicle	O	
VehicleNote	Any vehicle related notes	O	
VIN	Federally defined 17 position vehicle identification number	O	
DeliveryMileage	Odometer reading of vehicle at time of delivery	O	
VehicleStock	Dealer assigned vehicle stock number	O	
TrimCode	Manufacturer assigned trim code	O	
DoorsQuantity	Number of doors on vehicle	O	
BodyStyle	Manufacturer-assigned vehicle body style	O	
InteriorColor	Vehicle Interior Color(s)	O	
ExteriorColor	Vehicle Exterior Color(s)	O	
TransmissionType	Vehicle Transmission type	O	
OdometerStatus	Status of odometer at trade-in. Example:: Replaced, Tampered, Miles> 90,000, etc.	O	
NonUSVehicleInd	Indicates whether the vehicle was produced for the United States or not	O	
VehicleDemoInd	Indicates whether vehicle was ever a demo	O	
LicenseNumber	State License plate number of vehicle	O	
BrandedInfo	Vehicle Branding Information	O	
RestrictionInd	Indication that vehicle has restrictions on its use	O	
RestrictionDescription	Description of vehicle use restrictions	O	

## Process Sales Lead

Field / Component	Description	R/O	Business Rule
TelematicsServiceInd	Indication whether Telematics Service Subscription is turned on	O	

### XML Instance Representation

```
<...>
  <Model> Model </Model> [0..1]
  <ModelYear> ModelYear </ModelYear> [0..1]
  <ModelDescription> ModelDescription </ModelDescription> [0..1]
  <Make> Make </Make> [0..1]
  <SaleClass> SaleClass </SaleClass> [0..1]
  <Condition> Condition </Condition> [0..1]
  <CertifiedPreownedInd> CertifiedPreownedInd </CertifiedPreownedInd> [0..1]
  <VehicleNote> VehicleNote </VehicleNote> [0..*]
  <VIN> VIN </VIN> [0..1]
  <DeliveryMileage> DeliveryMileage </DeliveryMileage> [0..1]
  <VehicleStock> VehicleStock </VehicleStock> [0..1]
  <TrimCode> TrimCode </TrimCode> [0..1]
  <DoorsQuantity> DoorsQuantity </DoorsQuantity> [0..1]
  <BodyStyle> BodyStyle </BodyStyle> [0..1]
  <InteriorColor> InteriorColor </InteriorColor> [0..*]
  <ExteriorColor> ExteriorColor </ExteriorColor> [0..*]
  <TransmissionType> TransmissionType </TransmissionType> [0..1]
  <OdometerStatus> OdometerStatus </OdometerStatus> [0..1]
  <NonUSVehicleInd> NonUSVehicleInd </NonUSVehicleInd> [0..1]
  <VehicleDemoInd> VehicleDemoInd </VehicleDemoInd> [0..1]
  <LicenseNumber> LicenseNumber </LicenseNumber> [0..1]
  <BrandedInfo> BrandedInfo </BrandedInfo> [0..1]
  <RestrictionInd> RestrictionInd </RestrictionInd> [0..1]
  <RestrictionDescription> RestrictionDescription </RestrictionDescription> [0..1]
  <TelematicsServiceInd> TelematicsServiceInd </TelematicsServiceInd> [0..1]
</...>
```

### VehiclePrice

These field(s) use this type: **VehiclePrice**.

## Process Sales Lead

---

Customer price of vehicle

<b>Name</b>	VehiclePrice
<b>Abstract</b>	no

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### Verb

These field(s) use this type: Verb.

<b>Name</b>	Verb
<b>Abstract</b>	no

### Data Elements and Components

Field / Component	Description	R/O	Business Rule
-------------------	-------------	-----	---------------

### XML Instance Representation

```
<.../>
```

### WholesaleValueAmount

These field(s) use this type: WholesaleValueAmount.

Actual wholesale value of a used vehicle.

<b>Name</b>	WholesaleValueAmount
<b>Abstract</b>	no

## Process Sales Lead

---

### XML Instance Representation

```
<...  
currency="Currency [1]">  
  Amount  
</...>
```

### AccountingDate

Month and year accounting date conforms to ISO 8601 format rules Ex: \d\d\d\d-\d\d

Name	AccountingDate
------	----------------

\*Base XSD Type: gYearMonth

### AcknowledgementType

Name	AcknowledgementType
------	---------------------

\*Base XSD Type: NMTOKEN

Code Value	Description
------------	-------------

Always

OnChange

Never

### Action

Name	Action
------	--------

\*Base XSD Type: string

Code Value	Description
------------	-------------

Add

## Process Sales Lead

---

Code Value	Description
Delete	
Change	
Replace	
A	
D	
C	
R	

### ActivityDateTime

These field(s) use this type: **ActivityDateTime**.

Date and time that the activity took place

Name	ActivityDateTime
*Base XSD Type: dateTime	

### ActivityNote

These field(s) use this type: **ActivityNote**.

Free form comments that relate to the activity

Name	ActivityNote
*Base XSD Type: string	

### ActivityResult

These field(s) use this type: **ActivityResult**.

## Process Sales Lead

---

Result of Activity - Ex: Bought competing Vehicle

Name	ActivityResult
------	----------------

\*Base XSD Type: string

### ActivityType

These field(s) use this type: ActivityType.

Indicates type of activity Example: "Literature Request", "New Lead", "Dead Contact", "Traffic Report", "Sold", "EMail", "Letter", "Fax"

Name	ActivityType
------	--------------

\*Base XSD Type: string

### AddressLine

These field(s) use this type: AddressLine.

Indicates the multiple lines of an address. The first line is typically the street name and number.

Name	AddressLine
------	-------------

\*Base XSD Type: string

### AddressQualifier

Address Qualifier

Name	AddressQualifier
------	------------------

\*Base XSD Type: string

Code Value	Description
WorkAddress	Work Address
SeasonalAddress	Seasonal Address

## Process Sales Lead

---

Code Value	Description
DeliveryAddress	Delivery Address
HomeAddress	Home Address
PreviousAddress	Previous Address
Other	Other
Garage	Garage
Billing	Billing
NonSigningSpouseAddress	Non Signing Spouse Address
N/A	Not Applicable

## AppointmentDateTime

These field(s) use this type: **AppointmentDateTime**.

Date and time of appointment

Name	AppointmentDateTime
------	---------------------

\*Base XSD Type: dateTime

## AppointmentLocation

These field(s) use this type: **AppointmentLocation**.

Location of the appointment Example: Dealer, home; office etc.

Name	AppointmentLocation
------	---------------------

\*Base XSD Type: string

## AppointmentNotes

## Process Sales Lead

---

These field(s) use this type: **AppointmentNotes.**

Comments that relate to the appointment

Name	AppointmentNotes
------	------------------

\*Base XSD Type: string

### ApprovedInd

These field(s) use this type: **ApprovedInd.**

Approved Indicator

Name	ApprovedInd
------	-------------

\*Base XSD Type: string

Code Value	Description
0	
1	

### AssigningOrganizationPartyId

These field(s) use this type: **AssigningPartyId.**

Assigning Organization Party Id

Name	AssigningOrganizationPartyId
------	------------------------------

\*Base XSD Type: string

Code Value	Description
LegalId	Legal ID
NationalId	Government-assigned ID such as a social security Number
Other	Other



## Process Sales Lead

Code Value	Description
DUNS	Dun and Bradstreet
MotorDealerRegistrationId	Department of Motor Vehicle Registration number for a dealer. This is the dealer's license number to do business.
GSTRegistrationId	Canadian Goods and Services Tax Id.
HSTRegistrationId	Canadian HarmonizedTax Id.
Certification Of Registration Id	Id of the certificate of registration assigned to a business to allow that business to collect and remit certain taxes or fees to a state.
QSTRegistrationId	Quebec sales tax id.

## AssigningPartyId

These field(s) use this type: **AssigningPartyId**.

Agency or entity that validates the Party Id

### Name AssigningPartyId

Base XSD Type: string

Code Value	Description
LegalId	Legal ID
DriversLicense	Drivers License
NationalId	Government-assigned ID such as a social security Number
Other	Other
GSTRegistrationId	Canadian Goods and Services Tax Id.
HSTRegistrationId	Canadian HarmonizedTax Id.
PreviousAccountNumber	
QSTRegistrationId	Quebec sales tax id.

## Process Sales Lead

---

### BirthDate

These field(s) use this type: **BirthDate,BirthDate.**

Birth date of party

Name	BirthDate
------	-----------

\*Base XSD Type: date

### BoatEngineType

These field(s) use this type: **BoatEngineType.**

Type of engine on or for a boat.

Name	BoatEngineType
------	----------------

\*Base XSD Type: string

Code Value	Description
Inboard	Inboard
Inboard/Outboard	Inboard/Outboard
Jet	Jet
Outboard	Outboard
Outboard 2 Stroke	Outboard 2 Stroke
Outboard 4 Stroke	Outboard 4 Stroke
Stern Drive	Stern Drive
V Drive	V Drive

### BodyStyle

These field(s) use this type: **BodyStyle.**

## Process Sales Lead

---

Manufacturer-assigned vehicle body style

Name	BodyStyle
------	-----------

\*Base XSD Type: string

### BrandedTitleDate

These field(s) use this type: **BrandedTitleDate**.

