



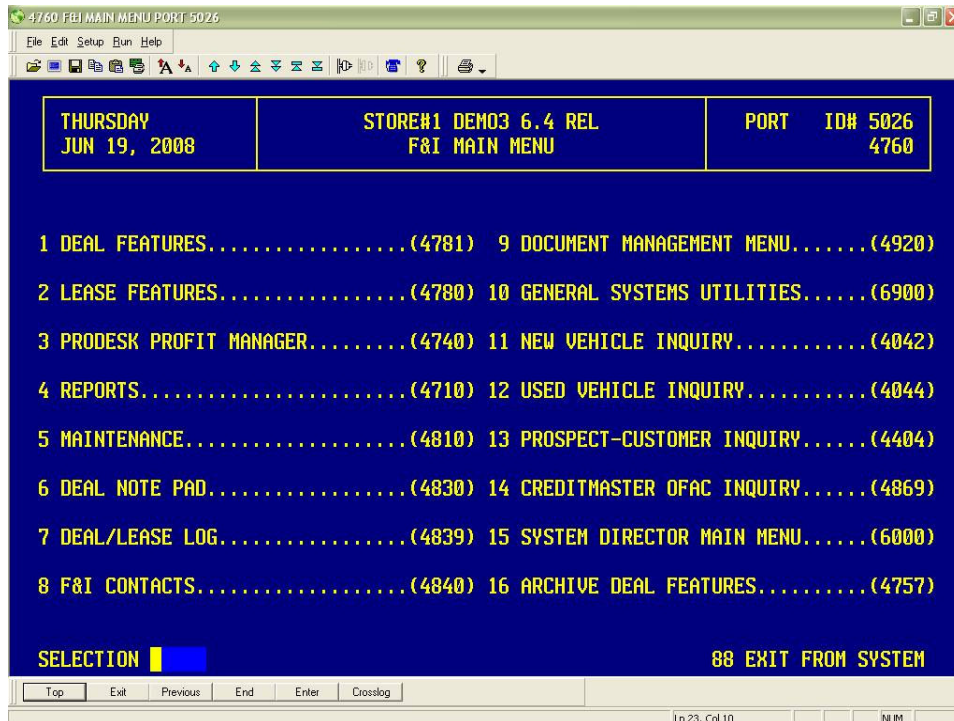
Integration Guide

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

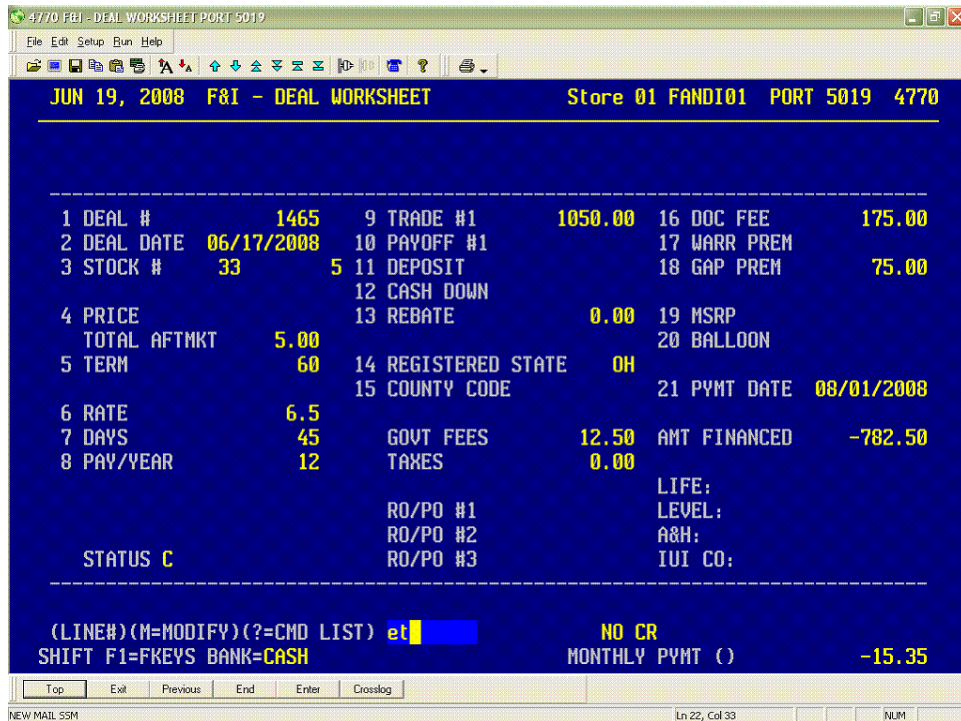
Importing Deals from Reynolds F&I ODS to RouteOne

Importing a credit application from F&I ODS is quick and easy! At a minimum, you must have the applicant's name, address, city, state, and zip code completed in your DMS to import a deal to RouteOne.

