

## Integration Quick Start Guide

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

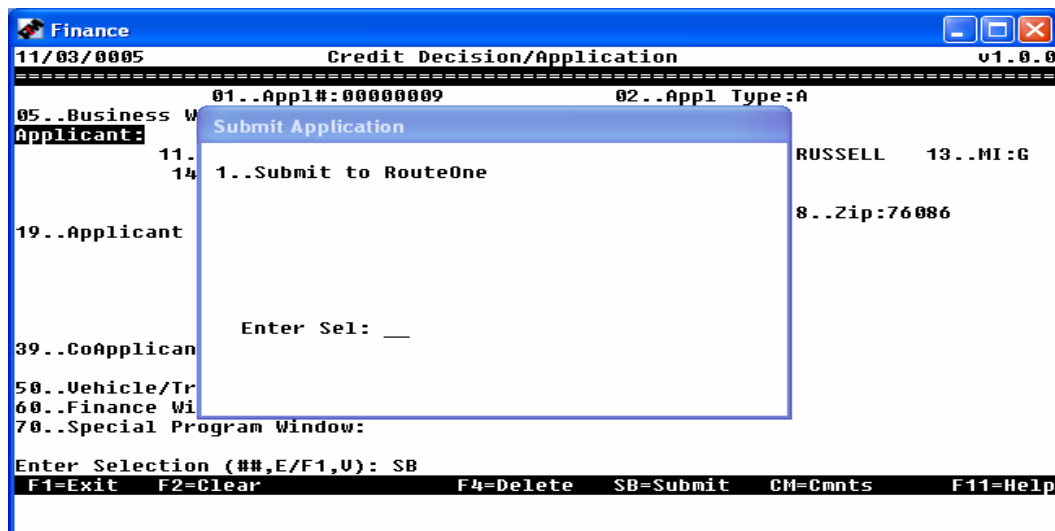
### Key Features of this guide:

- How to import credit applications to RouteOne from DPC Systems;
- How to export credit applications and Finance Source decisions from RouteOne to DPC Systems; and
- How to run dealer performance reports contained in RouteOne’s Reporting Suite

## Importing Deals from DPC Systems to RouteOne

Importing a deal from DPC Systems to RouteOne is quick and easy!


1. From the Credit Decision/Application screen, select the application you wish to send to RouteOne. Type **“SB”** to display the “Submit Application” screen.

