Integration Guide

The Benefits of Integration

RouteOne's innovative Dealer Management System (DMS) integration solution enables an exchange of credit application information between RouteOne and your ADP system. Fields in the RouteOne credit application are populated with information obtained electronically from your ADP DMS system using ADP Credit, eliminating duplicate data entry. Saved or sent applications in the RouteOne system can be easily imported via your ADP DMS system. In addition, the RouteOne integration solution provides enhanced reporting on all F&I information sent from your ADP system. Closed or final deal information will automatically populate various performance reports in the RouteOne Dealer Reporting Suite.

Key features of this guide:

1. How to transmit credit applications from ADP to RouteOne.
2. How to view all your dealership's F&I activity in the RouteOne Reporting Suite from data sent from ADP DMS.

Transmitting Credit Applications from ADP to RouteOne

Transmitting credit applications from ADP to RouteOne is quick and easy!

Your ADP DMS, w.e.b.Suite, enables you to create a credit application with or without existing customer information. You can begin the credit application process either with existing customer information from the F&I Deal Command prompt, or without existing customer information from the F&I menu of your DMS. Both methods are presented in this section.

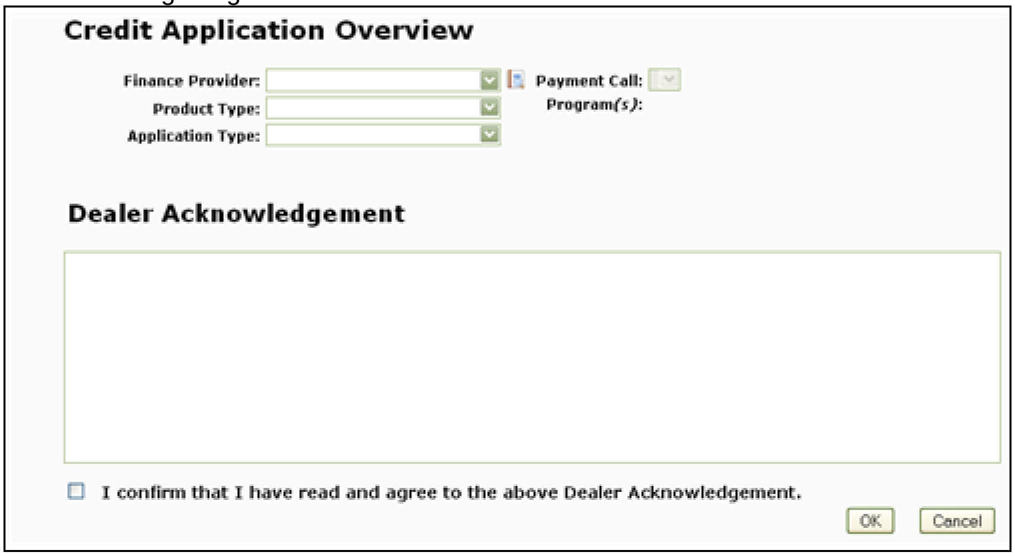
Note: To start a credit application from the WAQ or AMP Command prompts, follow the steps outlines for an F&I Deal.

To start your Credit Application from an F&I Deal:

1. Open an F&I Deal in your ADP DMS as shown in the following image.

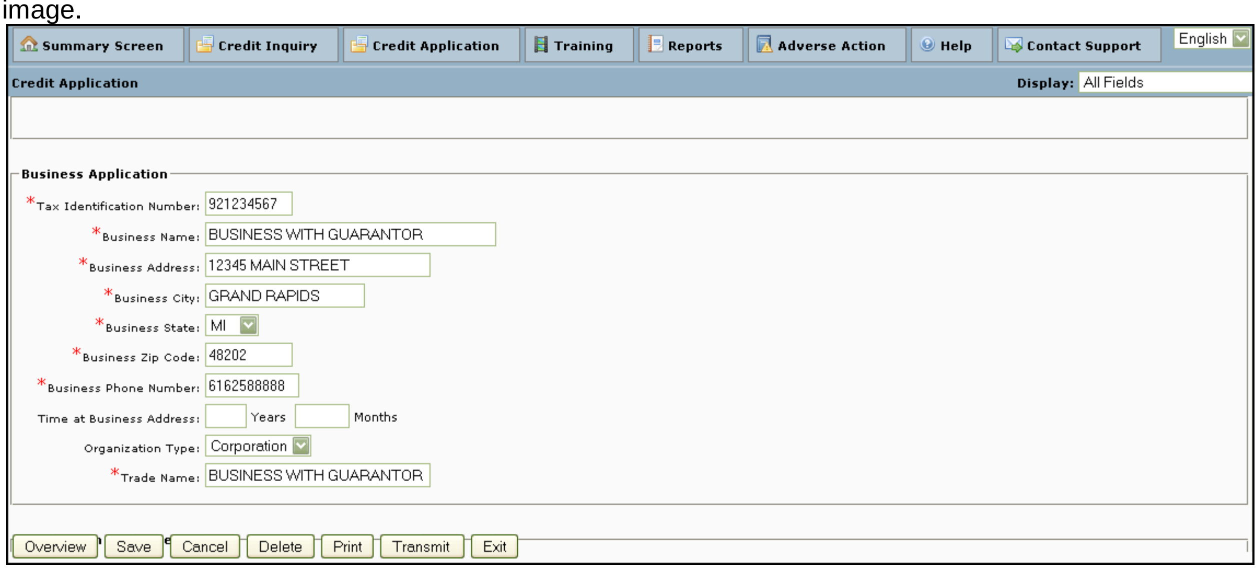
```
FI995B                     Purchase Information Screen                     MICV-FI

    Deal Number:                         141  18) Insurance 1:
 1) Contract Date:                  04/23/09  19) Insurance 2:          $    300.00
 2) Fin Inst:                          CHASE  20) Insurance 3:
 3) Cust Name:             BILL JACOBS CHEVY  21) MBI:
 4) Stock Number:                          1  22) APR:                       12.00%
 5) Total We Owes:                            23) Term:                          48
 6) Cash Price:             $    20,000.00  24) Tax 1 Rate/Amt: 6.0000% $ 1,000.00
 7) Rebate:                                   25) Days To 1st Payment:            45
 8) Cash Down:              $     1,500.00  26) 1st Payment Date:         06/07/09
 9) Trade 1 Allowance:        $     200.00  27) Payment:                $    560.39
10) Trade 1 Payoff:           $     100.00      Number of Payments:              48
11) CL/A&H Code:                       MSA      Sale Subtotal:       $   18,300.00
12) Tot Trade Net Allo:   $         200.00      Total Financed:      $   21,176.00
13) Total Fee/Options:        $   1,380.00      Finance Charge:        $  5,722.72
14) Credit Life Prem:                           Total Other Charges:
15) Credit Life Term:                           Total of Payments:   $   26,898.72
16) A&H Premium:                                Deferred Price:      $   28,598.72
17) M.S.R.P.:                                   Unpaid Balance:      $   21,176.00
Command:

 F1=Help   F2=Home   F3=Save   F4=Cancel
```

2. Enter **CA** at the Command: prompt. The ADP Credit Application Overview dialog opens as shown in the following image.

