

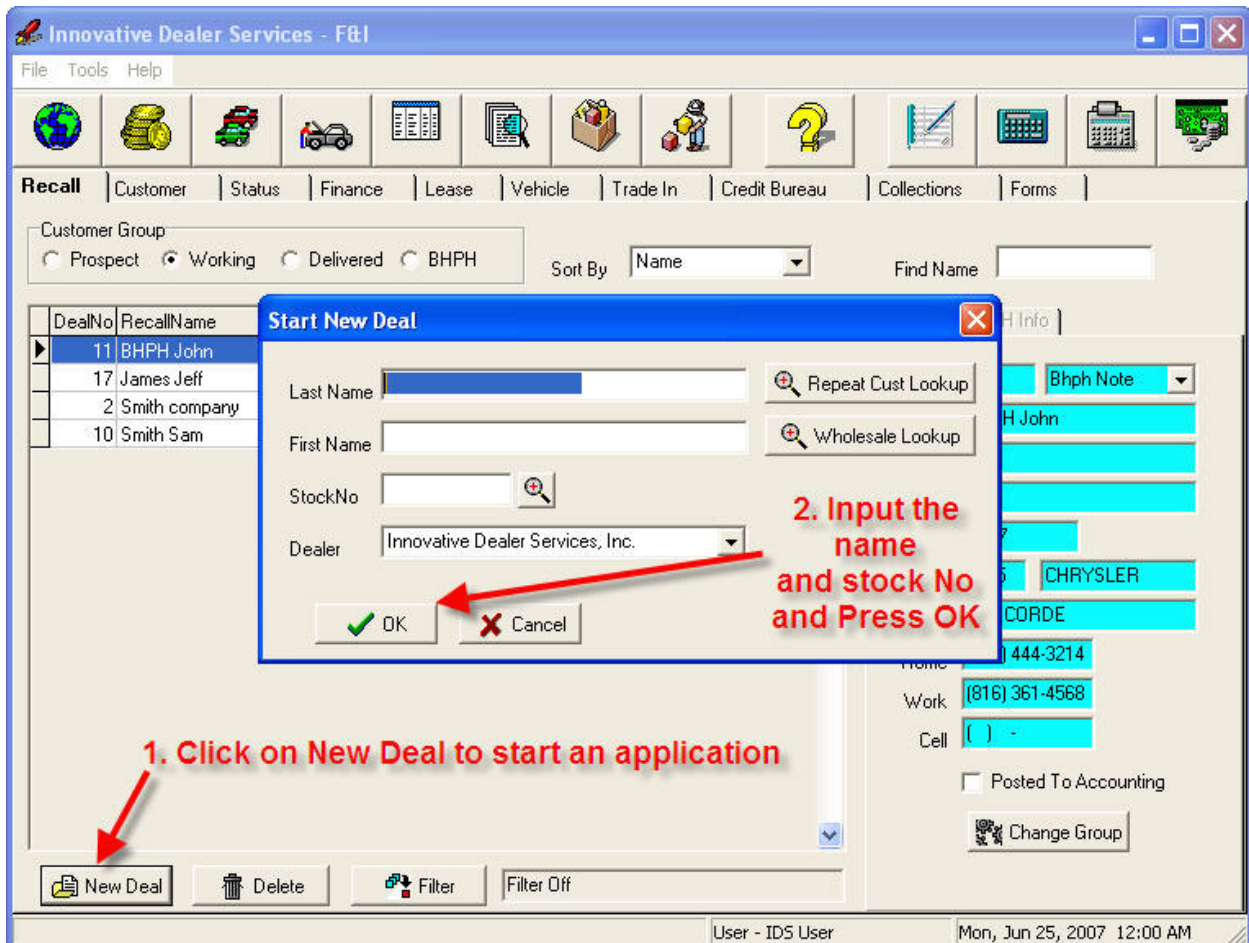
Integration Guide

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...



