

FRANCHISEE DIAGNOSTICS OPPORTUNITY LISTS

GENERAL INSTRUCTIONS

JANUARY 2022

Diagnostic Opportunity List Use and Instructions

ACCESSING THE SOFTWARE OPPORTUNITY LIST

Open your browser to access.snapon.com. Scroll down the left navigation menu and click on Software Opportunity List.

The screenshot shows a web browser window with the URL snapon.com/mall/US. The navigation menu includes Home Page, Marketing, Order Here, Products, Information, Business Operations, and Profitability Center. The left sidebar contains various links, with [Software Opportunity List](#) highlighted by a red arrow. The main content area displays a list of links, including [Snap-on Chrome Batch Payment Full Training](#), [Snap-on Chrome Batch Payment - Setting Up Scheduled Payments](#), and [Snap-on Chrome Batch Payment - Scheduled Batch Processing Training](#). Below this is a section titled **Key News of the Week (KNOW)** with a **Breaking** sub-section. The news section includes **Holiday Hours** for **All North American Velocity Centers and the Crystal Lake Product Center**, listing closure dates for Christmas Eve, Christmas Day, New Year's Eve, and New Year's Day. It also mentions closures for Algona, Snap-on Credit (US), and the Customer Care Center. A table at the bottom shows route release schedules for the weeks of 12/16 and 12/23, with Friday, December 20, highlighted as a pull day for Friday and Monday routes.

Home Page Marketing Order Here Products Information Business Operations Profitability Center Search

- [Build-A-Bay Form](#)
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- [Business Management Portal \(formerly MAP\) \(Info\)](#)
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- [Social Media](#)
- [Software Opportunity List](#)
- [Spec Order](#)
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please [email the CCC](#) or call 877-762-7662.

- [Snap-on Chrome Batch Payment Full Training](#)
- [Snap-on Chrome Batch Payment - Setting Up Scheduled Payments](#)
- [Snap-on Chrome Batch Payment - Scheduled Batch Processing Training](#)

Key News of the Week (KNOW)

Breaking

Holiday Hours

All North American Velocity Centers and the Crystal Lake Product Center will be closed on the following dates in observance of the Christmas and New Year's holidays:

- Tuesday, December 24 (Christmas Eve)
- Wednesday, December 25 (Christmas Day)
- Tuesday, December 31 (New Year's Eve)
- Wednesday, January 1 (New Year's Day)

Algona will be closed Tuesday, December 24 – Wednesday, December 25, and Tuesday, December 31 - Wednesday, January 1, 2020.

Snap-on Credit (US) will be closed Tuesday, December 24th - Wednesday, December 25th, and Wednesday, January 1, 2020

The Customer Care Center will be open on Tuesday, December 24th between the hours of 7:30am – 4:00pm CT, but with reduced staffing. Please expect longer than normal wait times.

It is advised that you submit your orders on a daily basis to ensure that as much product as possible ships on your pick days. The Velocity Centers will print the orders / pick lists for routes as follows:

WEEK OF 12/16	ROUTE RELEASE SCHEDULE
Friday, December 20	Pull Friday and Monday routes
WEEK OF 12/23	ROUTE RELEASE SCHEDULE

Diagnostic Opportunity List Use and Instructions

ROUTE DIAGNOSTIC OPPORTUNITIES

FRANCHISEE DATA

The opportunity list header includes all the Franchisee’s data, including their region, BM and DSD information as well as renewal rate, and total sales and profit potential.

CUSTOMERS

The rows and columns below represent their active customer list. These customers are those who the Franchisee has connected to ScanBay for a platform activation or upgrade.

Software Bundle 19.2 Opportunities Current Promotions

LATEST NEWS Speak fluent car with Euro diagnostic coverage for VW, Audi, FIAT, Mercedes, BMW, Volvo, Land Rover, Jaguar, Porsche & now Alpha Romeo

Sales Profile: **FName LName M**

Region: **Northeast Region** D# Linked to Route: **None** Total # of Software Opportunities: **70**

Bus. Mgr: **BM Full Name** Diag. Sales Developer: **DSD Full Name** Total # of Platform Opportunities: **160**

Active Customers Print | Excel | PDF

Opportunity	Call Day	Customer Name	Phone	Address	Shop Name	Activation	Upgrade Date	Platform	Serial #	Vet	Prepaid Exp	Sub	Prepaid	Free	Date
New Platform	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	04/28/2008	03/22/2012	SOLLUS Pro	123ABC45678	11.4					
Title/Subscription/Prepaid	Wed	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	08/16/2018	01/16/2019	APOLLO-D8	123ABC45678	18.4					
	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	07/03/2018	07/03/2018	APOLLO-D8 Live (2-yr)	123ABC45678	18.2	07/03/2020	Y		19.2	
New Platform	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive		09/03/2013	SOLLUS	123ABC45678	13.2					
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive		10/03/2012	MODIS (Current)	123ABC45678	12.4					
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	06/24/2009	07/25/2012	MODIS (Current)	123ABC45678	12.2					
	Tue	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	07/11/2017	12/04/2018	VERUS Edge	123ABC45678	18.4		Y		19.2	
New Platform	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive		10/25/2010	MODIS (Heritage)	123ABC45678	10.4					
	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	10/29/2018	04/01/2019	ZEUS	123ABC45678	19.2	10/29/2021	Y			
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive		07/21/2010	Vantage PRO	123ABC45678	10.2					
New Platform	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	06/06/2011	06/16/2014	VERUS WI	123ABC45678	14.2					

Diagnostic Opportunity List Use and Instructions

GENERAL NAVIGATION

Overview

Each opportunity list contains the following customer data (where available) to assist Franchisees to assess sales opportunities.