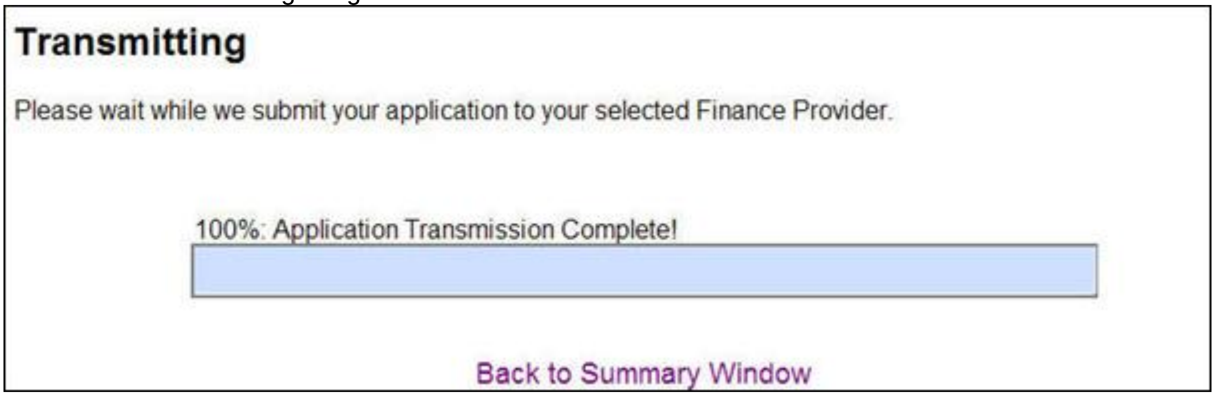


3. Complete the Credit Application Overview dialog and click **OK** as shown in the following image.

4. The Credit application opens and uses asterisks to show required fields as shown in the following image.



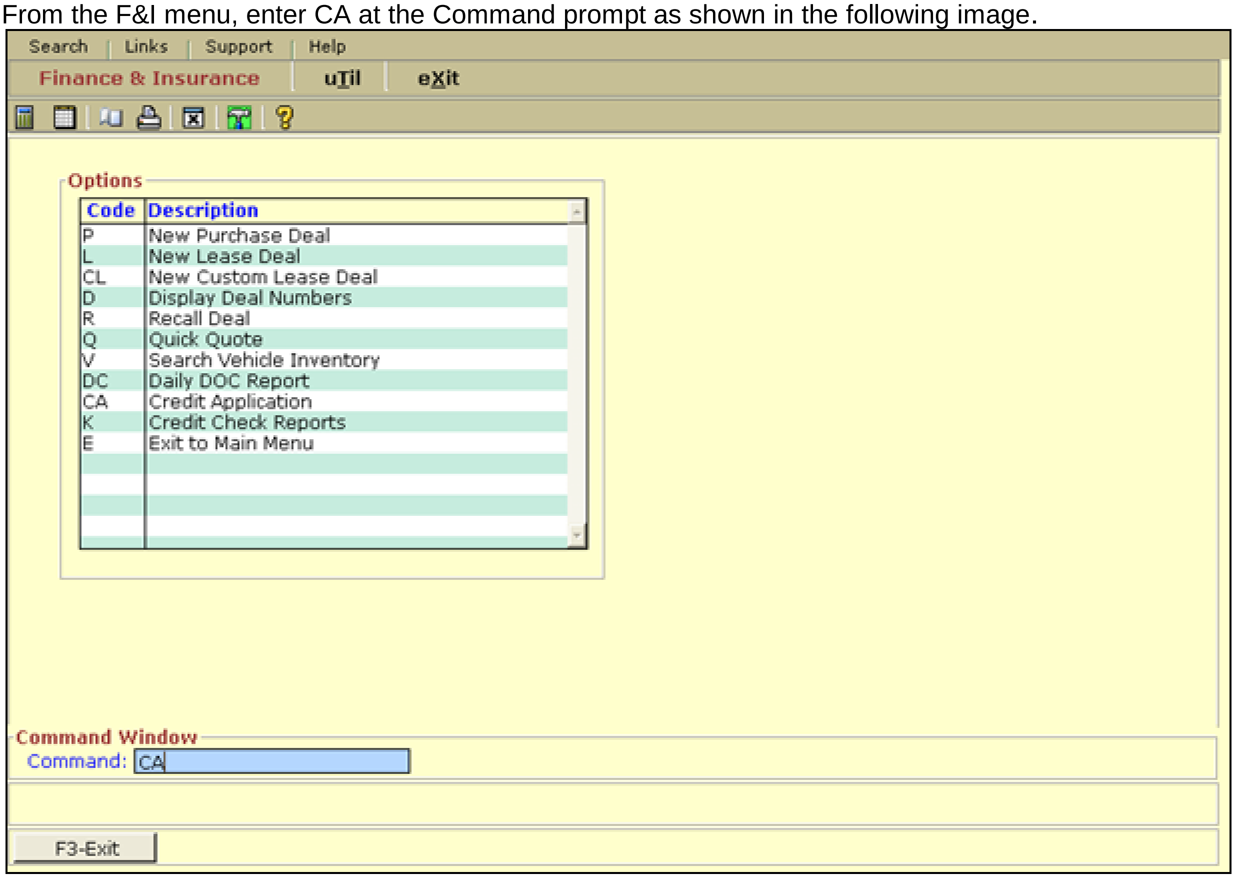
5. Complete the required fields and click **Transmit**. The Transmitting dialog opens and completes as shown in the following image.



