

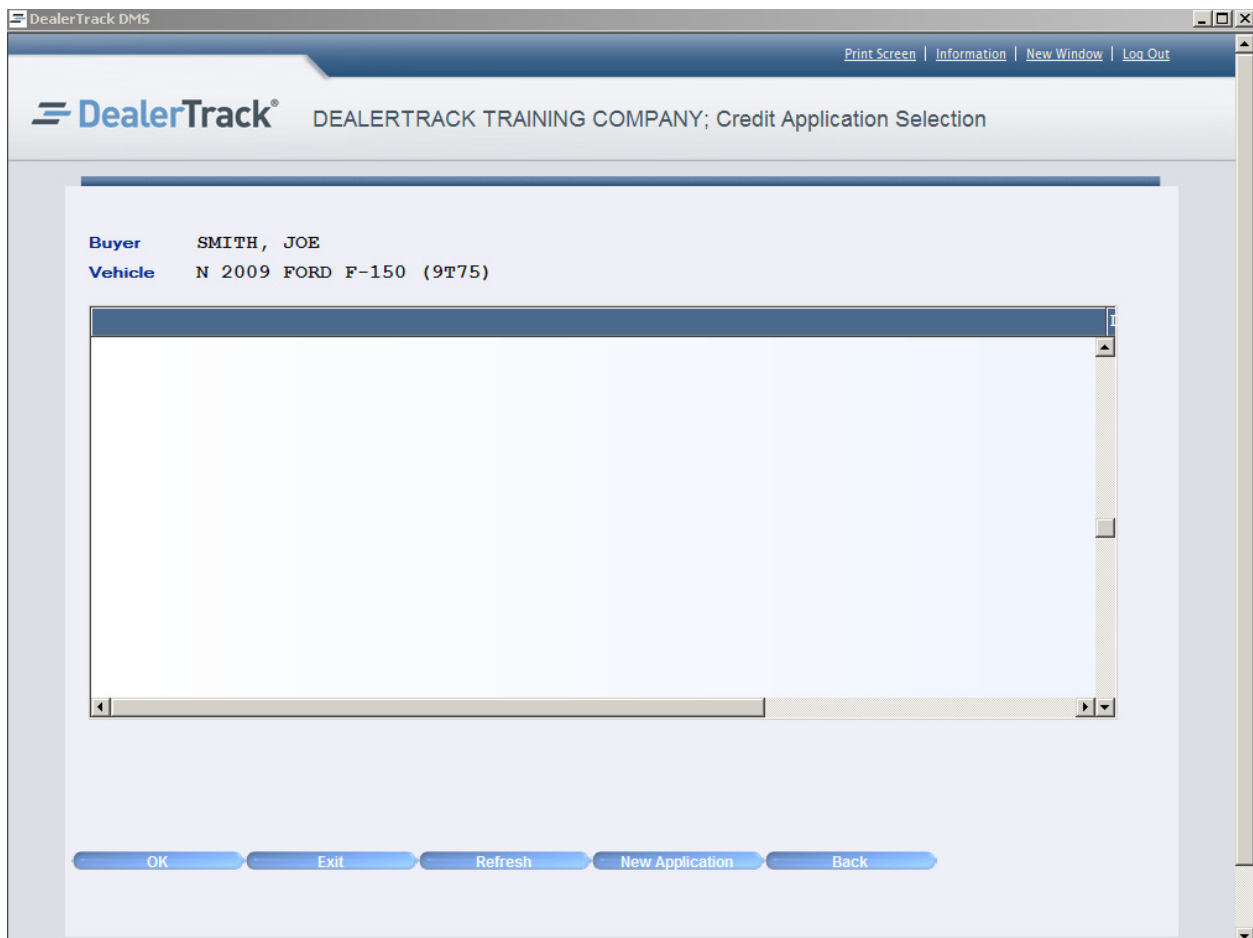
## Integration Guide

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

### Importing Deals from **Arkona** to RouteOne

Importing customer deal information from your **Arkona** system to RouteOne is quick and easy!

