RouteOne & Integration

The Benefits Of Integration

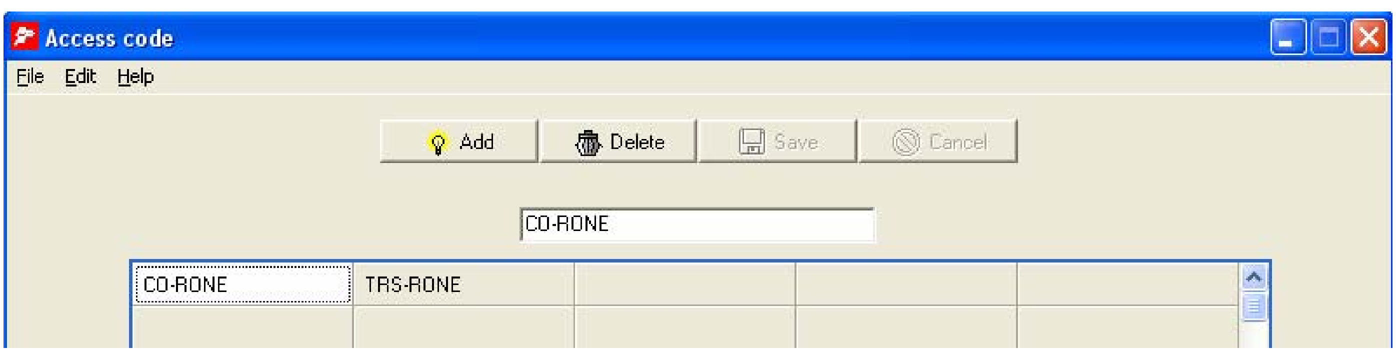
Our solution enables a two-way exchange of credit application information with your PPP system. PPP integration allows fields on the RouteOne credit application to be populated with information obtained electronically from your PPP system, thereby eliminating duplicate data entry. Saved or sent applications in the RouteOne system can be easily exported to your PPP system. In addition, the RouteOne/PPP integration solution also provides enhanced reporting on all F&I information, which is extracted nightly from your PPP system. PPP deal information will automatically populate the F&I Log, F&I Performance, and Time Sales Analysis reports in the RouteOne Dealer Reporting Suite.

In this PPP Integration Guide you will:

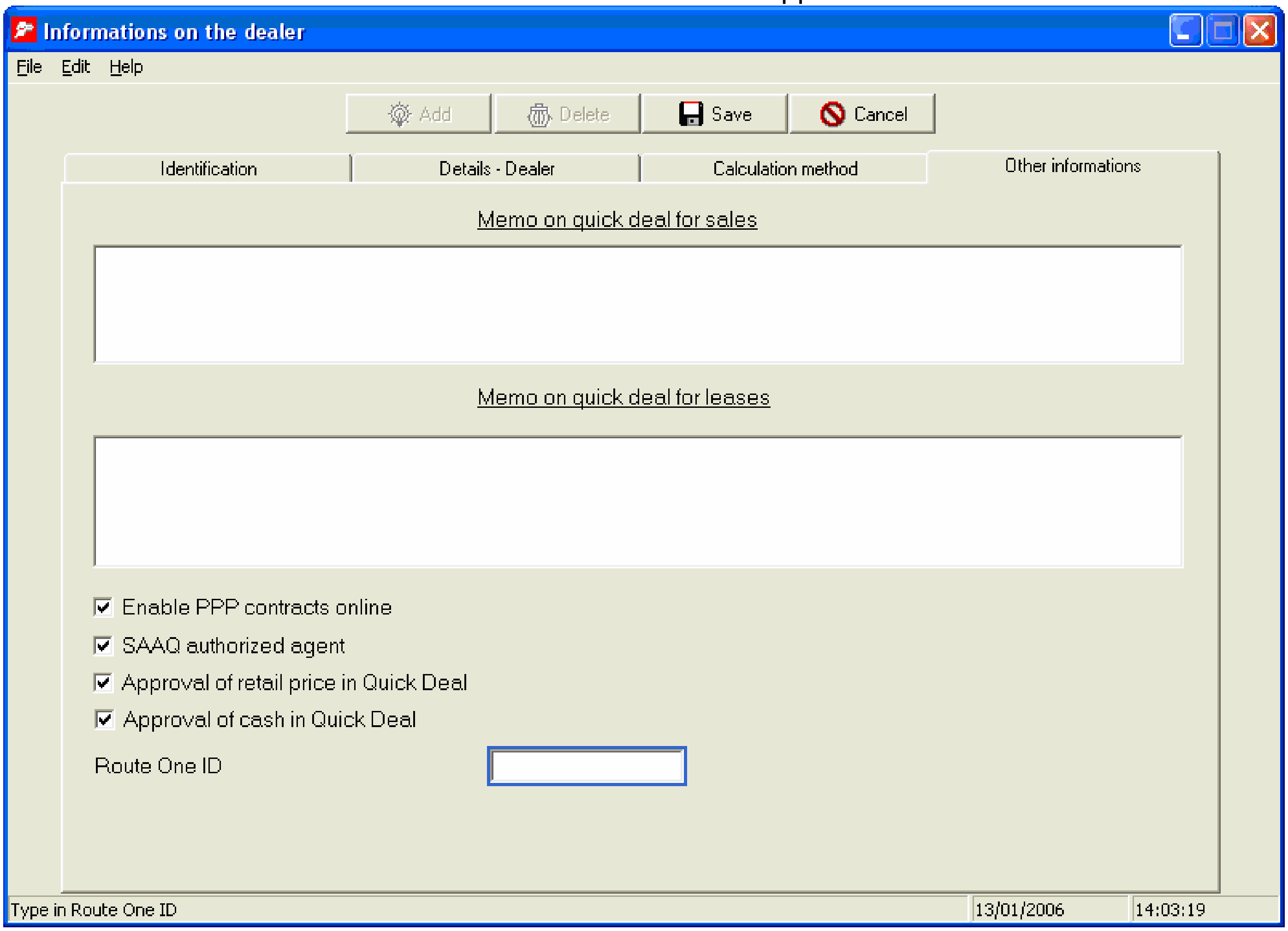
1. Configure and install the solution in the F&I software.
2. Identify how to import deals from PPP to the RouteOne system.
3. Identify how to export deals from the RouteOne system to PPP.
4. Consult and import the credit decision received from RouteOne system to PPP F&I.
5. View all your dealership's F&I activity in the RouteOne Reporting Suite.

1. Configuring and installing the solution in the F&I software

Configuring the F&I to interact with RouteOne service is quite simple. Two access codes are needed in the F&I system, which are *CO-RONE* and *TRS-RONE*. This is done easily using the screen below, which is accessed by the **Settings** menu, then **Access Codes**. In the newly opened form, you can add the two access codes using the designed **Add** and **Save** buttons and typing the codes in the text area. You must call PPP Support to get required permissions to add these codes.



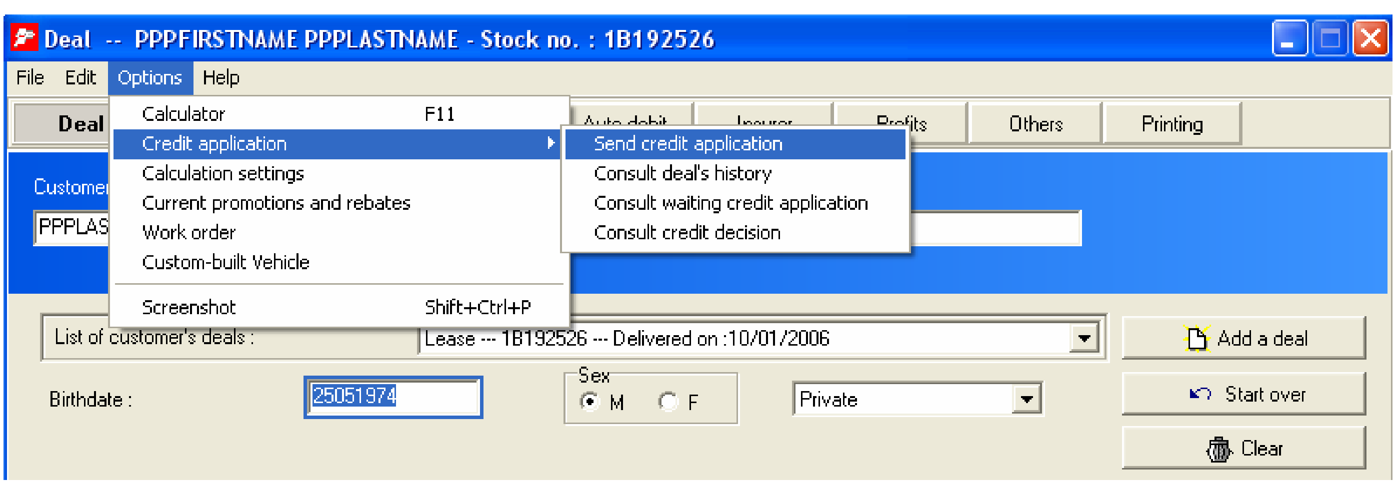
After that, in the **Settings** menu, then **Dealers**, the *RouteOne ID* must be added to the F&I in the **Other information**'s tab as seen below.