Opportunity

Call Day

Customer Name

Phone

Address

Shop Name

Activation (date)

Upgrade Date

Platform

Serial Number

Version (software)

Prepaid Expiration Date

Subscription (Y)

Prepaid (Y)

Free (Y)

Due (software version)

The screenshot displays the Snap-on diagnostic opportunity list web application. At the top, there is a search bar for customer name, phone number, or bundle version. Below this, the 'Software Bundle 19.2 Opportunities' section is visible, along with a 'LATEST NEWS' banner. The main content area features a table of active customers with the following columns: Opportunity, Call Day, Customer Name, Phone, Address, Shop Name, Activation, Upgrade Date, Platform, Serial #, Vet, Prepaid Exp, Sub, Prepaid, Free, and Date. The table contains several rows of data, including opportunities for 'New Platform' and 'Title/Subscription/Prepaid' across various dates and platforms like SOLUS Pro, APOLLO-D8, and VERUS Edge.

Diagnostic Opportunity List Use and Instructions

Records

Records will change their shade as Franchisees hover over or past them. To select a record, click on it.

Double-click to enlarge the customer data.

The screenshot shows a web browser window displaying the Snap-on diagnostic opportunity list. The browser address bar shows the URL <https://diagoppsbeta.snapon.com/>. The page header includes the Snap-on logo and a search bar for customer name, phone number, or bundle version. Below the header, there are navigation tabs for 'LATEST NEWS' and 'Visited the Diagnostics...'. The main content area displays a table of diagnostic opportunities. A pop-up window is open over one of the records, showing the following details:

- Customer Name: **FName LName**
- Phone: **555-555-1234**
- Address: **123 Main Street Honolulu, HI 96814**
- Opportunities: **New Platform**
- Shop Name: **ABC Automotive**
- Call Day: **Thu**
- Platform: **SOLUS Pro**
- Serial #: **1234512345000 (123ABC45678)**
- Activation Date: **04/28/2008**
- Upgrade Date: **03/22/2012**
- Version: **11.4**
- Subscription: **No**
- Free: **No**
- Prepaid: **No**
- Due: **No**

The background table shows columns for Opportunity, Call Day, Customer Name, Phone, Address, Shop Name, Call Day, Platform, Serial #, Ver, Prepaid Exp, Sub, Prepaid, Free, and Due. The table contains several rows of data, including records for 'New Platform' with various call days and customer information.

The pop-up highlights additional information pertaining to each customer, such as both internal and external unit serial numbers. It makes it easy to print only one record if you don't need to print the whole list.

Diagnostic Opportunity List Use and Instructions

Sort

Sort by any field by using the up and down arrows.

Software Bundle 19.2 Opportunities

LATEST NEWS Speak fluent car with Euro diagnostic coverage for VW, Audi, FIAT, Mercedes, BMW, Volvo, Land Rover, Jaguar, Porsche & now Alpha Romeo

Sales Profile: **FName LName M** Search Franchisee

Region: **Northeast Region** D# Linked to Route: **None** Total # of Software Opportunities: **70**

Bus. Mgr: **BM Full Name** Diag. Sales Developer: **DSD Full Name** Total # of Platform Opportunities: **160**

Active Customers

Opportunity	Call Day	Customer Name	Phone	Address	Shop Name	Activation Date	Upgrade Date	Platform	Serial #	Veh	Prepaid	Subj	Prepaid	Frge	Date
New Platform	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	04/28/2008	03/22/2012	SOLUS Pro	123ABC45678	11.4					
Title/Subscription/Prepaid	Wed	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	08/16/2018	01/16/2019	APOLLO-D8	123ABC45678	18.4					
	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	07/03/2018	07/03/2018	APOLLO-D8 Live (2-yr)	123ABC45678	18.2	07/03/2020	Y		19.2	
New Platform	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive		09/03/2013	SOLUS	123ABC45678	13.2					
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive		10/03/2012	MODIS (Current)	123ABC45678	12.4					
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	06/24/2009	07/25/2012	MODIS (Current)	123ABC45678	12.2					
	Tue	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	07/11/2017	12/04/2018	VERUS Edge	123ABC45678	18.4		Y		19.2	
New Platform	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive		10/25/2010	MODIS (Heritage)	123ABC45678	10.4					
	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	10/29/2018	04/01/2019	ZEUS	123ABC45678	19.2	10/29/2021	Y			
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive		07/21/2010	Vantage PRO	123ABC45678	10.2					
New Platform	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	ABC Automotive	06/06/2011	06/16/2014	VERUS WI	123ABC45678	14.2					

Diagnostic Opportunity List Use and Instructions

Prepaid Customer Expiration

Upon arriving at your opportunity list, you may find upcoming and expired customers highlighted.

