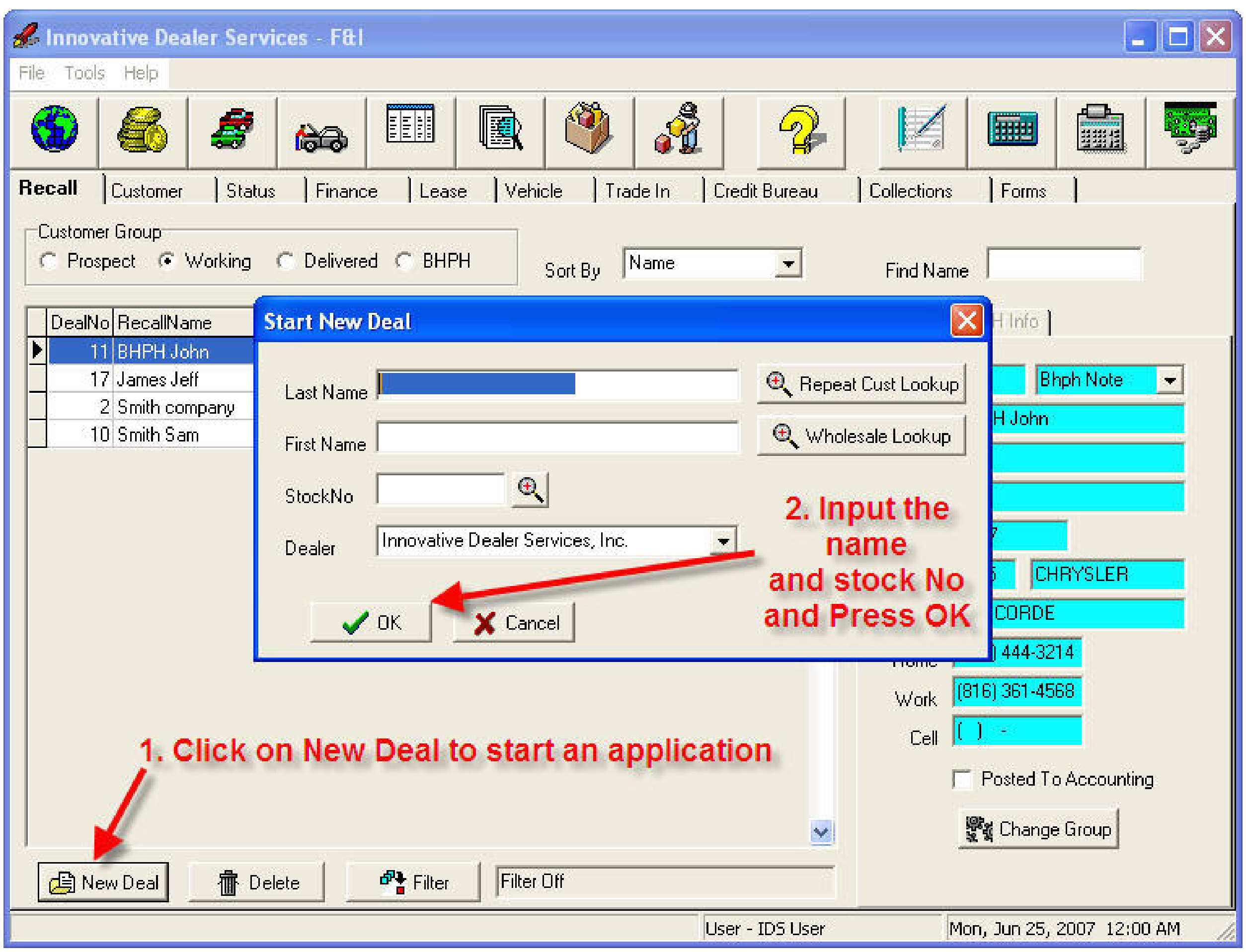
Integration Guide

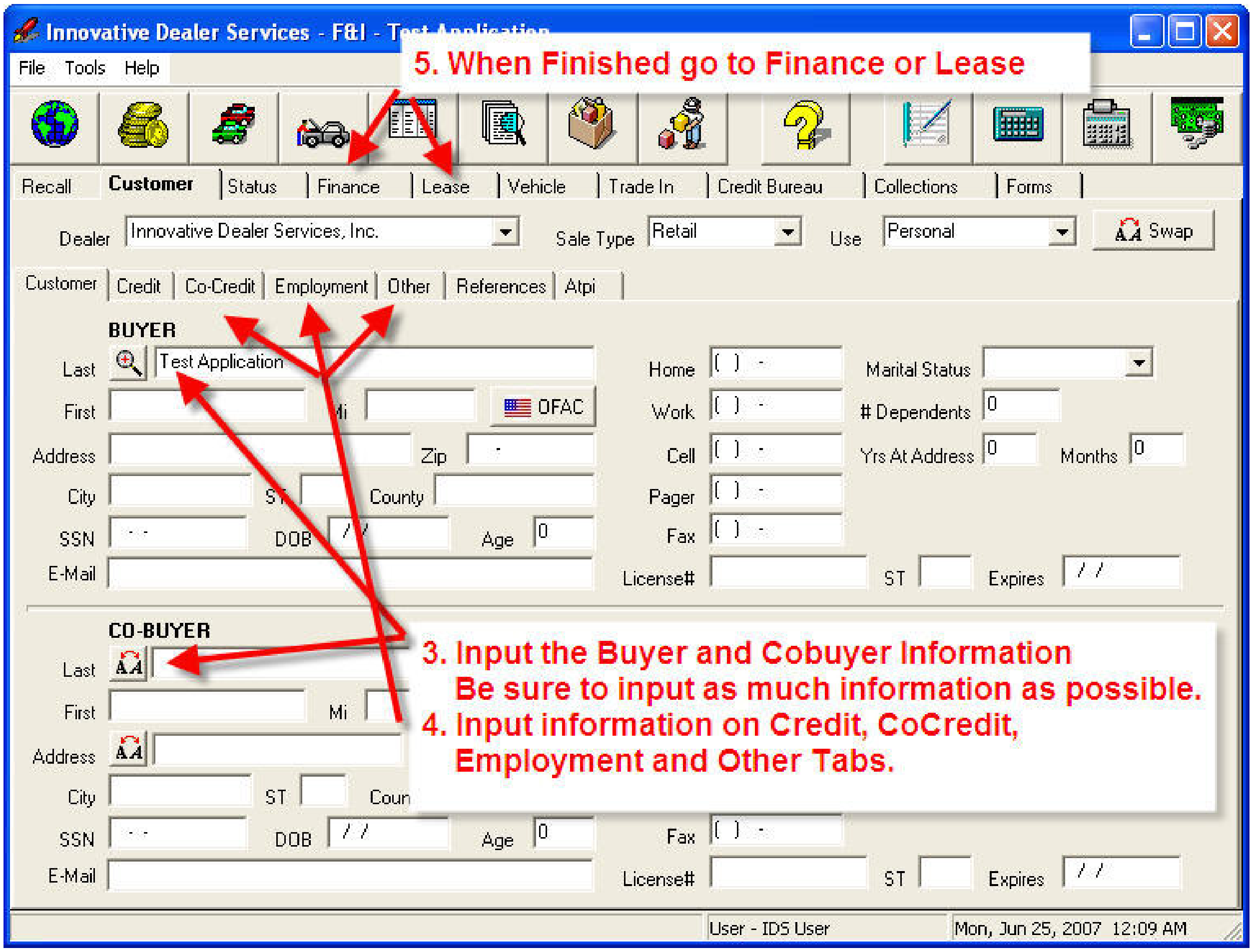
The RouteOne Innovative Dealer Services (IDS) integration enables one-way exchange of customer application information from your IDS system to RouteOne. Fields on the RouteOne credit application can be populated with information obtained electronically from your IDS system, thereby eliminating duplicate data entry.