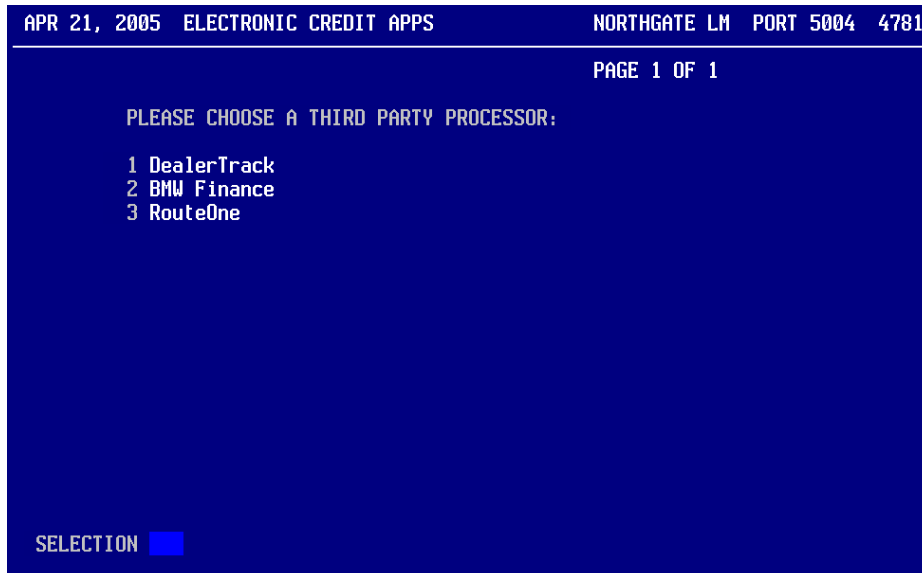
1. From the F&I Main Menu, select 1 to begin a Retail deal or 2 to begin a Lease deal.



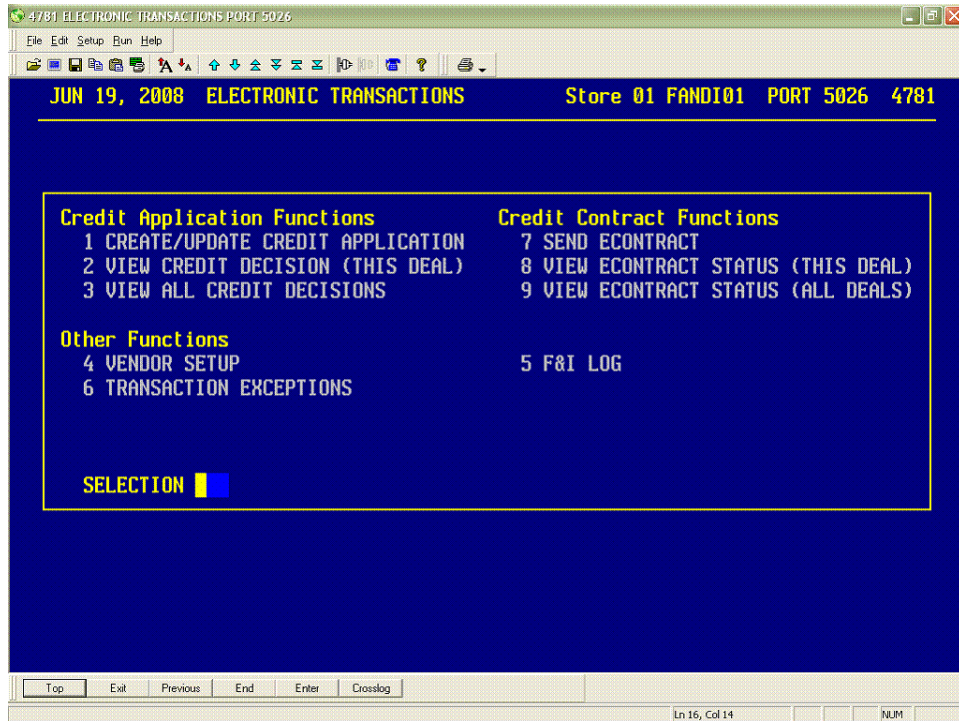
- At the command line on the F&I Deal Worksheet (Screen 4770), enter ET to display the Electronic Credit Apps screen.