- Upcoming expiration term by color
 - 90 days **red**
 - 60 days **orange**
 - 30 days **yellow**

Opportunity	Call Day	Customer Name	Phone	Address	Shop Name	Activation	Upgrade Date	Platform	Serial #	Ver.	Prepaid Exp	Sub	Prepaid	Free	Due
	Mon	GEORGE MAGANA	8454261506	121 W ECKERSON RD SPRING VALLEY, NY 10977	PRECISION MOWER & POWER EQUIPMENT	04/15/2019	04/15/2019	TRITON-D8	119GFR507139	19.2	11/12/2019	Y			19.4
	Mon	JAMES BUSHONG	8454943146	1 CHURCH ST TOMKINS COVE, NY 10986	J & J AUTO PERFORMANCE	04/17/2019	04/17/2019	TRITON-D8	119GFR505644	19.2	11/14/2019	Y			19.4
	Thu	Maximo Guzman	8452159057	78 maple ave HAVENSTRAW, NY 10927	ROGUE AUTO REPAIR	04/18/2019	04/18/2019	TRITON-D8	119GFR507232	19.2	11/15/2019	Y			19.4
	Tue	Mohammad Mazhar	8455707722	30 spring valley SPRING VALLEY, NY 10977	A & M AUTOMOTIVE	04/20/2018	10/04/2019	APOLLO-D8	0988LJ506175	19.4	11/17/2019	Y			19.4
	Tue	Augustine Depalma	8456418522	245 Cherry Lane Tallman, NY 10982	TALLMAN AUTO CENTER	04/27/2018	04/16/2019	APOLLO-D8	1288LJ510974	19.2	12/08/2019	Y			19.4
	Thu	Bernard Vroom	9737037437	183 Reeve Ave Bloomingdale, NJ 07403	WIDE WORLD BMW	04/24/2019	04/24/2019	TRITON-D8	119GFR505638	19.2	11/21/2019	Y			19.4
	Tue	DYLAN KARR	8457545789	25 elizabeth st port jervis, NY 12771	MAVIS DISCOUNT TIRE	04/17/2018	03/11/2019	APOLLO-D8	0988LJ506503	18.4	12/12/2019	Y			19.4
	Wed	MIKE OLIVA	8456297850	171 ORANGE TURNPIKE SLOATSBURG, NY 10974	MIDNIGHT AUTO	05/02/2018	08/27/2019	APOLLO-D8	1288LJ511285	19.2	12/08/2019	Y			19.4
	Fri	Paul Salto	8454610616	113 clove ave Havenstraw, NY 10927	MERCEDES-BENZ OF ORANGE COUNTY	04/25/2018	05/28/2019	APOLLO-D8	1288LJ511282	19.2	11/22/2019	Y			19.4
	Mon	RICHARD SALTZMAN	8455072997	197 SIOKLES AVE APT F2 NYACK, NY 10960	COMPLETE AUTO REPAIR	04/30/2018	10/14/2019	APOLLO-D8	1288LJ511283	19.4	11/27/2019	Y			19.4
	Mon	STEPHEN SKALA	8456244254	308 S MIDDLETOWN RD NANUET, NY 10954	CENTRAL AVE SERVICE	04/22/2019	04/22/2019	TRITON-D8	119GFR506999	19.4	11/19/2019	Y			19.4
	Wed	GEHUBER SILVA	8457461148	509 COVER RD STAMFORD, CT 06902	COUNTRY WIDE CARTING	06/04/2018	08/07/2019	APOLLO-D8	0988LJ506023	19.2	01/01/2020	Y			19.4
Title/Subscription		A & M AUTOMOTTI	845-352-1037	172 ROUTE 59 HONSEY, NY 10952		09/01/2017	04/23/2019	SOLUS Edge	1578LE565351	19.2					
New Platform		A-B CITCO	845-783-6911	RT17M CHURCH ST HARRIMAN, NY 10926		12/16/2008	06/12/2012	SOLUS Pro	C80701010A3806FALC0107CD	12.2					
New Platform		AAMCO TRANSMIS	845-735-7077	40 W WASHINGTON AVE PEARL RIVER, NY 10965		02/28/2010		MODIS (Heritage)	15060102361E01670C080289	9.4					
	Mon	Aldino Coatti	8456232663	4 stretson ct New City, NY 10956	COATTI'S SERVICE STATION	12/13/2018	10/07/2019	ZEUS	0380DR216500	19.4	07/11/2021	Y			

If the Franchisee allows the customer to expire without re-enrolling them in a plan or migrating them to subscription, then the customer record **will be blocked red** until the customer is renewed in a plan or subscription.

