



Integration Guide

The RouteOne-Market Scan integration enables you to send customer application information from your Market Scan system to your RouteOne system. Fields on the RouteOne credit application are populated with information obtained electronically from your Market Scan system, thereby eliminating duplicate data entry and related errors.

Sending Deals from Market Scan to RouteOne

The Market Scan system scans hundreds of lender programs to discover the best option for your customer and the vehicle they have selected. From Market Scan, you can transfer customer and deal information, in one step, to your RouteOne system. The process begins once you have entered a customer in Market Scan or you have selected an existing customer from the **Customers** screen.

Customers					
Quick Search					Search Help
Full Name	Home Phone	Work Phone	Assigned To	Date of Last Change	
Barker, Bob	(805)444-4444	(805)555-5588	Administrator	4/18/2008	
Bond, James	(805)777-1111	(805)777-2222	Administrator	4/18/2008	
Brown, Charlie	(805)888-7777	(805)888-4444	Administrator	4/18/2008	
Bush, George	(805)212-2121	(808)313-3131	Administrator	4/18/2008	
Customer, Test	(805)555-5555	(805)666-6666	Administrator	4/18/2008	
Hope, Bob	(805)777-8888	(805)666-2222	Administrator	4/18/2008	
Hopkins, Bernard	(805)888-8585	(805)886-8686	Administrator	4/18/2008	
Huckabee, Bob	(805)222-6666	(805)222-3333	Administrator	4/18/2008	
Jones, Roy	(805)888-8888	(805)999-9999	Administrator	4/18/2008	
Parker, Peter	(805)444-6666	(805)444-2222	Administrator	4/18/2008	

← Back
 + Add
 ✉ Mail Merge
 ☰ Select Customers For Deletion
 👤 Show My Customers
 📊 Reports
 🏠 Main Menu

After a customer is selected, you can select a vehicle, add a trade-in if available, configure adds, and then run the scan. The scan results display in the Scan Results menu. Finance sources participating on RouteOne are easy to differentiate from those that are not; just look for the RouteOne icon displayed to the left of the program name.

36 Month Lease vs. 60 Month Retail Prophet Single Vehicle Scan											
FOR0360: NEW 2009 FORD MUSTANG T80 2D COUPE DELUXE											
Prev.	Default Customer FOR MUSTANG 2009	Default Customer KIA AMANTI 2008	Default Customer GMC C2500_SIERRA 2009	Default Customer TOY CAMRY 2009	Default Customer FOR FUSION 2009	Next					
#	Lease Lender	Payment	Spread	Select Lease Term	Select Purchase Term	#	Purchase Lender	Payment	Spread		
1	LFCU_0	397.49	*BEST*			1	USB_WAEA	382.96	*BEST*		
2	LFCU_1	400.89	3.40			2	BOW_CAKA	383.43	0.47		
3	FMC8P05Z	404.36	6.87	Top	Top	3	USB_WAFA	383.89	0.93		
4	FMC_805Z	404.36	6.87	Up	Up	4	CAFBCSBA	385.19	2.23		
5	FMCC_KZ	426.25	28.76	Down	Down	5	BOW_CANA	385.75	2.79		
6	FMCC_PKZ	426.25	28.76			6	CAFBCSCA	387.05	4.09		
7	FMC8205Z	432.63	35.14	Best FMC Program	Best FMC Program	7	USB_WAHA	387.61	4.65		
8	FMC82P05Z	432.63	35.14			8	BOW_CALA	387.98	5.02		
9	FMCCPK1Z	434.75	37.26	Best Available Program	Best Available Program	9	BOW_CAQA	389.94	6.98		
10	FMCC_K1Z	434.75	37.26			10	BOW_CAOA	392.29	9.33		
Cust. Cash (Lease)		Desired Profit		MSRP		Dealer Cost		Cust. Cash (Buy)			
\$1,425.00		\$1,235.00		\$20,235.00		\$19,000.00		\$2,025.00			
Tax Mode: Including Tax Prophet Scan Info. Custom Scan Maxi Scan Payment Scan Prophet Scan mPencil™ Toggle Display Working Deal Monitor											
Perpetual Deal History Vehicle Information Selected Lender Opts Send Scan To Another User Print Save Scan Display Options Main Menu											

Review the program for proper breakdown of taxes and equity. When you are satisfied with the deal, click on the "Submit for Approval" button located at the bottom right-hand side of the screen. The "Submit for Approval" button packages the customer and deal information and then transmits the information to the RouteOne system.