- The screen below will display when more than one vendor is active. Select the number to the left of RouteOne to submit credit applications to RouteOne. If any other vendor is chosen other than RouteOne, the Reynolds system will display the message "Feature not available for this vendor".



4. Enter '1' to create or update the credit application.



5. Enter **only the required fields** (denoted with an asterisk) on F&I ODS Screen 1 or you may complete all of the personal, employment, vehicle, and financial information necessary for the application. Please note that RouteOne also requires the field **FIRST NAME** to be completed for the application (this is not indicated with an asterisk).
6. When you have completed at least the required fields on Screen 1, enter 'T' to transmit the application to the selected credit processor(s).

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: RouteOne, Deals, New App, Credit Reports, Vehicle Values, F&I Exchange, Rates & Forms, Reports, and Admin. Below these are sub-tabs: Deal Manager, App Manager, Contract Manager, Lead Manager, and Adverse Action Manager. The main heading is "Deal Manager". A search bar is present with a dropdown for "Applicant Last/Business Name", a "GO" button, and "Advanced Search" and "Clear Search" options. Below the search bar, it says "NOW SHOWING: 2 Weeks of All vehicles" and "Always show deals like this? [Yes]". A red box highlights the "Update" button. Below this is a table of deals with columns for APPLICANT, ACTIONS, USER, and LOG. The table contains several rows for "TESTING_MTEST" and "ABC Company". At the bottom, there are pagination controls and a legend for deal statuses.

APPLICANT	ACTIONS	USER	LOG
TESTING_MTEST Bank1 Sending	ADD FS EditMore	MATHEW	05/22 1:31 PM
TESTING_MTEST bank3	ADD FS EditMore	MATHEW	05/22 1:27 PM
TESTING_MTEST Bank1	ADD FS EditMore	MATHEW	05/22 1:27 PM
TESTING_MTEST bank3	ADD FS EditMore	MATHEW	05/22 1:27 PM
TESTING_MTEST Bank1	ADD FS EditMore	MATHEW	05/22 1:25 PM
Srinivasan_Vijaya bank3	ADD FS EditMore	MATHEW	05/22 1:14 PM
Test App Bank1	ADD FS EditMore	MATHEW	05/22 1:13 PM
Test App Bank1 PreimPend bank3	ADD FS EditMore	MAUREEN1	05/14 3:10 PM
ABC Company Bank1 PreimPend bank2 PreimPend	ADD FS EditMore	MAUREEN1	05/14 12:51 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 F&I ODS 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 REYNOLDS F&I ODS

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

1. From the **RouteOne Deal Manager Screen**, click the on Edit/More button for the application you wish to export. Select 'Export Application to DSP'.

The screenshot shows the RouteOne Deal Manager interface. At the top, there are navigation tabs: News/Info, Deals, New App, Credit Reports, Vehicle Values, F&I Exchange, Rates & Forms, Reports, and Admin. Below this is a search bar with the text 'Applicant Last/Business Name' and a 'GO' button. A status bar indicates 'NOW SHOWING: 30 Days of All vehicles'. Below the search bar is a table of applications. The table has columns for 'APPLICANT (CO-APPLICANT)', 'ACTIONS', 'USER', and 'LOG'. The 'ACTIONS' column for the application 'TESTING_MTEST' (FS 7) has a dropdown menu open, and the option 'Export Application to DSP' is highlighted with a red box.



APPLICANT (CO-APPLICANT)	ACTIONS	USER	LOG
last, first FS 1 Sending	ADD FS Edit/More	RJTEST	06/09 2:00 PM
Test app FS 3	ADD FS Edit/More		06/09 12:42 PM
Test app 2 FS 2		UATUS03	06/09 12:23 PM
Test app 3 FS 4		UATUS03	06/04 1:47 PM
Test app 4 FS 5			06/04 11:09 AM
Test app 5 FS 6			06/04 11:06 AM
TESTING_MTEST FS 7 Prelim/Pend	ADD FS Edit/More Export Application to DSP View this Application	MATHEW	06/03 3:26 PM
TESTING_MTEST FS 8 Sending FMCTst	ADD FS Edit/More	MATHEW	06/03 3:26 PM

2. A RouteOne Export Options Screen will display.

The screenshot shows the 'Export Options' screen for Taylor, John. The screen displays the following information: Vehicle: New 2005FordMustang, Co-Applicant: Transaction Type: Retail, Amount Financed: \$15,000. There are two radio button options: 'Export Application Only' (selected) and 'Export Application & Credit Decision'. Below the 'Export Application Only' option is a table with columns 'USERNAME', 'EXPORT', and 'TIME OF EXPORT'. The table contains a 'History Log' with three entries. At the bottom right, there are 'Cancel' and 'Export' buttons.