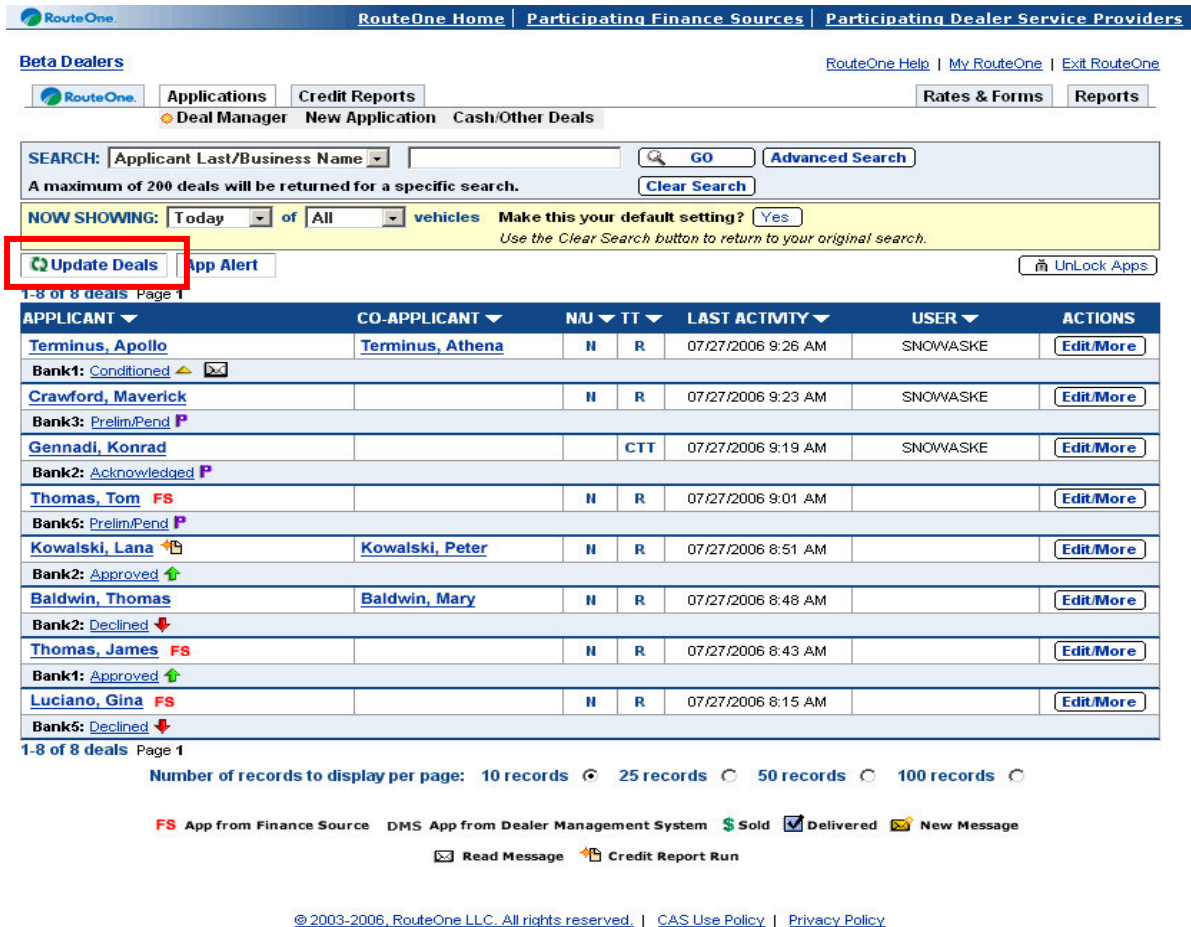


2. Enter the selection number for **“Submit to RouteOne”**.

## 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  [Update Deals](#) 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 denoted with the **DMS** icon next to the primary applicant's name.



The screenshot displays the RouteOne Deal Manager interface. At the top, there are navigation links for "RouteOne Home", "Participating Finance Sources", and "Participating Dealer Service Providers". Below this, there are tabs for "Applications", "Credit Reports", "Rates & Forms", and "Reports". The "Deal Manager" tab is active, showing a search bar with the text "Applicant Last/Business Name" and a "GO" button. A yellow banner indicates "NOW SHOWING: Today of All vehicles". The "Update Deals" button is highlighted with a red box. Below the banner is a table of deals with columns for Applicant, Co-ApPLICANT, NU, TT, LAST ACTIVITY, USER, and ACTIONS. The first row shows "Terminus, Apollo" as the applicant and "Terminus, Athena" as the co-applicant. The table is followed by a legend for deal statuses and a footer with copyright information.

APPLICANT	CO-APPLICANT	NU	TT	LAST ACTIVITY	USER	ACTIONS
Terminus, Apollo	Terminus, Athena	II	R	07/27/2006 9:26 AM	SNOWASKE	<a href="#">Edit More</a>
Bank1: Conditioned						
Crawford, Maverick		II	R	07/27/2006 9:23 AM	SNOWASKE	<a href="#">Edit More</a>
Bank3: Prelim/Pend						
Gennadi, Konrad			CTT	07/27/2006 9:19 AM	SNOWASKE	<a href="#">Edit More</a>
Bank2: Acknowledged						
Thomas, Tom		II	R	07/27/2006 9:01 AM		<a href="#">Edit More</a>
Bank5: Prelim/Pend						
Kowalski, Lana	Kowalski, Peter	II	R	07/27/2006 8:51 AM		<a href="#">Edit More</a>
Bank2: Approved						
Baldwin, Thomas	Baldwin, Mary	II	R	07/27/2006 8:48 AM		<a href="#">Edit More</a>
Bank2: Declined						
Thomas, James		II	R	07/27/2006 8:43 AM		<a href="#">Edit More</a>
Bank1: Approved						
Luciano, Gina		II	R	07/27/2006 8:15 AM		<a href="#">Edit More</a>
Bank5: Declined						

## 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 DPC SYSTEMS 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.

## Exporting Deals from RouteOne to DPC SYSTEMS

The RouteOne DPC SYSTEMS integration also allows you to export an application and Finance Source decision from RouteOne to your DPC SYSTEMS system. All deals that have been imported to the RouteOne system from DPC SYSTEMS will update the same deal number in DPC SYSTEMS upon exporting the deal from RouteOne. In order to do so:

1. From the **RouteOne Deal Manager Screen**, click the **Actions** link located in the right column of the Deal Manager for the customer/application you wish to export.
2. Select **'Export Application to DMS'**.

The screenshot displays the RouteOne Deal Manager interface. At the top, there are navigation tabs: "RouteOne Home", "Participating Finance Sources", and "Participating Dealer Service Providers". Below this, there are sections for "Beta Dealers" and "RouteOne" with sub-tabs for "Applications", "Credit Reports", "Rates & Forms", and "Reports". The "Deal Manager" sub-tab is active, showing options for "New Application" and "Cash/Other Deals".