1. From your ARKONA system, take option **1=Deals** from the Business Office menu and key in the stock number of your deal.
2. Use function **35=Credit Application** to display the Credit Application Selection screen



- Use function **F6=New Credit Application** to display the Credit App Company selection window and take option **1=Select** by RouteOne to display the Customer Information Screen.

The screenshot shows a web browser window titled "DealerTrack DMS" with a navigation bar containing "Print Screen", "Information", "New Window", and "Log Out". The main header displays the "DealerTrack" logo and the text "Buyer Information".

The form content includes the following fields and values:

- Buyer:** SMITH, JOE
- Vehicle:** N 2000 FORD F 150 (9M75)
- Marital Status:** 1 Married
- Current Residence:**
  - Years:** 12
  - Months:** 6
  - Status:** 1 Owns Home
- Birth Date:** 01151958
- SSN/ID#:** 123456789
- Drivers License:** 455577111UT
- Previous Residence:** (Empty text box)
- Apt #:** (Empty text box)
- Rural Route:** (Empty text box)
- P.O. Box:** (Empty text box)
- Years:** (Empty text box)
- Months:** (Empty text box)

At the bottom of the form, there are four buttons: "OK", "Exit", "Back", and "Comments".

DealerTrack DMS Print Screen | Information | New Window | Log Out

**DealerTrack** Buyer Income Information

Buyer SMITH, JOE  
Vehicle N 2000 FORD F 150 (0M75)

Employer	ABC COMPANY	Phone	800-123-4567
Position	MANAGER	Status	2 Self-Empl
Income	4 Annual	Amount	30000
Years	10	Months	3
Previous Employer		Phone	
Position		Years	
Income		Amount	
Other Income Source		Monthly Amount	
Monthly Child Support		Dependents	

OK Exit Back Comments

DealerTrack DMS Print Screen | Information | New Window | Log Out

**DealerTrack** Submission Confirmation

Buyer SMITH, JOE  
Vehicle N 2000 FORD F 150 (0M75)