USERNAME	EXPORT	TIME OF EXPORT
History Log		
YG5-NCFV	✓	08/05/04 3:31 PM
YG5-NCFV	✓	08/05/04 3:32 PM
WW8-LXRZ	✓	08/05/04 3:33 PM




3. 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 F&I ODS. If you selected **Export Application Only**, continue the export process by clicking the  button.
- **Export Application & Credit Decision:** Selecting this option will export data entered in the RouteOne application and select credit decision information to F&I ODS. If you selected **Export Application & Credit Decision**, 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 F&I ODS.

Taylor, John
Vehicle: New 2005FordMustang **Co-Applicant:**
Transaction Type: Retail
Amount Financed: \$15,000

Export Application Only

Export Application & Credit Decision

DECISION	USERNAME	EXPORT	TIME OF EXPORT
Finance Source 1			
<input type="radio"/>  Approved - 00/00/00 00:00 PM	YG5-NCFV WW8-UXRZ	✓ ✓	08/05/04 3:31 PM 08/05/04 3:32 PM
<input type="radio"/>  Declined - 00/00/00 00:00 PM	WW8-UXRZ	✗	05/24/04 11:47 AM
<input type="radio"/>  Pending - 00/00/00 00:00 PM	YG5-NCFV	✓	05/24/04 11:47 PM

DECISION	USERNAME	EXPORT	TIME OF EXPORT
Finance Source 2			
<input type="radio"/>  Approved - 00/00/00 00:00 PM	YG5-NSSV	✓	05/24/04 11:47 AM
<input type="radio"/>  Declined - 00/00/00 00:00 PM	PDH-87M	✓	05/24/04 11:47 AM

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

Locating Exported Deals in Reynolds F&I ODS

When a credit application originates in F&I ODS and is transmitted to RouteOne and then exported back to F&I ODS, the deal can be viewed on the F&I Deal Worksheet (Screen 4770) by entering the deal number.

4770 F&I - DEAL WORKSHEET PORT 5019

JUN 19, 2008 F&I - DEAL WORKSHEET Store 01 FANDI01 PORT 5019 4770

1 DEAL #	1465	9 TRADE #1	1050.00	16 DOC FEE	175.00
2 DEAL DATE	06/17/2008	10 PAYOFF #1		17 WARR PREM	
3 STOCK #	33	5 11 DEPOSIT		18 GAP PREM	75.00
4 PRICE		12 CASH DOWN		19 MSRP	
TOTAL AFTMKT	5.00	13 REBATE	0.00	20 BALLOON	
5 TERM	60	14 REGISTERED STATE	OH	21 PYMT DATE	08/01/2008
6 RATE	6.5	15 COUNTY CODE			
7 DAYS	45	GOVT FEES	12.50	AMT FINANCED	-782.50
8 PAY/YEAR	12	TAXES	0.00		
		RO/PO #1		LIFE:	
		RO/PO #2		LEVEL:	
		RO/PO #3		A&H:	
				IUI CO:	
STATUS	C				
(LINE#)(M=MODIFY)(?=CMD LIST) et			NO CR		
SHIFT F1=FKEYS BANK=CASH			MONTHLY PYMT ()		-15.35

Top Exit Previous End Enter Crosslog

NEW MAIL 55M Ln 22, Col 33 NUM

When a credit application originates in RouteOne and is exported to F&I ODS, a new deal will be created using the next available deal number. The deal can be viewed on the F&I Deal Recall (Screen 4771) by using the **<shift F3>** command and selecting the deal from the list, in date-descending order with the new deal at or near the beginning.