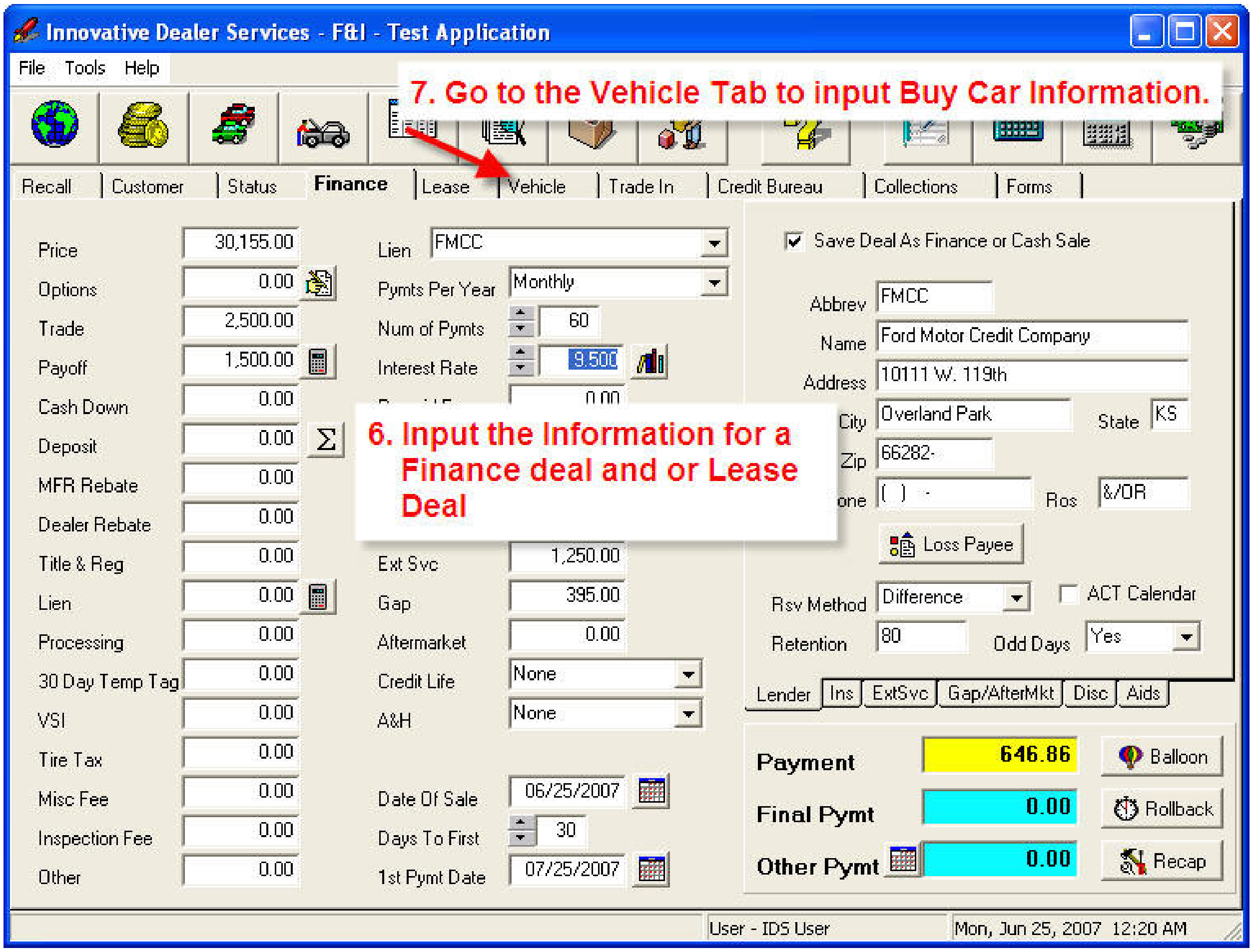
Importing Deals from IDS to RouteOne

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

1. From your IDS system…




Innovative Dealer Services - F&I - Test Application
File Tools Help
5. When Finished go to Finance or Lease
Recall
Customer
Status
Finance
Lease
Vehicle
Trade In
Credit Bureau
Collections
Forms
Dealer
Innovative Dealer Services, Inc.
