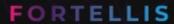
FORTELLIS

Automotive Commerce Exchange™

CREATING APP IN FORTELLIS



Fortellis Apps Using Fortellis APIs

Apps on Fortellis are representations of your existing product, with integrations provided by the Fortellis APIs. Each App project allows you to build rich workflow solutions you can sell subscriptions to in the Fortellis Marketplace.

This document covers the following key elements for App publisher on the Fortellis platform:

1

Create a Fortellis App within your Developer Network Account

- Create an App project to proof your concept
- Select Fortellis APIs to integrate with your product
- Enable APIs and test your product's integrations

2

Publish Your App Listing in the Fortellis Marketplace

- Build your Fortellis App Listing to promote and sell your product
- Submit your App listing for inclusion on the Fortellis Marketplace
- Co-promote your App listing with the help of the Fortellis GTM team

3

Manage Your Listing Within Your Marketplace Account

- Respond to contact requests
- Setup Monetization via Fortellis
- Enable and disable subscriptions
- Review subscription and API utilization reporting

Getting To Know the Fortellis Platform

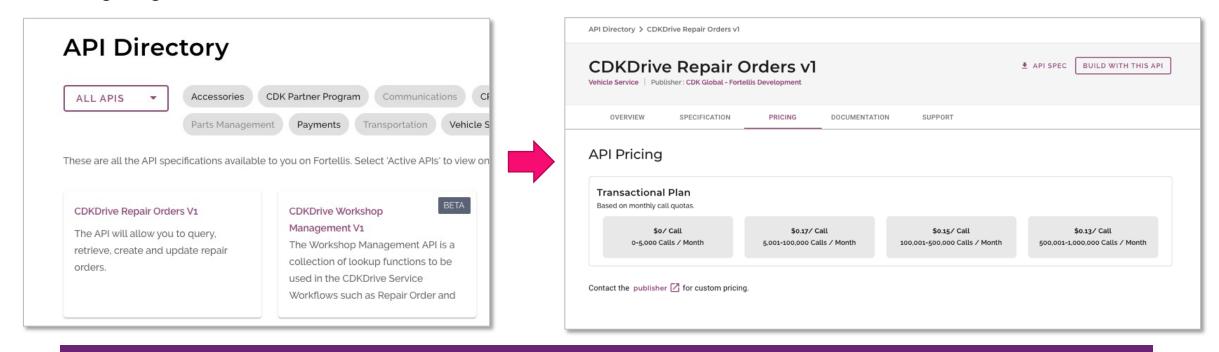


- Create an App project to proof your concept
- Select Fortellis APIs to integrate with your product
- Enable APIs and test your product's integrations



Fortellis API Directory

Before you create your first App project, take some time to visit our API directory to find APIs to meet your workflow needs. You can view the pricing for APIs that are generally available by visiting https://apidocs.fortellis.io/ and navigating to the desired API to view details.



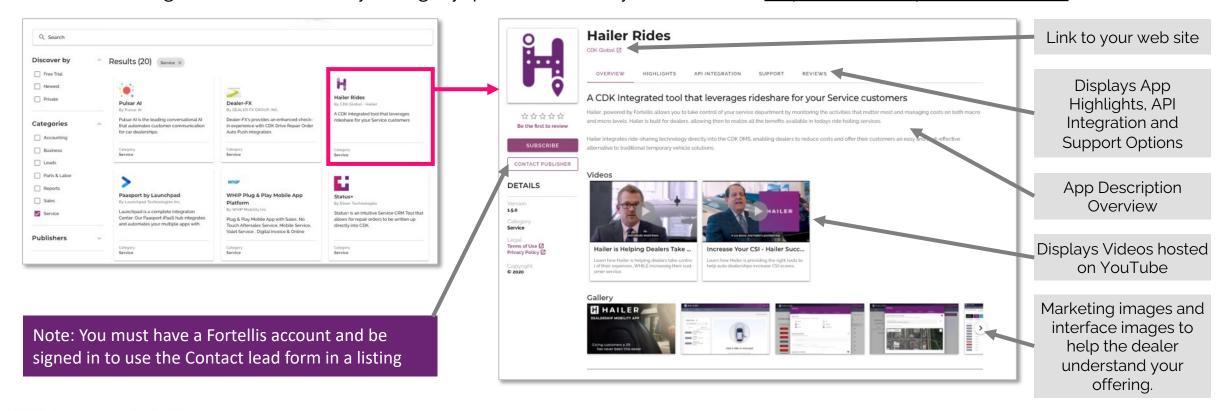
Note: You must have a Fortellis account and be signed in to view pricing or download full documentation for an API





Fortellis Marketplace

Before you create your first App project, take some time to visit the Fortellis Marketplace to see how your App will be presented. The Marketplace allows dealers to find integrations and new solutions to solve their unique needs. These listings are discovered by category, publisher or key word search https://marketplace.fortellis.io

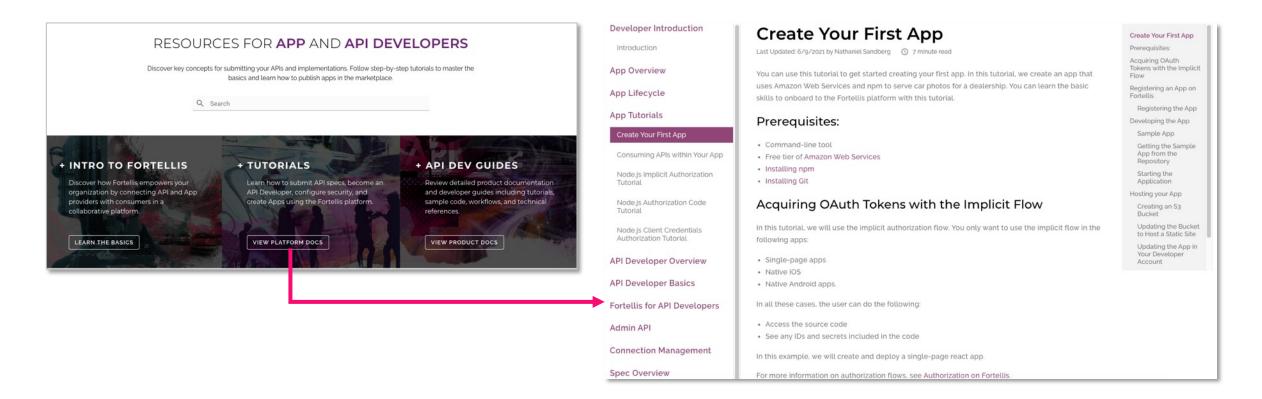






Fortellis Resources

The Fortellis Resource area provides a complete overview for developer as well as self guided tutorials, development guides and a connivant way to search specific topics https://docs.fortellis.io