ERALink32 Windows Sockets 168.207.24.187 Open

AUG 9, 2006 F&I DEAL RECALL NORTHGATE FORD PORT 5009 4771

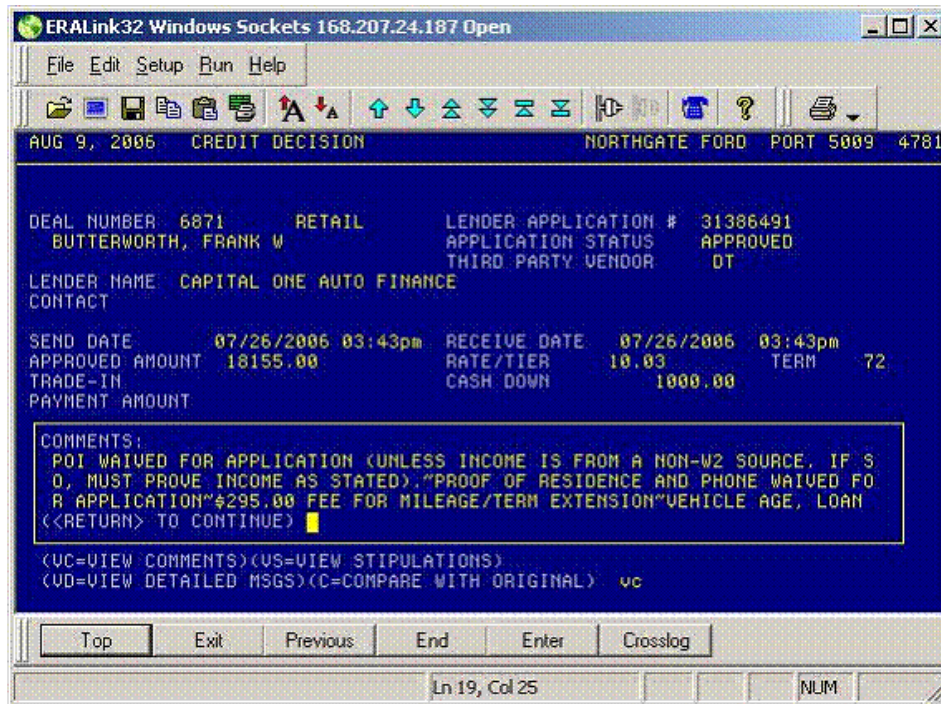
CUST NAME	STOCK#	DATE	DEAL#	CUST NAME	STOCK#	DATE	DEAL#
1 SMITH, TOM		05/11/06	6808	19 JONES, TOM		04/18/06	6791
2 CREDCO, MAR KW		05/11/06	6807	20		04/13/06	6787
3 SMITH, MARY EXPRESSL		05/10/06	6806	21		04/13/06	6786
4		05/05/06	6805	22 SMITH, THOM		04/13/06	6785
5 SENSE, FRAN DRTL		05/04/06	100009	23 37	108A	04/12/06	108
6 LIEUTENANT DT RTL		05/04/06	100008	24 PRICE WATE	107A	04/12/06	107
7 SENSE, FRAN DT BALLO		05/04/06	100003	25 KELLER LIM	106A	04/12/06	106
8 LIEUTENANT DTLEASE		05/04/06	100002	26 WALLINGFOR	105A	04/12/06	105
9 SENSE, FRAN RTL STAR		05/04/06	6804	27 TREGAIN, MA	104A	04/12/06	104
10 LIEUTENANT AOLEASE		05/04/06	6803	28 WILSON, PER	102A	04/12/06	102
11 LFS, TEST		05/03/06	6799	29		04/12/06	6784
12		04/21/06	6796	30		04/12/06	6779
13		04/21/06	6795	31		04/12/06	6778
14 DOGWOOD, JA N AO		04/21/06	6794	32 JOHNSON, RO	101A	04/10/06	101
15 FISH, HENRY DT HI		04/20/06	100001	33 SMITH, TOM		04/05/06	6775
16 FISH, HENRY AOSTAR		04/20/06	6793	34		04/05/06	6774
17 FLINSTONE, DEALERTK		04/20/06	6660	35		04/05/06	6772
18 TRACEY, SKI NEW AO		04/19/06	6792	36		03/31/06	6771