Sale Type
Retail
Use
Personal
Swap
Customer
Credit
Co-Credit
Employment
Other
References
Atpi
BUYER
Last
Test Application
First
Mi
OFAC
Address
Zip
City
ST
County
SSN
DOB
Age
E-Mail
Home
Work
Cell
Pager
Fax
License#
ST
Expires
Marital Status
Dependents
Yrs At Address
Months
CO-BUYER
3. Input the Buyer and Cobuyer Information
Be sure to input as much information as possible.
4. Input information on Credit, CoCredit, Employment and Other Tabs.
User - IDS User
Mon, Jun 25, 2007 12:09 AM


Innovative Dealer Services - F&I - Test Application
File Tools Help
7. Go to the Vehicle Tab to input Buy Car Information.
Recall Customer Status Finance Lease Vehicle Trade In Credit Bureau Collections Forms
Price 30,155.00
Options 0.00
Trade 2,500.00
Payoff 1,500.00
Cash Down 0.00
Deposit 0.00
MFR Rebate 0.00
Dealer Rebate 0.00
Title & Reg 0.00
Lien 0.00
Processing 0.00
30 Day Temp Tag 0.00
VSI 0.00
Tire Tax 0.00
Misc Fee 0.00
Inspection Fee 0.00
Other 0.00
Lien FMCC