Opportunity	Call Day	Customer Name	Phone	Address	Shop Name	Activation	Upgrade Date	Platform	Serial #	Ver.	Prepaid Exp	Sub	Prepaid	Free	Due
Title/Subscription/Prepaid	Wed	Orlan Magana	61988817576	8009 LOCKWOOD DR INDIAL TR, NC 28079	RELIABLE TRANSMISSION	12/14/2017	09/28/2020	ZEUS	3770DR208839	20.8	12/14/2020				
Title/Subscription/Prepaid	Mon	Burton Campbell	9028815854	4050 Roddy Rd CATAWBA, SC 29704	CRUIE AUTO REPAIR	01/22/2018	09/28/2020	ZEUS	3970DR208870	20.4	01/22/2021				
Subscription/Prepaid	Thu	JACQUIN ASCENCION	9803199529	9839 HOPSTRA CT MINT HILL, NC 28227	LEO'S AUTO CARE	08/01/2018	04/08/2021	ZEUS	3870DR209729	21.8	08/01/2021				
Title/Subscription/Prepaid	Thu	Kelly Thompson	9802416696	1971 hines circle rd STANLEY, NC 28164	SOUTH CHARLOTTE HYUNDAI	04/25/2019	01/29/2020	APOLLO-D8	1288LE10183	19.8	04/25/2020				
Title/Subscription/Prepaid	Wed	KENNY DAVENPORT	8038990668	2540 NCDANIEL RD CHESTER, SC 29706	DAVENPORT AUTO SERVICE	02/26/2018	09/28/2020	ZEUS	3270DR203846	20.4	02/26/2021				
Title/Subscription/Prepaid	Sat	Spencer Hopkins	2523724308	271 riverby MODRESVILLE, NC 28117	C&S	04/19/2018	11/02/2019	APOLLO-D8	0888LJ504392	19.8	04/19/2020				
Title/Subscription/Prepaid	Tue	SPYRIDON KALEVAS	7045410408	11207 VISTAHAVEN DR CHARLOTTE, NC 28226	SUX AUTOMOTIVE	10/05/2017	09/28/2020	ZEUS	3470DR205847	20.4	10/05/2020				
Subscription/Prepaid	Tue	WILLIAM JARRELL III	7046659117	4428 CARMEL RD CHARLOTTE, NC 28226	BILL JARRELL AUTOMOTIVE	09/26/2018	04/08/2021	ZEUS	4870DR210183	21.8	09/26/2021				
		FAM AOUT	8033292565	1794 SALUDA RD ROCK HILL, SC 29730		09/06/2017	07/12/2021	ZEUS	3070DR201930	21.2	09/20/2021	Y			
	Tue	NICOLAS HERKT	7044933383	4510 ARABELLA DR CHARLOTTE, NC 28273	SUPER 92 AUTO SERVICE	10/17/2017	10/05/2020	ZEUS	3470DR205053	20.4	10/17/2021	Y			21.2
Title/Subscription		AAA CAR CARE C	704-669-7804	5130 SOUTH CHARLOTTE, NC 28209		07/25/2014	07/25/2014	VERUS Pro	1340DG220489	14.2					
Title/Subscription	Fri	AARON ST. CLAIR	704-641-6996	11223 Dickie ross rd. charlotte, NC 28277	HENDRICK COLLISION CENTER	07/31/2018	06/19/2020	APOLLO-D8 Prepaid (1-yr)	1188LJ508811	20.2					
Title/Subscription	Fri	AARON WOESSNER	704-488-2764	1326 WONDERING WAY DR CHARLOTTE, NC 28226	CITY OF CHARLOTTE	06/27/2013	02/19/2021	SOLUS Ultra	1535GR501558	20.4				Y	21.2
	Thu	ADALBERTO AVILA	7044493029	6431 CHERRYCREST LN CHARLOTTE, NC 28217	4 SEASONS AUTO CARE LLC	12/20/2018	06/09/2021	ZEUS	4770DR210700	21.2	12/20/2021		Y		
	Wed	adam thomley	7049755806	4415 forest gate In charlotte, NC 28270	meineke car care	12/23/2020	06/22/2021	APOLLO-D9	3505LN503976	21.2	12/23/2021		Y		
Title/Subscription		ADAMS AUTO GRO	980-202-6800	6501 SOUTH BLVD CHARLOTTE, NC 28217		02/04/2021	02/04/2021	SOLUS Legend	4805LD510752	20.4				Y	21.2
Title/Subscription		adrian turner	803-242-2755	2323 EDEN TRENS ROCK HILL, SC 29730		06/27/2016	06/27/2016	SOLUS Edge	1565LE545980	16.2					
Title/Subscription		AFFORDABLE AUT	803-327-0602	114 WOOD ST ROCK HILL, SC 29730		09/14/2016	09/14/2016	VERUS Edge	2560DJ213456	16.2					
Subscription	Tue	ALDO RAMIREZ	704-490-0930	1 CHARLOTTE, NC 28210	DEPO TIRES & SERVICE	08/24/2016	06/15/2021	MODIS Ultra	2266GP543950	21.2					
Title/Subscription	Fri	ALEXANDER WHITLOCK	704-214-6963	234 salemview rd. gastonia, NC 28052	HENDRICK HONDA	10/09/2020	10/09/2020	APOLLO-D9 Prepaid (1-yr)	3405LN502842	20.4					
Title/Subscription/Prepaid	Fri	ALI GARCIA	980-282-0297	8421 EVERTON DR APT 201 CHARLOTTE, NC 28273	PERFORMANCE FORD.	04/20/2018	04/12/2019	APOLLO-D8	0988LJ507052	19.2					

Once the customer is re-enrolled in a new Prepaid Plan or migrated to Subscription, the customer is removed from the expiration list.

Diagnostic Opportunity List Use and Instructions

Prepaid Customer Expiration (continued)

If the Franchisee allows the customer to expire and later sells them a single title software upgrade for their Fast-Track® Intelligent Diagnostics device, then the customer record will be blocked gray with white text.