(LINE#)(C=CONTINUE) C PAGE 3

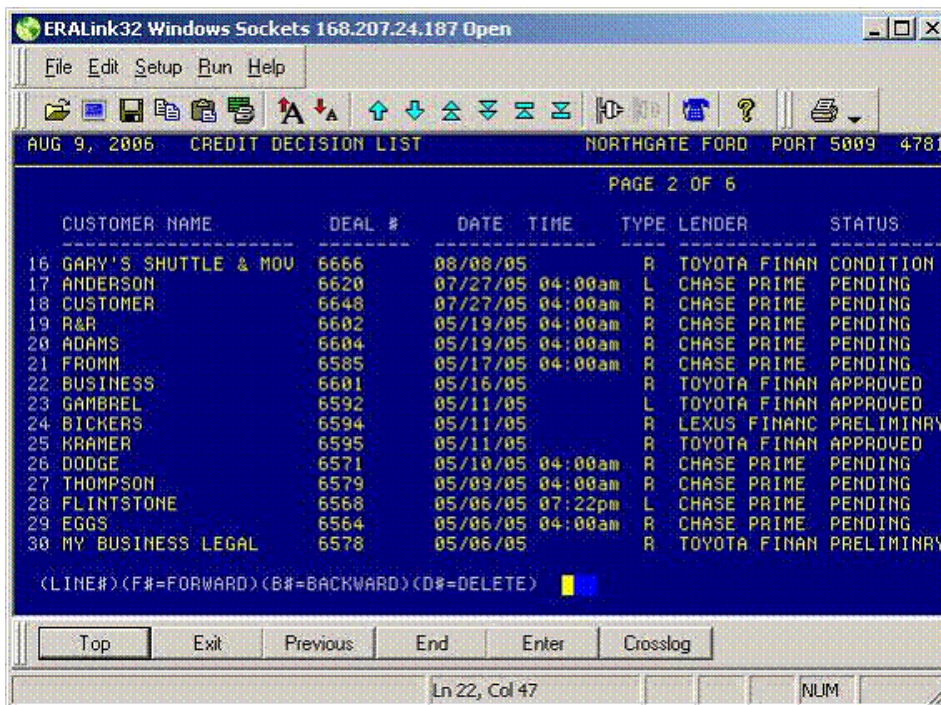
Top Exit Previous End Enter Crosslog

Ln 22, Col 21 NUM

To view the corresponding credit decision, enter "ET" for the Electronic Transactions menu and select **option 2 - View Credit Decision (This Deal)**.



In addition, **option 3** is available in the Electronic Transaction menu and will display all credit decisions exported from RouteOne.



RouteOne Dealer Reports

The RouteOne system generates a variety of reports to help F&I Managers better manage their business and identify opportunities to increase profits. Each night, RouteOne retrieves a file from the Reynolds system detailing ALL closed or finalized deals. The next morning, F&I Managers can run various performance reports including all F&I activities and transaction details for extracted records, regardless of whether the deal originated in the Reynolds or RouteOne system. The following reports are available:

- Finance & Insurance Log Report:** This report provides the F&I Manager with an accurate and complete picture of the dealership's F&I profits. This report closely models many of the manual and automated F&I Logs used by dealerships today. The F&I Log report is automatically populated with the dealership's F&I profit data and made available to the F&I Manager the next business day.

RouteOne															
Dealer Finance and Insurance Log															
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															
Page: First Previous Next Last															
DSP Finance and Insurance Load Exceptions: 0															
F&I Manager Count: 15 Salesperson Count: 69															
	Total					New					Used				
	Total (\$)	Units	Pen%	Avg (\$)	PVR (\$)	Total (\$)	Units	Pen%	Avg (\$)	PVR (\$)	Total (\$)	Units	Pen%	Avg (\$)	PVR (\$)
Sales Gross	161,769.14	593		272.80		49,653.80	139		357.22		112,115.54	454		246.95	
Finance Reserve	97,824.90	185	31.2	528.78	164.97	32,208.93	82	58.0	392.80	231.73	65,614.97	103	22.7	637.04	144.53
Life Insurance	738.14	4	2.2	184.54	1.24	83.38	1	1.2	83.38	0.60	654.76	3	2.9	218.25	1.44
Disability Insurance	1,740.91	5	2.7	348.18	2.94						1,740.91	5	4.9	348.18	3.83
CI Total	2,479.05	9	4.9	275.45	4.18	83.38	1	1.2	83.38	0.60	2,395.67	8	7.8	299.46	5.28
GAP	31,910.00	68	36.8	469.26	53.81	7,125.00	15	18.3	475.00	51.26	24,785.00	53	51.5	467.64	54.59
Service Contract	32,720.00	61	10.3	536.39	55.18	10,471.00	22	15.8	475.95	75.33	22,249.00	39	8.6	570.49	49.01
GAP/SC Total	64,630.00	129		501.01	108.99	17,596.00	37		475.57	126.59	47,034.00	92		511.24	103.60
Accessories		31	5.2				23	16.5				8	1.8		
Plan		13	2.2				9	6.5				4	0.9		
Maintenance		4	0.7				4	2.9							
Road Hazard		3	0.5									3	0.7		
Total Other Products															
F&I Total	164,933.95				278.13	49,889.31				358.92	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											
<i>Lender summary includes deals with turnover indicator = N</i>															
<i>All summary calculations exclude deals with turnover indicator = N</i>															
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- **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	H/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