A search bar is present with the text "SEARCH: 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 "NOW SHOWING:" section indicates "Today" of "All" vehicles, with a "Make this your default setting?" option set to "Yes".

The main content area shows a table of deals. The table has columns for "APPLICANT", "CO-APPLICANT", "NU", "TT", "LAST ACTIVITY", "USER", and "ACTIONS". The first row shows a deal for "Terminus, Apollo" with a "DMS" status, co-applicant "Terminus, Athena", and last activity on 07/27/2006 at 9:26 AM. The "ACTIONS" column for this row has a dropdown menu open, showing options: "Edit this Application", "Export Application to DMS" (highlighted), "View Credit Report", "Run Credit Report", and "Show all Copies of this App".

Below the table, there are pagination controls showing "1-8 of 8 deals" and "Page 1". There are also controls for "Number of records to display per page" with options for 10, 25, 50, and 100 records. At the bottom, there are status indicators for "FS App from Finance Source", "DMS App from Dealer Management System", "Sold", "Delivered", "New Message", "Read Message", and "Credit Report Run".

3. A RouteOne **Export Options Screen** will display.

**DMS Export**  
**LAMB , JOHN**  
 Vehicle: NEW 2004 SPECIAL COUPE    Co-Applicant: CRAFT , JULIEX  
 Transaction Type: Retail  
 Amount Financed: \$24901

**Export Application**

USERNAME	EXPORT	TIME OF EXPORT
<b>History Log</b>		
ANTHONY123	✓	01/27/2005 - 3:37 PM

**Export Application & Finance Source Information**

4. Select one of the following:

- **Export Application Only:** Selecting this option will allow you to export data entered in the RouteOne application (excluding any credit decision) to DPC SYSTEMS system. If you selected **Export Application Only**, continue the export process by clicking the  button.
- **Export Application and Credit Decision:** Selecting this option will export data entered in the RouteOne application and select credit decision information to your DPC SYSTEMS system.

**DMS Export**  
**LAMB , JOHN**  
 Vehicle: NEW 2004 SPECIAL COUPE    Applicant: CRAFT , JULIEX  
 Transaction Type: Retail  
 Amount Financed: \$24901

**Export Application**

**Export Application & Finance Source Information**

DECISION	USERNAME	EXPORT	TIME OF EXPORT
<b>FINANCE SOURCE 1</b>			
<input type="radio"/> APPROVED - 01/13/2005 - 9:35 AM	ANTHONY123	✓	01/27/2005 - 3:37 PM
<input type="radio"/> PRELIMINARY - 01/12/2005 - 5:10 PM			
<b>FINANCE SOURCE 2</b>			
<input type="radio"/> APPROVED - 01/12/2005 - 8:19 AM			
<input type="radio"/> PRELIMINARY - 01/12/2005 - 8:12 AM			

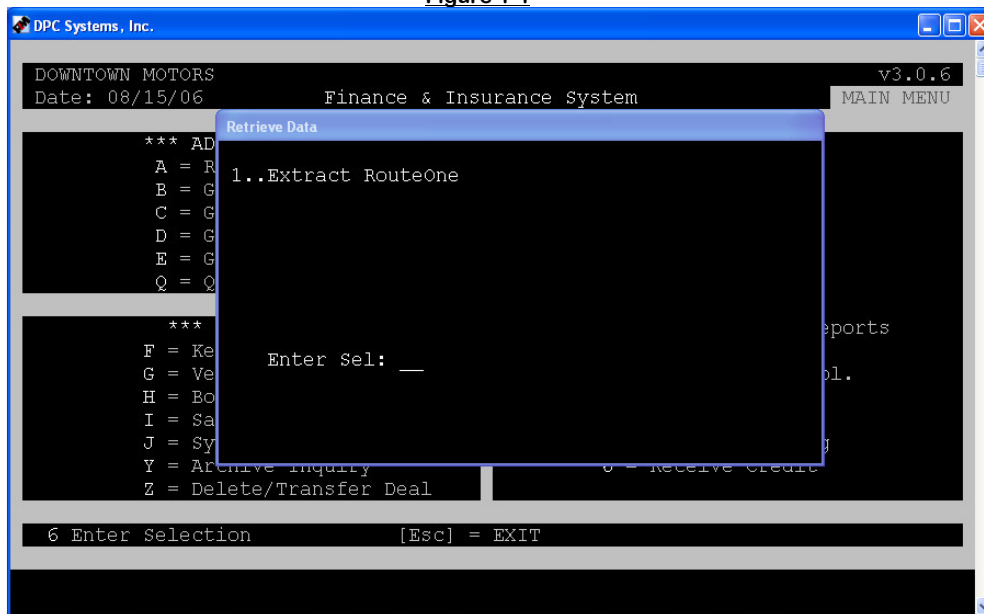
If you selected **Export Application & Finance Source Information**, continue the export process by clicking the radio button  next to the decision you wish to export, and then click the  button. Your exported deal is now available in your DPC SYSTEMS system.