Auto Send

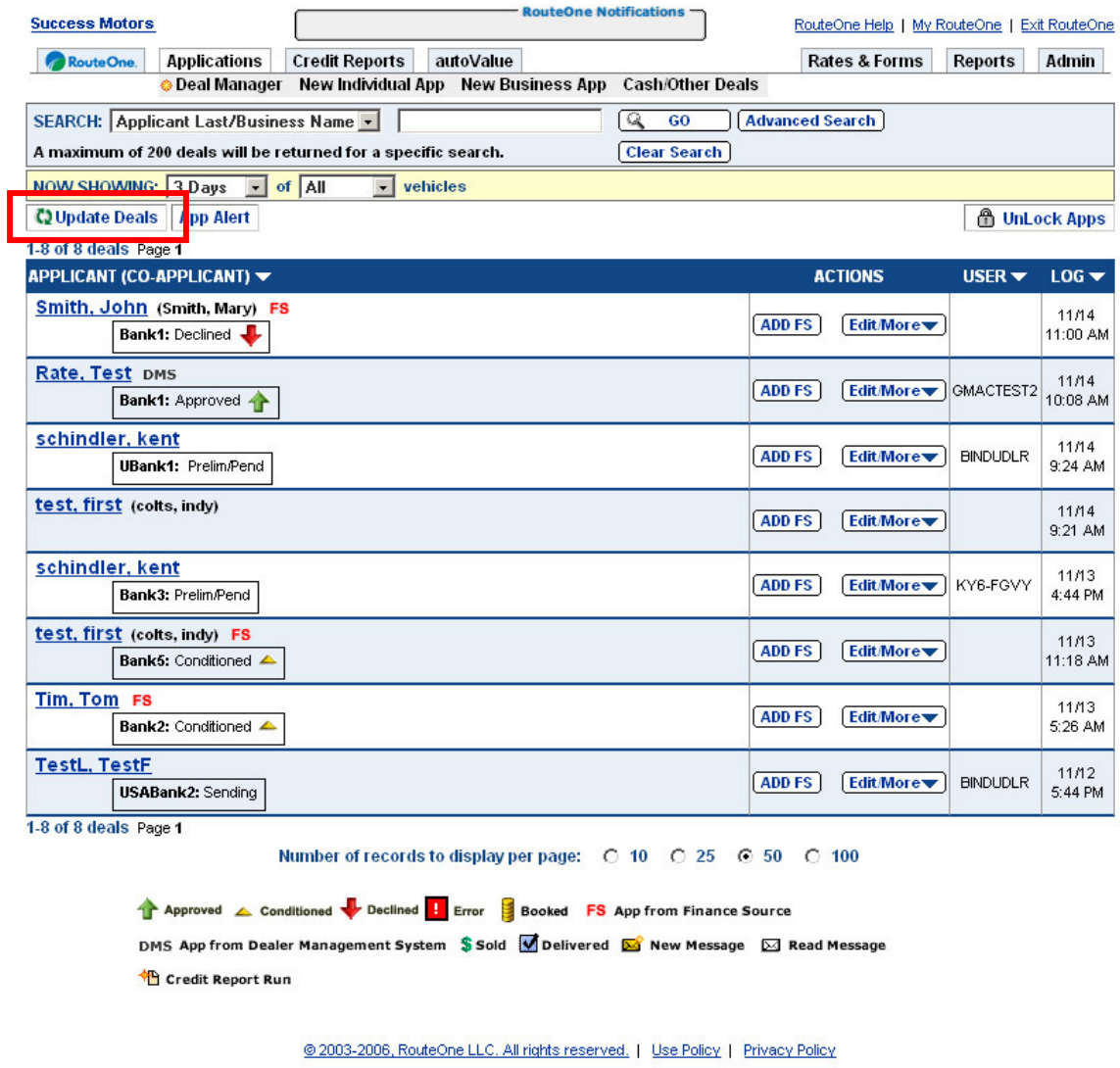
F10=Submit F12=Back

4. Complete the required application information and press **[ENTER]** to display the Submission Confirmation window.
5. Use function **F10=Submit** to submit the application to RouteOne and return to the Credit Application Selection screen.

### **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 denoted with the **DMS** icon next to the primary applicant's name.



The screenshot shows the RouteOne Deal Manager interface. At the top, there are navigation tabs for 'RouteOne', 'Applications', 'Credit Reports', 'autoValue', 'Rates & Forms', 'Reports', and 'Admin'. 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. Below the search bar, there are filters for 'NOW SHOWING: 3 Days of All vehicles' and buttons for 'Update Deals' (highlighted in a red box), 'App Alert', and 'UnLock Apps'. The main content is a table with columns for 'APPLICANT (CO-APPLICANT)', 'ACTIONS', 'USER', and 'LOG'. The table lists several deals with their respective bank statuses and actions. At the bottom, there is a legend for various icons and a footer with copyright information.

APPLICANT (CO-APPLICANT)	ACTIONS	USER	LOG
Smith, John (Smith, Mary) FS Bank1: Declined ↓	ADD FS Edit More		11/14 11:00 AM
Rate, Test DMS Bank1: Approved ↑	ADD FS Edit More	GMACTEST2	11/14 10:08 AM
schindler, kent UBank1: Prelim/Pend	ADD FS Edit More	BINDUDLR	11/14 9:24 AM
test, first (colts, indy)	ADD FS Edit More		11/14 9:21 AM
schindler, kent Bank3: Prelim/Pend	ADD FS Edit More	KY6-FGVY	11/13 4:44 PM
test, first (colts, indy) FS Bank5: Conditioned ▲	ADD FS Edit More		11/13 11:18 AM
Tim, Tom FS Bank2: Conditioned ▲	ADD FS Edit More		11/13 5:26 AM
TestL, TestF USABank2: Sending	ADD FS Edit More	BINDUDLR	11/12 5:44 PM

Number of records to display per page:  10  25  50  100

 Approved 
  Conditioned 
  Declined 
  Error 
  Booked 
  FS App from Finance Source  
 DMS App from Dealer Management System 
  Sold 
  Delivered 
  New Message 
  Read Message  
 Credit Report Run

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## 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 **Arkona** 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.