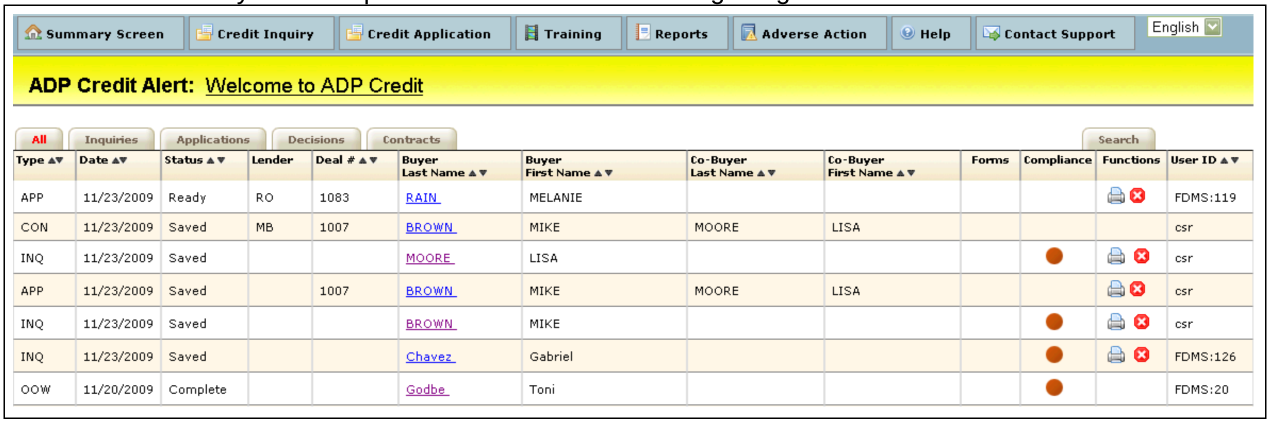
6. Click **Back to Summary Window** to return to the Summary Window where you can view the status of the Credit application.
   You will see on of the following Credit Application status messages.
   - **Submitted:** Indicates the application has been transmitted to RouteOne.
   - **Error:** Indicates an error in transmission. You can check the error message by clicking the error link or re-transmit the application.
   - **Saved:** Indicates the application has been sent to ADP Credit from your DMS, but still needs the required fields to be complete in ADP Credit.
   - **Ready:** Indicates that all of the required fields are complete and the application is ready for transmission.

To create a Credit Application from the F&I menu Without Existing Customer Information:

1. From the F&I menu, enter CA at the Command prompt as shown in the following image.

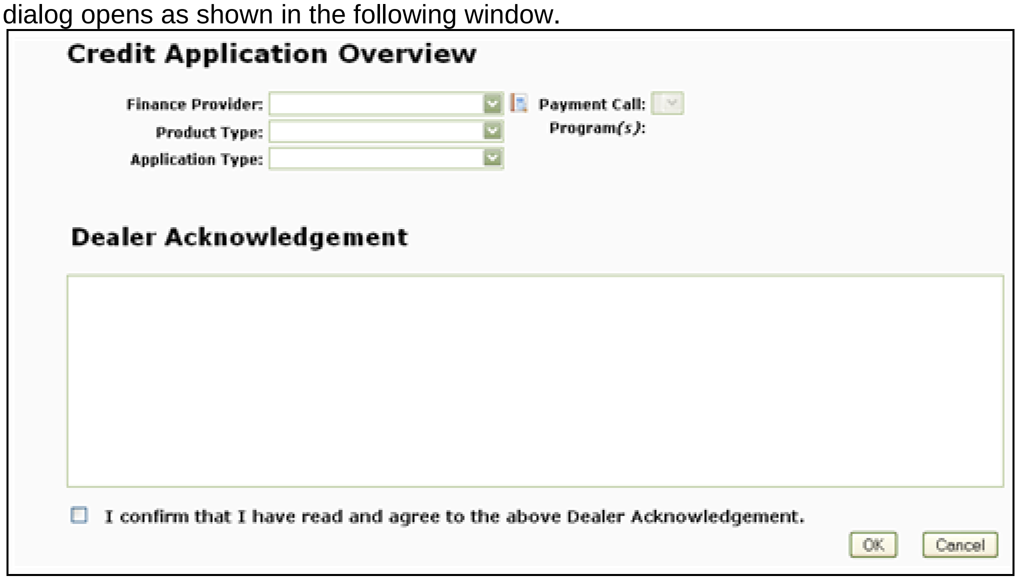


2. The Credit Summary Screen opens as shown in the following image.



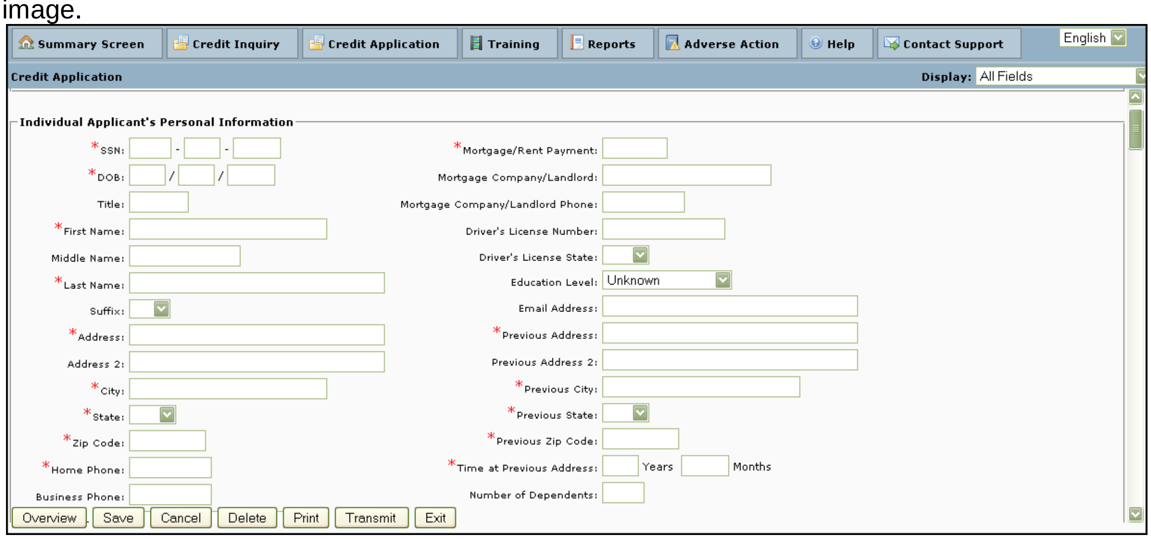
Type	Date	Status	Lender	Deal #	Buyer Last Name	Buyer First Name	Co-Buyer Last Name	Co-Buyer First Name	Forms	Compliance	Functions	User ID
APP	11/23/2009	Ready	RO	1083	RAIN	MELANIE						FDMS:119
CON	11/23/2009	Saved	MB	1007	BROWN	MIKE	MOORE	LISA				csr
INQ	11/23/2009	Saved			MOORE	LISA						csr
APP	11/23/2009	Saved		1007	BROWN	MIKE	MOORE	LISA				csr
INQ	11/23/2009	Saved			BROWN	MIKE						csr
INQ	11/23/2009	Saved			Chavez	Gabriel						FDMS:126
OOW	11/20/2009	Complete			Godbe	Toni						FDMS:20

3. From the Credit Summary screen, click **Credit Application**. The Credit Application Overview dialog opens as shown in the following window.