Branding Date

Name	BrandedTitleDate
------	------------------

\*Base XSD Type: date

### BrandedTitleInd

These field(s) use this type: **BrandedTitleInd**.

This tag indicates if a vehicle's title has been branded. (i.e., vehicle totaled and state registration title branded as such)

Name	BrandedTitleInd
------	-----------------

\*Base XSD Type: string

Code Value	Description
0	
1	

### BrandingSource

These field(s) use this type: **BrandingSource**.

Branding source (i.e., source who says that the vehicle is branded)

Name	BrandingSource
------	----------------

## Process Sales Lead

---

\*Base XSD Type: string

### BrandingStateReference

These field(s) use this type: BrandingStateReference.

Branding State Reference Number

Name	BrandingStateReference
------	------------------------

\*Base XSD Type: string

### CertifiedPreownedInd

These field(s) use this type: CertifiedPreownedInd.

Identifies as a certified Pre-Owned Vehicle

Name	CertifiedPreownedInd
------	----------------------

\*Base XSD Type: string

Code Value	Description
------------	-------------

0	
---	--

1	
---	--

### City

These field(s) use this type: City.

City of the Address.

Name	City
------	------

\*Base XSD Type: string

## Process Sales Lead

---

### ClientAdvisorName

These field(s) use this type: ClientAdvisorName.

Indicates the name of the Client Advisor responsible for creating the Financing comments

Name	ClientAdvisorName
------	-------------------

\*Base XSD Type: string

### Code

These field(s) use this type: BODId.

Unique code name

Name	Code
------	------

\*Base XSD Type: string

### CompanyName

These field(s) use this type: Name.

Company name of customer

Name	CompanyName
------	-------------

\*Base XSD Type: string

### Condition

These field(s) use this type: Condition.

Condition of Vehicle - Example: Excellent, Good, Fair, Poor, Unknown

Name	Condition
------	-----------

\*Base XSD Type: string

## Process Sales Lead

---

### ConfirmType

Name	ConfirmType
*Base XSD Type: NMTOKEN	
Code Value	Description
Always	
OnChange	
Never	

### ContactTelephoneNumberDescription

Contact Telephone Number Description

Name	ContactTelephoneNumberDescription
*Base XSD Type: string	
Code Value	Description
Evening Phone	Evening Phone
Day Phone	Day Phone
Cell Phone	Cell Phone
Pager	Pager
Other	Other

### ContactTelephoneNumberOrganizationDescription

Contact Telephone Number Organization Description

Name	ContactTelephoneNumberOrganizationDescription
------	---

## Process Sales Lead

\*Base XSD Type: string

Code Value	Description
Day Phone	Day Phone
Cell Phone	Cell Phone
Pager	Pager
Other	Other

## ContactTime

These field(s) use this type: ContactTime,ContactTime.

Preferred contact time (i.e. Best day/time to reach the contact.

Name	ContactTime
------	-------------

\*Base XSD Type: string

## Country

These field(s) use this type: DealerCountry,DealerCountry,Country.

Country in which the Address is in. Conforms to ISO 3166-2. AF -AFGHANISTAN AL -ALBANIA DZ -ALGERIA AS -AMERICAN SAMOA AD -ANDORRA AO -ANGOLA AI -ANGUILLA AQ -ANTARCTICA AG -ANTIGUA AND BARBUDA AR -ARGENTINA AM -ARMENIA AW -ARUBA AU -AUSTRALIA AT -AUSTRIA AZ -AZERBAIJAN BS -BAHAMAS BH -BAHRAIN BD -BANGLADESH BB -BARBADOS BY -BELARUS BE -BELGIUM BZ -BELIZE BJ -BENIN BM -BERMUDA BT -BHUTAN BO -BOLIVIA BA -BOSNIA AND HERZEGOVINA BW -BOTSWANA BV -BOUVET ISLAND BR -BRAZIL IO-BRITISH INDIAN OCEAN TERRITORY BN -BRUNEI DARUSSALAM BG -BULGARIA BF -BURKINA FASO BI -BURUNDI KH -CAMBODIA CM -CAMEROON CA -CANADA CV -CAPE VERDE KY -CAYMAN ISLANDS CF -CENTRAL AFRICAN REPUBLIC TD -CHAD CL -CHILE CN -CHINA CX -CHRISTMAS ISLAND CC -COCOS (KEELING) ISLANDS CO -COLOMBIA KM -COMOROS CG -CONGO CD -CONGO, THE DEMOCRATIC REPUBLIC OF THE CK -COOK ISLANDS CR -COSTA RICA CI -CÔTE D'IVOIRE HR -CROATIA CU -CUBA CY -CYPRUS CZ -CZECH REPUBLIC DK -DENMARK DJ -DJIBOUTI DM -DOMINICA DO -DOMINICAN REPUBLIC EC -ECUADOR EG -EGYPT SV -EL SALVADOR GQ -EQUATORIAL GUINEA ER -ERITREA EE -ESTONIA ET -ETHIOPIA FK -FALKLAND ISLANDS (MALVINAS) FO -FAROE ISLANDS FJ -FIJI FI -FINLAND FR -FRANCE GF -FRENCH GUIANA PF -FRENCH POLYNESIA TF -FRENCH SOUTHERN TERRITORIES GA -GABON GM -GAMBIA GE -GEORGIA DE -GERMANY GH -GHANA GI

## Process Sales Lead

-GIBRALTAR GR -GREECE GL -GREENLAND GD -GRENADA GP -GUADELOUPE GU -GUAM GT -GUATEMALA GN -GUINEA GW  
 -GUINEA-BISSAU GY -GUYANA HT -HAITI HM -HEARD ISLAND AND MCDONALD ISLANDS VA -HOLY SEE (VATICAN CITY STATE)  
 HN -HONDURAS HK -HONG KONG HU -HUNGARY IS -ICELAND IN -INDIA ID -INDONESIA IR -IRAN, ISLAMIC REPUBLIC OF IQ -IRAQ  
 IE -IRELAND IL -ISRAEL IT -ITALY JM -JAMAICA JP -JAPAN JO -JORDAN KZ -KAZAKHSTAN KE -KENYA KI -KIRIBATI KP -KOREA,  
 DEMOCRATIC PEOPLE'S REPUBLIC OF KR -KOREA, REPUBLIC OF KW -KUWAIT KG -KYRGYZSTAN LA -LAO PEOPLE'S DEMOCRATIC  
 REPUBLIC LV -LATVIA LB -LEBANON LS -LESOTHO LR -LIBERIA LY -LIBYAN ARAB JAMAHIRIYA LI -LIECHTENSTEIN LT  
 -LITHUANIA LU -LUXEMBOURG MO -MACAO MK -MACEDONIA, THE FORMER YUGOSLAV REPUBLIC OF MG -MADAGASCAR MW  
 -MALAWI MY -MALAYSIA MV -MALDIVES ML -MALI MT -MALTA MH -MARSHALL ISLANDS MQ -MARTINIQUE MR -MAURITANIA  
 MU -MAURITIUS YT -MAYOTTE MX -MEXICO FM -MICRONESIA, FEDERATED STATES OF MD -MOLDOVA, REPUBLIC OF MC  
 -MONACO MN -MONGOLIA MS -MONTERRAT MA -MOROCCO MZ -MOZAMBIQUE MM -MYANMAR NA -NAMIBIA NR -NAURU NP  
 -NEPAL NL -NETHERLANDS AN -NETHERLANDS ANTILLES NC -NEW CALEDONIA NZ -NEW ZEALAND NI -NICARAGUA NE -NIGER  
 NG -NIGERIA NU -NIUE NF -NORFOLK ISLAND MP -NORTHERN MARIANA ISLANDS NO -NORWAY OM -OMAN PK -PAKISTAN PW  
 -PALAU PS -PALESTINIAN TERRITORY, OCCUPIED PA -PANAMA PG -PAPUA NEW GUINEA PY -PARAGUAY PE -PERU PH -PHILIPPINES  
 PN -PITCAIRN PL -POLAND PT -PORTUGAL PR -PUERTO RICO QA -QATAR RE -RÅ#Â#UNION RO -ROMANIA RU -RUSSIAN  
 FEDERATION RW -RWANDA SH -SAINT HELENA KN -SAINT KITTS AND NEVIS LC -SAINT LUCIA PM -SAINT PIERRE AND MIQUELON  
 VC -SAINT VINCENT AND THE GRENADINES WS -SAMOA SM -SAN MARINO ST -SAO TOME AND PRINCIPE SA -SAUDI ARABIA SN  
 -SENEGAL CS -SERBIA AND MONTENEGRO SC -SEYCHELLES SL -SIERRA LEONE SG -SINGAPORE SK -SLOVAKIA SI -SLOVENIA SB  
 -SOLOMON ISLANDS SO -SOMALIA ZA -SOUTH AFRICA GS -SOUTH GEORGIA AND THE SOUTH SANDWICH ISLANDS ES -SPAIN LK  
 -SRI LANKA SD -SUDAN SR -SURINAME SJ -SVALBARD AND JAN MAYEN SZ -SWAZILAND SE -SWEDEN CH -SWITZERLAND SY  
 -SYRIAN ARAB REPUBLIC TW -TAIWAN, PROVINCE OF CHINA TJ -TAJIKISTAN TZ -TANZANIA, UNITED REPUBLIC OF TH -THAILAND  
 TL -TIMOR-LESTE TG - TOGO TK -TOKELAU TO -TONGA TT -TRINIDAD AND TOBAGO TN -TUNISIA TR -TURKEY TM  
 -TURKMENISTAN TC -TURKS AND CAICOS ISLANDS TV -TUVALU UG -UGANDA UA -UKRAINE AE -UNITED ARAB EMIRATES GB  
 -UNITED KINGDOM US -UNITED STATES UM -UNITED STATES MINOR OUTLYING ISLANDS UY -URUGUAY UZ -UZBEKISTAN VU  
 -VANUATU VE -VENEZUELA VN -VIET NAM VG -VIRGIN ISLANDS, BRITISH VI -VIRGIN ISLANDS, U.S. WF -WALLIS AND FUTUNA EH  
 -WESTERN SAHARA YE -YEMEN ZM -ZAMBIA ZW -ZIMBABWE