2. Importing Deals From PPP To RouteOne

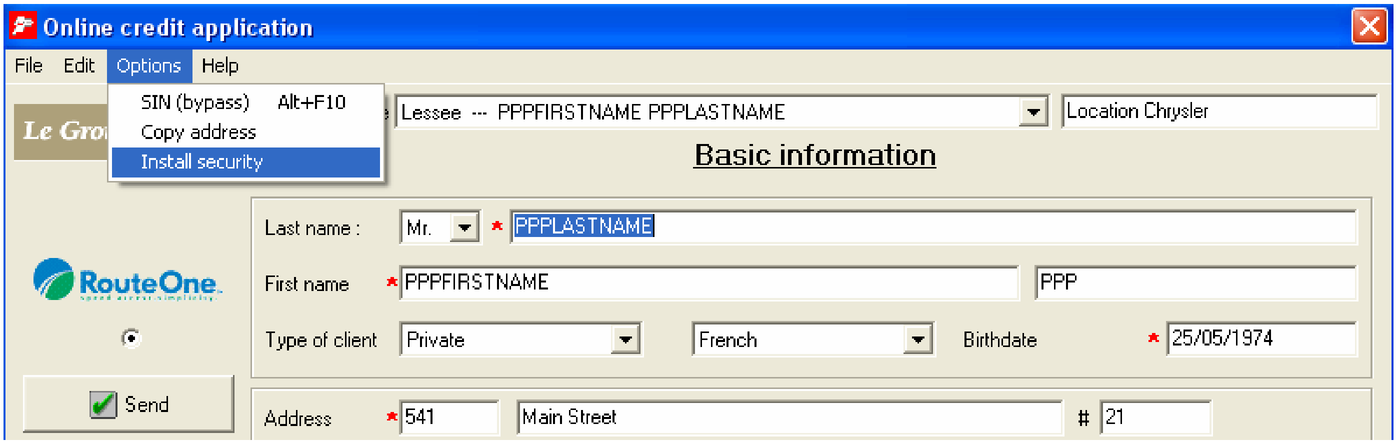
Importing a credit application from your PPP system to RouteOne is quick and easy!

First of all, once your deal has been created, select the **Deal**'s tab or **Worksheet**'s one and click the **Options**' menu, choose **Credit Application** then **Send credit application.**

