

Where is the Novated Connect portal?

www.novatedconnect.com.au

How do I login?

Just click login on the top right hand corner and enter your user name and password.

What if I forget my user name and password?

Your user name is your email address. If you forget your password just give us a call on 1300 266 828 and we'll verify your user name and reset your password.

How do I quote?

Novated Connect makes it easy to quote on any car. Simply log in and follow the prompts that allow you to select the vehicle you require using the sliders and input fields. You can also match the vehicle pricing to your purchase order. Once the vehicle particulars are entered, enter the customers gross salary, payroll frequency, expected kms and lease term and click 'Novate'.

You'll be presented with a screen showing you a summary of the lease details and the savings. To proceed, press 'Next' and complete your client contact and employer information. Select Quote from the drop down box and upload the required documentation. Pressing "Save & Send" will submit the quotation for processing by Novated Connect.

How to I adjust the quote?

If you've quoted your customer, you can adjust the term and kms by scrolling to the bottom of the quote and clicking back.

Why are kms important?

Kms no longer effect Fringe Benefits Tax but they are still important because they influence the budget for servicing, maintenance, tyres and petrol. Your customer is most likely to come back to your dealership for their servicing and maintenance work, it's important that this is as close as possible.

What does the weekly/monthly/fortnightly cost mean?

This is the reduction in your customers take home pay (what they receive in their bank each pay period) and includes the lease repayments plus all running costs.

Why are there 2 less lease installments than the term of the lease?

We defer the first 2 lease payments to ensure that your customers salary packaging company has more than enough time to begin salary deductions. Easifleet will forward the salary packager advice within 7 days of settlement. This gives at least 21 days to begin payroll deductions.

Who is insurance with and what does it over?

Insurance is with Lumley General Insurance, underwritten by Wesfarmers. The policy covers new for old replacement in the first year of registration and market value + 20% in subsequent years. The standard excess (for over 25's) is \$500 and includes up to \$1,500 for a hire car if required. You are eligible for one excess free windscreen replacement each year.

What is included in the lease?

Lease Payments, Servicing, Maintenance, Tyres (if travelling over 50,000kms), Fuel, Insurance, Roadside Assistance, additional Registration.

What happens if the customer doesn't spend all of the funds in the maintenance budget?

The maintenance account is fully reconcilable which means if the customer doesn't spend all of the funds into the account it will be reimbursed to them through their payroll. If they over spend they will be invoiced for the difference. Easifleet will provide access to a web reporting statement so that all expenses can be monitored and managed.

SALARY RESULTS DIAGRAM

Estimated Salary Results

	Non-Novated	Novated Lease	
Gross Salary	2,884.62	2,884.62	
Lease Costs (pre tax)	-	352.75	These costs added together pay the lease and running costs
GST on Employee Cont.	-	18.43	
Revised Gross Salary	2,884.62	2,513.43	
Income Tax Payable	666.35	555.23	
Lease Costs (post tax)	-	202.73	This amount comes out of post tax to offset FBT liability
Current / New Take Home Pay	2,218.27	1,755.48	The net cost, after factoring in the tax saving
Net Effect To Take Home Pay	-	462.79	
Vehicle Running Costs	593.26		
Net Salary (after all costs)		1,755.48	The amount left in take home pay
Saving per Pay Period		130.47	The savings!
Saving over the Lease Term		13,568.41	

How do I print a copy of the quote?

At the top of the quote page click the button that says Print Estimate

How do I get the customer to commit to a quote?

Print a copy of the quote by clicking Print Estimate and have the customer sign the quote and then upload it on the next page with application form, insurance, privacy statement, drivers license and a copy of the vehicle order then click "Save and Send"

How do I view previous quotes?

On the right hand control panel under "My Quotes" you can find the customers name, quote date and quote number. Click the link to view the full quote.

How do I add other users?

Click "Add" in the right hand control panel next to "Users". Enter the new users full name and email address and their Account Type; Employee or Dealer Admin (so they can add other users) and click create and they will receive an email requesting them to create a password.

Definitions

FBT Base Value	Cost of the car, minus on roads
Residual Value	Amount due at the end of the lease, set by the ATO
Servicing	Routine servicing
Maintenance	General vehicle maintenance
Insurance	Full comprehensive insurance

Commercial Vehicles?

A Novated Lease is restricted to cars with a payload of under a tonne and an occupancy rate of 8 passengers (plus the driver) which makes 9 people total.