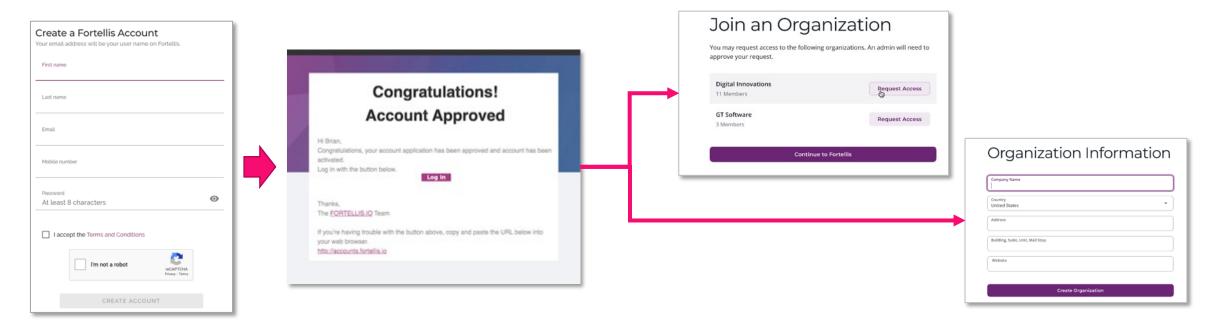






Creating an Account on Fortellis

Begin by creating an account from our sign-up page using your business email address. You will receive a validation email to complete your account setup. When you log in for the first time, if an organization tied to your email already exists, you will have the option to join. If no matches are found, you can set up your company as an organization.



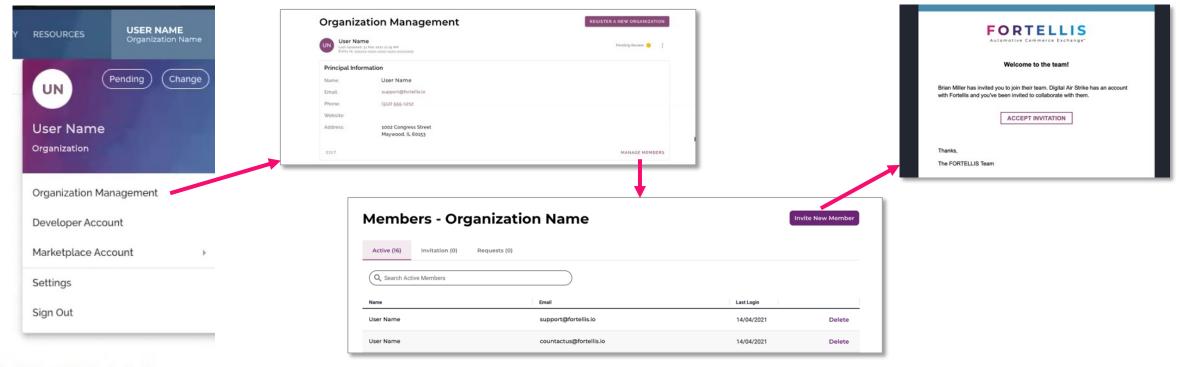
Create your Fortellis account now by visiting the following link: https://accounts.fortellis.io/signup





Adding a New User to Your Organization

If you need to add new team members to your organization to complete your API listing, log into your Fortellis account and select "Organization Management" from the user menu. Click the "Manage Members" link on the bottom left to open the Members screen. Click on the "Invite New Member" button to add new members. Member requests can be approved and removed within the member grid.





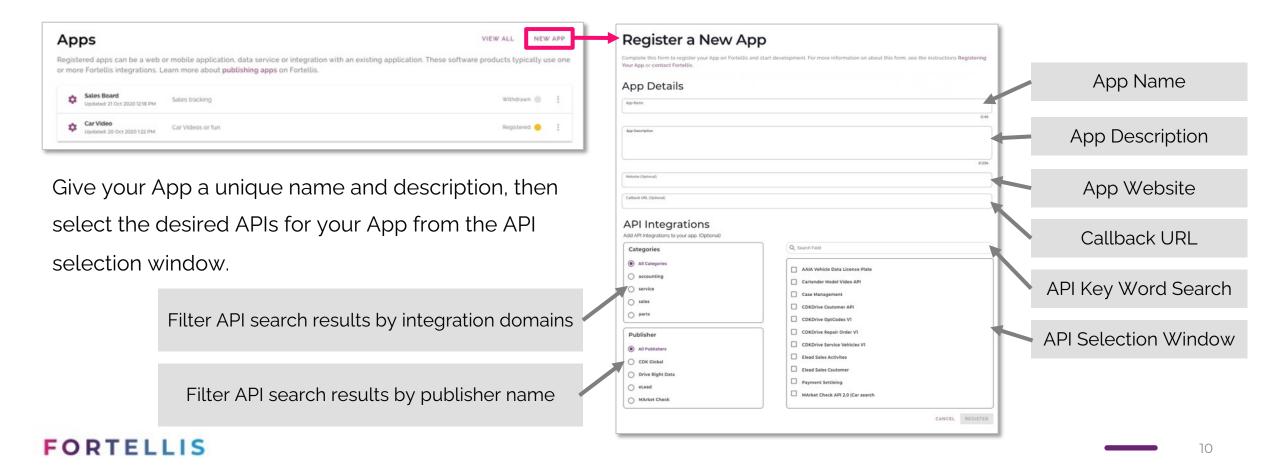
Create an App in your Developer Network Account

- - Create an App project to proof your concept
 - Select Fortellis APIs to integrate with your product
 - Enable APIs and test your product's integrations



Creating an App in the Developer Network

To create a new App in the developer network, simply log into your developer account and click the "New App" link in the Apps section of the page. Give your App a unique name and description, then select the APIs your App will use.





Selecting CDK APIs

Common CDK APIs are available as a bundle. Always include all APIs in your App project for the following:

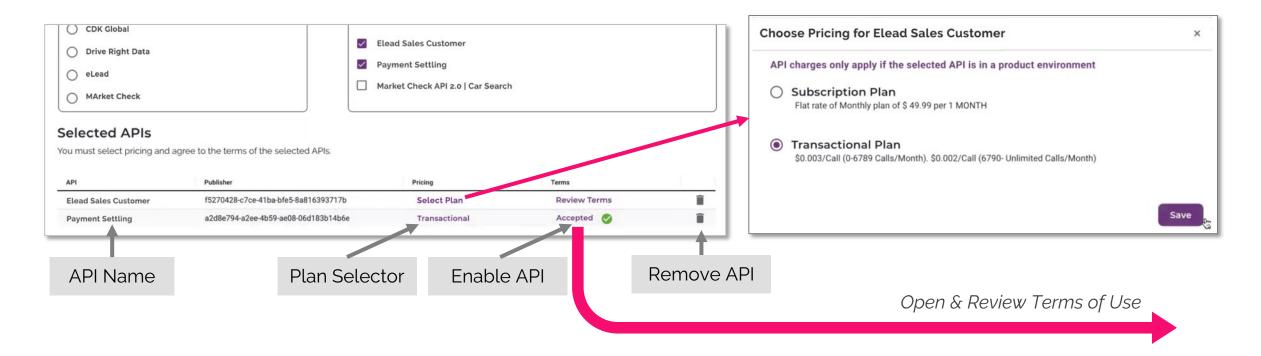
API Bundle	APIs to include in your App	
CDK Drive Repair Order 6 APIs in total	 CDK Drive Customers - Find, retrieve, and filter service customers in CDK Drive. CDK Drive OpCodes - Query opcodes to return description and hours to complete the operation and other data. CDK Drive Repair Order - Create, query and update repair orders CDK Drive Service Vehicles - Create, update, query, and retrieve service domain vehicle information in CDK Drive. Vehicles Specifications API - retrieve vehicle specifications by VIN, vehicle SpecId, make, model or variant CDK Drive Workshop Management - Query and retrieve dispatch code, dispatch make code, labor type, service advisor, and technician information 	
Elead CRM 4 APIs in total	 Elead Product Reference Data - provides details on opportunity, employee and vehicle data Elead Sales Activities - gives you access to create and complete sales activities Elead Sales Customers - helps prospect and customer data inside Elead CRM Elead Sales Opportunities - searches for and retrieves details of sales opportunities inside the CRM 	
Payment Settling 1 API +	 Payment Settling - The Payment Settling API may be ideally used with the CDK Drive Repair Order API bundle or with legacy APIs provided through the partner program 	