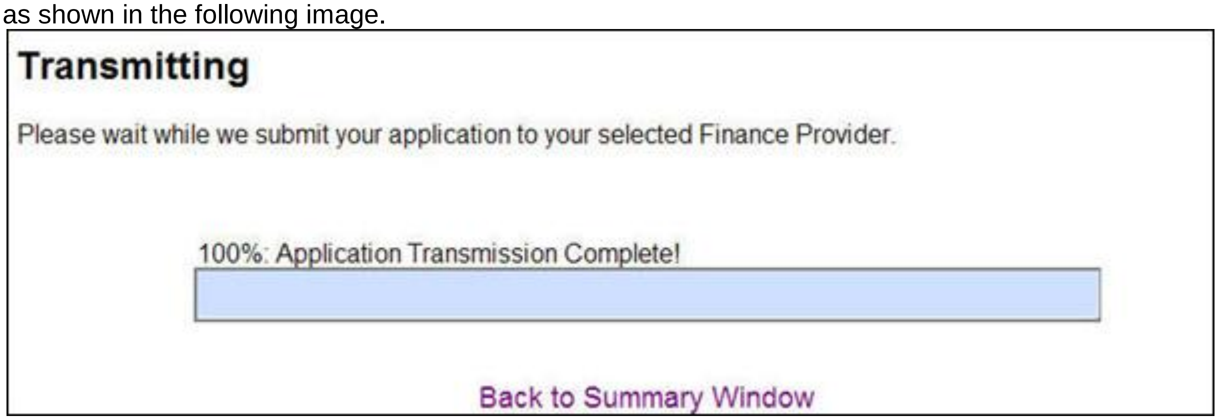


4. Complete the Credit Application Overview dialog and click **OK** as shown in the following image

5. The Credit application opens and uses asterisks to show required fields as shown in the following image.



6. Complete the required fields and click **Transmit**. The Transmitting dialog opens and completes as shown in the following image.