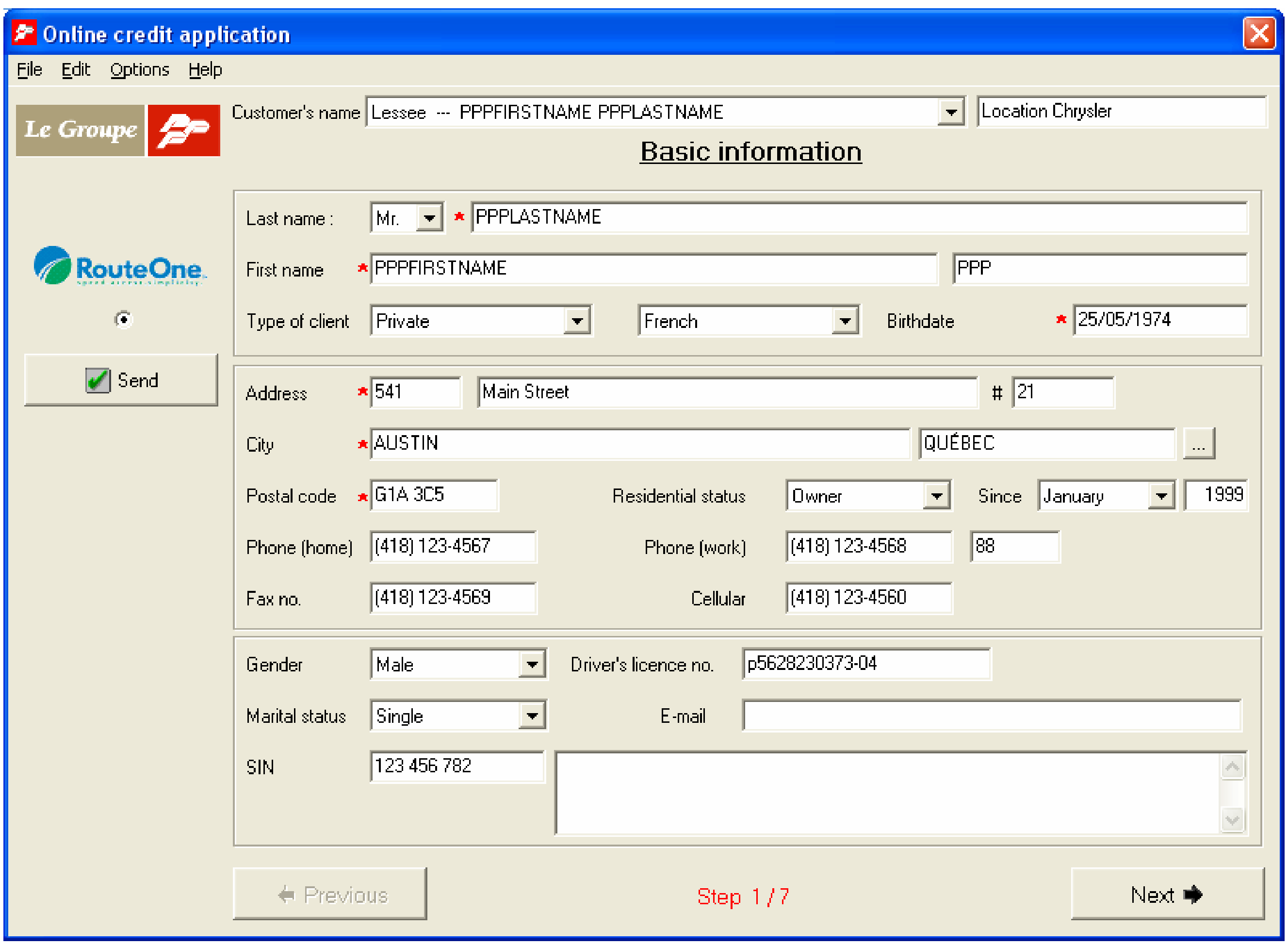


A new window will open with the applicant's general information. All of the information displayed in this page and the subsequent ones can be modified if needed.

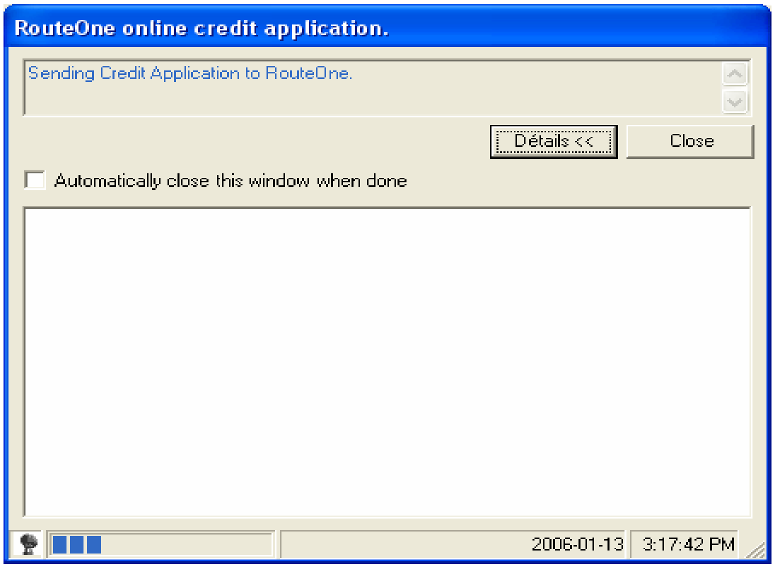
In order to use the Credit Application system, a security package needs to be installed on every client computer before its *first use*. It can be installed using the **Options** menu, then **Install security**. A message will be prompted confirming the successful installation.