Enabling APIs in Your Fortellis App

As you select APIs from the API selection window, this will form a list below the search tool.? Select the pricing plan and enable each API by agreeing to the terms of use in order to save your new App project.

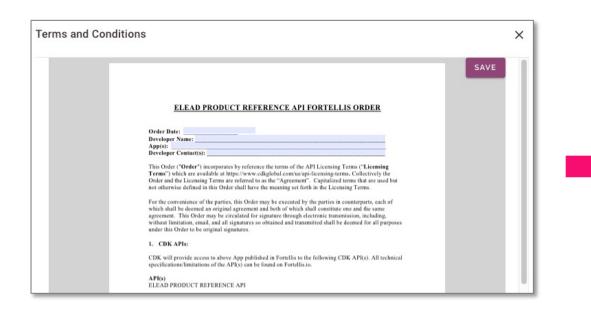


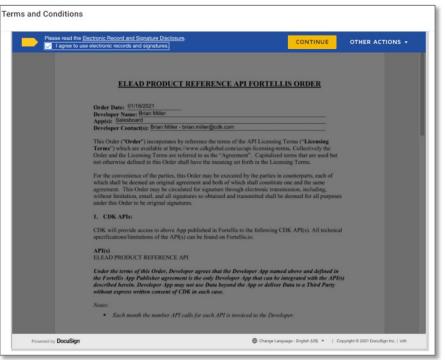




Accepting API Terms of Use

The initial agreement will load with required fields for you to complete. Complete all highlighted fields and click the "Save" button on the top right. A digital document from by DocuSign will be created. Next agree to electronic records signature and click the yellow "Continue" button.



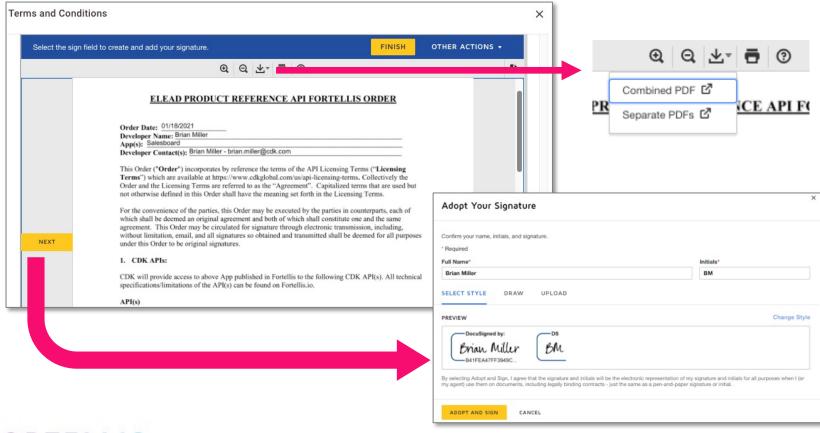






Accepting API Terms of Use

To complete to process, scan trough the document or click the yellow "Start" button to be taken to the first place where a signature is required. You will receive a copy of the signed agreement via email.

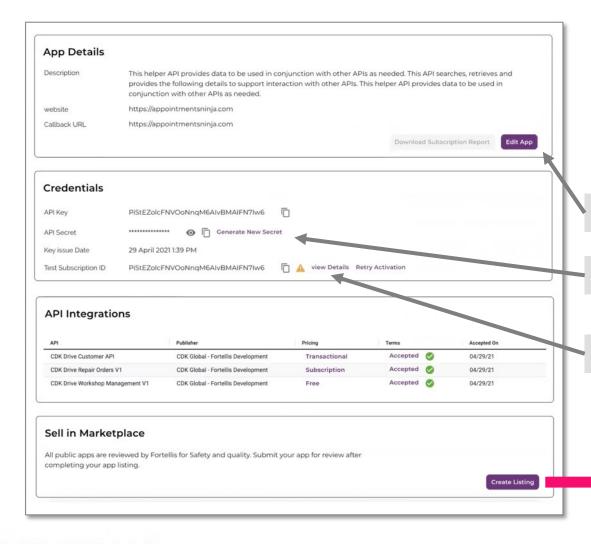


Note: If you wish to review the document with team members, use the download arrow icon on the top of the screen to download a copy for review.





Reviewing Your App Project



After saving your App, you will return to your Developer Network home page. Click on the app to open and review details. Edit as needed, then click the "Create Listing" button to publish your App to the Marketplace.

Edit App includes details such as name & description

Use API credentials to test your App's functions

View API Test Environments and Status Details

Publish Your App Listing in the Fortellis Marketplaces



Publishing Your App Listing in the Fortellis Marketplace

- Build your Fortellis App Listing to promote and sell your product
- Submit your App listing for inclusion on the Fortellis Marketplace
- Co-promote your App listing with the help of the Fortellis GTM team

Create an App Listing in Marketplace

App listings help dealers discover your service and subscribe to it. Fortellis App listings also tell API publishers how their APIs will be used, which plays a critical part in any certification process needed. These listings are usually created by a Marketing team member and a Product team member. Each member can access the listings and save their parts within a listing draft. Once a listing is ready, the listing should be submitted by an authorized team member to sign a Fortellis Publisher agreement.