The screenshot displays the 'Innovative Dealer Services - F8I' application window. A 'Start New Deal' dialog box is open, prompting for customer information. The dialog box contains the following fields and options:

- Last Name: [Text Field]
- First Name: [Text Field]
- StockNo: [Text Field]
- Dealer: [Dropdown Menu, currently showing 'Innovative Dealer Services, Inc.']
- Repeat Cust Lookup: [Search Icon]
- Wholesale Lookup: [Search Icon]
- Buttons: [OK], [Cancel]

Red annotations on the screenshot include:

- An arrow pointing to the 'New Deal' button in the bottom left corner with the text: **1. Click on New Deal to start an application**
- An arrow pointing to the 'OK' button in the dialog box with the text: **2. Input the name and stock No and Press OK**

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 Home () - Marital Status

First Mi OFAC Work () - # Dependents 0

Address Zip Yrs At Address 0 Months 0

City ST County Pager () -

SSN .. DOB / / Age 0 Fax () -

E-Mail License# ST Expires / /

CO-BUYER

Last AA First Mi

Address AA City ST Coun

SSN .. DOB / / Age 0 Fax () -

E-Mail License# ST Expires / /

**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 Lien FMCC Save Deal As Finance or Cash Sale

Options 0.00 Pymts Per Year Monthly Abbrev FMCC

Trade 2,500.00 Num of Pymts 60 Name Ford Motor Credit Company

Payoff 1,500.00 Interest Rate 9.500 Address 10111 W. 119th

Cash Down 0.00 City Overland Park State KS

Deposit 0.00 **6. Input the Information for a Finance deal and or Lease Deal** Zip 66282

MFR Rebate 0.00 one () Ros &/OR

Dealer Rebate 0.00 Loss Payee

Title & Reg 0.00 Ext Svc 1,250.00 Rsv Method Difference ACT Calendar

Lien 0.00 Gap 395.00 Retention 80 Odd Days Yes

Processing 0.00 Aftermarket 0.00 Lender Ins ExtSvc Gap/AfterMkt Disc Aids

30 Day Temp Tag 0.00 Credit Life None

VSI 0.00 A&H None

Tire Tax 0.00 Date Of Sale 06/25/2007

Misc Fee 0.00 Days To First 30

Inspection Fee 0.00 1st Pymt Date 07/25/2007

Other 0.00

Payment **646.86** Balloon

Final Pymt **0.00** Rollback

Other Pymt **0.00** Recap

User - IDS User Mon, Jun 25, 2007 12:20 AM

Innovative Dealer Services - F&I - Test Application

File Tools Help

Recall Customer Status Finance Lease **Vehicle** Trade In Credit

StockNo D1072 Stat Sale Ready Trans Automatic

Price 30,155.00 Drive 2WD

Inventory New Car Engine

Type Car

Vin 1B4GP45372B610373

Year 2004 Nud New

Make DODGE

Model CARAVAN #

Air Conditioning
 Power Steering
 Power Windows
 ABS
 Air Bags
 Dual Air Bags
 Cassette
 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

Odometer
 Colors ST BLUE /
 Keys M0736 / 0736
 Permit No
 Temp Tag Exp / /
 Cyl Hp Fuel Gas
 Title State

Other Values Book Values

User - IDS User Mon, Jun 25, 2007 12:27 AM

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.

8. Fill out information on the Buy Car.

Innovative Dealer Services - F&I - James Jeff

File Tools Help

Recall Customer **Status** Finance Lease

FinMngr [dropdown] Comments /

Sales #1 [dropdown]


Sales #2 [dropdown]

Sales #3 [dropdown]

Next Contact Date [/ /]

Reason []

New Deal Date 4/25/2006





Credit Apps

Bar	Sent	Received
Fin=Route1	6/25/2007	
Lse=Route1	6/25/2007	

Rejected

Conditioned

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.

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 sub-tabs 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 is a 'NOW SHOWING' section with a dropdown for '3 Days' and 'All vehicles'. A red box highlights the 'Update Deals' button. Below this is a table of deals with columns for 'APPLICANT (CO-APPLICANT)', 'ACTIONS', 'USER', and 'LOG'. The table contains 8 rows of deal information, including applicant names like 'Smith, John', 'Rate, Test', 'schindler, kent', 'test, first', and 'Tim, Tom'. Each row has 'ADD FS' and 'Edit More' buttons. Below the table, there is a legend for deal statuses: Approved (green up arrow), Conditioned (yellow triangle), Declined (red down arrow), Error (red exclamation mark), Booked (yellow book icon), FS (Finance Source), DMS (Dealer Management System), Sold (green dollar sign), Delivered (checkbox), New Message (envelope), Read Message (checkbox), and Credit Report Run (document icon). At the bottom, there is a copyright notice: '© 2003-2006, RouteOne LLC. All rights reserved. | Use Policy | Privacy Policy'.

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.