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- **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

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

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

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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	H/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

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Configuring Reynolds F&I to Send Data to RouteOne

Following the guidelines provided below will help to ensure that the RouteOne F&I reports display accurate information.

1. Deal Status – A record must be in a Status of Closed (F12) in order to be included in the RouteOne F&I reports.
2. Cash Deals – In order for profits, penetration and PVR numbers to be calculated accurately in the RouteOne reports, it is essential that Cash deals be classified appropriately. Cash Deals meet the following conditions in ERA:
 - a. No bank selected in the deal worksheet.
 - b. The monthly payment is \$0
 - c. The Deal Category in the Vehicle Information screen (4775) is flagged to 'R' for Retail.

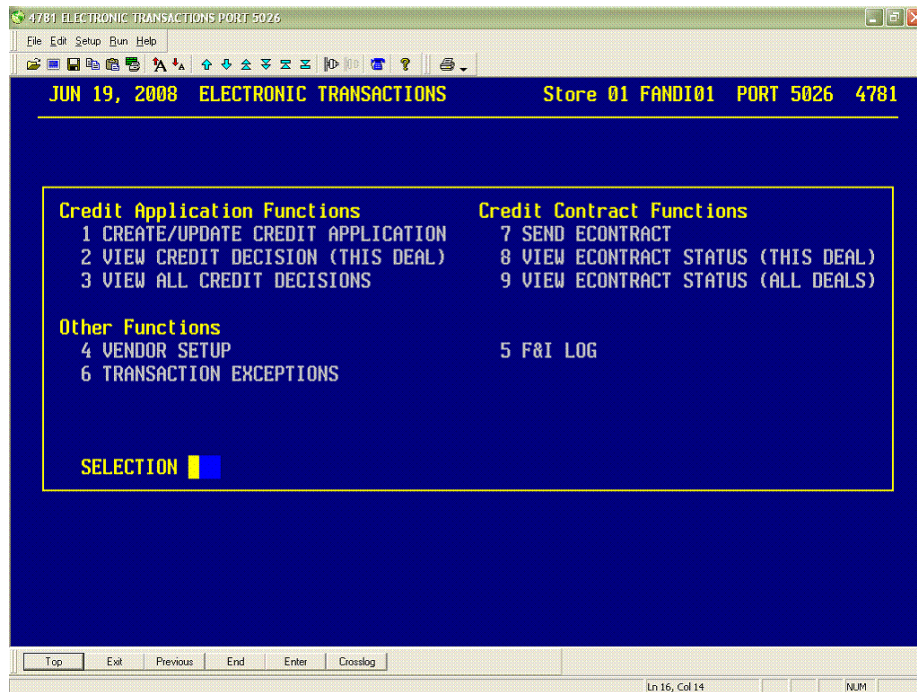
Other classifications that are located in the Deal Category field are: W-Wholesale, T-Dealer Trade, M-Miscellaneous L-Lease, F-Fleet (must complete the Fleet Category prompt also in 4775). **NOTE: Deals with a Deal Category of W, T, or F will not be included in the RouteOne reports.**

3. The Aftermarket Profit is setup in the ODS Utilities screen (4881) option 7, and will only pull the **Back End** profit of the aftermarkets into the RouteOne F&I Log. Thus, any aftermarket that is flagged with a "B" in the PRFT column will pull to the report. For more information on adding or modifying aftermarkets, refer to Specifications section of the Reynolds Reference Manual ZP549.