- App Description
- Technical Info
- Subscription
 Notification
- · Training Material
- Screenshots
- Category Info
- Version Info
- Support Info



- Features
- Benefits
- Logos & Tiles
- Videos
- Lead Routing
- Key words
- Terms of Use
- Privacy Policy

Product Manager





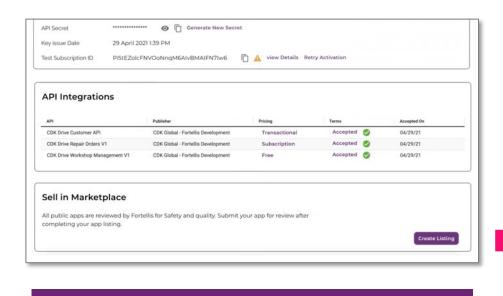
- Listing Review
- Sign API Terms of Use
- Sign Fortellis Publisher Agreement

Authorized Signer



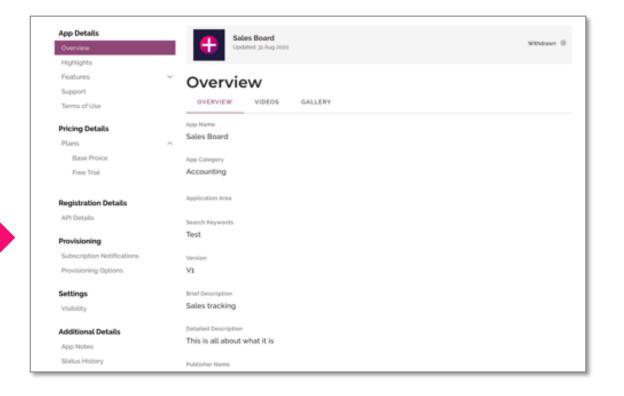
Starting Your Listing

To list your App in the Marketplace, log into your developer account, open the details of the App you want to list and click the "Create Listing" button on the bottom right.



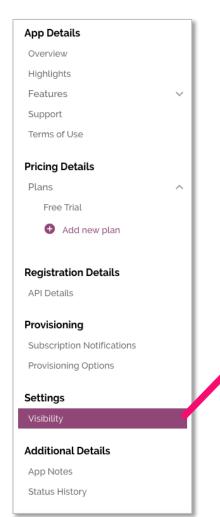
Listing Help Links

- App Listing Guide
- Image & Tile Guide



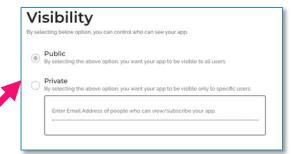


App Listing Types



App listings can be created as "Public" or "Private". In most cases a Public listing is the way to go. In rare instances where an app will be used only to a select set of users, the listing can be created as "Private" with the ability to invite new subscribers.

Select the "Visibility" link from the listing's left side navigation menu



Public Listing

- Requires all text fields
- Requires image tile
- Requires 3 images in gallery
- Requires support links
- Requires terms of use

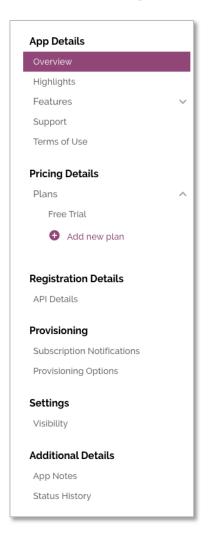
Private Listing

- Requires detailed description
- Requires image tile
- Requires terms of use

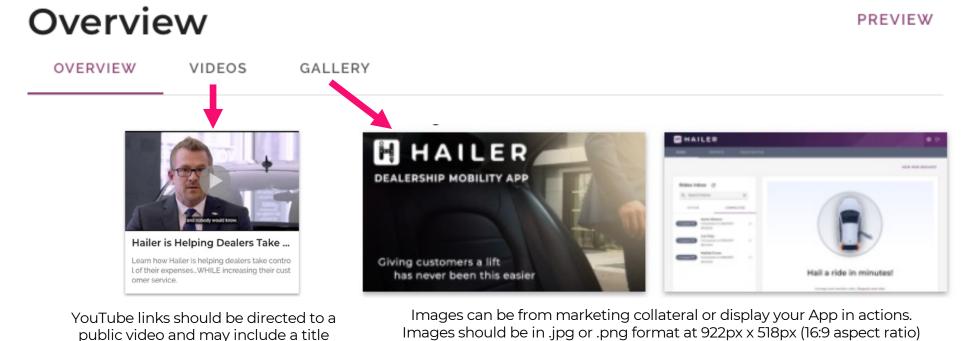


and description

Listing Overview

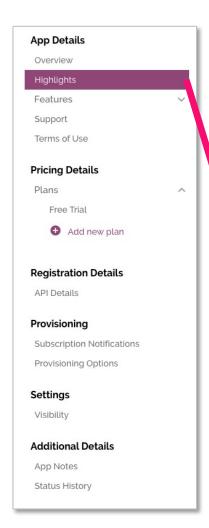


The listing overview will allow you to input key elements of your product along with videos from YouTube, and marketing images in the Gallery. All required fields are marked with help icons for guidance. More information can also be found in <u>Fortellis Resources</u>.





Highlights

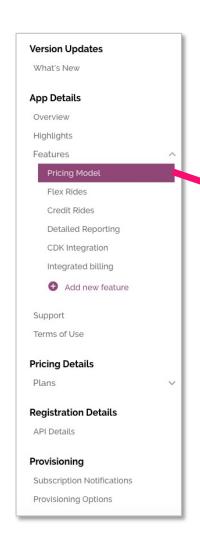


We recommend a minimum of 3 Highlights for a listing. These Highlights tell about the unique elements of your product offering in simple bullet form. Click on the Add Highlight tool to create a new highlight.

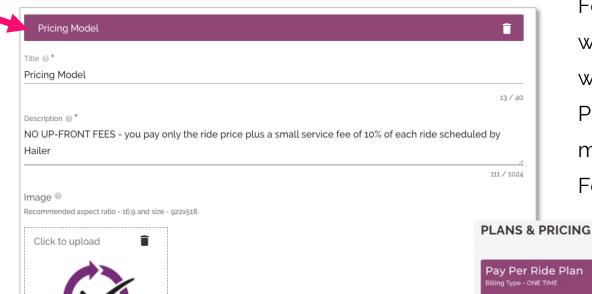


If you wish to remove a highlight, use the trashcan icon on the top right of the Highlight.

Features



We recommend a minimum of 3 Features for a listing. Click on the Add Feature link to create a new feature, and add in a Title, Description and Image. Features appear just below Highlights in your app listing.



Features can also be added to plans, with text appearing in the plan's details when selected by the user. Example: Plan A may have 1 feature where the more expensive "Plan B" may have 3 Features showing more value.