Opportunity	Call Day	Customer Name	Phone	Address	Shop Name	Activation Date	Upgrade Date	Platform	Serial #	Ver.	Prepaid Fee	Sub	Prepaid	Free	Due
Title/Subscription	Tue	WILLIAM JARRELL III	704-665-9111	4428 CARMEL RD CHARLOTTE, NC 28226	BILLJARRELLAUTOMOTIVE	04/18/2017	04/18/2017	VERUS Edge	486DD217565	17.2					
Title/Subscription		ADAMS AUTO GRO	980-202-6800	6501 SOUTH BLVD CHARLOTTE, NC 28217		02/04/2021	02/04/2021	SOLUS Legend	450SLD510762	20.4					
Title/Subscription		TNT TRUCK SERV	803-328-1060	605 ALBRIGHT RD ROCK HILL, SC 29730		10/29/2014	09/21/2016	SOLUS Edge	384SL509079	15.4					
Title/Subscription	Thu	george morin	978-645-7224	315 flint hill rd apt 104 FORT MILL, SC 29715	SOUTH CHARLOTTE HYUNDAI	12/20/2018	12/20/2018	SOLUS Edge	368SLG509603	18.4					
Title/Subscription	Thu	gerald sheppard	704-661-7605	10209 ashley farm dr matthews, NC 28105	MCCURE COLLISION	10/21/2014	10/09/2019	SOLUS Edge	344SL503057	19.4					
Title/Subscription		RICARDO RODRIGUEZ	980-318-4057	4250 WOODGLEN LANE CHARLOTTE, NC 28226		12/24/2015	12/24/2015	SOLUS Edge	475SL534968	15.4					
Title/Subscription		LEWIS GRIFFIN	704-244-6840	1506 CLONTZ LONG RD MONROE, NC 28110		08/06/2015	08/06/2015	SOLUS Edge	265SL523064	15.2					
Title/Subscription	Sun	cory johnson	828-329-1359	6012 sapwood ct stallings, NC 28104	MOTION LAB	02/06/2018	02/06/2018	ETHOS Edge	327EEA508435	17.4					
Title/Subscription	Mon	IMPORTS AND MORE	1	1365 FINT ST EXT ROCK HILL, SC 29730	IMPORTS AND MORE		09/08/2021	SOLUS Edge	475SL534972	20.4					
Title/Subscription		MCCURE COLLIS	704-557-9100	6400 S.BLVD. CHARLOTTE, NC 28273		05/30/2013	09/17/2016	SOLUS Ultra	083SUH529933	15.4					
Title/Subscription	Wed	tayquan deas	803-612-0776	805 patriot ply apt204 rock hill, SC 29730	meineke car care	08/11/2021	08/11/2021	SOLUS Legend	281SIM0502247	21.2		Y		21.4	
Title/Subscription	Mon	jessie gardner	803-230-8355	290 henson ln mc connells, SC 29726	MCCRAWS MACHINE	02/05/2018	02/05/2018	ETHOS Edge	217EEA505791	17.4					
Title/Subscription	Sun	MAXWELL HAYWARD	704-942-6998	446 LORNA ST CHARLOTTE, NC 28205	AUTOMOTIVE INTERNATIONAL	07/14/2014	07/14/2014	MODIS Ultra	214GCB022243	14.2					
Title/Subscription		adrian turner	803-242-2755	2323 EDEN TREIS ROCK HILL, SC 29730		06/27/2016	06/27/2016	SOLUS Edge	185SL545980	16.2					
Title/Subscription	Fri	AARON ST. CLAIR	704-641-6996	11223 Dickie ross rd. charlotte, NC 28277	HENDRICK COLLISION CENTER	07/31/2018	06/19/2020	APOLLO-D8 Prepaid (1-yr)	118SLJ508811	20.2					
Title/Subscription	Fri	williams o	704-724-4145	1 rock hill, SC 29730	WOODIES AUTO SERVICES	10/25/2016	11/20/2020	MODIS Edge	326GFA04808	20.4					
Title/Subscription	Fri	AARON WOESSNER	704-488-2764	1326 WONDERING WAY DR CHARLOTTE, NC 28226	CITY OF CHARLOTTE	06/27/2013	02/19/2021	SOLUS Ultra	1535GR501568	20.4					
Title/Subscription		rays repair	704-860-6730	1 ft rock hill, SC 29730		10/28/2015	10/28/2015	VERUS Edge	335DDJ203954	15.4					
Title/Subscription	Wed	JASON PALERMO	803-491-5892	2337 MIRAGE PLACE FORT MILL, SC 29708	LACY TRANSMISSION	04/27/2016	04/24/2020	VERUS Edge	345DDJ204625	20.2					
Title/Subscription	Sat	CHRISTOPHER JENKINS	803-554-5921	1175 CUSHENDALL TER APT 203 ROCK HILL, SC 29730	MAD MACS	04/12/2016	06/18/2018	MODIS Ultra	423GEP936776	18.2					
Title/Subscription	Tue	STEVEN STIKELATHER	704-309-7654	301 unity st FORT MILL, SC 29715	COLEVJORDAN FIRESTONE	04/02/2019	03/17/2020	SOLUS Edge	297SL606411	19.4					
Title/Subscription	Thu	roger haigler	704-996-8437	405 forest hills sch rd MARSHVILLE, NC 28103	CITY OF CHARLOTTE FLEET	08/28/2013	07/18/2019	SOLUS Ultra	323SUH537463	19.2					
Title/Subscription		DANIEL HARNISS	281-854-8403	8009 Andover Creek Dr APT 1708 Charlotte, NC 28210		09/01/2015	09/01/2015	MODIS Ultra	285MUB501653	15.2					
Title/Subscription	Fri	meineke car ca	803-563-7599	525 south herlong avenue rock hill, SC 29732		06/02/2021	06/02/2021	SOLUS Legend	450SL510280	21.2					
Title/Subscription		jeff Byrne	704-608-1205	11426 Park Rd PINEVILLE, NC 28134		08/06/2013	02/23/2018	SOLUS Ultra	283SUH538837	17.4					
Title/Subscription	Mon	larry young	919-358-7418	11224 CEDAR WALK LN charlotte, NC 28277	3 points seals	06/28/2021	06/28/2021	APOLLO-D9 Prepaid (1-yr)	101SLV511003	21.2	06/28/2022				
Title/Subscription		MCCURE COLLIS	704-557-9100	6400 SOUTH BLVD CHARLOTTE, NC 28217		08/18/2017	02/23/2021	VERUS Edge	087DDJ219400	20.4					
Title/Subscription	Tue	NERY HERRIADEZ	980-319-3439	2101 sharon oaks ln apt 106 CHARLOTTE, NC 28210	DEPO TIRES & SERVICE	02/21/2017	05/19/2020	VERUS Edge	276DDJ214019	20.2					
Title/Subscription		AUTOHAUS PAINT	803-324-1460	1143 STANDARD ST ROCK HILL, SC 29730		07/05/2017	02/22/2021	SOLUS Edge	406SL557730	20.4					
Title/Subscription	Mon	joe seaton	803-984-7585	996 bj jackson rd rock hill, SC 29732	UPS	07/15/2019	07/15/2019	SOLUS Edge	189SLG519255	19.2					
Title/Subscription	Fri	KENNETH BROWN	704-578-1399	6326 DOVERFIELD RD CHARLOTTE, NC 28277	MEINEKE	09/22/2015	05/19/2017	SOLUS Edge	315SLA502233	17.2					
Title/Subscription	Tue	ORLANDO FIGUEROA	919-810-0655	713 WOBURN ABBEY DR FORT MILL, SC 29715	GABE	08/29/2013	08/27/2015	SOLUS Ultra	323SUH536748	15.2					
Title/Subscription		juan ramirez	631-398-6455	724 ashmore rd charlotte, NC 28212		10/29/2015	10/29/2015	SOLUS Edge	395SL531289	15.4					