## Locating the Exported Deal or Decision in DPC Systems

To locate a deal exported from RouteOne to DPC Systems:

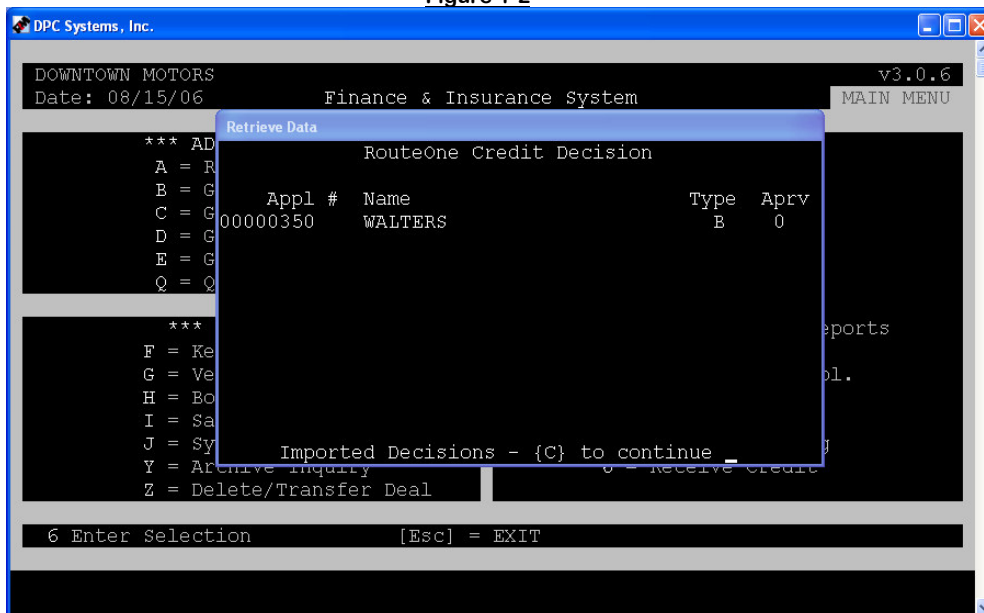
1. Select the “Receive Credit” option from the F&I Main Menu
2. Select “1...Extract RouteOne” option to retrieve “Decisions” marked for export (See Figure 1-1). Once this is done, the DMS System will retrieve all the “Decisions” from RouteOne and import the “Decisions” into the Credit database.

Figure 1-1



3. Once all the “Decisions” have been imported, a summary list of imported decisions will be displayed. (See Figure 1-2)

Figure 1-2



## RouteOne Dealer Reports

The RouteOne system can generate a variety of reports to help you better manage your business and identify opportunities to increase profits. As a RouteOne/DSP VENDOR integrated dealer you have access to a powerful Dealer Reporting Suite:

- **Decision Analysis (Time and Mix) Report:** Allows the F&I Manager to monitor decision time and mix, by Finance Source, for decided credit applications.
- **Time Sales Analysis Report:** Provides share analysis by Finance Source showing finance penetration both as a percentage of total vehicle sales as a percentage of finance contracts (available “time sales”).
- **Finance & Insurance Log Report:** Provides a comprehensive sales record, displaying relevant attributes for each sales transaction and totals/averages for the selected date ranges and input parameters. This report closely models many of the manual and automated F&I Logs used today.

Each night, RouteOne will retrieve a file from the DSP VENDOR system detailing ALL of your dealership’s accepted or capped deals. The next morning, when you login to RouteOne, you can run various performance reports including all your F&I activities and transaction details for extracted records, regardless of whether the deal originated in your DSP VENDOR or RouteOne system.

1. Simply click the **Reports tab** at the top of any screen to open a new browser window.
2. Select the report you’d like to run.
3. Set the parameters and time frames from the drop down lists to help you better compare and analyze information. Click on **Run** to generate the report (this may take several seconds).

Previously generated reports will remain accessible for 24 hours; however, the data used to run the reports is available in the RouteOne system for 24 months so you can always regenerate any dealer report. You can also view, save, and print reports in a .CSV (comma separated value) file format for use with spreadsheet programs such as Microsoft® Excel.