Hailer Rides

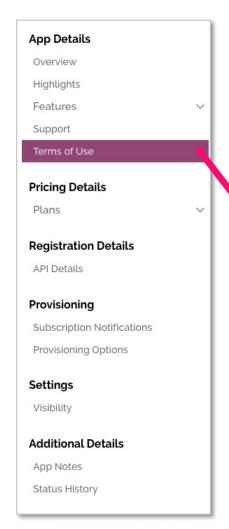
Pav Per Ride Plan

scheduled by Hailer

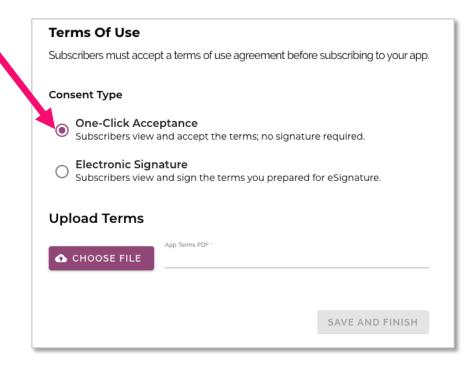
NO UP-FRONT FEES - you pay only the ride price
plus a small service fee of 10% of each ride

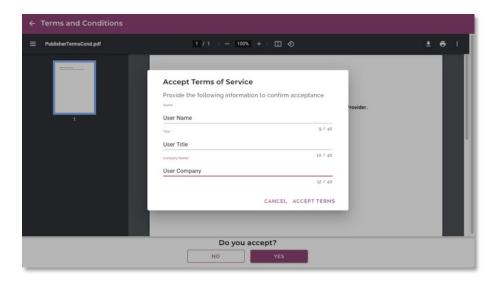


Terms of Use



Users will agree to your terms of use when subscribing to your App in Fortellis. We recommend saving your terms of use in .pdf format, then uploading via the "On-Click Acceptance" option.

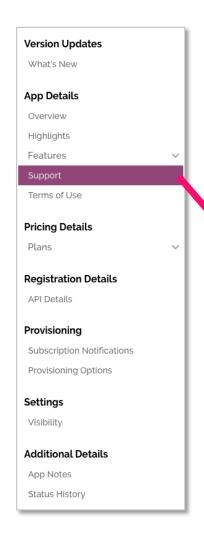




User enters their name, title and company, then accepts all terms



Support

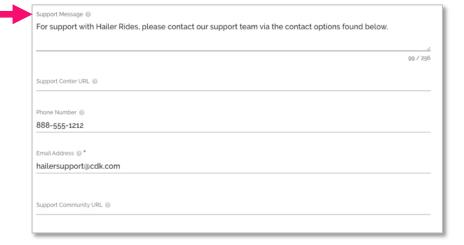


The support page has two tabs:

1 Tutorials and Documents allows you to provide links to support documentation hosted on your web site (not required).

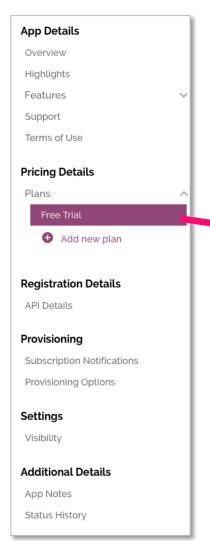
Questions and Support allows you to provide a short statement describing how to attain support and 4 different methods to provide this support.

TUTORIALS AND DOCUMENTATION QUESTIONS AND SUPPOR	RT
Title (i)	
Hailer UI Explained	
	19 / 40
URL @	
nttps://www2.fortellis.io/hailerlp	
Purpose (i)	
/iew screens and learn how easy Hailer is to use	
	48 / 128
	46 / 126
ADD TUTORIALS AND DOCUMENTATION	

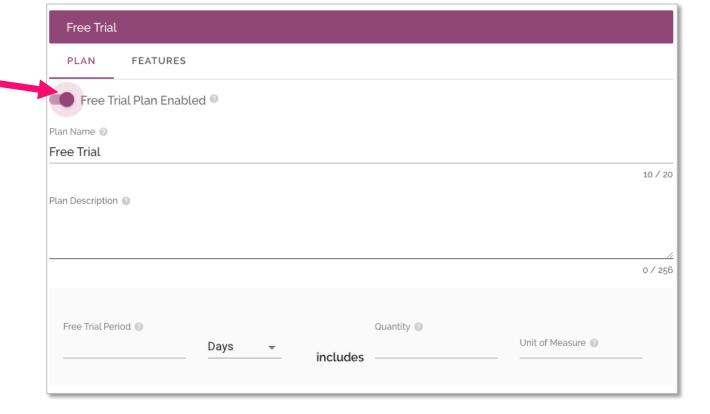




Plans - Free Trial

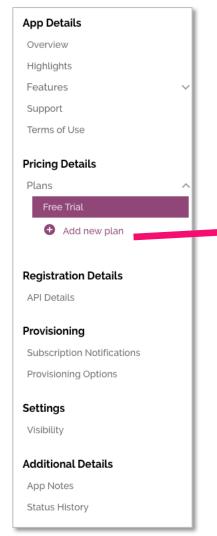


You must provide at least 1 plan option to submit an app. To offer a Free Trial, enable this feature, name the trial, include a description and the parameters of the trail offer.

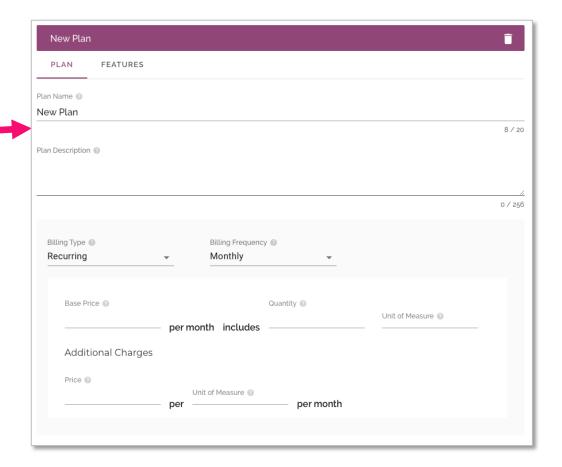




Plans - Adding a Plan



Plans can be added from the left menu. Each plan includes a Title, Description and Configurations. Features can be added to the plan from the features tab.



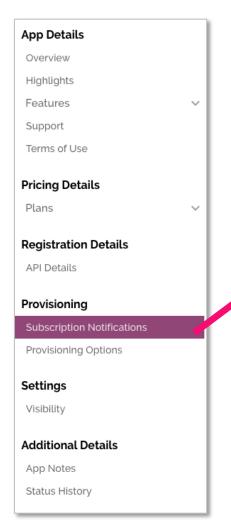
Billing can be:

- One Time Free
- Per Transaction

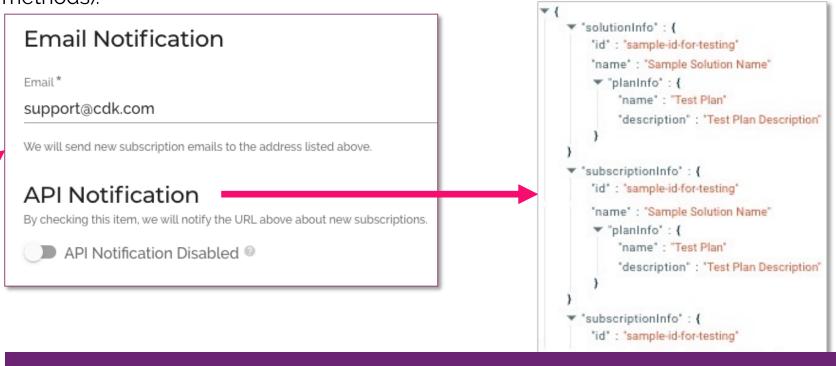
Billing Frequency can be:

- Weekly
- Monthly
- Quarterly
- Yearly

Subscription Notifications



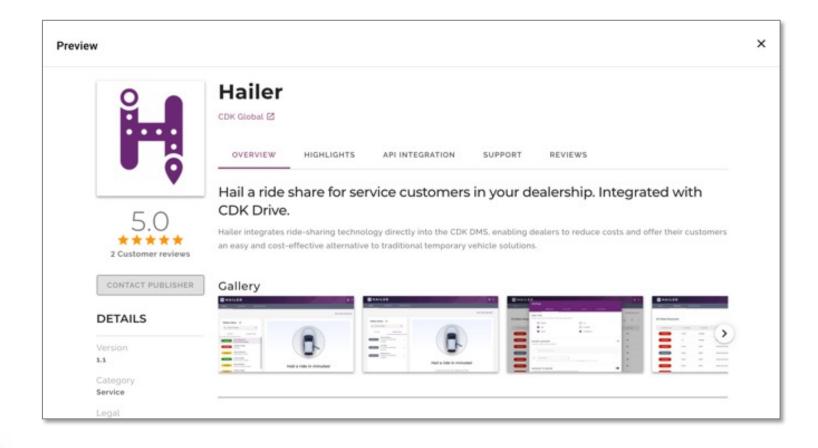
You must provide 1 form of notification for new subscriptions, such as, your business email address to receive an email or an API endpoint you host to receive a payload (you can enable both methods).



Note: API notifications will deliver subscription payloads to the URL of your choosing along with an email

Previewing and Saving A Draft

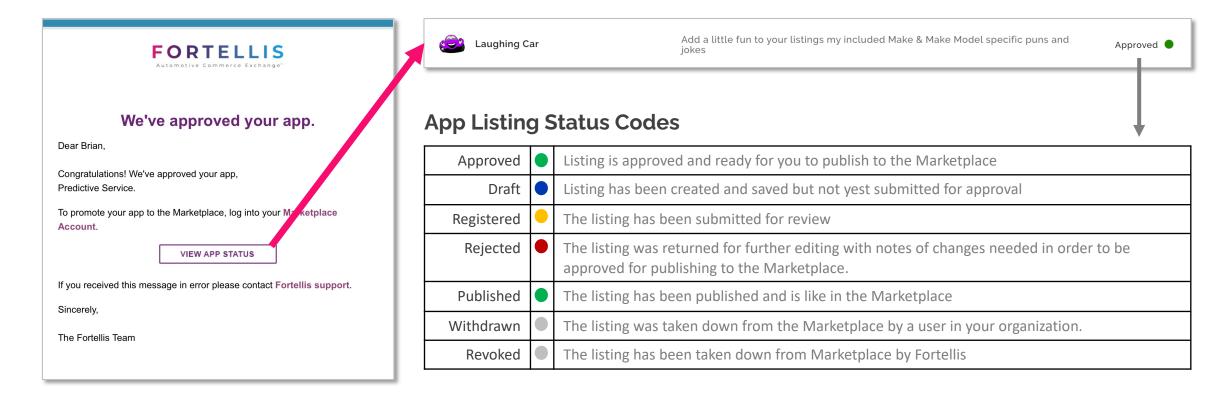
We recommend saving as you go. Different team members may access the listing to update key assigned areas. Click the "Preview" link on the top and bottom right of the screen will allow you to check your progress.





Submitting Your App Listing for Review

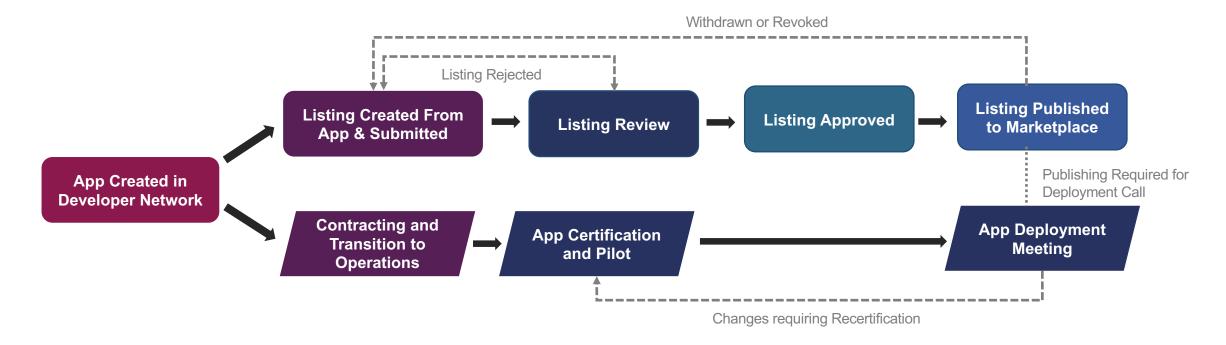
Once your listing is ready, click the "Submit for Rearview" button on the bottom right of the page. A team member will review your listing and either approve the listing or return it to you for minor changes required for approval. You will receive a notifications via email updating you in the stages of this process, these statutes also appear in your Marketplace account.





App Listings in Marketplace

All App listings in Fortellis Marketplace begin with the creation of an App in the Developer Network, this app is tied to all API integrations and must go through a standard certification process with your development team. Your marketing team will work in tandem to create an App Listing with its own review process. Once the Apps Deployment Meeting is completed, you will be able to publish your pre-approved listing live on the Marketplace and begin accepting subscriptions for CDK dealers.





Promoting Your New Listing

Now that you are in General Release it is time to start promoting your App to potential customers

Resource	Feature	Benefit
Marketplace Listing	A fully functional, branded listing in the Fortellis Marketplace for your App listing with full description, pricing, and support options.	Lead GenerationDealer VisibilityIndustry Exposure
Fortellis Insights	We will publish a blog about your App Listing. This post will be co-written and published on Fortellis insights, including your team member as the author.	Evergreen PromotionHigh SEO
Tech Connect	Your App Listing will be featured in our monthly Tech Connect Newsletter sent to thousands of active Fortellis community subscribers.	Community AwarenessDealer & OEM VisibilityPromote Early Adoption
Social Media	We promote your App Listing on all Fortellis social media channels, linked to Fortellis Blog posts or Marketplace listings	Industry ExposureDealer & OEM VisibilitySocial Media Engagement
Press Release Support	Our Go-To- Market team will provide support in crafting a press release for your channels that meet the quality standards of both Fortellis and CDK Global.	Industry ExposureAffiliation with FortellisAffiliation with CDK Global