Diagnostic Opportunity List Use and Instructions

Delete

To delete a record and remove it from the list:

1. Go to the end of the record (on the right side), there is a file icon. Click the icon.
2. The system will ask you if you're sure you want to delete the record. Select:

Cancel

The record will remain as part of the customer list.

OK

The record will be eliminated. The only way to return the deleted customer to the list is to reconnect the customer platform to ScanBay to activate, upgrade software or perform a change of ownership.

The screenshot shows the Snap-on diagnostic software interface. At the top, there is a search bar and a navigation menu. Below the navigation menu, there is a section for "Software Bundle 19.2 Opportunities" with a "LATEST NEWS" link. The main area displays a table of customer opportunities. A confirmation dialog box is overlaid on the table, asking "Are you sure?" and "FName LName will be deleted. Are you sure?". The dialog box has "Cancel" and "Ok" buttons. A red circle with the number "2" is placed over the "Ok" button. Another red circle with the number "1" is placed over the file icon in the top right corner of the table row. The table columns include Opportunity, Call Day, Customer Name, Phone, Address, Activation Date, Upgrade Date, Platform, Serial #, Veh, Prepaid Exp, Sgb, Prepaid, and Free.

Opportunity	Call Day	Customer Name	Phone	Address	Activation Date	Upgrade Date	Platform	Serial #	Veh	Prepaid Exp	Sgb	Prepaid	Free
New Platform	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	04/28/2008	03/22/2012	SOLLUS Pro	123ABC45678	11.4				
Title/Subscription/Prepaid	Wed	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	08/16/2018	01/16/2019	APOLLO-D8	123ABC45678	18.4				
	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	07/03/2018	07/03/2018	APOLLO-D8 Live (2-yr)	123ABC45678	18.2	07/03/2020	Y		19.2
New Platform	Thu	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814		09/03/2013	SOLLUS	123ABC45678	13.2				
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814		10/03/2012	MODIS (Current)	123ABC45678	12.4				
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	06/24/2009	07/25/2012	MODIS (Current)	123ABC45678	12.2				
	Tue	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	07/11/2017	12/04/2018	VERUS Edge	123ABC45678	18.4		Y		19.2
New Platform	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814		10/25/2010	MODIS (Heritage)	123ABC45678	10.4				
	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	10/29/2018	04/01/2019	ZEUS	123ABC45678	19.2	10/29/2021	Y		
New Platform	Sun	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814		07/21/2010	Vantage PRO	123ABC45678	10.2				
New Platform	Mon	FName LName	555-555-1234	123 Main Street Honolulu, HI 96814	06/06/2011	06/16/2014	VERUS Wi	123ABC45678	14.2				

Diagnostic Opportunity List Use and Instructions

Print

For a simple customer list to print, click on Print.

The screenshot shows a web browser window displaying a diagnostic opportunity list. A printer preview window is overlaid on the left side of the browser. The printer preview window shows a table of diagnostic opportunities and a 'Print' button. The main browser window shows a search bar, a summary of software and platform opportunities, and a table of diagnostic opportunities.