36 Month Lease vs. 60 Month Retail Prophet Single Vehicle Scan											
FOR0360: NEW 2009 FORD MUSTANG T80 2D COUPE DELUXE											
Prev.	LFCU_1: Lockheed Federal Credit Union (Standard Lease Program) Closed End - Zero Rank: 2 Security Deposit - Score 630-729 - SCA										Next
#	Trade(s) Allowance:	\$0.00	Warranty Cost:	N/A	Spread						
1	ACV of Trade(s):	\$0.00	Warranty Charge:	N/A	BEST*						
2	Pay Off of Trade(s):	\$0.00	Dealer Cost:	\$19,000.00	0.47						
3	Equity in Trade(s):	\$0.00	Selling Price:	\$20,235.00	0.93						
4	Customer Cash/Rebate:	\$1,425.00	Price Adjustment:	\$0.00	2.23						
5	Total Cash/Rebate/Equity:	\$1,425.00	Adjusted Selling Price:	\$20,235.00	2.79						
6	Inception Fees:	\$594.89	Down Payment:	\$766.85	4.09						
7	Excess Cash/Rebate/Equity:	\$830.11	Down Payment Tax:	\$63.26	4.65						
8	Original MSRP:	\$20,235.00	Assignment Fee:	\$645.00	5.02						
9	MSRP Discounts:	\$0.00	Total Cap. Cost:	\$20,113.15	6.98						
10	MSRP Adjustments:	\$0.00	Vehicle Mark-Up:	\$1,235.00	9.33						
	Adjusted MSRP:	\$20,235.00	Warranty Mark-Up:	\$0.00							
	Maximum Advance:	\$20,235.00	Paid Reserve:	\$0.00							
	Residual Value: (\$1.00%)	\$10,319.85	Dealer Incentive:	\$0.00							
	Demo Miles: N/A	\$0.00	Trade(s) Over Allowance:	\$0.00							
	Annual Miles:	15000	Total Profit:	\$1,235.00							
	Excess Miles: N/A	\$0.00	Discount / Buy Rate:	0.003230							
	Adjusted Residual Value:	\$10,319.85	Adjusted / Sell Rate:	0.003230							
			Payment Recap:	36 Months @ \$370.33 + 8.25% = \$400.89							
Cust	Cash/Equity Recap	Inception Fees	MSRP Adjustments	ADP System	Export To ADP	Save As Quote					
Tax	OK	% Lease vs Buy	Program Options	Print / Fax	Submit For Approval	Main Menu					
Per	Deal History	Information	Lender Opts	Another User	Options	Main Menu					

Locating 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 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 shows the RouteOne Deal Manager interface. At the top, there are navigation tabs: "RouteOne Home", "Participating Finance Sources", and "Participating Dealer Service Provide". Below these are "RouteOne Notifications" and links for "RouteOne Help", "My RouteOne", and "Exit RouteOne". The main navigation bar includes "NewsInfo", "Deals", "New App", "Credit Reports", "Vehicle Values", "F&I Exchange", "Rates & Forms", "Reports", and "Admin".

The "Deal Manager" section features a search bar with "Applicant Last/Business Name" as the search criteria, a "GO" button, and "Advanced Search" and "Clear Search" options. Below the search bar, it shows "NOW SHOWING: 30 Days of All vehicles" and a checkbox for "Always show deals like this?" with a "Yes" option. There are also "Update", "Print", and "Unlock" buttons.

The main content is a table with the following columns: "APPLICANT (CO-APPLICANT)", "ACTIONS", "USER", and "LOG". The table contains several rows of application data:

APPLICANT (CO-APPLICANT)	ACTIONS	USER	LOG	
last, first FS 1 Sending	ADD FS Edit/More	RJTEST	06/09 2:00 PM	
Test app FS 3	ADD FS Edit/More		06/09 12:42 PM	
Test app 2 FS 2	<ul style="list-style-type: none"> Edit this Application Add Co-Applicant View/Print Finance Source Decision View/Print this Application Create Adverse Action Notice View Credit Report Summary Text Messages Show all Copies of this App Delete this Deal Copy this Application View/Print Vehicle Values 	UATUS03	06/09 12:23 PM	
Test app 3 FS 4		UATUS03	06/04 1:47 PM	
Test app 4 FS 5				06/04 11:09 AM
Test app 5 FS 6				06/04 11:06 AM
TESTING, MTEST FS 7 Prelim/Pend			MATHEW	06/03 3:26 PM
TESTING, MTEST FS 8 Sending FMCTst	ADD FS Edit/More	MATHEW	06/03 3:25 PM	

Submitting Deals to a Finance Source

To submit an imported deal to a Finance Source, simply click on the primary applicant's name in the RouteOne Deal Manager and you will be taken through the RouteOne application submission process used for all applications. Data entered in Market Scan 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.