Name	Country
*Base XSD Type: string	
Code Value	Description
US	
AF	
AL	
DZ	



## Process Sales Lead

---

Code Value	Description
AS	
AD	
AO	
AI	
AQ	
AG	
AR	
AM	
AW	
AU	
AT	
AZ	
BS	
BH	
BD	
BB	
BY	
BE	
BZ	
BJ	
BM	
BT	

## Process Sales Lead

---

Code Value	Description
BO	
BA	
BW	
BV	
BR	
IO	
BN	
BG	
BF	
BI	
KH	
CM	
CA	
CV	
KY	
CF	
TD	
CL	
CN	
CX	
CC	
CO	

## Process Sales Lead

---

Code Value	Description
KM	
CG	
CD	
CK	
CR	
CI	
HR	
CU	
CY	
CZ	
DK	
DJ	
DM	
DO	
EC	
EG	
SV	
GQ	
ER	
EE	
ET	
FK	

## Process Sales Lead

---

Code Value	Description
FO	
FJ	
FI	
FR	
GF	
PF	
TF	
GA	
GM	
GE	
DE	
GH	
GI	
GR	
GL	
GD	
GP	
GU	
GT	
GN	
GW	
GY	

## Process Sales Lead

---

Code Value	Description
HT	
HM	
VA	
HN	
HK	
HU	
IS	
IN	
ID	
IR	
IQ	
IE	
IL	
IT	
JM	
JP	
JO	
KZ	
KE	
KI	
KP	
KR	

## Process Sales Lead

---

Code Value	Description
KW	
KG	
LA	
LV	
LB	
LS	
LR	
LY	
LI	
LT	
LU	
MO	
MK	
MG	
MW	
MY	
MV	
ML	
MT	
MH	
MQ	
MR	

## Process Sales Lead

---

Code Value	Description
MU	
YT	
MX	
FM	
MD	
MC	
MN	
MS	
MA	
MZ	
MM	
NA	
NR	
NP	
NL	
AN	
NC	
NZ	
NI	
NE	
NG	
NU	

## Process Sales Lead

---

Code Value	Description
NF	
MP	
NO	
OM	
PK	
PW	
PS	
PA	
PG	
PY	
PE	
PH	
PN	
PL	
PT	
PR	
QA	
RE	
RO	
RU	
RW	
SH	



## Process Sales Lead

---

Code Value	Description
KN	
LC	
PM	
VC	
WS	
SM	
ST	
SA	
SN	
CS	
SC	
SL	
SG	
SK	
SI	
SB	
SO	
ZA	
GS	
ES	
LK	
SD	

## Process Sales Lead

---

Code Value	Description
SR	
SJ	
SZ	
SE	
CH	
SY	
TW	
TJ	
TZ	
TH	
TL	
TG	
TK	
TO	
TT	
TN	
TR	
TM	
TC	
TV	
UG	
UA	

## Process Sales Lead

Code Value	Description
AE	
GB	
UM	
UY	
UZ	
VU	
VE	
VN	
VG	
VI	
WF	
EH	
YE	
ZM	
ZW	

## County

These field(s) use this type: **County**.

Business party county location

Name	County
------	--------

Base XSD Type: string

## Process Sales Lead

---

### Currency

The ISO code identifying the type of currency in use.

Name	Currency
------	----------

Base XSD Type: string

Code Value	Description
USD	
ADP	
AED	
AFA	
ALL	
ANG	
AOK	
ARA	
ATS	
AUD	
AWG	
BBD	
BDT	
BEF	
BGL	
BHD	
BIF	
BMD	

## Process Sales Lead

---

Code Value	Description
BND	
BOB	
BRC	
BSD	
BTN	
BUK	
BWP	
BZD	
CAD	
CHF	
CLF	
CLP	
CNY	
COP	
CRC	
CSK	
CUP	
CVE	
CYP	
DDM	
DEM	
DJF	

## Process Sales Lead

---

Code Value	Description
DKK	
DOP	
DZD	
ECS	
EGP	
ESP	
ETB	
EUR	
FIM	
FKP	
FRF	
GBP	
GHC	
GIP	
GMD	
GNF	
GRD	
GTQ	
GWP	
GYD	
HKD	
HNL	

## Process Sales Lead

---

Code Value	Description
HTG	
HUF	
IDR	
IEP	
ILS	
INR	
IQD	
IRR	
ISK	
ITL	
JMD	
JOD	
JPY	
KES	
KHR	
KMF	
KPW	
KRW	
KWD	
KYD	
LAK	
LBP	

## Process Sales Lead

---

Code Value	Description
LKR	
LRD	
LSL	
LUF	
LYD	
MAD	
MGF	
MNT	
MOP	
MRO	
MTL	
MUR	
MVR	
MWK	
MXN	
MYR	
MZM	
NGN	
NIC	
NLG	
NOK	
NPR	



## Process Sales Lead

---

Code Value	Description
NZD	
OMR	
PAB	
PEI	
PGK	
PHP	
PKR	
PLZ	
PTE	
PYG	
QAR	
ROL	
RWF	
SAR	
SBD	
SCR	
SDP	
SEK	
SGD	
SHP	
SLL	
SKK	

## Process Sales Lead

---

Code Value	Description
SOS	
SRG	
STD	
SUR	
SVC	
SYP	
SZL	
THB	
TND	
TOP	
TPE	
TRL	
TTD	
TWD	
TZS	
UGS	
UYP	
VEB	
VND	
VUV	
WST	
YDD	

## Process Sales Lead

Code Value	Description
YER	
YUD	
ZAR	
ZRZ	
ZWD	
Other	

## CustomerComments

These field(s) use this type: CustomerComments.

Free form text to record customer comments

Name	CustomerComments
*Base XSD Type: string	

## CustomerQualities

These field(s) use this type: CustomerQualities.

Customer demographic identifiers as defined by customer

Name	CustomerQualities
*Base XSD Type: string	

## Date

Date conforms to ISO 8601 format rules EX: \d\d\d\d-\d\d-\d\d

Name	Date
------	------

## Process Sales Lead

---

\*Base XSD Type: date

### DateTime

These field(s) use this type: CreationDateTime.

Date and time conforms to ISO 8601format rules without offset EX:2003-11-05T13:15:30Z

Name	DateTime
------	----------

\*Base XSD Type: dateTime

### DBAName

These field(s) use this type: DBAName.

Doing Business As name.

Name	DBAName
------	---------

\*Base XSD Type: string

### DealerInstallationInd

These field(s) use this type: DealerInstallationInd.

Indicates whether or not the dealership installed the part

Name	DealerInstallationInd
------	-----------------------

\*Base XSD Type: string

Code Value	Description
0	
1	

## Process Sales Lead

---

### DealerName

These field(s) use this type: DealerName.

Dealer name

Name	DealerName
------	------------

\*Base XSD Type: string

### Decimal

Decimal

Name	Decimal
------	---------

\*Base XSD Type: decimal

### Delta

Pricing delta

Name	Delta
------	-------

\*Base XSD Type: string

Code Value	Description
absolute	
relative	
percentage	
other	

### Department

Department

## Process Sales Lead

---

### Name

### Department

\*Base XSD Type: string

## DepartmentType

These field(s) use this type: DepartmentType.

Identifies the type of department

### Name

### DepartmentType

\*Base XSD Type: string

## DimensionMeasure

Dimension measurements, i.e. height, width, length, depth, etc.

### Name

### DimensionMeasure

\*Base XSD Type: string

Code Value	Description
ft	ft = feet
yd	yd = yard
in	in = inch
m	m = meter
cm	cm = centimeter

## DiscountEligibility

These field(s) use this type: DiscountEligibility.