On the left pane, there is a **Send** button that is used to send the credit application to RouteOne.



A new window open when you press the **Send** button and the credit application is send to RouteOne. If there are errors in the data that were sent to RouteOne, an error message will be displayed in the log window detailing the error encountered in the sent data. If everything succeeded, you can now close the log window and the **Online credit application** window and go back to your deal.

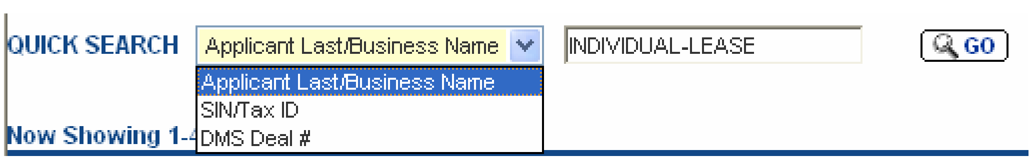


When the operation is completed, access the RouteOne system and, from the **Deal Manager Screen,** click the Update Deals button located in the upper right-hand side of the screen. The page will refresh, and the imported application will display as one of the first records in the Deal Manager (denoted with the DMS icon next to the primary applicant's name, which means that it comes from your PPP F&I system).

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 using the applicant's name:

1. Select *DMS Deal #* from the **Quick Search Pull-down Menu**
2. Enter your target Deal Number or Prospect Number in the field provided
3. Click the **Go** button



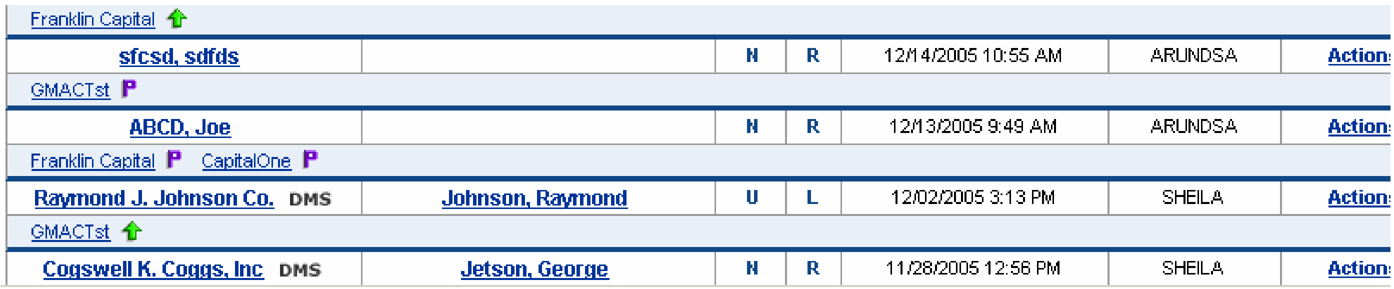
Submitting Imported Deals

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 PPP will populate the RouteOne credit application; however you must still complete all required fields highlighted in yellow and select at least one Finance Source before submitting the application.

3. Exporting Deals From RouteOne To PPP

PPP integration also allows you to export an application and Finance Source decision from RouteOne to your PPP system. In order to do so:

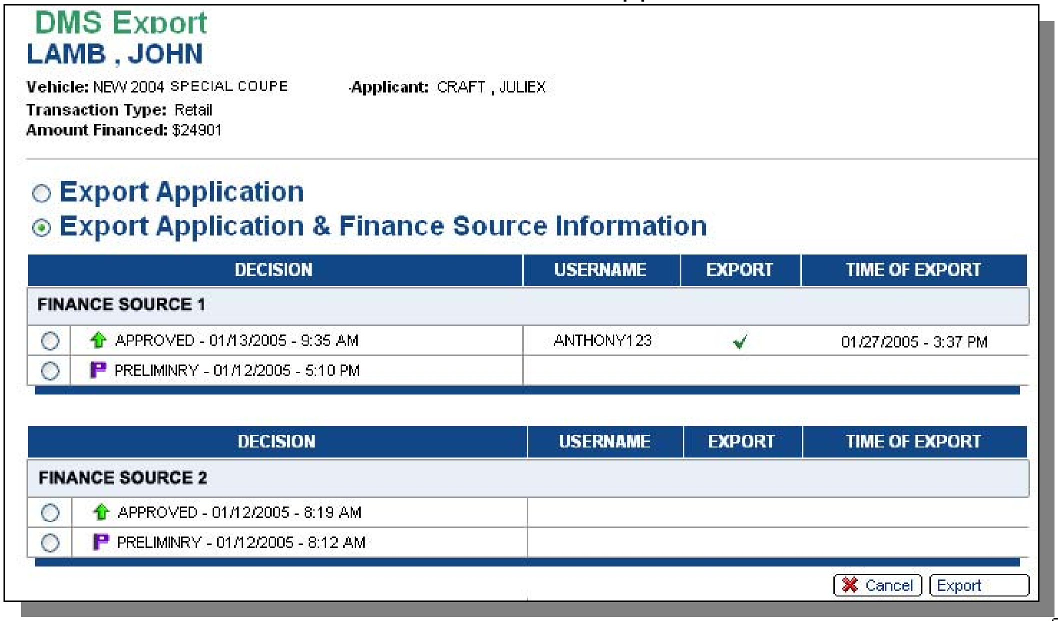
1. Access the RouteOne Deal Manager.



2. From the **Deal Manager Screen,** click the **Actions** link located in the column of the Deal Manager for the customer/application you wish to export. A RouteOne **Export Options Screen** will display.

3. From the **Export Options Screen** 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 your PPP integrated system.
   - **Export Application and Credit Decision** = Selecting this option will export data entered in the RouteOne application and send credit decision information to your PPP integrated system.

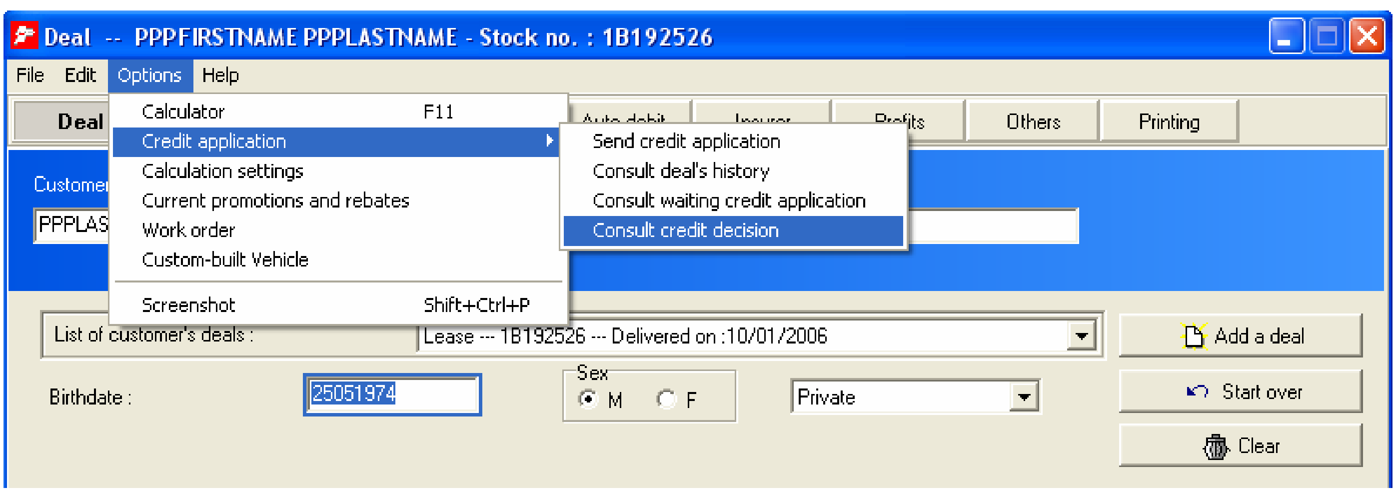


4. If you selected **Export Application Only** in step 2, continue the export process by clicking the Export button. If you selected **Export Application & Finance Source Information** in step 2, continue the export process by clicking the radio button next to the decision you wish to export, and then click the Export button. Your exported deal is now available in your PPP integrated system.