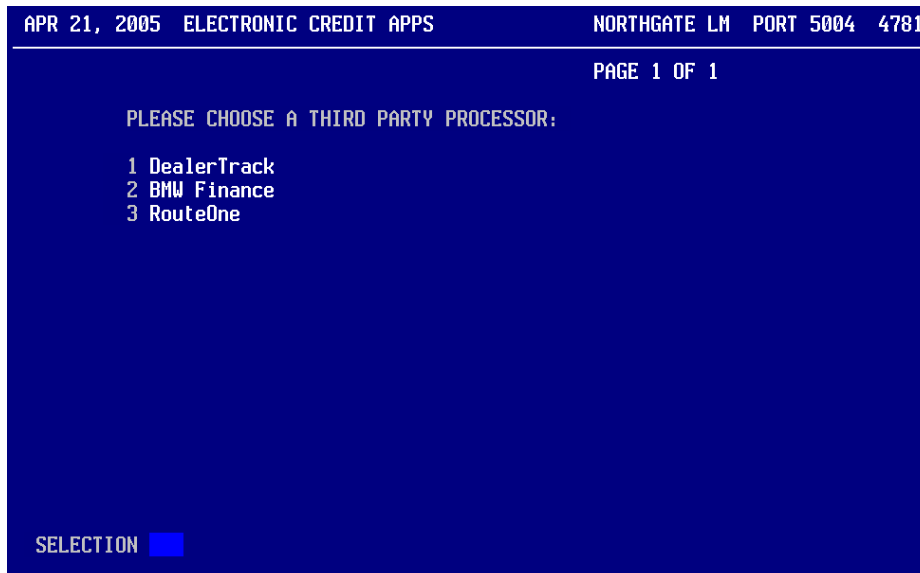
MAR 6, 2006		F&I AFTERMARKET MAINTENANCE		NORTHGATE FORD		PORT 5020 4881	
PAGE 1 OF 2							
	CODE	DESCRIPTION	TX	PRFT	PRICE	COST	COMM
1	A100	ROCKET LAUNCHER	Y	F	5000.00	2500.00	
2	A151	AIR CONDITIONING	Y	F	500.00	200.00	
3	A157	TOWING PACKAGE	Y	F	800.00	200.00	
4	A158	SATELLITE TRACKING SYSTEM	Y	F	999.00	499.00	
5	A160	CELLULAR PHONE	Y	F	200.00	50.00	
6	A161	AIR CONDITIONING	Y	F	200.00	200.00	
7	A162	LASER GUIDED MISSILE	Y	F	6100.00	3100.00	
8	A170	AFTERMARKET ITEM #15	Y	F	99.00	199.00	
9	A172	AFTERMARKET ITEM #9	Y	F	2999.00	999.00	
10	A501	STERO AM/FM	Y	F	399.00	300.00	
11	A502	TIRES1	Y	F	600.00	300.00	
12	A999	HIFI CD PLAYER12345	Y	F	1000.00	50.00	
13	B1	TINTED WINDOWS	N	B	50.00	30.00	
14	B10	PERSONALIZED STANDARDS LICENSE	Y	F	100.00	50.00	
15	B2	REAR SPOILER	Y	F	250.00	75.00	

(LINE#) (M=MODIFY) (F=FORWARD) (B=BACKWARD) (D=DELETE) (A=ADD)

- To ensure that all F&I data is sent to RouteOne, it is recommended that you enable the Automated F&I log feature of your REYNOLDS system. From the Electronic Transactions (Screen 4781), select option 5 (F&I log).



- The screen below will display when more than one vendor is active. If any other vendor is chosen other than RouteOne, the Reynolds system will display the message "Feature not available for this vendor".



6. Select option 4 (Automate F&I log transmission) to display the "AUTOMATE F&I LOG" screen.

```
APR 21, 2005 F&I LOG                                NORTHGATE LM PORT 5004 4781
-----
                                LAST DATE TRANSMITTED 01/07/2005

1 MANUALLY TRANSMIT F&I LOG NIGHTLY
2 F&I LOG ERRORS
3 RESUBMIT PREVIOUS F&I LOG FILES
4 AUTOMATE F&I LOG TRANSMISSION

SELECTION 

This F&I LOG Transaction should be sent
once at the end of the business day.

You are about to submit all closed deals from your ODS F&I
system since your last F&I log transmission to RouteOne.
```

7. Enter 'Y' to activate the nightly process to send F&I data to RouteOne. Enter the time you would like the nightly process to begin. Enter 'S' to save the setup and exit.

```
APR 21, 2005 AUTOMATE F&I LOG                        NORTHGATE LM PORT 5004 4781
-----

Userid that setup          Date automated
automated process: SSM     process was setup: 04/20/2005

1 Activate (Y/N): Y

2 Time to start nightly transmission (hh:mm): 23:59

(M=MODIFY)(LINE#)(S=SAVE) 
```