



The Benefits of Integration

A Dealer Management System (DMS) integration solution enables a two-way exchange of credit application information with your VinSolutions system.

VinSolutions integration allows fields on the RouteOne credit application to be populated with information obtained electronically from your VinSolutions system, thereby eliminating duplicate data entry. Saved or sent applications in the RouteOne system can be easily exported to your VinSolutions system.

In this Integration Guide you will:

- Identify how to import deals from VinSolutions to the RouteOne system

Importing Deals from VinSolutions to RouteOne

The icons that you see on the upper left of VinSolutions are the **DMS Push** and the **RouteOne Push**. At this point you have created a deal structure, printed a proposal and the customer has agreed to terms. Now you are going to push this deal to your RouteOne. So, you simply click the **RouteOne Push** icon, and from that point you will get a pop-up that requests you to verify the salesperson that owns that customer and then click **SUBMIT**. After you click submit and the data is transferred, you will receive a confirmation that the deal was successfully pushed and the system.

The screenshot displays the VinSolutions software interface with the following sections:

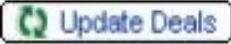
- Price:**
 - MSRP: \$18,900.00
 - Selling Price: \$18,795.00
 - Accessories: \$150.00
 - Service Contract: \$1,579.00
 - Gap: \$0.00
 - Admin Fee: \$399.00
 - License Fee: \$224.00
 - Acquisition Fee: \$395.00
 - Cap Taxes: \$0.00
 - Gross Cap Cost: \$21,542.00
 - Rebate: \$1,000.00
 - Trade Nat: \$0.00
 - Customer Cash: []
 - Equity Applied Upfront: []
 - Cash Back: []
 - Total Cap Reduction: \$1,000.00
 - Net Cap Cost: \$20,542.00
- Selected Terms:**
 - Lease Term: 1 One Pay:
 - Base Residual: 57.0%
 - Mileage Plan: 15,000 mi 0.0%
 - Expected Mileage: 18,000 mi \$0.25 / mi
 - Money Factor: 0.00192
 - Payment: \$11,143.59
 - Security Deposit: \$450.00
 - Upfront Taxes: \$0.00
 - Due At Lease Signing: \$11,593.59
 - Equity Applied: \$0.00
 - Customer Cash Due: \$11,593.59
- Quick Entry:** []
- Summary:**
 - Residual: \$10,023.00
 - Total Deprec: \$10,519.00
 - Monthly Deprec: \$10,519.00
 - Lease Charge: \$58.68
 - Base Payment: \$10,577.68
 - Monthly Tax: \$565.91
- Leasing Source:** []
- Buy Rate:** 7.0
- Advance:** []
- Quick Matrix:**

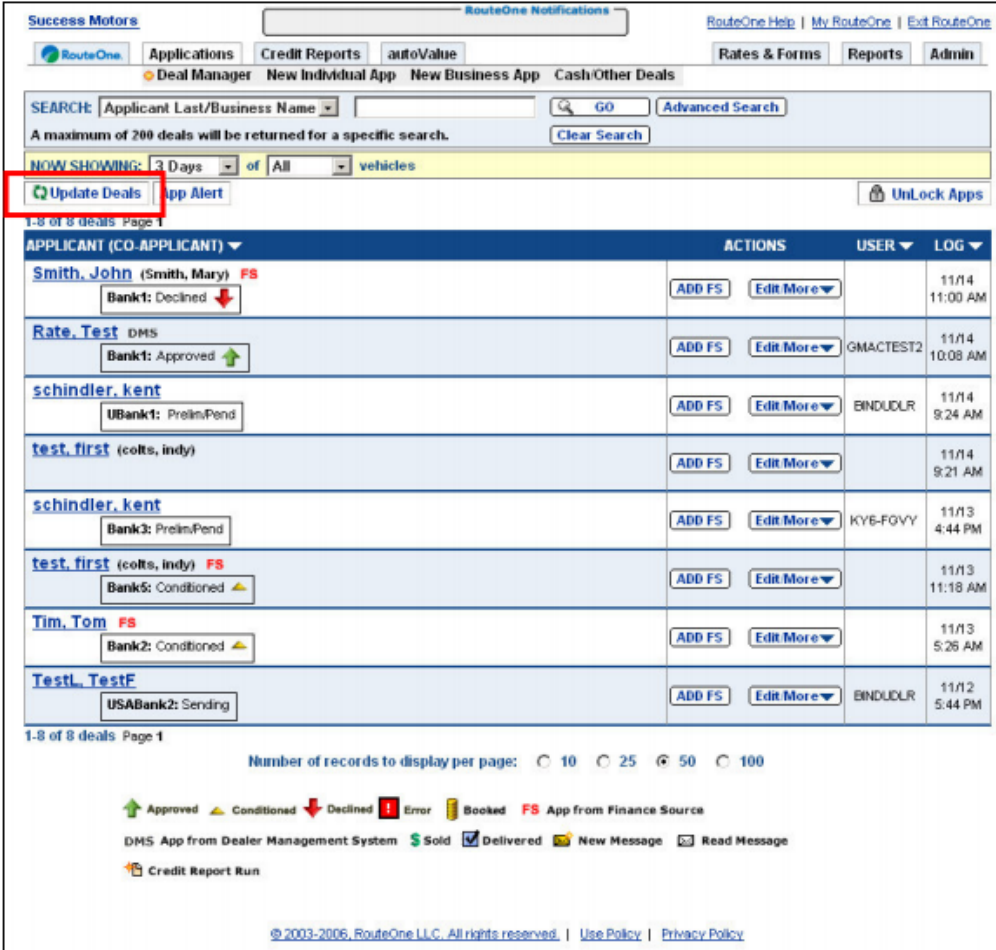
| View Incentives | % of Selling Price | | |
|-----------------|--------------------|----------|----------|
| | 5.0% | 10.0% | 15.0% |
| Cash Down | \$940 | \$1,880 | \$2,819 |
| Payments | \$336.21 | \$306.78 | \$277.34 |
- Print Term Residual Factor**

| | | | |
|--------------------------|-----|-------|---------|
| <input type="checkbox"/> | 36+ | 54.0% | 0.00195 |
|--------------------------|-----|-------|---------|

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 displays the RouteOne Deal Manager interface. At the top, there are navigation tabs for 'RouteOne', 'Applications', 'Credit Reports', and 'autoValue'. Below these are buttons 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 yellow banner indicates 'NOW SHOWING: 3 Days of All vehicles'. The 'Update Deals' button is highlighted with a red box. Below the banner is a table with columns for 'APPLICANT (CO-APPLICANT)', 'ACTIONS', 'USER', and 'LOG'. The table lists several deals, including 'Smith, John', 'Rate, Test', 'schindler, kent', 'test, first', and 'Tim, Tom'. Each row includes 'ADD FS' and 'Edit More' buttons. 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 square), FS App from Finance Source (red square), DMS App from Dealer Management System (green square), Sold (green dollar sign), Delivered (blue checkmark), New Message (yellow envelope), Read Message (grey envelope), and Credit Report Run (orange square).

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 VinSolutions 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.