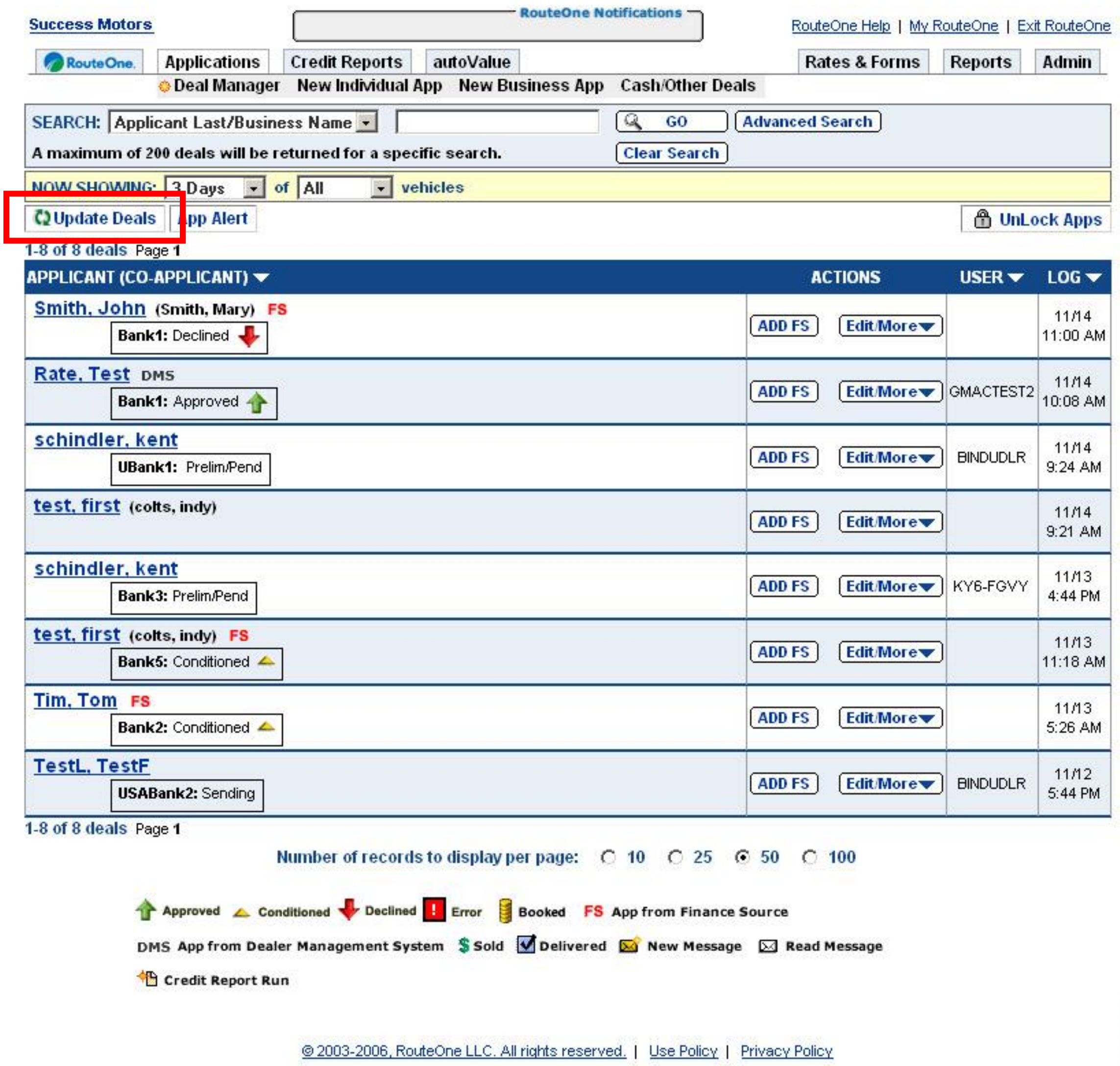


7. Click **Back to Summary Window** to return to the Summary Window where you can view the status of the Credit application.
You will see on of the following Credit Application status messages.
    - **Submitted:** Indicates the application has been transmitted to RouteOne.
    - **Error:** Indicates an error in transmission. You can check the error message by clicking the error link or re-transmit the application.
    - **Saved:** Indicates the application has been sent to ADP Credit from your DMS, but still needs the required fields to be complete in ADP Credit.
    - **Ready:** Indicates that all of the required fields are complete and the application is ready for transmission.

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.



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 ADP DMS 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.

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. Each night, RouteOne will retrieve a file from ADP DMS detailing ALL of your dealership's closed or finalized 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 ADP DMS or RouteOne system. As an integrated dealer you have access to the following reports:

- **Decision Analysis (Time and Mix) Report:** Allows you to monitor decision time and mix, by Finance Source, for your decisioned credit applications.

RouteOne

Help | Reports Main Menu | Exit

Dealer Decision Analysis (Time & Mix)

RouteOne

Dealer: Success Motors - USA

Finance Source: All
Date Range 1: 07/21/2006 to 07/21/2006
Date Range 2:
New/Used/Demo: All
Transaction Type: All

Run On 08/03/2006
Run By Manavalan, J.

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Finance Sources First | Previous | Next | Last
Declined 07/21/2006 to 07/21/2006

FMCTst - All Decisions - (10 records returned)

Date	Customer Name	Veh. Make	Veh. Model	Veh. Year	N/U/D	Trans. Type	Decision Time	Term	Payment	Advance %	Finance Balance	Buy Rate %	Cust. Rate %	Appl. Source	Decision Type
07/21/2006	John, Smith	Ford	Fusion	2006	New	Retail	1h 10m 25s	36	$550	93	$18,500	7.00	8.00	RouteOne	Approved
07/21/2006	George, Johnson	Ford	Fusion	2006	New	Retail	1h 9m 40s	36	$550	93	$18,500	7.00	8.00	RouteOne	Approved
07/21/2006	Joseph, Mathew	Ford	Fusion	2006	New	Retail	1h 8m 8s	36	$550	93	$18,500	7.00	8.50	RouteOne	Approved
07/21/2006	Ken, Nelson	Ford	Fusion	2006	New	Retail	1h 7m 36s	36	$550	93	$18,500	7.00	8.50	RouteOne	Conditioned
07/21/2006	Paul, Stanard	Ford	Fusion	2006	New	Retail	1h 6m 51s	36	$550	93	$18,500	7.00	9.00	RouteOne	Conditioned
07/21/2006	Greg, Swanson	Ford	Fusion	2006	New	Retail	13m 17s	36	$550	93	$18,500	7.00	9.50	RouteOne	Conditioned
07/21/2006	Rich, Hamilton	Ford	Fusion	2006	New	Retail	1h 6m 1s	36	$550	93	$18,500	7.00	9.50	RouteOne	Conditioned
07/21/2006	Smith, Adam	Ford	Fusion	2006	New	Retail	12m 29s	36	$550	93	$18,500	7.00	9.50	RouteOne	Declined
07/21/2006	Johnson, Kevin	Ford	Fusion	2006	New	Retail	11m 43s	36	$550	93	$18,500	7.00	9.50	RouteOne	Declined
07/21/2006	Peter, Simon	Ford	Fusion	2006	New	Retail	9m 23s	36	$550	93	$18,500	7.00	9.50	RouteOne	Declined

- **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").

RouteOne

Help | Reports Main Menu | Exit

Dealer Time Sales Analysis (TSA)

RouteOne

Dealer: Geweke Ford - USA

Run On 08/03/2006
Run By Manavalan, J.