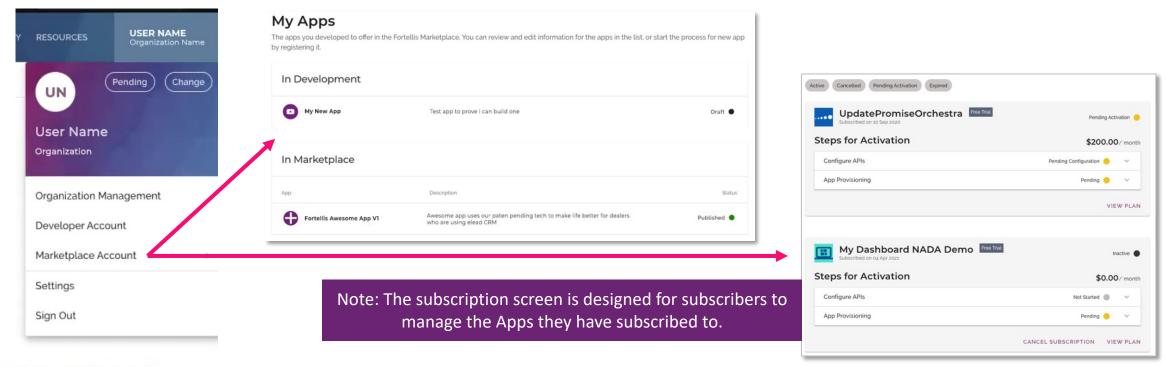
Manage Your Listing Within Your Marketplace Account

- Respond to contact requests
- Setup Monetization via Fortellis
- Enable and disable subscriptions
- Review subscription and API utilization reporting

Your Marketplace Account

To access your Marketplace Account, there are 2 options within the user menu:

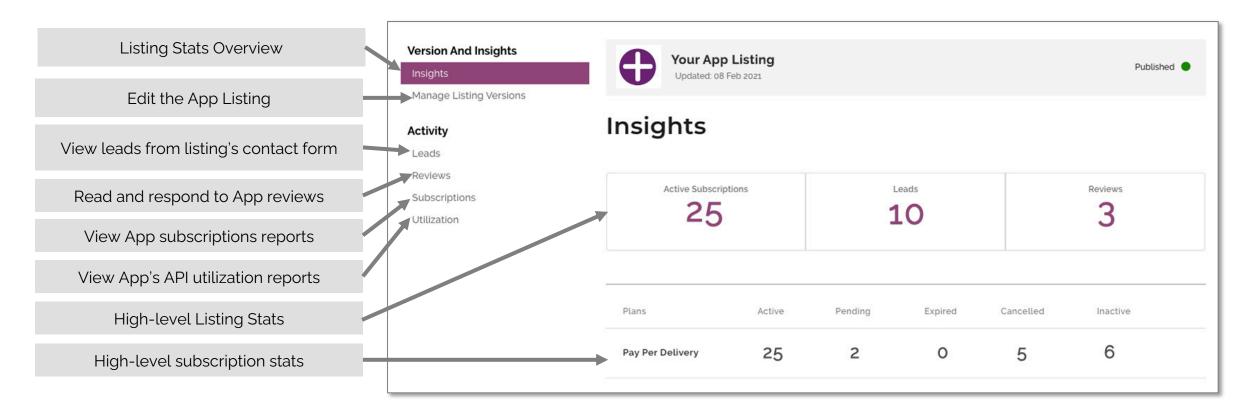
- Marketplace Account -> Apps Manage App listings your organization has published
- Marketplace Account -> Subscriptions View and manage integrations for Marketplace Apps your organization has subscribed to





App Listing Management

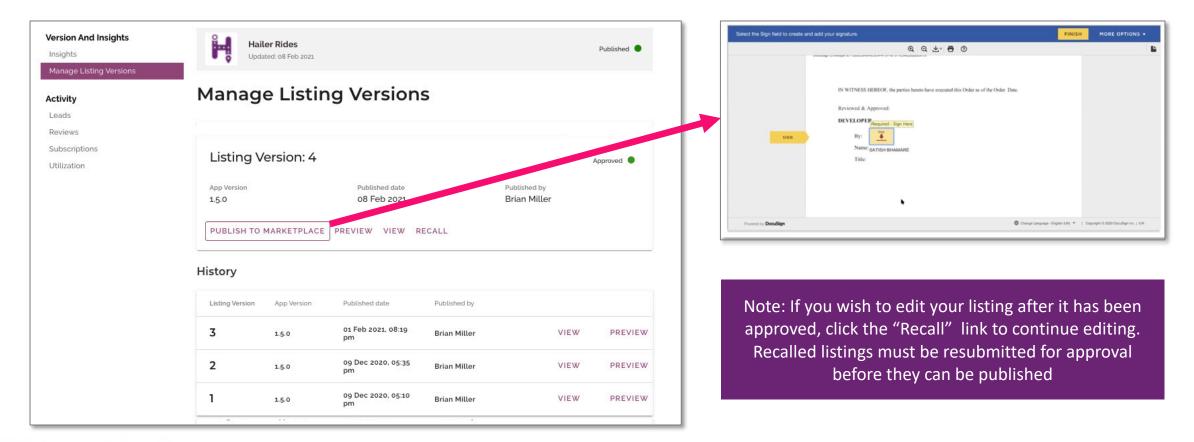
Each App Listing contains a full set of tools to monitor and manage each listing. When you select an App listing, the default page that will appear is the Insights page.





Publishing Your Listing

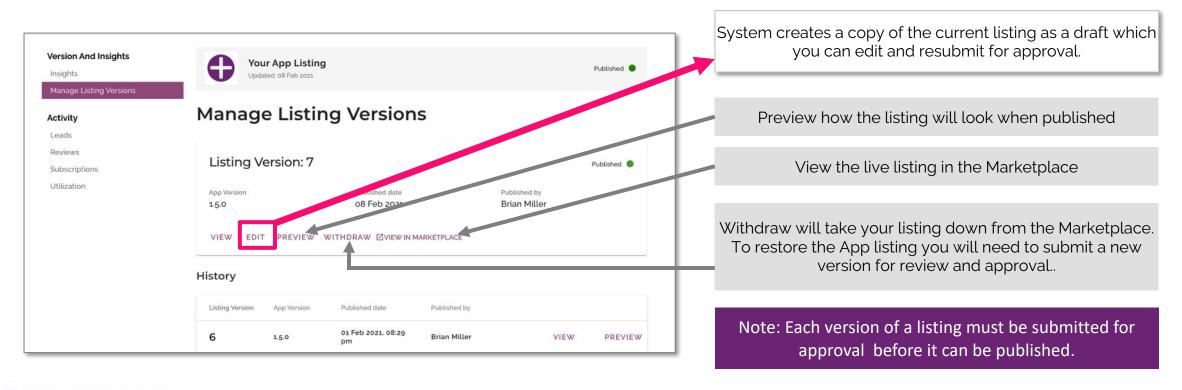
Once your listing is approved, you can log into your Marketplace Account and publish the listing live. If this is your first listing, you will be required to agree to our App publisher Terms of Use policies.