The category of Discount available to the customer Examples could be "A Plan" ; "Z Plan" , "Option One

## Process Sales Lead

---

Name	DiscountEligibility
------	---------------------

\*Base XSD Type: string

### DistrictCode

These field(s) use this type: DistrictCode.

Manufacturer Assigned District Code

Name	DistrictCode
------	--------------

\*Base XSD Type: string

### DocumentDateTime

These field(s) use this type: DocumentDateTime.

Is the date and time the document was last created. This is not the date and time that the BOD message instance was created.

Name	DocumentDateTime
------	------------------

\*Base XSD Type: dateTime

### EducationLevel

These field(s) use this type: EducationLevel.

Last Year of education completed>

Name	EducationLevel
------	----------------

\*Base XSD Type: string

### EffectiveDate

These field(s) use this type: EffectiveDate.

## Process Sales Lead

---

Effective date

Name	EffectiveDate
------	---------------

\*Base XSD Type: date

### EmailResult

These field(s) use this type: EmailResult.

Indicates Whether an Email was Sent. Example could be: S - Sent, digit- - number of times sent, R-Received, N-Not Sent, U-Undeliverable, b - Email address not available

Name	EmailResult
------	-------------

\*Base XSD Type: string

### EngineModelYear

These field(s) use this type: EngineModelYear.

Model year of engine on or for a vehicle.

Name	EngineModelYear
------	-----------------

\*Base XSD Type: gYear

### EngineType

These field(s) use this type: EngineType.

Manufacturer-assigned code to designate vehicle engine type (ie: 1EZ

Name	EngineType
------	------------

\*Base XSD Type: string



## Process Sales Lead

---

### EthnicBackground

These field(s) use this type: EthnicBackground.

Code for customer ethnic background.

Name	EthnicBackground
------	------------------

\*Base XSD Type: string

### ExpirationDate

These field(s) use this type: ExpirationDate,ExpirationDate,ExpirationDate,ExpirationDate.

Expiration Date

Name	ExpirationDate
------	----------------

\*Base XSD Type: date

### Expression

Name	Expression
------	------------

\*Base XSD Type: string

### ExpressionLanguage

Name	ExpressionLanguage
------	--------------------

\*Base XSD Type: string

### ExteriorColor

These field(s) use this type: ExteriorColor.

## Process Sales Lead

---

Vehicle Exterior Color(s)

Name	ExteriorColor
------	---------------

\*Base XSD Type: string

### FamilyName

These field(s) use this type: FamilyName.

Last Name of business party

Name	FamilyName
------	------------

\*Base XSD Type: string

### FinanceCompanyName

These field(s) use this type: FinanceCompanyName,FinanceCompanyName.

Name of Finance Company

Name	FinanceCompanyName
------	--------------------

\*Base XSD Type: string

### FinanceType

These field(s) use this type: FinanceType,FinanceType.

Type of financing Examples may be F- Finance, L - Lease, C-Cash, 1-Retail, 2-Lease, 3-Balloon, etc.

Name	FinanceType
------	-------------

\*Base XSD Type: string

### FinancingComments

## Process Sales Lead

---

These field(s) use this type: **FinancingComments.**

Free form text area for Client Advisor to provide general comments about the Financing

Name	FinancingComments
------	-------------------

\*Base XSD Type: string

## FirstTimeBuyerInd

These field(s) use this type: **FirstTimeBuyerInd.**

Identifies customer as first time buyer

Name	FirstTimeBuyerInd
------	-------------------

\*Base XSD Type: string

Code Value	Description
0	
1	

## FormattedName

These field(s) use this type: **FormattedName.**

Full Name of business party. Format for name should be "First Last" with no commas between first and last name

Name	FormattedName
------	---------------

\*Base XSD Type: string

## Gender

These field(s) use this type: **Gender,Gender.**

Gender of party - M = Male, F= Female

## Process Sales Lead

Name	Gender
*Base XSD Type: string	
Code Value	Description
M	"M" = Modified
F	Female

### GivenName

These field(s) use this type: **GivenName**.

First Name of business party

Name	GivenName
*Base XSD Type: string	

### HIN

These field(s) use this type: **HIN**.

Hull identification number.

Name	HIN
*Base XSD Type: string	

### Hobbies

These field(s) use this type: **Hobbies**.

Customer's interest - Ex: skiing; tennis

Name	Hobbies
*Base XSD Type: string	

## Process Sales Lead

### HomeWork

Home or Work

Name	HomeWork
*Base XSD Type: string	
Code Value	Description
Home	Home
Work	Work
Other	Other

### HouseholdIncomeRange

These field(s) use this type: HouseholdIncomeRange.

The range of a household income

Name	HouseholdIncomeRange
*Base XSD Type: string	
Code Value	Description
Less than \$20,000	Income less than \$20,000
\$20,000 - 34,999	Income between \$20,000 - \$34,999
\$35,000 - 49,999	Income between \$35,000 - \$49,999
\$50,000 - 74,999	Income between \$50,000 - \$74,999
\$75,000 - 99,999	Income between "75,000 - \$99,000
\$100,000 - 124,999	Income between \$100,000 - \$124,999
\$125,000 or more	Income of \$125,000 or more
Other	Other

## Process Sales Lead

Code Value	Description
N/A	Not Applicable

### ImageAlternateText

These field(s) use this type: **ImageAlternateText**.

Image alternate text. Example: "1997 Honda Accord"

Name	ImageAlternateText
------	--------------------

\*Base XSD Type: string

### IncomePeriod

HR = Hour, WK = Week, BiWK = Bi-Weekly, MO = Month, YR = Year, SmMO=SemiMonthly, SmAN=SemiAnnually

Name	IncomePeriod
------	--------------

\*Base XSD Type: string

Code Value	Description
HR	Hour
WK	Week
BiWK	Bi-Weekly
MO	Monthly
YR	Year
SmMO	Semi-Monthly
SmAN	Semi-Annually. Semi-Annually is twice per year
Q	Quarterly

## Process Sales Lead

---

### Indicator

These field(s) use this type: **DeliverPendingMailInd.**

0 = No, 1 = Yes

Name	Indicator
*Base XSD Type: string	
Code Value	Description
0	
1	

### InteriorColor

These field(s) use this type: **InteriorColor.**

Vehicle Interior Color(s)

Name	InteriorColor
*Base XSD Type: string	

### IssuingState

These field(s) use this type: **IssuingState,IssuingState.**

Indicates that State where the license was issued.

Name	IssuingState
*Base XSD Type: string	

### Language

These field(s) use this type: **Language,Language.**

## Process Sales Lead

Language conforms to ISO 639-2 rules. Note the format for this field is language-Country (see Country data type for the list of countries with definitions).  
 AA "Afar", AB "Abkhazian", AF "Afrikaans", AM "Amharic", AR "Arabic", AS "Assamese", AY "Aymara", AZ "Azerbaijani", BA "Bashkir", BE "Byelorussian", BG "Bulgarian", BH "Bihari", BI "Bislama", BN "Bengali" "Bangla", BO "Tibetan", BR "Breton", CA "Catalan", CO "Corsican", CS "Czech", CY "Welsh", DA "Danish", DE "German", DZ "Bhutani", EL "Greek", EN "English" "American", ES "Spanish", ET "Estonian", EU "Basque", FA "Persian", FI "Finnish", FJ "Fiji", FO "Faeroese", FR "French", FY "Frisian", GA "Irish", GD "Gaelic" "Scots Gaelic", GL "Galician", GN "Guarani", GU "Gujarati", HA "Hausa", HI "Hindi", HR "Croatian", HU "Hungarian", HY "Armenian", IK "Inupiak", IN "Indonesian", IS "Icelandic", IT "Italian", IW "Hebrew", JA "Japanese", JI "Yiddish", JW "Javanese", KA "Georgian", KK "Kazakh", KL "Greenlandic", KM "Cambodian", KN "Kannada", KO "Korean", KS "Kashmiri", KU "Kurdish", KY "Kirghiz", LA "Latin", LN "Lingala", LO "Laothian", LT "Lithuanian", LV "Latvian" "Lettish", MG "Malagasy", MI "Maori", MK "Macedonian", ML "Malayalam", MN "Mongolian", MO "Moldavian", MR "Marathi", MS "Malay", MT "Maltese", MY "Burmese", NA "Nauru", NE "Nepali", NL "Dutch", NO "Norwegian", OC "Occitan", OM "Oromo" "Afan", OR "Oriya", PA "Punjabi", PL "Polish", PS "Pashto" "Pushto", PT "Portuguese", QU "Quechua", RM "Rhaeto-Romance", RN "Kirundi", RO "Romanian", RU "Russian", RW "Kinyarwanda", SA "Sanskrit", SD "Sindhi", SG "Sangro", SH "Serbo-Croatian", SI "Singhalese", SK "Slovak", SL "Slovenian", SM "Samoan", SN "Shona", SO "Somali", SQ "Albanian", SR "Serbian", SS "Siswati", ST "Sesotho", SU "Sudanese", SV "Swedish", SW "Swahili", TA "Tamil", TE "Tegulu", TG "Tajik", TH "Thai", TI "Tigrinya", TK "Turkmen", TL "Tagalog", TN "Setswana", TO "Tonga", TR "Turkish", TS "Tsonga", TT "Tatar", TW "Twi", UK "Ukrainian", UR "Urdu", UZ "Uzbek", VI "Vietnamese", WO "Wolof", XH "Xhosa", YO "Yoruba", ZH "Chinese", ZU "Zulu"

