



(Fig. 1)

RouteOne's innovative Dealer Management System (DMS) integration solution enables a two-way exchange of credit application information with your ARG System.

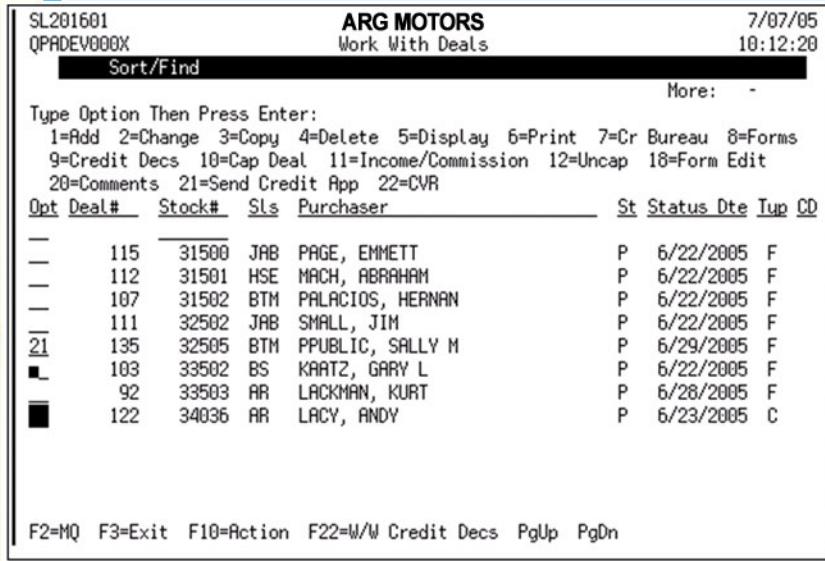
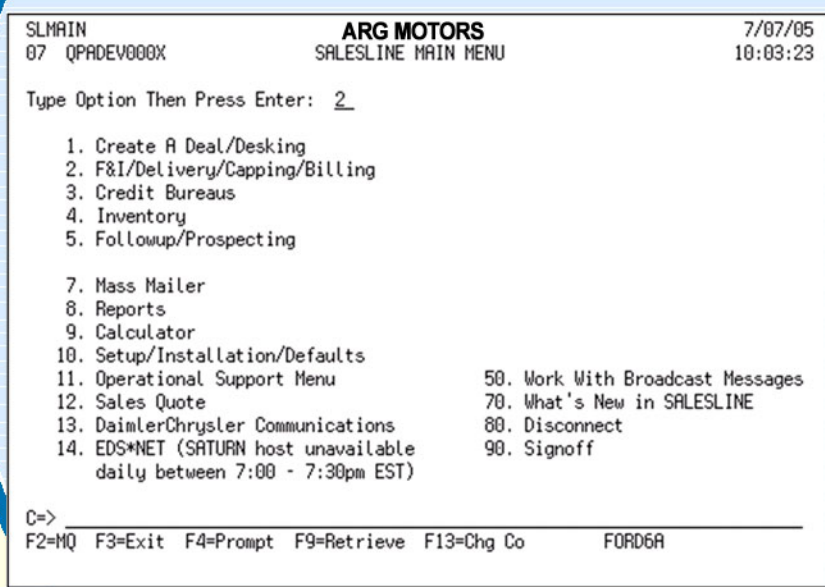
ARG integration allows fields on the RouteOne credit application to be populated with information obtained electronically from your ARG System, thereby eliminating duplicate data entry. Saved or sent applications in the RouteOne system can be easily exported to your ARG System.

In addition, the RouteOne ARG integration solution provides enhanced reporting on all F&I information extracted nightly from your ARG system. ARG deal information will automatically populate the F&I log, F&I Performance, Decision Analysis, and Time Sales Analysis reports in the RouteOne Dealer Reporting Suite.

Key Features Covered:

- Importing credit applications to RouteOne from your ARG Sales module
- Locating Imported Deals in the RouteOne Deal Manager
- Exporting credit decisions from RouteOne to your ARG Sales module
- Viewing all of your dealership's F&I activity in the RouteOne Reporting Suite from data extracted nightly from ARG

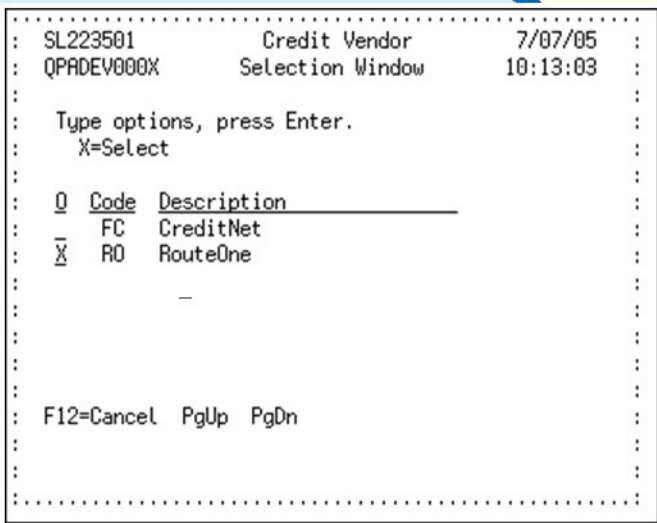
(Fig. 2)