Pymts Per Year Monthly
Num of Pymts 60
Interest Rate 9.500
6. Input the Information for a Finance deal and or Lease Deal
Ext Svc 1,250.00
Gap 395.00
Aftermarket 0.00
Credit Life None
A&H None
Date Of Sale 06/25/2007
Days To First 30
1st Pymt Date 07/25/2007
Save Deal As Finance or Cash Sale
Abbrev FMCC
Name Ford Motor Credit Company
Address 10111 W. 119th
City Overland Park
State KS
Zip 66282-
Ros &/OR
Loss Payee
Rsv Method Difference
ACT Calendar
Retention 80
Odd Days Yes
Lender Ins ExtSvc Gap/AfterMkt Disc Aids
Payment 646.86
Final Pymt 0.00
Other Pymt 0.00
Balloon
Rollback
Recap
User - IDS User
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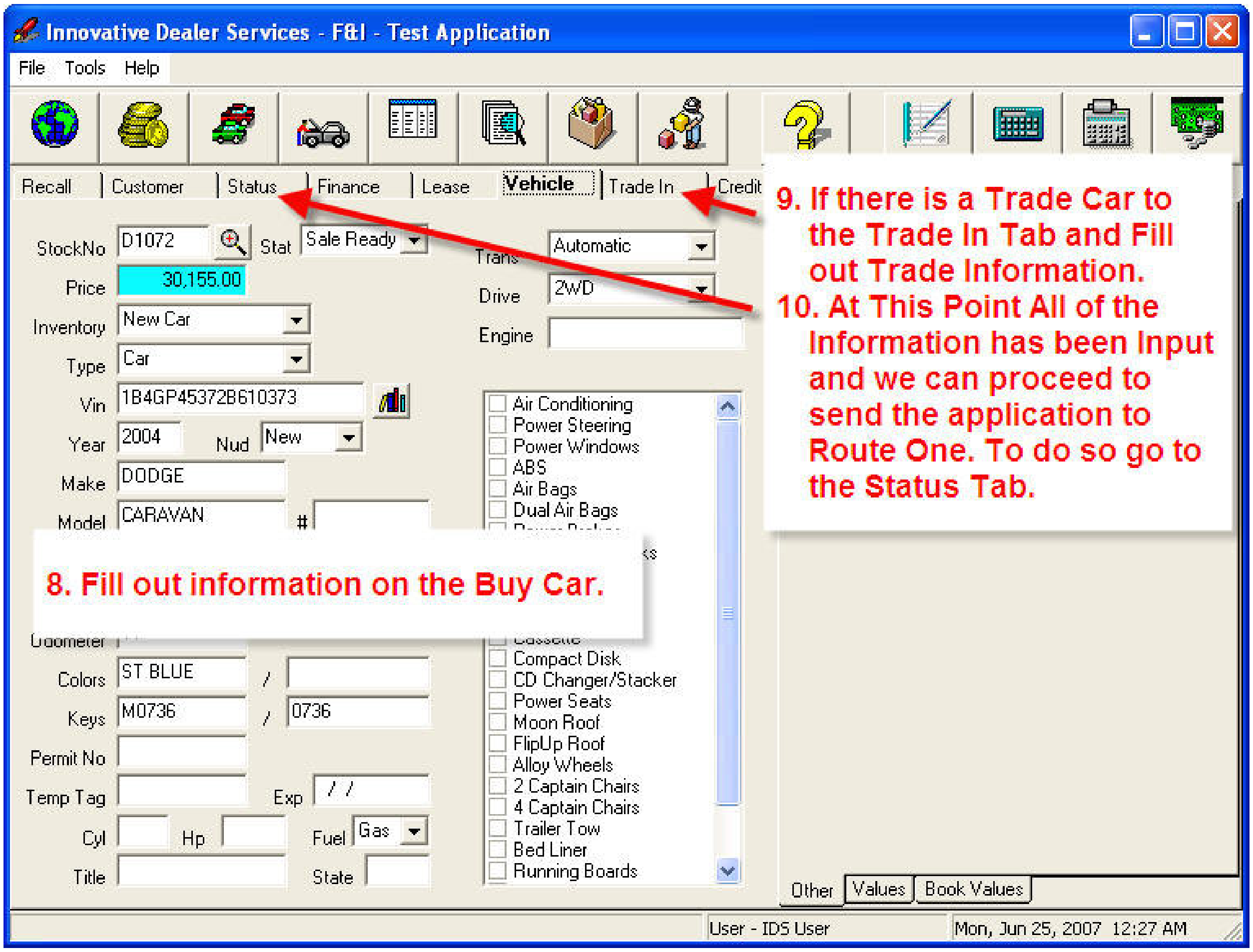
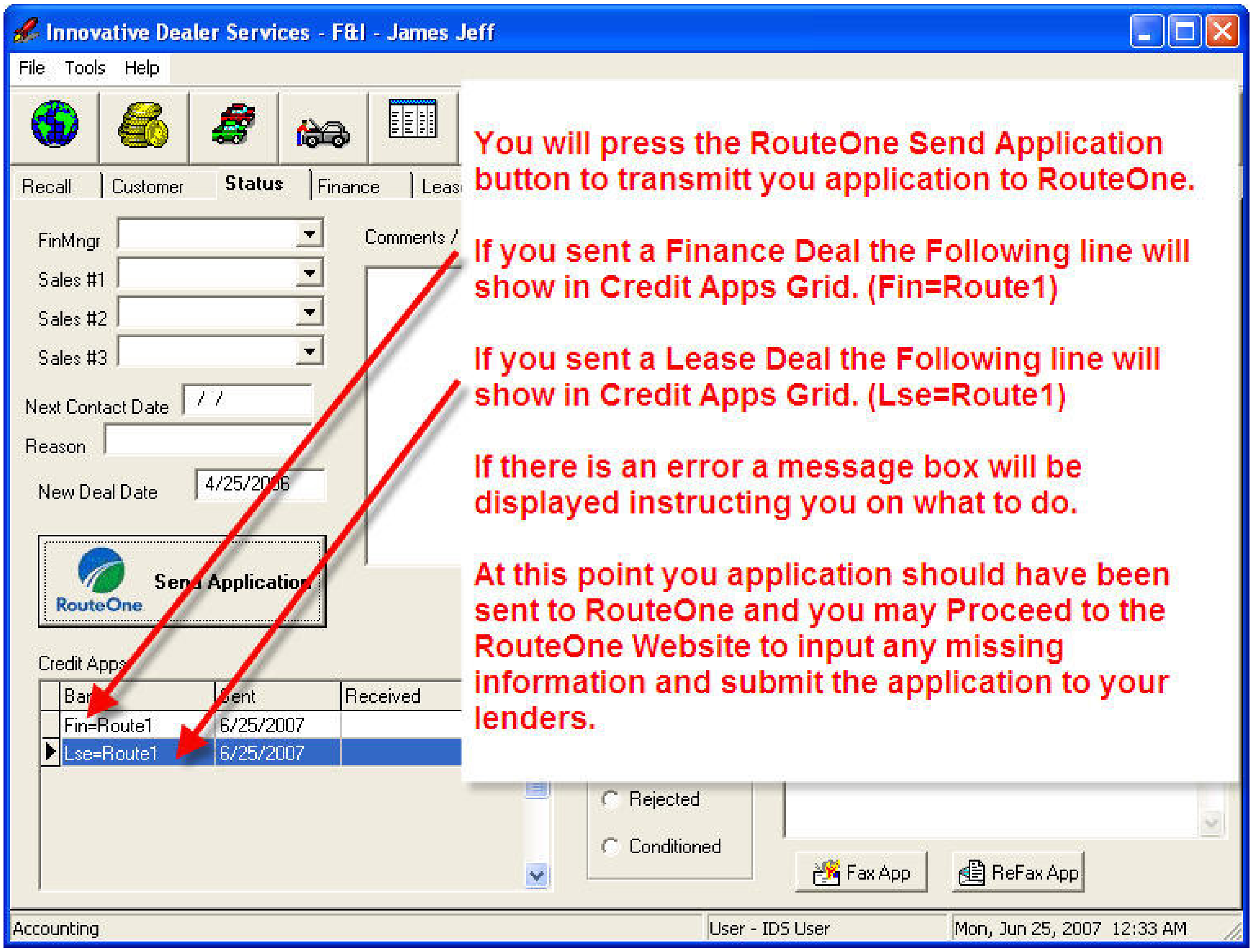
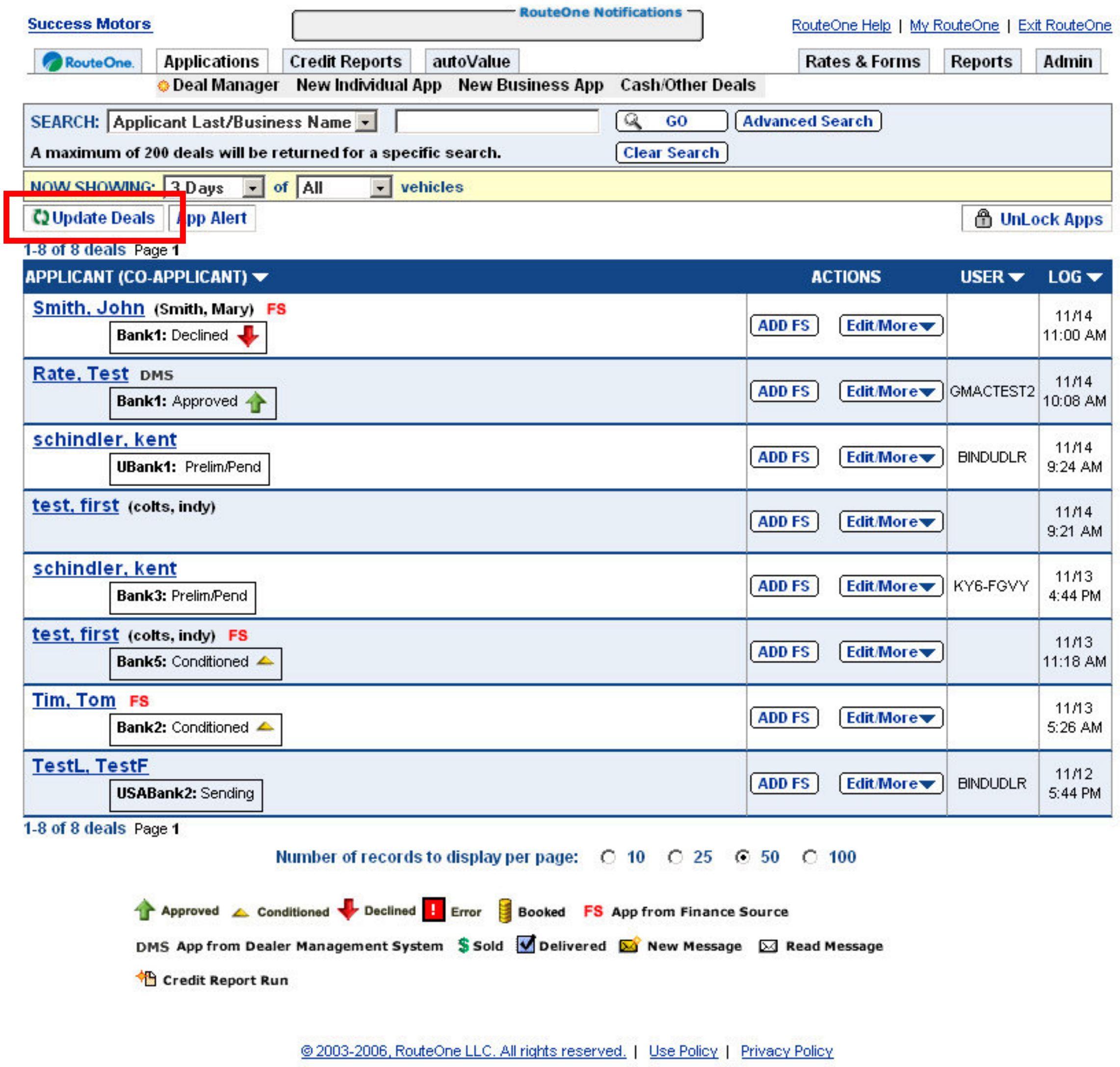

Innovative Dealer Services - F&I - Test Application
File Tools Help
Recall Customer Status Finance Lease Vehicle Trade In Credit
9. If there is a Trade Car to the Trade In Tab and Fill out Trade Information.
