



Integration Guide for Toyota FS Presentation

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

Importing Deals from FS Presentation to RouteOne

Importing customer deal information from your FS Presentation system to RouteOne is quick and easy! Once you click on FINISH in FS Presentation, you will be presented with a third option to “Submit to RouteOne” which is selected by default. Click on Continue and the deal will be transmitted to RouteOne once the DMS has been updated.

Protection Options Summary

Dealership Name:	PARKWAY TOYOTA	Cash Price:	\$20,000.00
Customer Name:	WESTLY WESTERTON	Accessories: ¹	\$0.00
Vehicle Description:	2008 TOYOTA CAMRY	Trade-in Amount:	\$2,000.00
Deal Started:	10/10/07 4:21:37pm	Trade-in Payoff:	\$950.00
Deal Finished:			\$1,600.00
Indirect Lender:			12%
Amount Financed			\$424.27
Term (in months)			\$585.71

CLOSE TRANSACTION

Continuing will complete this transaction.

- Update DMS*
- Print Summary
- Submit to RouteOne

CANCEL **CONTINUE**

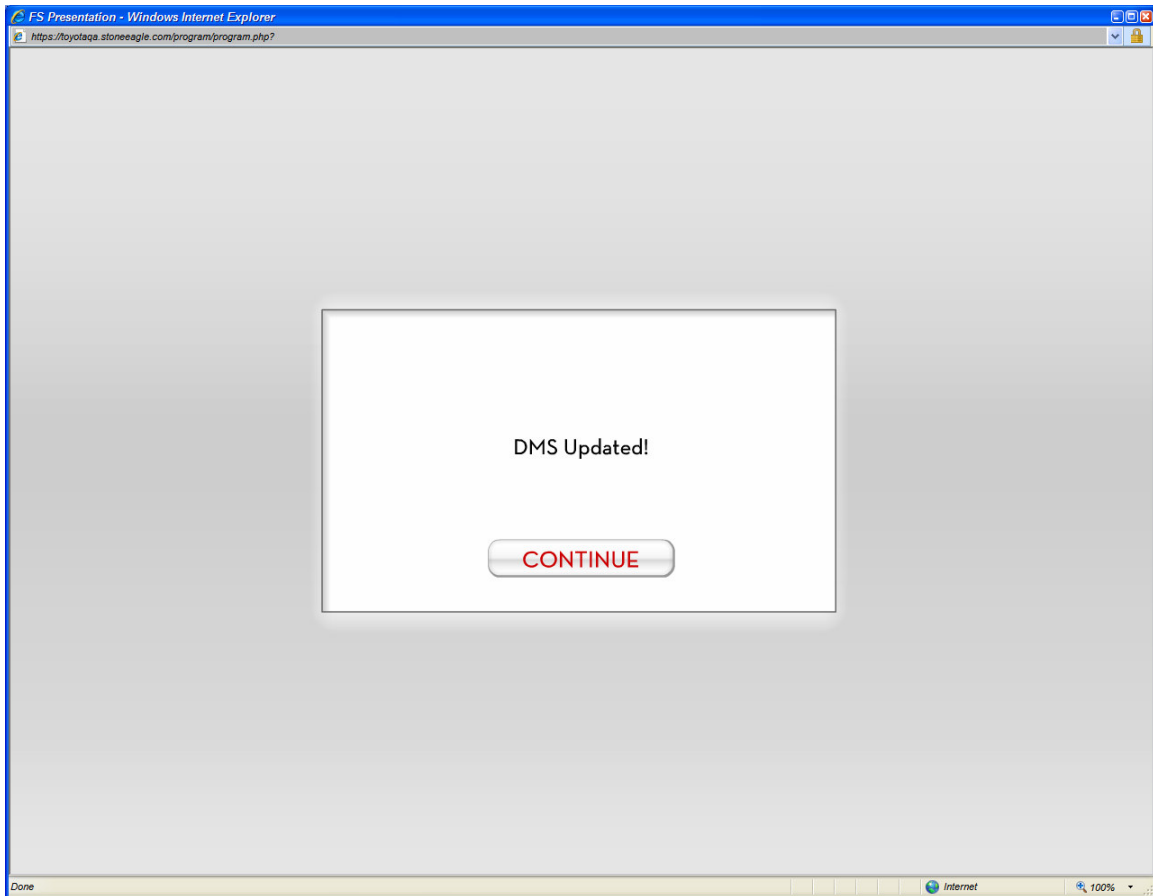
* NOTE: Manually update your DMS with any changes made during the presentation to customer, vehicle, accessories, fee, or tax information.

GO BACK **FINISH**


Due to rounding variations, Monthly Payment noted on this worksheet may differ slightly from actual Monthly Payment.