Finance Source: All
Date Range 1: 07/01/2006 to 08/01/2006
Date Range 2:
New/Used/Demo: All
Transaction Type: All
Vehicle Year: All
Vehicle Make: All
Vehicle Model: All

Top

Finance Sources First | Previous | Next | Last
Date Range 07/01/2006 to 08/01/2006

FMCTst - (6 records returned)

Date	Customer	Veh. Make	Veh. Model	Veh. Year	N/U/D	R/L/B
07/21/2006	George, Johnson	FORD	EXPEDITION	2006	New	Lease
07/21/2006	Greg, Swanson	FORD	F-150	2006	New	Retail
07/21/2006	John, Smith	FORD	FUSION	2006	New	Retail
07/21/2006	Joseph, Mathew	FORD	RANGER	2006	New	Balloon
07/21/2006	Ken, Nelson	FORD	TAURUS	2006	New	Retail
07/21/2006	Paul, Stanard	FORD	ESCAPE	2006	New	Retail

- **Finance & Insurance Log Report**: This report provides F&I Managers with 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 by dealers today.

RouteOne

Help | Reports Main Menu | Exit

Dealer Finance and Insurance Log

RouteOne

Dealer: Success Motors - USA

Date Range: 08/01/2006 to 08/29/2006
Report On: Dealer/Dealer Group
Additional Summary: Finance Source
Include Transaction Detail: Yes

Run On 09/06/2006
Run By Manavalan, J.

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DSP Finance and Insurance Load Exceptions: 0

F&I Manager Count: 15
Salesperson Count: 69

	Total				
	Total ($)	**Units**	**Pen%**	**Avg ($)**	**PVR ($)**
Sales Gross	161,769.14	593		272.80	
Finance Reserve	**97,824.90**	**185**	**31.2**	**528.78**	**164.97**
Life Insurance	738.14	4	2.2	184.54	1.24
Disability Insurance	1,740.91	5	2.7	348.18	2.94
CI Total	**2,479.05**	**9**	**4.9**	**275.45**	**4.18**
GAP	31,910.00	68	36.8	469.26	53.81
Service Contract	32,720.00	61	10.3	536.39	55.18
GAP/SC Total	**64,630.00**	**129**		**501.01**	**108.99**
Accessories		31	5.2		
Plan		13	2.2		
Maintenance		4	0.7		
Road Hazard		3	0.5		
Total Other Products					
F&I Total	**164,933.95**				**278.13**

	New				
	Total ($)	**Units**	**Pen%**	**Avg ($)**	**PVR ($)**
Sales Gross	49,653.60	139		357.22	
Finance Reserve	**32,209.93**	**82**	**59.0**	**392.80**	**231.73**
Life Insurance	83.38	1	1.2	83.38	0.60
Disability Insurance					
CI Total	**83.38**	**1**	**1.2**	**83.38**	**0.60**
GAP	7,125.00	15	18.3	475.00	51.26
Service Contract	10,471.00	22	15.8	475.95	75.33
GAP/SC Total	**17,596.00**	**37**		**475.57**	**126.59**
Accessories		23	16.5		
Plan		9	6.5		
Maintenance		4	2.9		
Road Hazard					
Total Other Products					
F&I Total	**49,889.31**				**358.92**

	Used				
	Total ($)	**Units**	**Pen%**	**Avg ($)**	**PVR ($)**
Sales Gross	112,115.54	454		246.95	
Finance Reserve	**65,614.97**	**103**	**22.7**	**637.04**	**144.53**
Life Insurance	654.76	3	2.9	218.25	1.44
Disability Insurance	1,740.91	5	4.9	348.18	3.83
CI Total	**2,395.67**	**8**	**7.8**	**299.46**	**5.28**
GAP	24,785.00	53	51.5	467.64	54.59
Service Contract	22,249.00	39	8.6	570.49	49.01
GAP/SC Total	**47,034.00**	**92**		**511.24**	**103.60**
Accessories		8	1.8		
Plan		4	0.9		
Maintenance					
Road Hazard		3	0.7		
Total Other Products					
F&I Total	**115,044.64**				**253.40**

Lender	**Units**	**%**
CAB WEST LLC	586	98.8
FORD MOTOR CREDIT CO.	4	0.7
DCFS TRUST	3	0.5
Total Number of Deals / Sales	**593**	**100.0**
Lender summary includes deals with turnover indicator = N		

All summary calculations exclude deals with turnover indicator = N