10. At This Point All of the Information has been Input and we can proceed to send the application to Route One. To do so go to the Status Tab.
StockNo D1072 Stat Sale Ready
Price 30,155.00
Inventory New Car
Type Car
Vin 1B4GP45372B610373
Year 2004 Nud New
Make DODGE
Model CARAVAN #
Trans Automatic
Drive 2WD
Engine
8. Fill out information on the Buy Car.
Colors ST BLUE /
Keys M0736 / 0736
Permit No
Temp Tag Exp / /
Cyl Hp Fuel Gas
Title State
Air Conditioning
Power Steering
Power Windows
ABS
Air Bags
Dual Air Bags
Compact Disk
CD Changer/Stacker
Power Seats
Moon Roof
FlipUp Roof
Alloy Wheels
2 Captain Chairs
4 Captain Chairs
Trailer Tow
Bed Liner
Running Boards
Other Values Book Values
User - IDS User
Mon, Jun 25, 2007 12:27 AM


Innovative Dealer Services - F&I - James Jeff
File Tools Help
Recall
Customer
Status
Finance
FinMngr
Sales #1
Sales #2
Sales #3
Next Contact Date
Reason
New Deal Date
4/25/2006
Comments /
Send Application
RouteOne
Credit Apps
Sent
Received
Fin=Route1 6/25/2007
Lse=Route1 6/25/2007
Rejected
Conditioned
Fax App
ReFax App
Accounting
User - IDS User
Mon, Jun 25, 2007 12:33 AM
You will press the RouteOne Send Application button to transmitt you application to RouteOne.
If you sent a Finance Deal the Following line will show in Credit Apps Grid. (Fin=Route1)
If you sent a Lease Deal the Following line will show in Credit Apps Grid. (Lse=Route1)
If there is an error a message box will be displayed instructing you on what to do.
At this point you application should have been sent to RouteOne and you may Proceed to the RouteOne Website to input any missing information and submit the application to your lenders.

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 Update Deals 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.



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 IDS 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.