

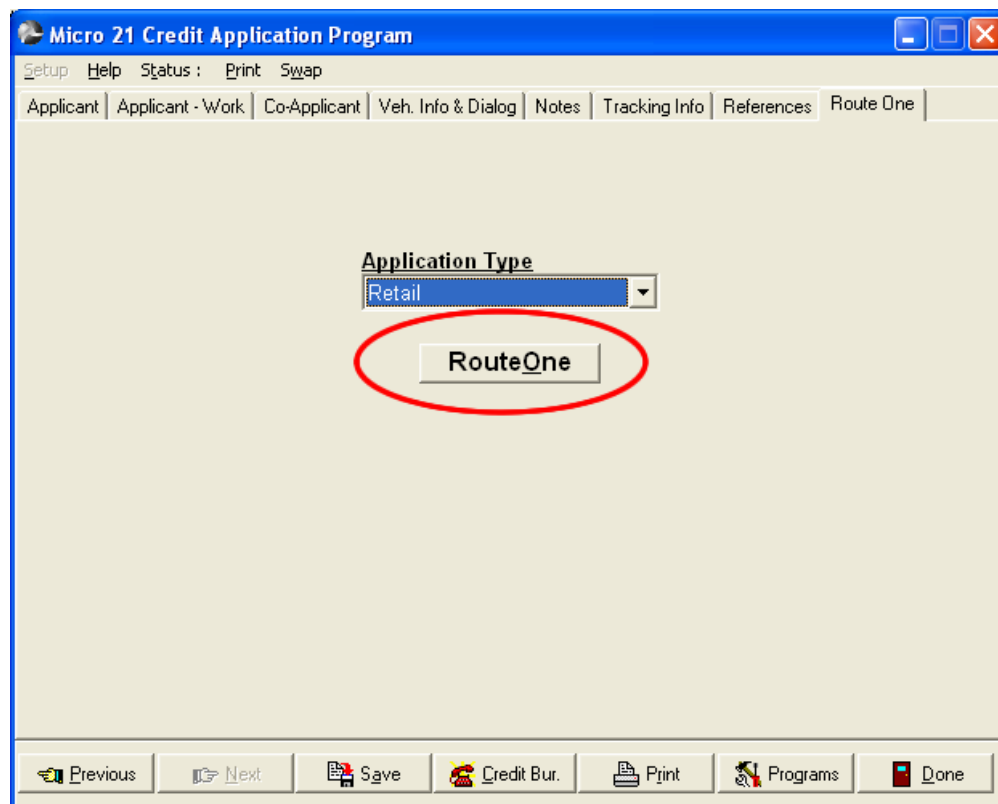
## Integration Guide

The RouteOne Micro 21 integration enables one-way exchange of customer application information from Micro 21 to RouteOne. Fields on the RouteOne credit application can be populated with information obtained electronically from Micro 21, thereby eliminating duplicate data entry.

### Importing Deals from Micro 21 to RouteOne

Importing customer deal information from Micro 21 to RouteOne is quick and easy!

1. From the Micro 21 Credit Application Program screen, click on the **RouteOne** button to send the entered information to RouteOne.



2. Click the RouteOne button to send the entered information to the RouteOne Submission program.

Deal Information

File Setups Admin Payment Rolls Help

New Rec Open Rec Save/Stay Save/Clear Reports C6100/P2500 Record 5 of 5

Prev Next Form P Forms Exit

Finance Buyer Sold Veh. Trade(s) Veh. Ins. Title/Fund Notes

**Buyer Information**

First Name Middle Name  
BEN T

Last Name Suffix  
OWNLEY

Address Type Direction  
826 SOUTH MAIN

City State Zipcode  
ELIJAY GA 30540

County Time @ Residence Home Phone  
11 Yrs 2 Mos (445) 364-2364

**Cobuyer Information**

First Name Middle Name  
TIM O

Last Name Suffix  
SHEA

Address Same as buyer's Type Direction  
6001 NORTH SHEPHERD

City State Zipcode  
ALLEN TX 75002

County Time @ Residence Home Phone  
5 Yrs 6 Mos (334) 333-6543

**Rent/Mtg Information**

Landlord/Mtg Holder: MRS JONES Rent/Own: Rent

Street Address: 9 TENTH AVE Rent/Mtg Pmt: 650.00

City/State/Zip: BOHEMIA, NY 11716 Phone #: (334) 789-4758

Check OFAC

RouteOne

Standard Information Additional Work/BK Previous Information

3. Enter your email address, select the status of the application, and click the **Submit** button.

Micro 21 RouteOne Submission

File

Possible Matches

Id	Submitted	Last Name	First Name	SSN	Stock Number
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Search On: Search For: Search Show All

Deal Type: Retail

First Name: BEN

Last Name: OWNLEY

SSN: 887-12-6262

Stock Number: 12720B

Year: 1999

Make: Honda

Model: Civic

Vin: 1HGEJ6673XL040979


Email:

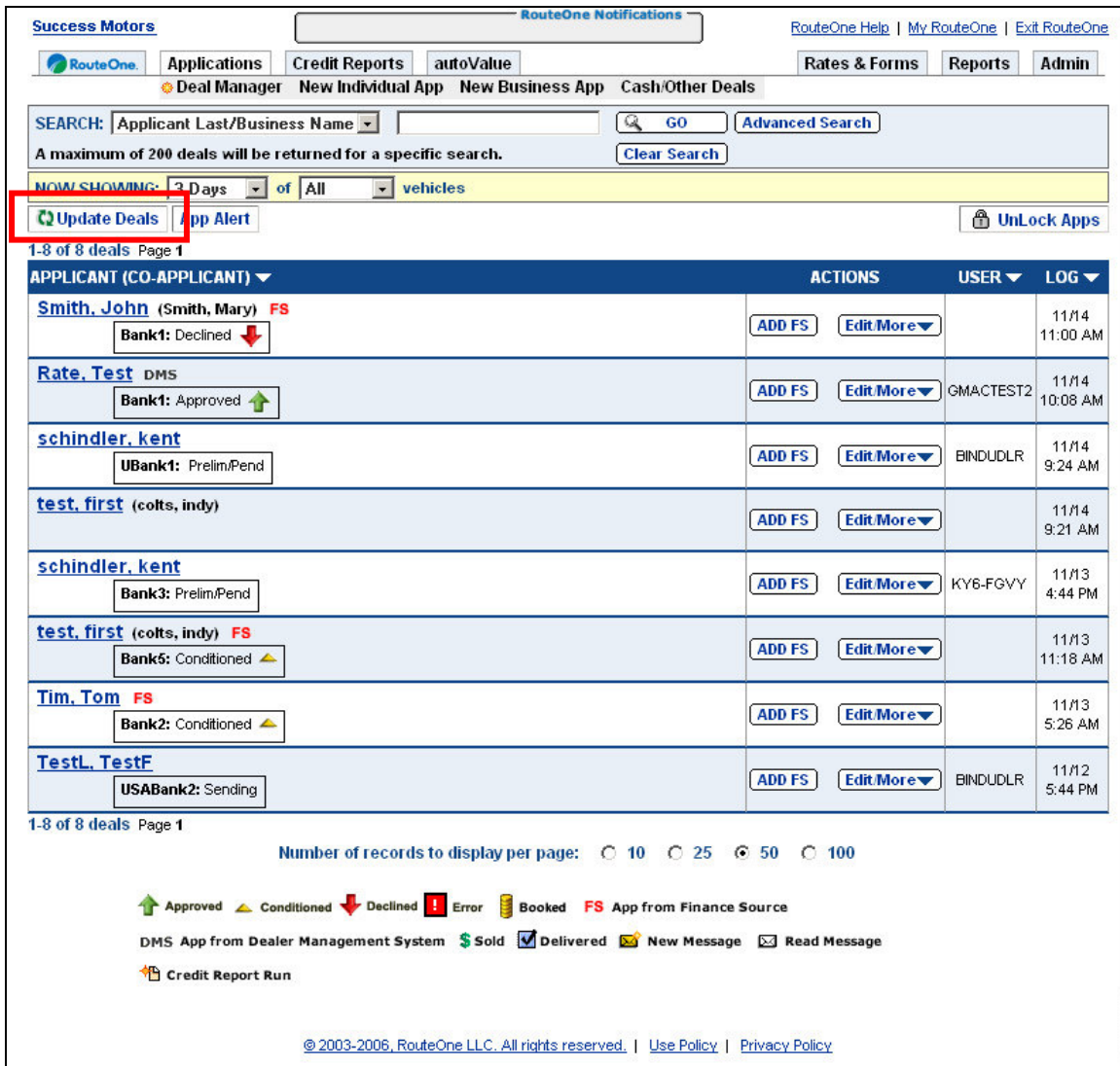
Email Address: test@m21.com

Status: New

Submit Exit

## 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 shows the RouteOne Deal Manager interface. At the top, there are navigation tabs for 'Applications', 'Credit Reports', 'autoValue', 'Rates & Forms', 'Reports', and 'Admin'. Below these is a search bar with a dropdown menu for 'Applicant Last/Business Name' and a 'GO' button. A message states 'A maximum of 200 deals will be returned for a specific search.' Below the search bar, there is a 'NOW SHOWING:' section with a dropdown for '3 Days' and a dropdown for 'All' vehicles. The 'Update Deals' button is highlighted with a red box. Below this, there is a table of deals with columns for 'APPLICANT (CO-APPLICANT)', 'ACTIONS', 'USER', and 'LOG'. The table contains 8 rows of deal information, including names like 'Smith, John', 'Rate, Test', 'schindler, kent', 'test, first', and 'Tim, Tom'. At the bottom, there is a legend for deal statuses: Approved (green up arrow), Conditioned (yellow triangle), Declined (red down arrow), Error (red square), Booked (yellow book icon), FS (Finance Source), DMS (Dealer Management System), Sold (green dollar sign), Delivered (checkbox), New Message (envelope), Read Message (envelope with check), and Credit Report Run (document icon).

## 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 Micro 21 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.