Printer Preview Window:

Printer: Send To OneNote 2010
Let the app change my printing preferences
Orientation: Portrait
Pages: All pages
Scale: Shrink to fit
Margins: Normal
Headers and footers: Off
More settings

Main Browser Window:

Search customer name, phone number or bundle version

Current Promotions!

Total # of Software Opportunities: 72
Total # of Platform Opportunities: 120

Print | Excel | PDF

Activation Date	Upgrade Date	Platform	Serial #	Ver	Prepaid	Self Prepaid	Frge	Date
	02/16/2012	Vantage PRO	123ABC45678	11.4				
	08/31/2018	VERDICT	123ABC45678	18.2				
	11/16/2012	MODIS (Current)	123ABC45678	12.4				
10/29/2018	04/01/2019	ZEUS	123ABC45678	19.2	10/29/2021	Y		
07/11/2017	12/04/2018	VERUS Edge	123ABC45678	18.4		Y		19.2
	10/03/2012	MODIS (Current)	123ABC45678	12.4				
03/29/2010	09/29/2010	ETHOS	123ABC45678	10.2				
05/21/2009	12/03/2012	SOLLIS Pro	123ABC45678	12.4				
06/24/2009	07/25/2012	MODIS (Current)	123ABC45678	12.2				
10/30/2009	06/17/2016	VERUS	123ABC45678	16.2				
	10/25/2010	MODIS (Heritage)	123ABC45678	10.4				

Diagnostic Opportunity List Use and Instructions

Excel

Click on the Excel link to create a spreadsheet for slicing and dicing data. Print from the Excel spreadsheet, too.

The screenshot shows the Snap-on diagnostic opportunity list interface. At the top, there is a search bar and a navigation menu. Below that, there are filters for Sales Profile, Region, and Bus. Mgr. The summary statistics show 70 Software Opportunities and 160 Platform Opportunities. A red arrow points to the 'Excel' link in the top right corner. Below the interface, a Microsoft Excel spreadsheet is open, displaying the same data in a table format.

Opportunities	Call Day	Customer Name	Phone	Address	Shop Name	Activation	Upgrade Date	Platform	Serial #	Ver	Prepaid Exp	Sub	Prepaid	Free	Due
14	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	02/16/2012		Vantage PRO	123ABC45678	11.4					
15	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	08/31/2018		VERDICT	123ABC45678	18.2					
16	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	11/16/2012		MODIS (Current)	123ABC45678	12.4					
17	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	10/29/2018	04/01/2019	ZEUS	123ABC45678	19.2	10/29/2021		Y		
18	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	07/11/2017	12/04/2018	VERUS Edge	123ABC45678	18.4					19.2
19	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv		10/03/2012	MODIS (Current)	123ABC45678	12.4					
20	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	03/29/2010	09/29/2010	ETHOS	123ABC45678	10.2					
21	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	05/21/2009	12/03/2012	SOLUS Pro	123ABC45678	12.4					
22	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	06/24/2009	07/25/2012	MODIS (Current)	123ABC45678	12.2					
23	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	10/30/2009	06/17/2016	VERUS	123ABC45678	16.2					
24	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv		10/25/2010	MODIS (Heritage)	123ABC45678	10.4					
25	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv		03/28/2012	SOLLIS	123ABC45678	11.4					
26	Title/Subscription/PreWed	FName LName	555-555-1234	123 Main Str	ABC Automotiv	08/16/2018	01/16/2019	APOLLO-D8	123ABC45678	18.4					
27	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	07/03/2018	07/03/2018	APOLLO-D8 Live (2-yr)	123ABC45678	18.2	7/3/2020		Y		19.2
28	Subscription	FName LName	555-555-1234	123 Main Str	ABC Automotiv	03/26/2014	05/01/2019	SOLLIS Ultra	123ABC45678	19.2					
29	Title/Subscription	FName LName	555-555-1234	123 Main Str	ABC Automotiv	09/25/2014	03/21/2019	VERUS Pro	123ABC45678	18.4					
30	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	06/18/2012	08/22/2016	VERUS Wi	123ABC45678	16.2				Y	19.2
31	New Platform	FName LName	555-555-1234	123 Main Str	ABC Automotiv	09/23/2010	02/23/2012	MODIS (Current)	123ABC45678	11.4					

Diagnostic Opportunity List Use and Instructions

PDF

Use the PDF link to export and convert into a PDF document.

2019+ADGroup-sjos-dataservicesgroup&Filter= - Microsoft Edge

https://diagoppbeta.snapon.com/SoftOppsGeneratedPDF.aspx?mode=pdf&FranchiseeNumber=D41252&Sort=&SortDir=&Version=1!

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Software Bundle 19.2 Opportunities

Franchisee Name: FName LName M
Franchisee #: D41252
Region: Northeast Region
Business Manager: BSM Full Name
Diagnostics Sales Developer: OSD Full Name
Other DR Linked to this Route: None
Total # of Software Opportunities: 72
Total # of Platform Opportunities: 120

Snap-on

This list contains your diagnostic installed base of customers who have purchased platforms or upgrades since Software Bundle 6.2. This reflects upgrade data through 8/27/2019.