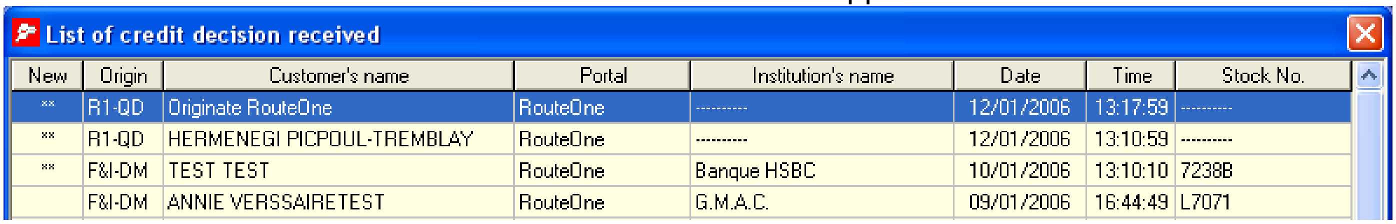
NOTE: All deals that have been imported to the RouteOne system from PPP will update the same deal number in PPP upon exporting the deal from RouteOne.

4. Consulting and importing credit decisions to PPP F&I

Once the credit decision has been exported in the RouteOne system to the PPP side, it can be consulted and imported in the F&I software. To accomplish such a simple task, the only thing that needs to be done is to use the **Options** menu, then **Credit application** and then **Consult credit decision** in the Deal window.