Name	Language
*Base XSD Type: string	
Code Value	Description
en-US	
en-CA	
aa-ET	
ab-GE	
af-ZA	
am- ET	
ar-SA	
as-IN	
ay-BO	
az-AZ	



## Process Sales Lead

---

Code Value	Description
ba-RU	
be-BY	
bg-BG	
bh-IN	
bi-VU	
bn-BD	
bo-BT	
br-FR	
ca-ES	
co-FR	
cs-CZ	
cy-GB	
da-DE	
de-DE	
dz-BT	
el-GR	
es-ES	
et-EE	
eu-ES	
fa-AF	
fi-FI	
fj-FJ	

## Process Sales Lead

Code Value	Description
fo-FO	
fr-CA	
fr-FR	
fy-NL	
ga-IE	
gd-GB	
gl-ES	
gn-PY	
gu-IN	
ha-NG	
hi-IN	
hr-HR	
hu-HU	
hy-AM	
ik-GL	
in-ID	
is-IS	
it-IT	
iw-IL	
ja-JP	
ji-IL	
jw-ID	

## Process Sales Lead

Code Value	Description
ka-GE	
kk-KZ	
kl-GL	
km-KH	
kn-IN	
ko-KP	
ko-KR	
ks-IN	
ku-IQ	
ky-CN	
la-VA	
ln-CD	
lo-LA	
lt-LT	
lv-LV	
mg-MG	
mi-NZ	
mk-MK	
ml-IN	
mn-MN	
mo-MO	
mr-IN	

## Process Sales Lead

Code Value	Description
ms-MY	
mt-MH	
my-MM	
na-NR	
ne-NP	
nl-NL	
no-NO	
oc-FR	
om- ET	
or-IN	
pa-IN	
pl-PL	
ps-PK	
pt-PT	
qu-PE	
rm-CH	
rn-BI	
ro-RO	
ru-RU	
rw-RW	
sa-IN	
sd-PK	

## Process Sales Lead

Code Value	Description
sg-CF	
sh-HR	
si-LK	
sk-SK	
sl-SI	
sm-WS	
sn-ZW	
so-SO	
sq-AL	
sr-CS	
ss-ZA	
st-ZA	
su-SD	
sv-SE	
sw-TL	
ta-IN	
te-IN	
tg-TJ	
th-TH	
ti-ET	
tk-TM	
tl-PH	

## Process Sales Lead

Code Value	Description
tn-ZA	
to-TO	
tr-TR	
ts-ZA	
tt-RU	
tw-GH	
uk-UA	
ur-PK	
uz-UZ	
vi-VN	
wo-SN	
xh-ZA	
yo-NG	
zh-CN	
zu-ZA	

### LastPaymentDate

These field(s) use this type: **LastPaymentDate**.

The date the last payment was made

Name	LastPaymentDate
------	-----------------

Base XSD Type: date

## Process Sales Lead

---

### LeadComments

These field(s) use this type: LeadComments.

Lead contact notes. May be non-comment information about the contacts

Name	LeadComments
------	--------------

\*Base XSD Type: string

### LeadIndustryType

These field(s) use this type: LeadIndustryType.

Industry type identifies the type of industry to which the lead applies, i.e., automotive, marine, truck, powersport, etc.

Name	LeadIndustryType
------	------------------

\*Base XSD Type: string

Code Value	Description
Automotive	Automotive
Boats	Boats
Motorcycles	Motorcycles
RVs	RVs
Marine Engines	Marine Engines
PWC	PWC
Snowmobiles	Snowmobiles
Trailers	Trailers
ATVs	ATVs
Scooters	Scooters

## Process Sales Lead

---

### LeadInterest

These field(s) use this type: LeadInterest.

Type of transaction lead is interested in - B = Buy, L = Lease, S = Sell, T = Trade

Name	LeadInterest
*Base XSD Type: string	
Code Value	Description
B	"B" = Booked
L	"L" = Canceled
S	Sell
T	Trade
Other	Other

### LeadReceipt

These field(s) use this type: LeadReceipt.

Method in which the lead was received.

Name	LeadReceipt
*Base XSD Type: string	

### LeadRequestType

These field(s) use this type: LeadRequestType.

Identifies the type of lead request. EX: Brochure Request, Test Drive Request, Quote Request, etc.

Name	LeadRequestType
------	-----------------



## Process Sales Lead

---

\*Base XSD Type: string

### LeadSource

These field(s) use this type: LeadSource.

Source that brought the lead to the dealership

Name	LeadSource
------	------------

\*Base XSD Type: string

### LeadSourceURI

These field(s) use this type: LeadSourceURI.

URI where information on sales vehicle can be obtained for review or reference later.

Name	LeadSourceURI
------	---------------

\*Base XSD Type: anyURI

### LeadStatus

These field(s) use this type: LeadStatus.

Status of Sales Lead. Ex: Appointment made, Just looking, etc..

Name	LeadStatus
------	------------

\*Base XSD Type: string

### LeadType

These field(s) use this type: LeadType.

Type of Lead - I = Individual, B = business

## Process Sales Lead

Name	LeadType
*Base XSD Type: string	
Code Value	Description
I	"I" = Withdrawn
B	"B" = Booked
Other	Other

## LicenseNumber

These field(s) use this type: LicenseNumber.

State License plate number of vehicle

Name	LicenseNumber
*Base XSD Type: string	

## Make

These field(s) use this type: Make,Make.

Vehicle make code - Usually available in the VIN number (use NCIC code).

Name	Make
*Base XSD Type: string	

## Manufacturer

These field(s) use this type: Manufacturer,Manufacturer.

Manufacturer Name

Name	Manufacturer
------	--------------

## Process Sales Lead

---

\*Base XSD Type: string

### ManufacturerInstalledInd

These field(s) use this type: ManufacturerInstalledInd.

Indicates manufacturer-installed accessories

Name	ManufacturerInstalledInd
*Base XSD Type: string	
Code Value	Description
0	
1	

### MaritalStatus

These field(s) use this type: MaritalStatus.

Identifies marital status of business party - M = Married, U = Unmarried, S = Separated, O = Other

Name	MaritalStatus
*Base XSD Type: string	
Code Value	Description
M	"M" = Modified
U	Unmarried
S	Sell
O	"O" = Condition

## Process Sales Lead

---

### MarketingMailInd

These field(s) use this type: MarketingMailInd,MarketingMailInd.

Indicates customers whom have requested no marketing mail

Name	MarketingMailInd
------	------------------

\*Base XSD Type: string

Code Value	Description
------------	-------------

0	
---	--

1	
---	--

### MaterialRequested

These field(s) use this type: MaterialRequested.

Name of the materials the customer requested. (i.e., brochure, materials, etc.)

Name	MaterialRequested
------	-------------------

\*Base XSD Type: string

### MaterialSent

These field(s) use this type: MaterialSent.

Name of the materials sent to the customer. (i.e., brochure, materials, etc.)

Name	MaterialSent
------	--------------

\*Base XSD Type: string

### MaturityDate

These field(s) use this type: MaturityDate,MaturityDate.

## Process Sales Lead

---

Month and year of contract maturity

Name	MaturityDate
------	--------------

\*Base XSD Type: gYearMonth

## MaximumVehicleModelYear

These field(s) use this type: MaximumVehicleModelYear.

Maximum model year of vehicle.

Name	MaximumVehicleModelYear
------	-------------------------

\*Base XSD Type: gYear

## MiddleName

These field(s) use this type: MiddleName.

Middle Initial of business party

Name	MiddleName
------	------------

\*Base XSD Type: string

## MileageMeasure

M = Miles, K = Kilometers

Name	MileageMeasure
------	----------------

\*Base XSD Type: string

Code Value	Description
------------	-------------

M	"M" = Modified
---	----------------

K	Kilometers
---	------------

## Process Sales Lead

---

### MinimumVehicleModelYear

These field(s) use this type: MinimumVehicleModelYear.

Minimum model year of vehicle.

Name	MinimumVehicleModelYear
------	-------------------------

\*Base XSD Type: gYear

### MiscellaneousCode

These field(s) use this type: MiscellaneousCode.

Miscellaneous code

Name	MiscellaneousCode
------	-------------------

\*Base XSD Type: string

### Model

These field(s) use this type: Model.

Manufacturer-assigned model code of vehicle - Usually available in the VIN number (use NCIC code)

Name	Model
------	-------

\*Base XSD Type: string

### ModelDescription

These field(s) use this type: ModelDescription.

Descriptive vehicle model name

Name	ModelDescription
------	------------------

\*Base XSD Type: string

## Process Sales Lead

---

### ModelYear

These field(s) use this type: ModelYear.