Opportunities Day	Customer Name	Phone	Address	Shop Name	Activation	Upgrade Date	Platform	Serial #	Ver	Prepaid Exp	Sub	Prepaid Free	Due
New Platform	Fri Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	02/18/2012	08/31/2018	Vantage PRO	123ABC45678	11.4				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	08/31/2018	08/31/2018	MODIS (Current)	123ABC45678	18.2				
New Platform	Sat Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	11/18/2012	04/01/2019	ZEUS	123ABC45678	12.4	10/29/2021	Y		
New Platform	Tue Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	07/11/2017	12/04/2018	VERUS Edge	123ABC45678	18.4				19.2
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	03/29/2010	08/26/2010	ETHOS	123ABC45678	10.2				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	05/1/2009	03/23/2012	SOLUS Pro	123ABC45678	12.4				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	06/24/2009	07/25/2012	MODIS (Current)	123ABC45678	12.2				
New Platform	Fri Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	10/30/2009	06/17/2016	VERUS	123ABC45678	16.2				
New Platform	Mon Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	09/23/2009	08/23/2010	SOLUS Ultra	123ABC45678	10.4				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	04/15/2019	04/15/2019	SOLUS Edge	123ABC45678	19.2				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	06/16/2014	06/16/2014	MODIS (Current)	123ABC45678	14.2				
New Platform	Mon Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	10/20/2009	08/24/2018	ETHOS	123ABC45678	15.2				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	11/01/2011	03/21/2019	SOLUS Ultra	123ABC45678	18.4		Y		19.2
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	03/28/2012	03/04/2019	SOLUS Ultra	123ABC45678	18.4				
New Platform	Mon Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	03/18/2012	03/18/2012	MODIS (Current)	123ABC45678	11.4				
New Platform	Mon Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	03/30/2011	03/30/2011	Moussas	123ABC45678	8.4				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	07/12/2010	07/12/2010	Vantage PRO	123ABC45678	8.4				
New Platform	Mon Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	09/18/2018	09/18/2018	MODIS (Current)	123ABC45678	13.2				
New Platform	Fri Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	04/14/2010	04/10/2019	VERUS Edge	123ABC45678	19.2				
New Platform	Mon Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	07/13/2006	07/13/2006	Vantage PRO	123ABC45678	8.4				
Title Subscription	Mon Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	07/10/2017	03/23/2019	MODIS Edge	123ABC45678	18.4				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	02/08/2007	02/08/2007	MODIS (Heritage)	123ABC45678	8.4		Y		19.2
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	04/30/2009	05/28/2018	SOLUS Pro	123ABC45678	12.4				

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Opportunities Day	Customer Name	Phone	Address	Shop Name	Activation	Upgrade Date	Platform	Serial #	Ver	Prepaid Exp	Sub	Prepaid Free	Due
New Platform	Mon Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	10/22/2009	02/23/2015	VERUS	123ABC45678	14.4				
New Platform	Sun Fname Lname M	555-555-1234	123 Main Street, Honolulu, HI 09814	ABC Automotive	09/23/2009	08/22/2010	SOLUS Pro	123ABC45678	10.2				

Search customer name, phone number or bundle version

Current Promotions

Total # of Software Opportunities: 72
Total # of Platform Opportunities: 120

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Activation	Upgrade	Platform	Serial #	Ver	Prepaid	Sub	Prepaid Free	Due
02/16/2012	02/16/2012	Vantage PRO	123ABC45678	11.4				
08/31/2018	08/31/2018	VERDICT	123ABC45678	18.2				
08/31/2018	08/31/2018	VERUS Pro	123ABC45678	18.4	Y			19.2
08/31/2018	08/31/2018	VERUS WI	123ABC45678	18.2				
08/31/2018	08/31/2018	MODIS (Current)	123ABC45678	11.4				
11/16/2012	11/16/2012	MODIS (Current)	123ABC45678	12.4				
08/15/2011	04/08/2016	SOLUS Pro	123ABC45678	15.2				
09/10/2017	03/23/2019	VERUS Edge	123ABC45678	18.4				
08/26/2010	08/26/2010	SOLUS Ultra	123ABC45678	8.2				
08/18/2018	08/18/2018	SOLUS Ultra	123ABC45678	19.2				
10/29/2021	04/01/2019	ZEUS	123ABC45678	19.2	10/29/2021	Y		
04/15/2019	04/15/2019	SOLUS Edge	123ABC45678	19.2				
06/16/2014	06/16/2014	MODIS (Current)	123ABC45678	14.2				
10/20/2009	08/24/2018	ETHOS	123ABC45678	15.2				
11/01/2011	03/21/2019	SOLUS Ultra	123ABC45678	18.4		Y		19.2
03/28/2012	03/04/2019	SOLUS Ultra	123ABC45678	18.4				
03/18/2012	03/18/2012	MODIS (Current)	123ABC45678	11.4				
03/30/2011	03/30/2011	Moussas	123ABC45678	8.4				
07/12/2010	07/12/2010	Vantage PRO	123ABC45678	8.2				
09/18/2018	09/18/2018	MODIS (Current)	123ABC45678	13.2				
04/14/2010	04/10/2019	VERUS Edge	123ABC45678	19.2				
07/13/2006	07/13/2006	Vantage PRO	123ABC45678	8.4				
07/10/2017	03/23/2019	MODIS Edge	123ABC45678	18.4				
02/08/2007	02/08/2007	MODIS (Heritage)	123ABC45678	8.4		Y		19.2
04/30/2009	05/28/2018	SOLUS Pro	123ABC45678	12.4				

9:46 AM 8/2/2019