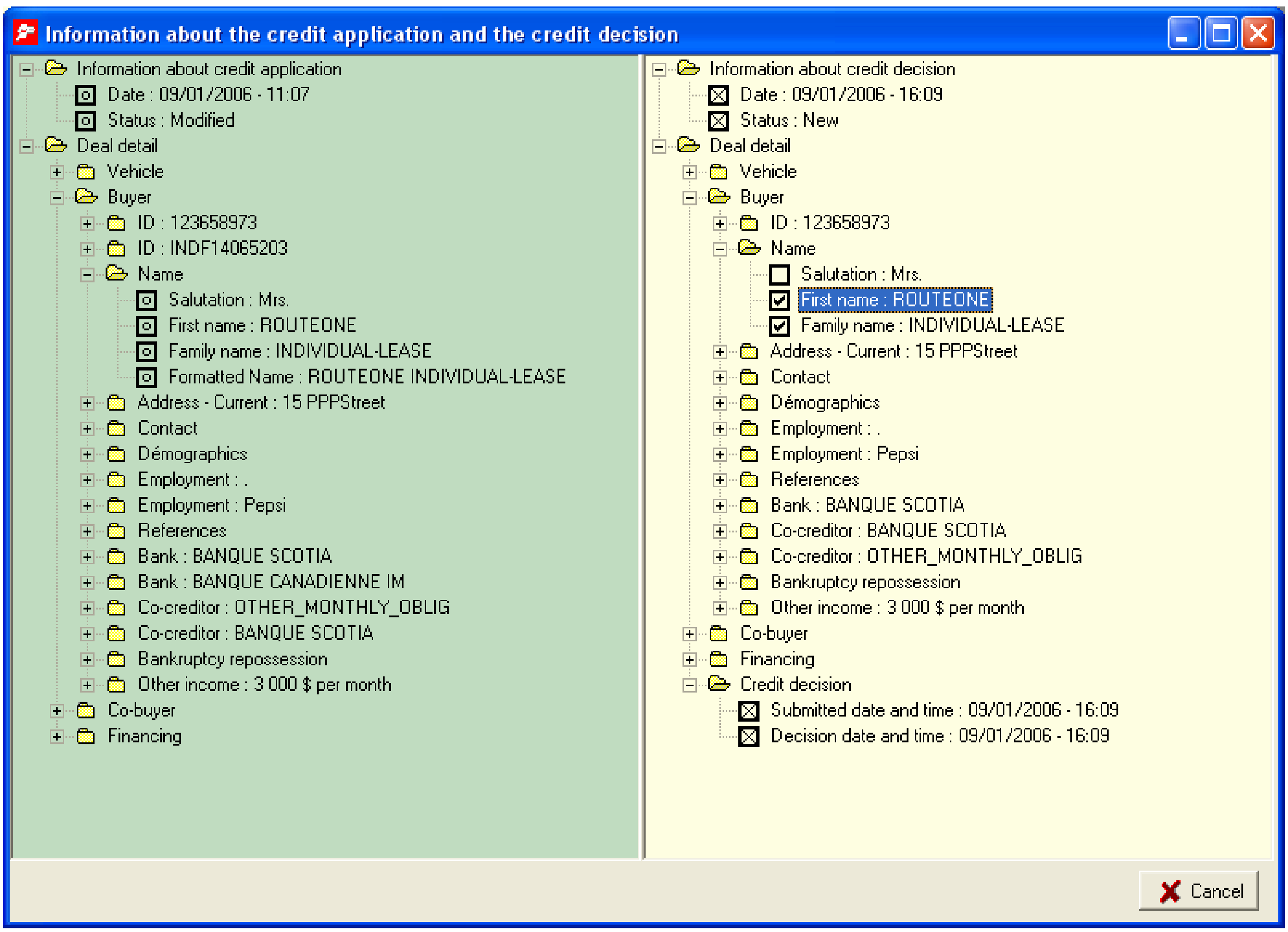


From that newly opened window, you can consult a list of all the new credit decisions received with some general information about those allowing you to identify each of them.



You can double click on any item in this list to view the credit decision's details as in the sample below.

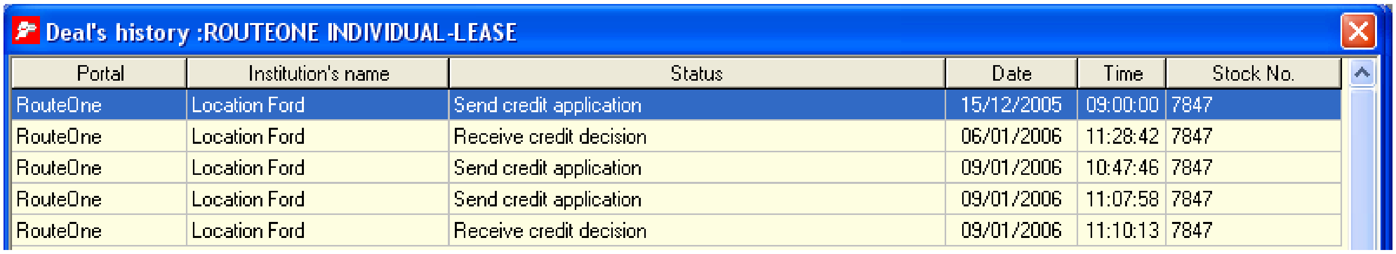
Credit application created on the RouteOne system.



Credit application originated from the PPP F&I software.

In the credit application's details' window, you can view the credit application that was sent on the left pane and the credit decision received on the right pane. It's used to easily see the differences between the credit application's data and the credit decision's data.

In order to import the credit decision information to the F&I, the deal must be selected in the **Deals Management** window. After that, select the **Options**' menu, then **Credit application** and **Consult deal's history**. You will get a window similar to the *Consult credit decision*'s one, but containing the current deal's history.


Deal's history :ROUTEONE INDIVIDUAL-LEASE

Portal	Institution's name	Status	Date	Time	Stock No.
RouteOne	Location Ford	Send credit application	15/12/2005	09:00:00	7847
RouteOne	Location Ford	Receive credit decision	06/01/2006	11:28:42	7847
RouteOne	Location Ford	Send credit application	09/01/2006	10:47:46	7847
RouteOne	Location Ford	Send credit application	09/01/2006	11:07:58	7847
RouteOne	Location Ford	Receive credit decision	09/01/2006	11:10:13	7847

From that moment on, you can double click on a history item and view its details.

This window is also used to import most of the credit application's data to the corresponding deal or to a new deal when it has been created on the RouteOne system. By default, the modified and new items are selected for import in this screen. For consistency concerns, you cannot import new *vehicles* and most of the information contained in the *worksheet*. They must be entered *manually* in the F&I, if they happen to have changed during the whole process.

5. Automatically Populate the RouteOne Reporting Suite with PPP F&I Data

As a RouteOne/PPP integrated dealer you have access to an automated, powerful Dealer Reporting Suite, enabling you to more efficiently and effectively manage your business. As a PPP integrated dealer, PPP will send a nightly batch file to the RouteOne system detailing ALL of your dealership's finalized deals. The next day, when you login to RouteOne, you can run reports **(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 PPP or RouteOne system.