Vehicle designated model year

Name	ModelYear
------	-----------

\*Base XSD Type: gYear

### Name

These field(s) use this type: GivenName,FamilyName,FormattedName.

Name of the Party.

Name	Name
------	------

\*Base XSD Type: string

### NewProspectInd

These field(s) use this type: NewProspectInd.

Identifies customer as a new prospect to the brand

Name	NewProspectInd
------	----------------

\*Base XSD Type: string

Code Value	Description
0	
1	

### NonUSVehicleInd

These field(s) use this type: NonUSVehicleInd.

## Process Sales Lead

---

Indicates whether the vehicle was produced for the United States or not

Name	NonUSVehicleInd
------	-----------------

\*Base XSD Type: string

Code Value	Description
0	
1	

### Note

A free form note.

Name	Note
------	------

\*Base XSD Type: string

### Occupation

These field(s) use this type: Occupation.

Occupation of business party

Name	Occupation
------	------------

\*Base XSD Type: string

### OdometerStatus

These field(s) use this type: OdometerStatus.

Status of odometer at trade-in. Example:: Replaced, Tampered, Miles> 90,000, etc.

Name	OdometerStatus
------	----------------

\*Base XSD Type: string



## Process Sales Lead

---

### OpportunityMethod

These field(s) use this type: OpportunityMethod.

Method used for marketing opportunity. Example -Survey/Marketing

Name	OpportunityMethod
------	-------------------

\*Base XSD Type: string

### OpportunityType

These field(s) use this type: OpportunityType.

Marketing opportunities - Example type - email; phone; postal code

Name	OpportunityType
------	-----------------

\*Base XSD Type: string

### OptionName

These field(s) use this type: OptionName.

Name of vehicle option

Name	OptionName
------	------------

\*Base XSD Type: string

### OptionNotes

These field(s) use this type: OptionNotes.

Free form text related to option

Name	OptionNotes
------	-------------

\*Base XSD Type: string

## Process Sales Lead

---

### OptionOrigin

These field(s) use this type: OptionOrigin.

Identifies the option installer

Name	OptionOrigin
------	--------------

\*Base XSD Type: string

### OptionSalesCode

These field(s) use this type: OptionSalesCode.

Further definition of accessories and option packages - Indicates whether ordered option, special package, standard, etc.

Name	OptionSalesCode
------	-----------------

\*Base XSD Type: string

### OptionSecurityCode

These field(s) use this type: OptionSecurityCode.

Security code to unlock option. (i.e, radio code)

Name	OptionSecurityCode
------	--------------------

\*Base XSD Type: string

### OptionSerialNumber

These field(s) use this type: OptionSerialNumber.

Serial number of Option

Name	OptionSerialNumber
------	--------------------

\*Base XSD Type: string

## Process Sales Lead

---

### OptionStockNumber

These field(s) use this type: OptionStockNumber.

Stock Number of Vehicle Option

Name	OptionStockNumber
------	-------------------

\*Base XSD Type: string

### OrganizationName

These field(s) use this type: OrganizationName.

OrganizationName

Name	OrganizationName
------	------------------

\*Base XSD Type: string

### OwnedType

These field(s) use this type: OwnedType.

Type of vehicle for which information is being collected

Name	OwnedType
------	-----------

\*Base XSD Type: string

Code Value	Description
Current	Vehicle information related to the current vehicle
Previous	Vehicle information related to the previous vehicle
Household	Vehicle information related to the household vehicle
Other	Other

## Process Sales Lead

---

### PackageCode

These field(s) use this type: **PackageCode**.

Package Code

Name	PackageCode
------	-------------

\*Base XSD Type: string

### PartType

These field(s) use this type: **PartType**.

Specifies whether the parts are indicated by manufacturer part code or Part Number - H = Manufacturer Part Code, P = Part Number

Name	PartType
------	----------

\*Base XSD Type: string

Code Value	Description
H	Manufacturer Part Code
P	"P" = Pending

### PayoffDate

These field(s) use this type: **PayoffDate**.

The date until which the payoff quote for the vehicle is valid.

Name	PayoffDate
------	------------

\*Base XSD Type: date

### PhaseCode

These field(s) use this type: **PhaseCode**.

## Process Sales Lead

---

A code identifying the Program Phase that determines the vehicle pricing

Name	PhaseCode
------	-----------

\*Base XSD Type: string

## PortInstalledInd

These field(s) use this type: **PortInstalledInd**.

Indicates Port-installed accessories

Name	PortInstalledInd
------	------------------

\*Base XSD Type: string

Code Value	Description
0	
1	

## PostalCode

These field(s) use this type: **PostalCode**.

Postal Code of the Address.

Name	PostalCode
------	------------

\*Base XSD Type: string

## Preference

These field(s) use this type: **Preference**.

Identifies what qualities are important to the contact.

Name	Preference
------	------------

## Process Sales Lead

---

\*Base XSD Type: string

### PreferredContactMethod

These field(s) use this type: PreferredContactMethod.

Preferred contact method

Name	PreferredContactMethod
*Base XSD Type: string	
Code Value	Description
Day Phone	Day Phone
Evening Phone	Evening Phone
Cell Phone	Cell Phone
Work Fax	Work Fax
Home Fax	Home Fax
Pager	Pager
Work Email	Work Email
Home Email	Home Email
US Mail	US Mail
Other	Other
N/A	Not Applicable

### PreferredContactMethodOrganization

These field(s) use this type: PreferredContactMethod.

Preferred Contact Method Organization

## Process Sales Lead

Name	PreferredContactMethodOrganization
*Base XSD Type: string	
Code Value	Description
Day Phone	Day Phone
Cell Phone	Cell Phone
Work Fax	Work Fax
Pager	Pager
Work Email	Work Email
US Mail	US Mail
Other	Other

### PreferredVehicleCategory

These field(s) use this type: **PreferredVehicleCategory**.

Customer's preferred category of vehicle (i.e., SUV, Stationwagon, Runabouts, Cruiser, Multi-hull).

Name	PreferredVehicleCategory
*Base XSD Type: string	

### PriceExplanation

These field(s) use this type: **PriceExplanation**.

Explanatory Note for Pricing

Name	PriceExplanation
*Base XSD Type: string	

## Process Sales Lead

---

### PricingType

These field(s) use this type: **PricingType**.

Designates type of pricing for vehicle transaction. Examples could be: QUOTE, MSRP, INVOICE, BLUEBOOK, TOTALFIGURE, OVERINVOICE, UNDERINVOICE, UNDERMSRP, OVERMSRP, CALL, NA, or OTHER

Name	PricingType
------	-------------

\*Base XSD Type: string

### PricingTypeSource

These field(s) use this type: **PricingTypeSource**.

Source from which pricing type data originated (i.e. Blue Book, NADA, etc.).

Name	PricingTypeSource
------	-------------------

\*Base XSD Type: string

### PrimaryContactInd

These field(s) use this type: **PrimaryContactInd,PrimaryContactInd**.

Indicates if contact is primary contact

Name	PrimaryContactInd
------	-------------------

\*Base XSD Type: string

Code Value	Description
0	
1	

### ProgramOfferCode



## Process Sales Lead

---

These field(s) use this type: **ProgramOfferCode.**

Marketing Program offer code

<b>Name</b>	<b>ProgramOfferCode</b>
-------------	-------------------------

\*Base XSD Type: string

### ProviderName

These field(s) use this type: **ProviderName.**

Provider Name

<b>Name</b>	<b>ProviderName</b>
-------------	---------------------

\*Base XSD Type: string

### PurchaseDate

These field(s) use this type: **PurchaseDate.**

Vehicle Purchase/Lease Date

<b>Name</b>	<b>PurchaseDate</b>
-------------	---------------------

\*Base XSD Type: date

### PurchaseEarliestDate

These field(s) use this type: **PurchaseEarliestDate.**

Earliest date that prospect would consider purchase

<b>Name</b>	<b>PurchaseEarliestDate</b>
-------------	-----------------------------

\*Base XSD Type: date

## Process Sales Lead

---

### PurchaseLatestDate

These field(s) use this type: PurchaseLatestDate.

Latest date that prospect would consider purchase

Name	PurchaseLatestDate
------	--------------------

\*Base XSD Type: date

### Reference

These field(s) use this type: ReferenceId.

Reference notation

Name	Reference
------	-----------

\*Base XSD Type: string

### ReferenceNumber

Reference number

Name	ReferenceNumber
------	-----------------

\*Base XSD Type: string

### RelativeTo

defines what pricing is relative to

Name	RelativeTo
------	------------

\*Base XSD Type: string

Code Value	Description
invoice	Price relative to invoice

## Process Sales Lead

Code Value	Description
msrp	Price relative to msrp
other	

## RequestContactInd

These field(s) use this type: **RequestContactInd**.

Indicates that customer would like to be contacted by a Dealer Representative.

Name	RequestContactInd
*Base XSD Type: string	
Code Value	Description
0	
1	

## ResidenceType

These field(s) use this type: **ResidenceType**.