1) Importing Credit Applications to RouteOne from your ARG Sales module

1. Begin at the Salesline Main Menu (SLMAIN) Screen (Fig. 1).
 2. Type **2**, **F&I/Delivery/Capping/Billing** and press **Enter**. The "F&I/Delivery/Capping/Billing Menu (SL2000)" will display.
 3. Type **1**, **Work With Deals** and press **Enter**. The "Work With Deals (SL201601)" screen will display (Fig. 2)
 4. In the "Opt" field next to a pending Finance or Lease Deal#, type **21**, **Send Credit App** and press **Enter**. The "Credit Vendor Selection" window will display (Fig 3).
- Note.** If RouteOne is the only credit vendor setup for your company, this window will not display.
5. Type an **X** next to the RouteOne credit vendor code and press **Enter**. The "Work With Deals" screen displays with a message indicating the credit application has been submitted to RouteOne. (cont. on next page)

(Fig. 3)



6. From the RouteOne **Deal Manager screen** the imported application will display as the first record in the Deal Manager denoted with the icon next to the primary applicant's name.

| APPLICANT | CO-APPLICANT | TT | S | D | CREDIT REPORTS | SUBMITTED | USER | FUNCTIONS |
|-----------|--------------|----|---|---|----------------|-----------|------|-----------|
| DMS | | R | | | Run | | | |

FINANCE SOURCES:

QUICK SEARCH Select Criteria [v] 2895 [Search]

Select Criteria
Last Name
First Name
Social Security #
Finance Source App #
DMS Deal #

2) Locating Imported Deals in the RouteOne Deal Manager

The easiest way to find a previously imported deal in RouteOne is by doing a **Quick Search on an ARG deal number**. Select 'deal number' from the Quick Search drop down, enter your target deal number in the space provided, and click the 'Search' button.

Alternatively, to view **all ARG imported deals** click the 'link located above the column heading on the Deal Manager. Select the **'DMS' option from the 'App Origin' filter** and click the button. This filter will return all your imported DMS deals.

DMS Export
LAMB, JOHN
Vehicle: NEW 2004 SPECIAL COUPE Co-Applicant: CRAFT, JULIE
Transaction Type: Retail Amount Financed: \$24501

Export Application

| USERNAME | EXPORT | TIME OF EXPORT |
|------------|-------------------------------------|----------------------|
| ANTHONY123 | <input checked="" type="checkbox"/> | 01/07/2005 - 3:37 PM |

Export Application & Finance Source Information

DMS Export
LAMB, JOHN
Vehicle: NEW 2004 SPECIAL COUPE Applicant: CRAFT, JULIE
Transaction Type: Retail Amount Financed: \$24501

Export Application & Finance Source Information

| DECISION | USERNAME | EXPORT | TIME OF EXPORT |
|--|------------|-------------------------------------|----------------------|
| <input type="radio"/> APPROVED - 01/13/2005 - 9:35 AM | ANTHONY123 | <input checked="" type="checkbox"/> | 01/07/2005 - 3:37 PM |
| <input type="radio"/> PRELIMINARY - 01/13/2005 - 5:10 PM | | | |

FINANCE SOURCE 2

| DECISION | USERNAME | EXPORT | TIME OF EXPORT |
|--|----------|--------|----------------|
| <input type="radio"/> APPROVED - 01/13/2005 - 8:19 AM | | | |
| <input type="radio"/> PRELIMINARY - 01/13/2005 - 8:12 AM | | | |

3) Exporting Credit Decisions from RouteOne to Your ARG Sales Module

- From the **Deal Manager Screen**, click the export icon located in the **FUNCTIONS** column of the Deal Manager for the customer/application you wish to export. If a Security Alert window displays, click **Yes** to continue. A RouteOne **Export Options Screen** will display.
- From the **Export Options Screen** select the following:
 - Export Application & Finance Source Information** = Selecting this option will export data entered in the RouteOne application and select credit decision information to your ARG Sales Application.
- Continue the export process by clicking the radio button next to the decision(s) you wish to export, and then click the **Export** button.
- Upon completion of the RouteOne export process complete one of the following:
 - Wait for the nightly job to automatically download the Credit Decision(s) to the DMS.
 - OR**
 - Access the ARG Sales application to request an immediate download.

NOTE: All deals that have been imported to the RouteOne System from ARG will update the same deal number in ARG upon exporting the deal from RouteOne.

4) Viewing all of your dealership's F&I activity in the RouteOne Reporting Suite from data extracted nightly from ARG

As a RouteOne/ARG integrated dealer you have access to an automated, powerful Dealer Reporting Suite, enabling you to more efficiently and effectively manage your business.

As an ARG integrated dealer, the ARG Sales Application will send a nightly batch file to the RouteOne System detailing ALL of your dealership's closed or finalized deals. The next day, when you login to RouteOne, you can run reports (**Decision Analysis, F&I Log, F&I Performance, Time Sales Analysis**) including all your F&I activities and transaction details for extracted records, regardless of whether the deal originated in your ARG Sales Application or RouteOne System.

RouteOne Dealer Reporting Suite - Microsoft Internet Explorer

Dealer

- Decision Analysis**
Dealer Decision Analysis (Time and Mix). Analyze decisions made by each finance source over time.
- Finance and Insurance Log**
Dealer Finance and Insurance Log.
- Finance and Insurance Performance**
Dealer Finance and Insurance Performance.
- Time Sales Analysis**
Dealer Time Sales Analysis (TSA).

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