Publishing a New Version of Your Listing

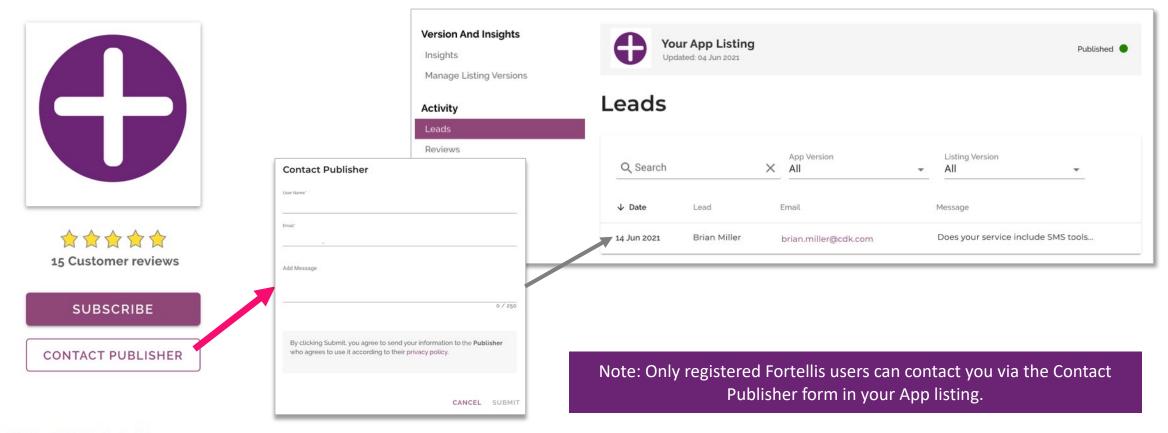
Once your listing is published it can not be altered. To update your listing create a new version of the listing as a draft by clicking the "Edit" button in the current version. Edit this new version of your listing and when you're ready, submit for review. Once approved, you can publish this version to the marketplace, replacing the previous version.





Managing Leads for App Listing

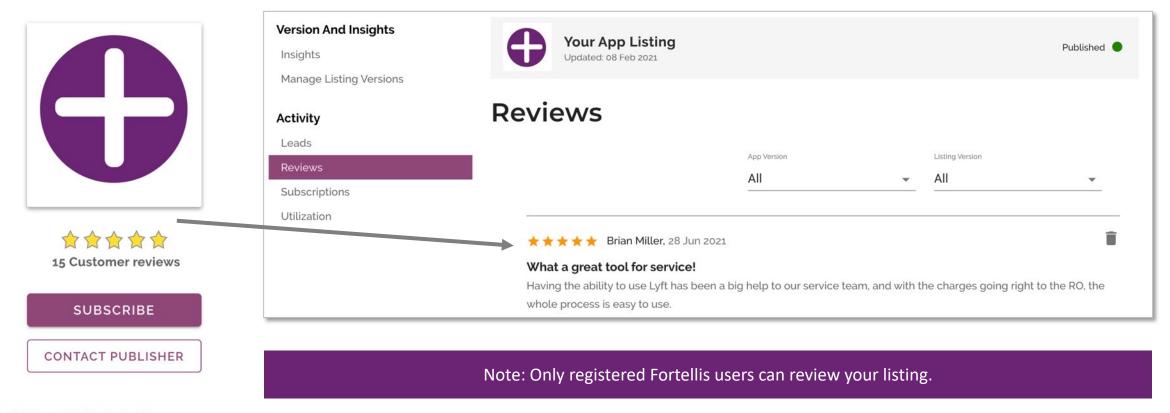
Interested prospects can contact you via the "Contact Publisher" button in your App listing. The form on this listing will be captured as a lead in your listing tool. You will receive a notification when a new lead has been added.





Managing App Listing Reviews

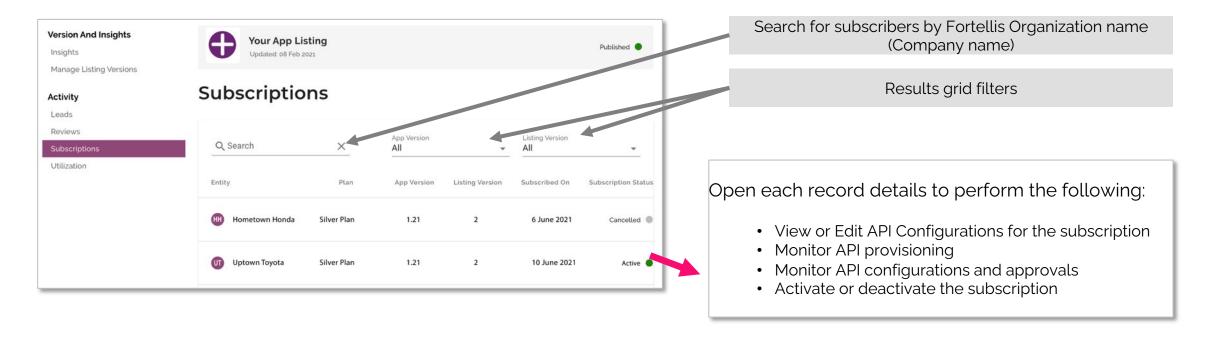
Fortellis users can rate your App on a scale of 1 to 5 stars. This rating is displayed on your listing along with the ability for perspective users to read other reviews. You can access reviews within your management tool to stay up to date on the latest feedback.





App Listing Subscription Reporting

The subscription screen display grid can be filtered or searched for specific subscriptions. Click on a subscription record to open the record details to view, edit, or activate subscriptions.

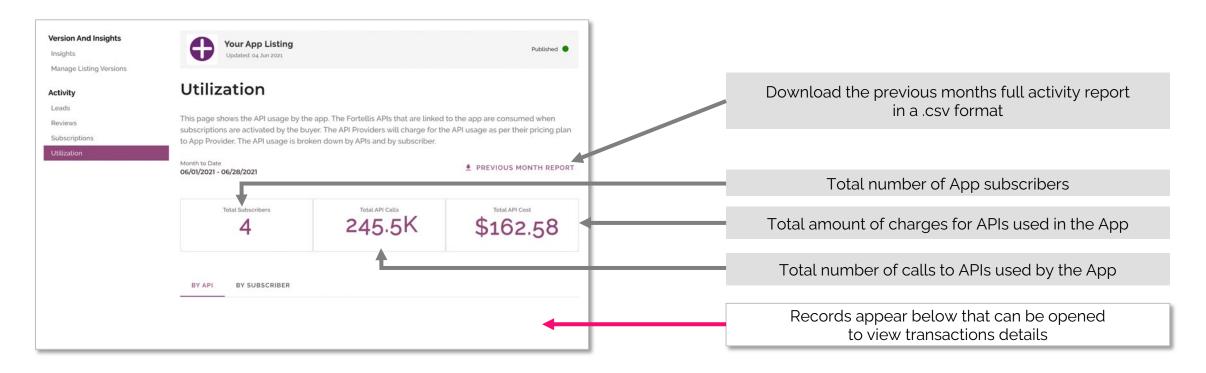


Note: Only registered Fortellis users can review your listing.



API Utilization Reporting

The subscription screen display grid can be filtered or searched for specific subscriptions. Click on a subscription record to open the record details to view, edit, or activate subscriptions.



Note: Only registered Fortellis users can review your listing.



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Automotive Commerce Exchange™

QUESTIONS? INFO@FORTELLIS.IO

