MSX
IMPACT
Total Loss Avoidance

Maximize your repair opportunity with proactive, event-driven support for genuine parts

When a collision results in a total loss, Bodyshops commonly lose out on estimating time, labor, and parts sales, with parts being the largest cost component in most cases. By leveraging strategic solutions, Bodyshops can turn these potential losses into profitable repairs.

Through MSX's partnership with automotive vehicle manufacturers, additional savings on parts prices in these instances can be realized. This means that Bodyshops can revise the vehicle estimate to offer a more competitive repair cost that falls below the total-loss value threshold. By reducing the repair price presented to insurers, the vehicle becomes repairable. This process not only generates more business for the Bodyshop but also builds stronger relationships with insurance companies.
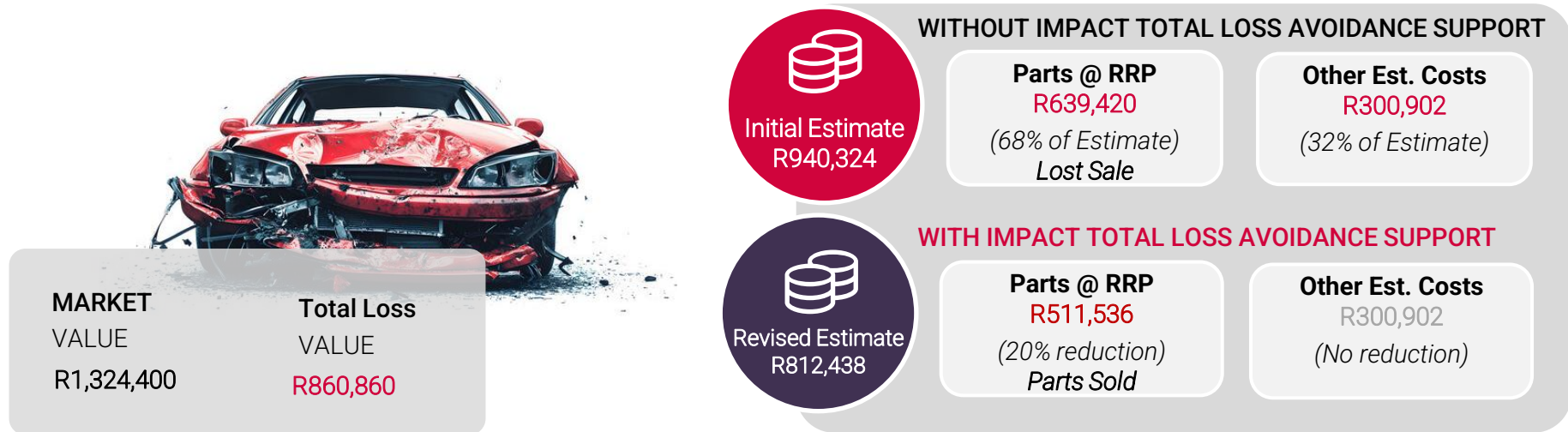
Total loss avoidance program:

›   Utilizes a unique algorithm to flag Total Loss Avoidance cases early, identifying potential repairs before vehicles are declared total losses.

›   Enables MSX to work directly with Bodyshops to facilitate real-time, automated data exchange, ensuring quick access to parts and reducing delays in the repair process.

›   Provides Bodyshops with access to specialized tactical pricing support, helping them secure the best deals on parts for Total Loss Avoidance cases, thereby optimizing profitability.
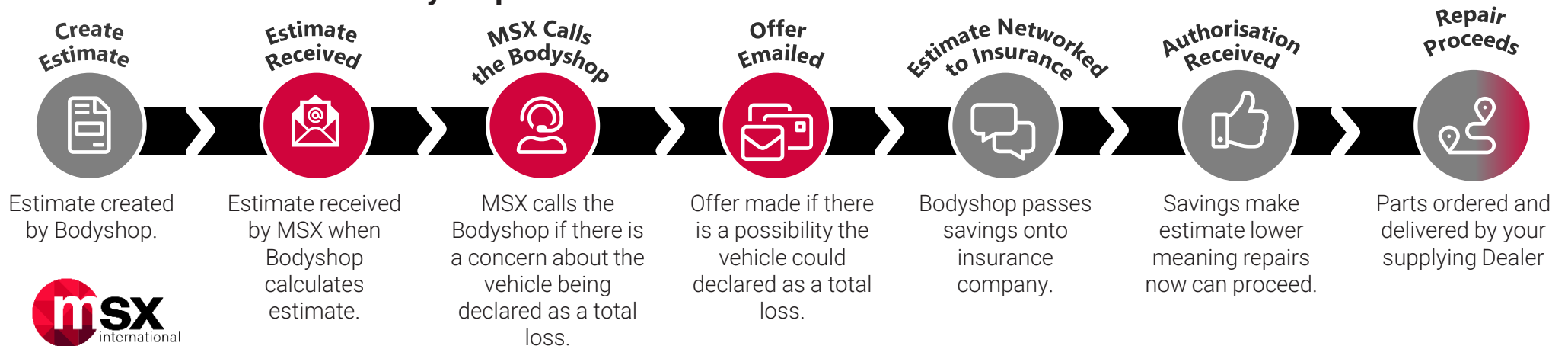
Increased sales for the Bodyshop

Boost your Bodyshop's sales with significant parts savings of R127,884! By revising the estimate, you can now repair vehicles that previously would have been considered a total loss. This strategic adjustment allows you to offer repair solutions that sit below the total loss value threshold, increasing your repair capacity and driving more business

MARKET
VALUE
R1,324,400

Total Loss
VALUE
R860,860

WITHOUT IMPACT TOTAL LOSS AVOIDANCE SUPPORT

Initial Estimate
R940,324

Parts @ RRP	**Other Est. Costs**
R639,420	R300,902
(68% of Estimate)	*(32% of Estimate)*
Lost Sale	

WITH IMPACT TOTAL LOSS AVOIDANCE SUPPORT

Revised Estimate
R812,438

Parts @ RRP	**Other Est. Costs**
R511,536	R300,902
(20% reduction)	*(No reduction)*
Parts Sold	

Example – Discount varies by case

Total Loss Avoidance Bodyshop Process

Create Estimate	**Estimate Received**	**MSX Calls the Bodyshop**	**Offer Emailed**	**Estimate Networked to Insurance**	**Authorisation Received**	**Repair Proceeds**
Estimate created by Bodyshop.	Estimate received by MSX when Bodyshop calculates estimate.	MSX calls the Bodyshop if there is a concern about the vehicle being declared as a total loss.	Offer made if there is a possibility the vehicle could declared as a total loss.	Bodyshop passes savings onto insurance company.	Savings make estimate lower meaning repairs now can proceed.	Parts ordered and delivered by your supplying Dealer

mSX international

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Get in touch with us

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