Business Partner's type of residence (i.e., Own, Rent).

Name	ResidenceType
*Base XSD Type: string	

## RestrictionInd

These field(s) use this type: **RestrictionInd**.

Indication that vehicle has restrictions on its use

## Process Sales Lead

Name	RestrictionInd
*Base XSD Type: string	
Code Value	Description
0	
1	

## SaleClass

These field(s) use this type: SaleClass,SaleClass,SaleClass,SaleClass.

Class of sale.

Name	SaleClass
*Base XSD Type: string	
Code Value	Description
New	Never owned.
Used	Previously Owned
Demo	Demonstration item.
Other	Other
N/A	Not Applicable
Floor Sample	This is a vehicle that is provided in the showroom as an example.
Factory	Identifies that the vehicle may have been used as a product demonstration for an official or executive from the manufacturer.

## SalesPersonName

These field(s) use this type: SalesPersonName,SalesPersonName,SalesPersonName.

## Process Sales Lead

---

Name of Salesperson. Format for name should be "First Last" with no commas between first and last name

<b>Name</b>	<b>SalesPersonName</b>
-------------	------------------------

\*Base XSD Type: string

### Salutation

These field(s) use this type: **Salutation.**

Title or greeting of business party

<b>Name</b>	<b>Salutation</b>
-------------	-------------------

\*Base XSD Type: string

### SecondaryPassword

These field(s) use this type: **SecondaryPassword.**

Secondary password used to validate access to the dealer information

<b>Name</b>	<b>SecondaryPassword</b>
-------------	--------------------------

\*Base XSD Type: string

### SelectionMethod

These field(s) use this type: **SelectionMethod.**

Method used to select dealer Example: PF for preferred, PM for PMA, DI for distance, etc.

<b>Name</b>	<b>SelectionMethod</b>
-------------	------------------------

\*Base XSD Type: string

### SerialNumber

## Process Sales Lead

---

Serial Number

Name	SerialNumber
------	--------------

\*Base XSD Type: string

### SeriesCode

These field(s) use this type: SeriesCode.

The model series code for the specified vehicle

Name	SeriesCode
------	------------

\*Base XSD Type: string

### SeriesName

These field(s) use this type: SeriesName.

The name corresponding to the SeriesCode

Name	SeriesName
------	------------

\*Base XSD Type: string

### ShortMfg

These field(s) use this type: SenderNameCode, DestinationNameCode.

Short Manufacturer or RSP Codes

Name	ShortMfg
------	----------

\*Base XSD Type: string

### SortName

## Process Sales Lead

---

These field(s) use this type: SortName.

Index name used as a sort for report purposes

Name	SortName
------	----------

\*Base XSD Type: string

## SpouseSignificantOther

These field(s) use this type: SpouseSignificantOther.

Spousal Unit Significant Other

Name	SpouseSignificantOther
------	------------------------

\*Base XSD Type: string

## StateOrProvince

These field(s) use this type: StateOrProvince.

Is the State or Province of a given Address.

Name	StateOrProvince
------	-----------------

\*Base XSD Type: string

## Suffix

These field(s) use this type: Suffix.

Business Party name suffix designation if individual Ex: Sr, Jr, III, etc.

Name	Suffix
------	--------

\*Base XSD Type: string

## Process Sales Lead

---

### SystemVersion

These field(s) use this type: SystemVersion.

The sender's software version number .

Name	SystemVersion
------	---------------

\*Base XSD Type: string

### TaxabilityInd

These field(s) use this type: TaxabilityInd.

Determines whether an item or amount is taxable.

Name	TaxabilityInd
------	---------------

\*Base XSD Type: string

Code Value	Description
------------	-------------

0	
---	--

1	
---	--

### TaxType

These field(s) use this type: TaxType.

Tax Type

Name	TaxType
------	---------

\*Base XSD Type: string

Code Value	Description
------------	-------------

Total	
-------	--

Amount	
--------	--



## Process Sales Lead

Code Value	Description
Labor	
Parts	
Claim	
Dealer	Dealer
Deductible	
Prorated	
Other	Other
Luxury	
Vehicle Inventory	
Taxes Not In Cash Price	
Document Stamp	
Sales	
Tire	
Personal Property	
Registration	
Monthly/Use	
Weight	
Adjustment	
DownPayment	
CapCostReduction	
Lieu	
CurrentYear	

## Process Sales Lead

Code Value	Description
N/A	Not Applicable
LocalOption	Tennessee Tax - combination of city and county.
SingleArticle	Tennessee Tax - State Tax
Gas	Gas tax levied to applicable vehicles or by state/province law. (Referred to in US as "Gas Guzzler" tax).
Total Monthly/Use	The total amount of monthly use tax for a payment on a contract.
Service Contract	Tax charged on service contracts (where applicable).
Adjusted Sales	Adjusted sales tax due to tax modifications when capitalized (i.e. NY)
Total Sales/Use	The total amount of sales/use tax for a single payment contract.
Air Conditioning Excise	Provincial tax providing for the installation or removal of freon. (Canada)
Purchase and Use	A type of tax that is assessed upon "tax free" tangible personal property purchased by a resident of the assessing state for use, storage or consumption of goods in that state (not for resale), regardless of where the purchase took place. The tax is a one time retail tax due at registration or titling of a vehicle.
County Tax	A county tax charged based on the location of the dealer and the customer. An example, The Cook County Tax.
General Excise	This is a general excise tax that a state or region could impose.
Gross Receipt	A gross receipts tax, sometimes referred to as a gross excise tax, is a tax on the total gross revenues of a company, regardless of their source.
Tax on Trade-In	Tax due on a trade-in vehicle.
Tax on Upfront Fees	Total tax due on fees paid upfront.
Tax on Acquisition Fee	Tax due on amount of acquisition fee.
Environmental Tax	Environmental Levy / Tax.
Motor Vehicle Tax	Tax paid at of registration based on the vehicle's age and MSRP.
Wheel Tax	A tax levied by cities and villages to be credited to a road fund of the city or village

## Process Sales Lead

---

### TaxTypeId

These field(s) use this type: **TaxTypeId**.

CS - City, CP - County, ST - State, OT - Other, EX - Excise, VAT - Value Added Tax, PST - Provincial Sales Tax , RT - Rental, GST - Goods and Services Tax, HST - Harmonized Tax, ART - Air Tax, QST - Quebec Sales Tax, IMP - Import Tax

Name	TaxTypeId
------	-----------

\*Base XSD Type: string

Code Value	Description
CS	City
CP	County
ST	State
OT	"OT" = Other
EX	Excise
VAT	Value Added
PST	Provincial Sales Tax
RT	Rental
GST	Goods and Services Tax
HST	Harmonized Tax
ART	Air Tax
QST	Quebec Sales Tax
IMP	Import Tax

### TelematicsServiceInd

These field(s) use this type: **TelematicsServiceInd**.

## Process Sales Lead

---

Indication whether Telematics Service Subscription is turned on

Name	TelematicsServiceInd
------	----------------------

\*Base XSD Type: string

Code Value	Description
0	
1	

## TermLength

Term Length

Name	TermLength
------	------------

\*Base XSD Type: string

Code Value	Description
Months	Months
Weeks	Weeks
Years	Years

## Text

These field(s) use this type:

CreatorNameCode,StoreNumber,AreaNumber>Password,DestinationSoftwareCode,DestinationSoftware,StoreNumber,AreaNumber,LogicalId,Component,T

Indicates generic text type

Name	Text
------	------

\*Base XSD Type: string

## Process Sales Lead

---

### TradeInInd

These field(s) use this type: **TradeInInd**.

Identifies vehicle being traded-in

Name	TradeInInd
------	------------

\*Base XSD Type: string

Code Value	Description
------------	-------------

0	
---	--

1	
---	--

### TrailerIncludedInd

These field(s) use this type: **TrailerIncludedInd**.

Flag to note whether the trailer is included.

Name	TrailerIncludedInd
------	--------------------

\*Base XSD Type: string

Code Value	Description
------------	-------------

0	
---	--

1	
---	--

### TransmissionType

These field(s) use this type: **TransmissionType**.

Vehicle Transmission type - 3 = 3 speed, 4 = 4 speed, 5 = 5 speed, 6 = 6 speed, A - Automatic

Name	TransmissionType
------	------------------

## Process Sales Lead

\*Base XSD Type: string

Code Value	Description
3	3 Speed
4	4 Speed
5	5 Speed
6	6 Speed
A	"A" = Automatic
Automatic 3	Automatic 3 speed transmission type
Automatic 4	Automatic 4 speed transmission type
Automatic 5	Automatic 5 speed transmission type
Automatic 6	Automatic 6 speed transmission type
Automatic 7	Automatic 7 speed transmission type
7	7 Speed
CVT Automatic 3	Continuously Variable T ransmission Automatic 3 speed transmission type (natural gas and hybrid).
CVT Automatic 4	Continuously Variable T ransmission Automatic 4 speed transmission type (natural gas and hybrid).
CVT Automatic 5	Continuously Variable T ransmission Automatic 5 speed transmission type (natural gas and hybrid).
CVT Automatic 6	Continuously Variable T ransmission Automatic 6 speed transmission type (natural gas and hybrid).
CVT Automatic 7	Continuously Variable T ransmission Automatic 7 speed transmission type (natural gas and hybrid).
M	M = Manual

## Process Sales Lead

---

### TrimCode

These field(s) use this type: **TrimCode**.

