



## Integration Guide

RouteOne's innovative Dealer Management System (DMS) integration solution enables a two-way exchange of credit application information with your ARKONA system. ARKONA integration allows fields on the RouteOne credit application to be populated with information obtained electronically from your ARKONA system, thereby eliminating duplicate data entry. Saved or sent applications in the RouteOne system can be easily imported and exported via your ARKONA system. In addition, the RouteOne-ARKONA integration solution provides enhanced reporting on all F&I information extracted nightly from your ARKONA system. Closed or final deal information will automatically populate various performance reports in the RouteOne Dealer Reporting Suite.

Key features of this guide:

- How to import credit applications to RouteOne from your ARKONA system
- How to export credit applications and Finance Source decisions from RouteOne to your ARKONA system
- How to view all your dealership's F&I activity in the RouteOne Reporting Suite from data extracted nightly from ARKONA

### Importing Deals from ARKONA to RouteOne

Importing a credit application from your ARKONA system is quick and easy!

1. From your ARKONA system, take option **1=Deals** from the Business Office menu and key in the stock number of your deal.
2. Use function **35=Credit Application** to display the Credit Application Selection screen.

```
B05981R                A R K O N A                7/24/06
JIM                    Credit Application Selection
=====
Buyer  DELL, ANTHONY M.
Vehicle N 2006 FORD FIVE HUNDRED (F212)
1=View 2=Change 3=Payment 6=App Functions

Opt Date  Time  Int Tupe          Pmt Reference          Status
-----

F3=Exit  F5=Refresh  F6=New Credit Application  F12=Cancel
```

- Use function **F6=New Credit Application** to display the Credit App Company selection window and take option **1=Select** by RouteOne to display the Customer Information screen.

```
B01059DB          A R K O N A          7/24/06
JIM              Route One
=====
Buyer   DELL, ANTHONY M.          DOB  5/25/1975  SS NO. 123-45-6789
Current: Status* 1 Owns home      Time At 3 0  Pmt/Rent: 1500
Address 3615 MELVIN DRIVE SOUTH
City   BALDWINSVILLE      St NY  Zip 13027  Phone 315-635-6880


Current: Status* F Full Time      Time At 10 0
Employer ABC COMPANY              Occ  MANAGER          Phone 315-652-3522
Income Type* 3 MO                Amount 5000
Other Income Amount 0  Source

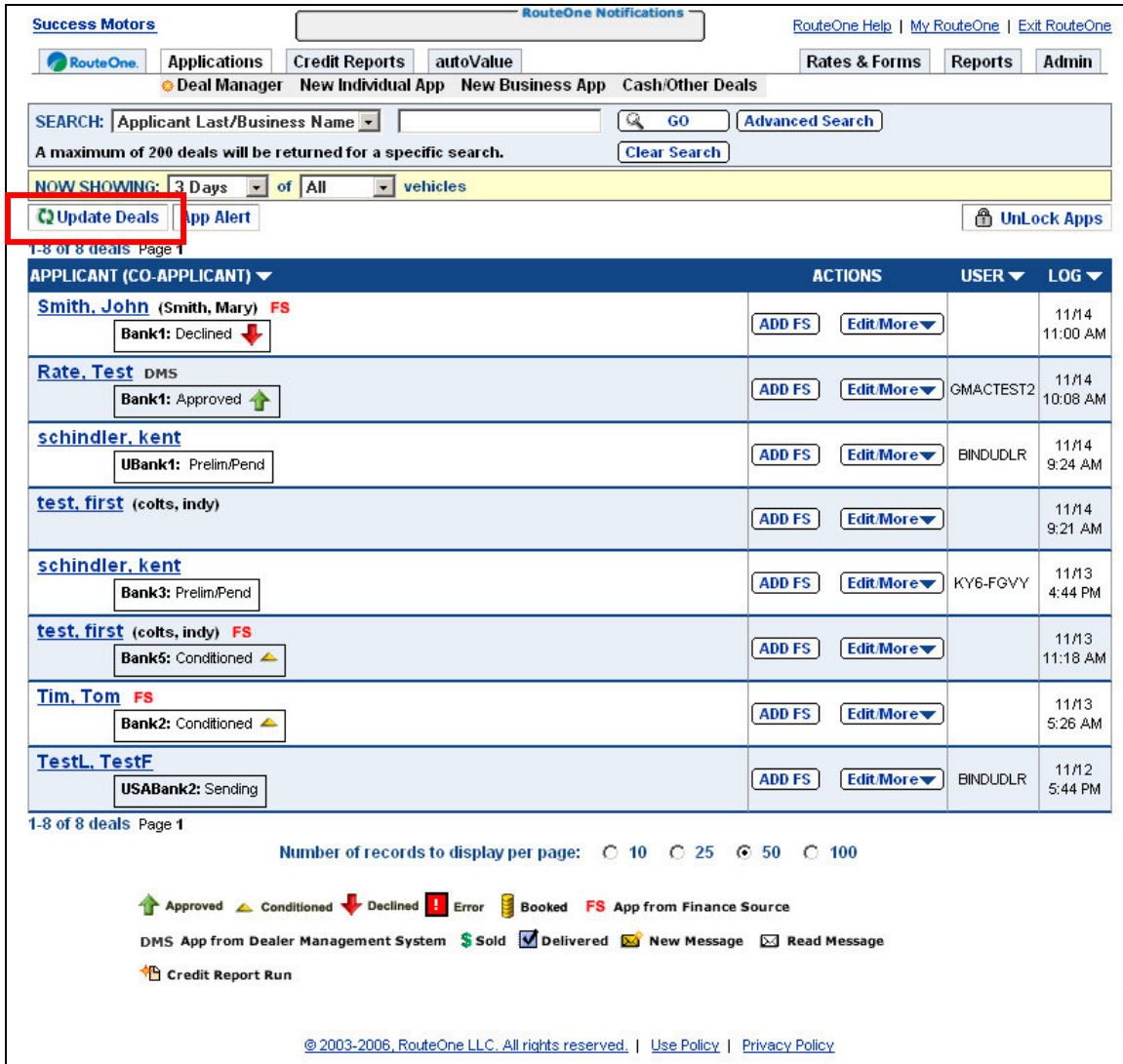
F3=Exit   F8=Comments   F12=Previous
```

