

The Benefits of Integration

A Dealer Management System (DMS) integration solution enables a two-way exchange of credit application information with your ADAM system. ADAM integration allows fields on the RouteOne credit application to be populated with information obtained electronically from your ADAM system, thereby eliminating duplicate data entry. Saved or sent applications in the RouteOne system can be easily exported to your ADAM system. In addition, the RouteOne/ADAM integration solution also provides enhanced reporting on all F&I information, which is extracted nightly from your ADAM system. ADAM deal information will automatically populate the F&I Log, F&I Performance, and Time Sales Analysis reports in the RouteOne Dealer Reporting Suite.

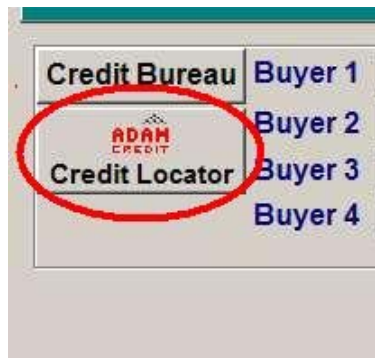
In this ADAM Integration Guide you will:

- Identify how to import deals from ADAM to the RouteOne system
- Identify how to export credit decisions from RouteOne to the ADAM system
- View all your dealership's F&I activity in the RouteOne Reporting Suite

Importing Deals from ADAM to RouteOne

Importing a credit application from your ADAM system to RouteOne is quick and easy! Only deals that have not been booked or closed can be imported to RouteOne.


The Adam F&I program takes a simple one button approach to capturing the information necessary for the Route One Credit application. The Adam Credit Locator button can be found on the contract buyer's screen or on the "Desking" worksheet screen.



Pressing the Credit Locator button performs two functions. First, the vehicle, buyer, and employment information is saved in a separate database for RouteOne. If there were any financial products being explored this information is also saved. Secondly, the Adam Credit Locator Application is started. The Credit Locator program organizes and displays the buyer's application information in a simple to use multi page package. F&I Managers can review all aspects of the application, make any adjustments, and then submit the application to RouteOne. Within a few moments the information will be available on the RouteOne Web Site.

To send the deal to RouteOne, select the deal using the check box. The deal can be found by using the deal number or the buyer's name.

Locating Imported Deals in the RouteOne Deal Manager

Access the RouteOne system and, from the Deal Manager Screen, click the  button located in the upper right-hand side of the screen. The page will refresh, and the imported application will display as one of the first records in the Deal Manager (denoted with the **DMS** icon next to the primary applicant's name).



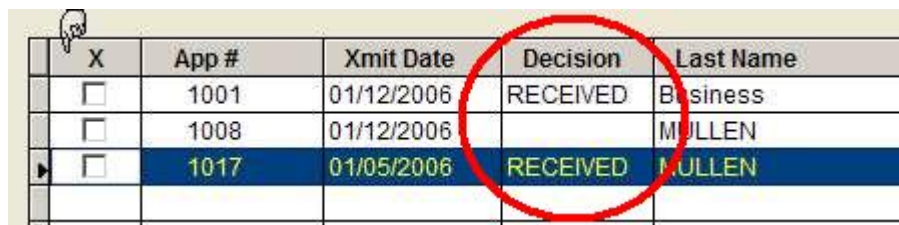
APPLICANT	CO-APPLICANT	N / U	TT	LAST ACTMITY	USER	ACTIONS
TAYLOR, JOHN 		II	R	07/18/05 3:50PM	User's Name	Actions
Credit Union B  Captive X  Bank A  Credit Union C  FAXst 						
TAYLOR, JOHN	ANDERSON, MICHELLE	U	PC	07/18/05 3:50PM	asmth	Actions
Credit Union B  Captive X  Bank A  Credit Union C  FAXst 						
PAULSON, RICK		II	L	07/18/05 3:50PM	bfloyd	Actions
Credit Union B  Captive X  Bank A  Credit Union C  FAXst 						
JONES, BILL		U	B	07/18/05 3:50PM	asmth	Actions
Credit Union B  Captive X  Bank A  Credit Union C  FAXst 						

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 ADAM will populate the RouteOne credit application; however you must still complete all required fields highlighted in yellow and add at least one Finance Source before submitting the application.

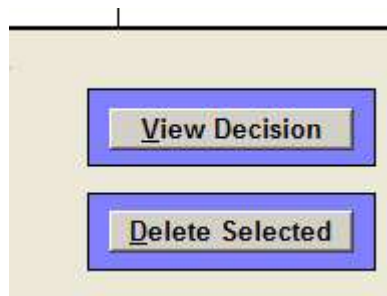
Reviewing the Decision in ADAM

RouteOne automatically returns the Credit Decisions to ADAM where it can be displayed and reviewed. When the decision is available from RouteOne the ADAM Credit Locator screen will show a "RECEIVED" status in the Decision column of the Credit Locator List screen.



X	App #	Xmit Date	Decision	Last Name
<input type="checkbox"/>	1001	01/12/2006	RECEIVED	Business
<input type="checkbox"/>	1008	01/12/2006		MULLEN
<input type="checkbox"/>	1017	01/05/2006	RECEIVED	MULLEN

Moving the cursor to the deal enables the "View Decision" button which will reveal the decision details when pressed.



Automatically Populate the RouteOne Reporting Suite with ADAM F&I Data

As a RouteOne/ADAM integrated dealer you have access to an automated, powerful Dealer Reporting Suite, enabling you to more efficiently and effectively manage your business. As a ADAM integrated dealer, ADAM will send a nightly batch file to the RouteOne system detailing ALL of your dealership's closed or finalized deals. The next day, when you login to RouteOne, you can run reports (**F&I Log, F&I Performance, Time Sales Analysis**) including all your F&I activities and transaction details for extracted records, regardless of whether the deal originated in your ADAM or RouteOne system.