Manufacturer assigned trim code

Name	TrimCode
------	----------

\*Base XSD Type: string

### Type

Type

Name	Type
------	------

\*Base XSD Type: string

### UOM

Units of Measure - ea=Each; bx=Box; case=Case; ctn=Carton; gal=Gallon; qt=Quart; pt=Pint; ft=Feet; yd=Yard; in=Inch; L=Liter; m=Meter; cm=Centimeter; kg=Kilograms; g=grams; other=Other

Name	UOM
------	-----

\*Base XSD Type: string

Code Value	Description
ea	Each
bx	Box
case	Case
ctn	Carton
gal	Gallon
qt	Quart

## Process Sales Lead

Code Value	Description
pt	Pint
ft	ft = feet
yd	yd = yard
in	in = inch
L	"L" = Canceled
m	m = meter
cm	cm = centimeter
kg	Kilogram
g	Gram
other	
tn	Ton
km	kilometers
mi	miles
hp	horsepower
kw	kilowatt

## UrbanizationCode

These field(s) use this type: **UrbanizationCode, UrbanizationCode.**

Geographic definition of a metropolitan or suburban area

Name	UrbanizationCode
------	------------------

Base XSD Type: string



## Process Sales Lead

---

### URI

These field(s) use this type: SenderURI, DestinationURI, URI, URI, URI.

URI

Name	URI
------	-----

\*Base XSD Type: anyURI

### VehicleDemoInd

These field(s) use this type: VehicleDemoInd.

Indicates whether vehicle was ever a demo

Name	VehicleDemoInd
------	----------------

\*Base XSD Type: string

Code Value	Description
------------	-------------

0	
---	--

1	
---	--

### VehicleNote

These field(s) use this type: VehicleNote.

Any vehicle related notes

Name	VehicleNote
------	-------------

\*Base XSD Type: string

### VehicleStock

These field(s) use this type: VehicleStock.

## Process Sales Lead

---

Dealer assigned vehicle stock number

Name	VehicleStock
------	--------------

\*Base XSD Type: string

### VIN

These field(s) use this type: VIN,VIN.

Federally defined 17 position vehicle identification number

Name	VIN
------	-----

\*Base XSD Type: string

### Year

Year

Name	Year
------	------

\*Base XSD Type: gYear

### ZoneCode

These field(s) use this type: ZoneCode.

Manufacturer Assigned Zone Code

Name	ZoneCode
------	----------

\*Base XSD Type: string

### Fields and Global Attributes

Global declarations are items such as elements, attribute groups, and group definitions. These items are not defined within any particular component. A component may reference these definitions. Within a STAR XML Schemas these are typically known as global fields.

#### ApplicationArea

These field(s) use this type: **ApplicationArea**.

Provides the information that an application may need to know in order to communicate in an integration of two or more business applications. The ApplicationArea is used at the applications layer of communication. While the integration frameworks web services and middleware provide the communication layer that OAGIS operates on top of.

Provides the information that an application may need to know in order to communicate in an integration of two or more business applications. The ApplicationArea is used at the applications layer of communication. While the integration frameworks web services and middleware provide the communication layer that OAGIS operates on top of.

<b>Name</b>	<b>ApplicationArea</b>
<b>Type</b>	<b>ApplicationArea</b>
<b>Nilable</b>	<b>no</b>
<b>Abstract</b>	<b>no</b>

#### XML Instance Representation

```
<ApplicationArea>
  <Sender> Sender </Sender> [1]
  <CreationDateTime> DateTime </CreationDateTime> [1]
  <Signature> Signature </Signature> [0..1]
  <BODId> Code </BODId> [0..1]
  <Destination> Destination </Destination> [1]
</ApplicationArea>
```

#### Detail

<b>Name</b>	<b>Detail</b>
-------------	---------------

## Process Sales Lead

<b>Type</b>	<b>SalesLeadDetail</b>
<b>Niltable</b>	<b>no</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<Detail>
  <LeadStatus> LeadStatus </LeadStatus> [1]
  <Preference> Preference </Preference> [0..1]
  <Financing> NewSalesFinancing </Financing> [0..1]
  <Appointment> Appointment </Appointment> [0..*]
  <SalesActivity> SalesActivity </SalesActivity> [0..*]
  <SalesVehicle> SalesVehicle </SalesVehicle> [0..*]
  <CompetingVehicle> CompetingVehicle </CompetingVehicle> [0..*]
  <LeadRequestType> LeadRequestType </LeadRequestType> [0..1]
  <PreferenceDetail> PreferenceDetail </PreferenceDetail> [0..1]
  <LeadIndustryType> LeadIndustryType </LeadIndustryType> [0..1]
</Detail>
```

### Header

<b>Name</b>	<b>Header</b>
<b>Type</b>	<b>SalesLeadHeader</b>
<b>Niltable</b>	<b>no</b>
<b>Abstract</b>	<b>no</b>

### XML Instance Representation

```
<Header>
  <DocumentDateTime> DocumentDateTime </DocumentDateTime> [0..1]
  <SecondaryPassword> SecondaryPassword </SecondaryPassword> [0..1]
  <SecondaryDealerNumber> SecondaryDealerNumber </SecondaryDealerNumber> [0..1]
  <DocumentId> DocumentId </DocumentId> [1]
  <ExpirationDate> ExpirationDate </ExpirationDate> [0..1]
</Header>
```

# Process Sales Lead

```
<PurchaseEarliestDate> PurchaseEarliestDate </PurchaseEarliestDate> [0..1]
<PurchaseLatestDate> PurchaseLatestDate </PurchaseLatestDate> [0..1]
<LeadInterest> LeadInterest </LeadInterest> [0..1]
<SaleClass> SaleClass </SaleClass> [0..1]
<LeadType> LeadType </LeadType> [0..1]
<LeadReceipt> LeadReceipt </LeadReceipt> [0..1]
<LeadSource> LeadSource </LeadSource> [0..1]
<DefaultCurrency> DefaultCurrency </DefaultCurrency> [0..1]
<DiscountEligibility> DiscountEligibility </DiscountEligibility> [0..1]
<Marketing> Marketing </Marketing> [0..*]
<IndividualProspect> IndividualParty </IndividualProspect> [0..1]
<OrganizationalProspect> OrganizationalParty </OrganizationalProspect> [0..1]
<Provider> ProviderParty </Provider> [0..1]
<Dealer> DealerParty </Dealer> [0..1]
<CustomerComments> CustomerComments </CustomerComments> [0..1]
<LeadComments> LeadComments </LeadComments> [0..1]
</Header>
```

## Process

These field(s) use this type: **Process**.

The Process verb is used to request processing of the associated noun by the receiving application or business to party. In a typical external exchange scenario a Process BOD is considered to be a legally binding message. For example, if a customer sends a ProcessPurchaseOrder BOD to a supplier and the supplier acknowledges with a positive AcknowledgePurchaseOrder, then the customer is obligated to fulfill the agreement, unless of course other BODs are allowed to cancel or change the original order.

<b>Name</b>	<b>Process</b>
<b>Type</b>	<b>Process</b>
<b>Nilable</b>	<b>no</b>
<b>Abstract</b>	<b>no</b>

## XML Instance Representation

```
<Process
confirm="ConfirmType [0..1]"
```

## Process Sales Lead

```
acknowledge="AcknowledgementType [0..1]">
  <Criteria> ActionExpressionCriteria </Criteria> [0..1]
</Process>
```

### ProcessSalesLead

These field(s) use this type: **ProcessSalesLead**.

<b>Name</b>	ProcessSalesLead
<b>Type</b>	ProcessSalesLead
<b>Nilable</b>	no
<b>Abstract</b>	no

### XML Instance Representation

```
<ProcessSalesLead
revision="Text [0..1]"
release="8.1-Lite [0..1]"
environment="Text [0..1]"
lang="Language [0..1]"
bodVersion="Text [0..1]">
  <ApplicationArea> ... </ApplicationArea> [1]
  <DataArea> ProcessSalesLeadDataArea </DataArea> [1]
</ProcessSalesLead>
```

### SalesLead

These field(s) use this type: **SalesLead**.

<b>Name</b>	SalesLead
<b>Type</b>	SalesLead
<b>Nilable</b>	no
<b>Abstract</b>	no

## Process Sales Lead

---

### XML Instance Representation

```
<SalesLead>
  <Header> ... </Header> [1]
  <Detail> ... </Detail> [1..*]
</SalesLead>
```

### Verb

These field(s) use this type: **Verb**.

<b>Name</b>	Verb
<b>Type</b>	Verb
<b>Nilable</b>	no
<b>Abstract</b>	yes

### XML Instance Representation

```
<Verb/>
```

## Process Sales Lead

---