- Complete the required application information and press **[ENTER]** to display the Submission Confirmation window.
- Use function **F10=Submit** to submit the application to RouteOne and return to the Credit Application Selection screen.

## Locating Imported Deals in the RouteOne Deal Manager

The *Deal Manager* is the hub of RouteOne. From here you can manage, locate, and review your deals. It is designed to help you quickly scan and check a deal's status using easy-to-read icons.

Click the  button located in the upper left-hand side of the screen. The page will refresh and the imported application will display as the first record in the Deal Manager.



The screenshot displays the RouteOne Deal Manager interface. At the top, there are navigation tabs for 'RouteOne', 'Applications', 'Credit Reports', 'autoValue', 'Rates & Forms', 'Reports', and 'Admin'. Below these are sub-tabs for 'Deal Manager', 'New Individual App', 'New Business App', and 'Cash/Other Deals'. A search bar is present with a dropdown menu set to 'Applicant Last/Business Name' and a 'GO' button. Below the search bar, it states 'A maximum of 200 deals will be returned for a specific search.' and includes a 'Clear Search' button. The main content area shows 'NOW SHOWING: 3 Days of All vehicles' and a red-bordered 'Update Deals' button. Below this is a table of deals with columns for 'APPLICANT (CO-APPLICANT)', 'ACTIONS', 'USER', and 'LOG'. The table contains 8 rows of deal information, including applicant names, bank statuses, and action buttons like 'ADD FS' and 'Edit More'. At the bottom, there is a legend for deal statuses (Approved, Conditioned, Declined, Error, Booked, FS) and a footer with copyright information.

APPLICANT (CO-APPLICANT)	ACTIONS	USER	LOG
Smith, John (Smith, Mary) FS Bank1: Declined ↓	ADD FS Edit More		11/14 11:00 AM
Rate, Test DMS Bank1: Approved ↑	ADD FS Edit More	GMATEST2	11/14 10:08 AM
schindler, kent UBank1: Prelim/Pend	ADD FS Edit More	BINDUDLR	11/14 9:24 AM
test, first (colts, indy)	ADD FS Edit More		11/14 9:21 AM
schindler, kent Bank3: Prelim/Pend	ADD FS Edit More	KY6-FGVY	11/13 4:44 PM
test, first (colts, indy) FS Bank5: Conditioned ▲	ADD FS Edit More		11/13 11:18 AM
Tim, Tom FS Bank2: Conditioned ▲	ADD FS Edit More		11/13 5:26 AM
TestL, TestF USABank2: Sending	ADD FS Edit More	BINDUDLR	11/12 5:44 PM

## Submitting Imported Deals to a Finance Source

To submit an imported deal to a Finance Source, simply click on the primary applicant's name in the Deal Manager and you will be taken through the RouteOne application submission process used for all applications. **Data entered in ARKONA will populate the RouteOne credit application; however, you must still complete all required fields highlighted in yellow and choose at least one Finance Source before submitting the application.**