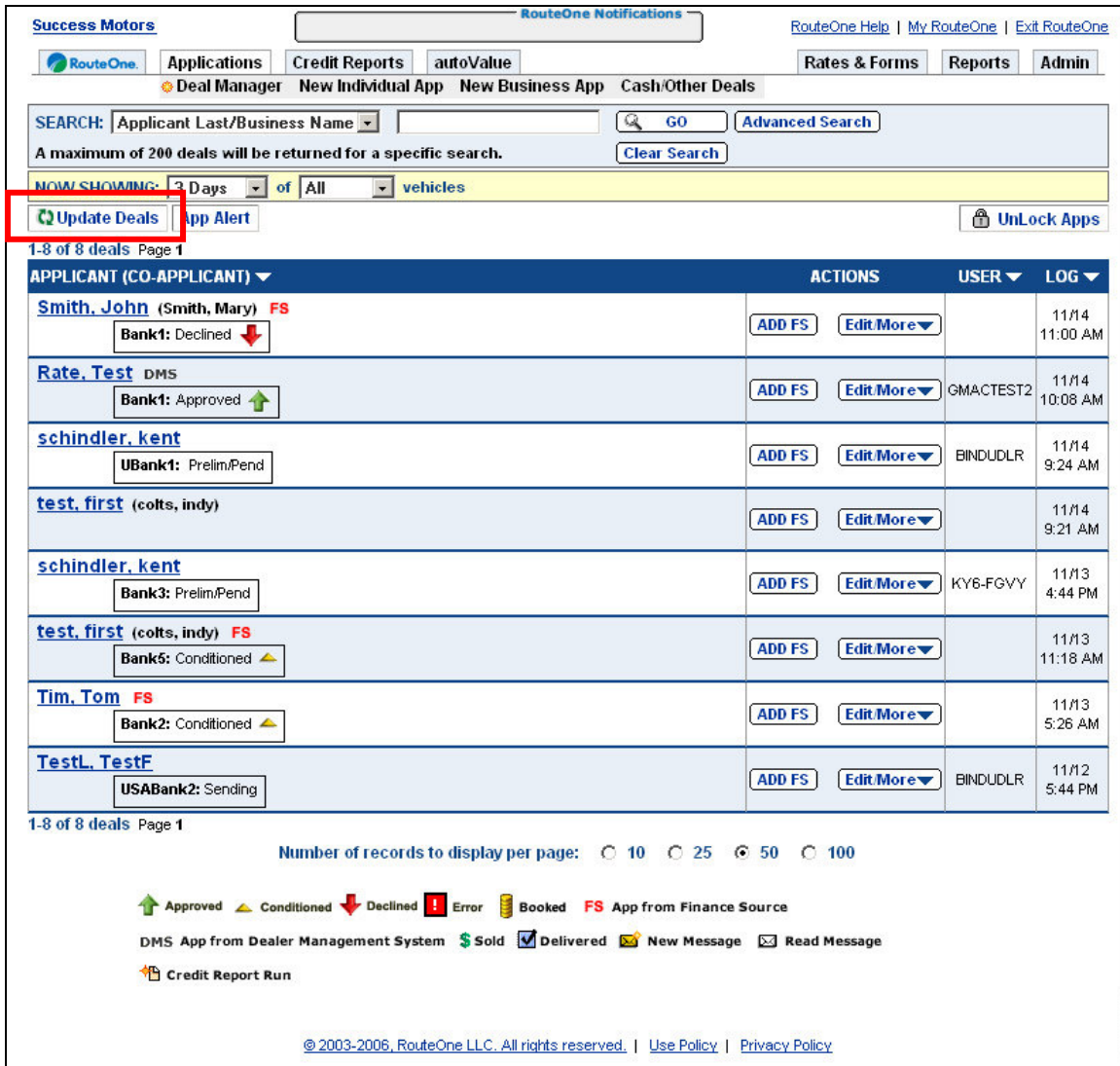
1. May include additional items such as accessories, services, and taxes. Refer to your Financial Services Manager for details.
2. Annual Percentage Rate
3. Base Payment includes taxes and applicable interest. Optional products not included.
4. Monthly Payment includes purchased optional products, plus taxes and applicable interest.
5. Monthly and Amount are how much this product would cost if added to the current group of Products Selected for Purchase. Monthly and Amount for this product may increase if additional products are selected for purchase.

When you receive the message 'DMS Updated', you can then proceed to the RouteOne Deal Manager to view the deal and update any remaining required information.



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 'RouteOne', 'Applications', 'Credit Reports', and 'autoValue'. Below these are links for 'Deal Manager', 'New Individual App', 'New Business App', and 'Cash/Other Deals'. A search bar is present with a 'GO' button and an 'Advanced Search' link. A message states 'A maximum of 200 deals will be returned for a specific search.' Below the search bar, there are filters for 'NOW SHOWING: 3 Days of All vehicles'. The 'Update Deals' button is highlighted with a red box. Below the filters, 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 are pagination controls and a legend for deal statuses like 'Approved', 'Conditioned', 'Declined', 'Error', 'Booked', 'FS App from Finance Source', etc.

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 TFS Menu Presentation 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.