












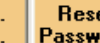




Integration Guide

The RouteOne and Motion Dealer Services Secondary integration enables a one-way exchange of credit application information between RouteOne and your Motion Dealer Services Secondary system, \$JEM. Fields on the RouteOne credit application will be populated with information obtained electronically from your Motion Dealer Services Secondary system, \$JEM, thereby eliminating duplicate data entry.

Importing Deals from Motion Dealer Services Secondary system, \$JEM, to RouteOne

Importing customer deal information from Motion Dealer Services Secondary system, \$JEM, to RouteOne is quick and easy!

1. To Push the Credit Application Only to RouteOne, click on the  button on the Credit Application Screen in \$JEM.

First Name	M.I. Last Name	S.S. Num	Home :	Cell :							
JANE	A DOE	222-22-2222	(555) 111-2222	() -							
<input checked="" type="radio"/> Street Address <input type="radio"/> P.O. Box <input type="radio"/> Rural Route											
Num	Street	App No.	City	State Zip							
124	MAIN ST		ANYWHERE	KY 12345							
Co-Applicant											
First Name	M.I. Last Name	S.S. Num									
JOHN	L DOE	222-33-4444									
Credit Bureau Status											
No Report on File											
Client Status	Deal Type	Salesman	Advertising Source								
 PENDING	SUB-PRIME	HOUSE	REPEAT CUSTOMER								
											




- To Push the Credit Application and the Deal Structure to RouteOne, click on the button on the Retail screen in \$JEM.

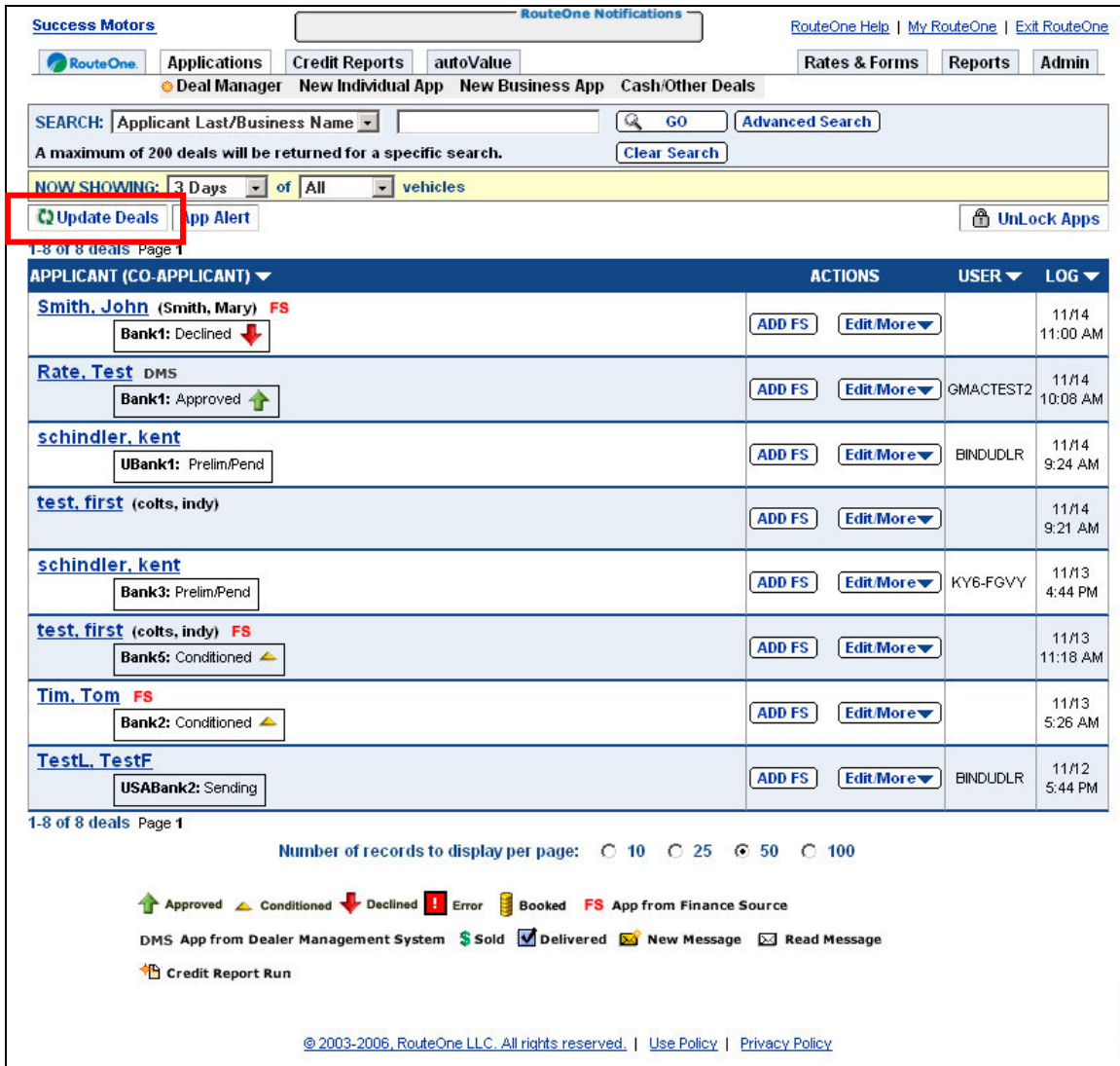
<input type="checkbox"/> Delivered	2006	CHEVROLET	Impala-V6	3333-X1299	WF ALL - SPC PRIME		
Selling Price \$	24,670.00	Aquis (Proc) Fee \$	0.00	Miles	11245	Type	Sedan
Trade Allowance \$	0.00	Extended Service Plan \$	0.00	Color	AMBER	Days	78
Payoff \$	0.00	Vendor Single Interest \$	0.00	Location			
Down Payment \$	1,000.00	CCP Fee \$	0.00	Back End Available			
Rebate #1 \$	0.00	Gap Coverage \$	0.00	1688.11			
Rebate #2 \$	0.00	Etching Fee \$	0.00	Front Gross	7494.45	LTV % (Line 3)	129%
<i>Unpaid Price</i>	23,670.00	Pmts Per Year	12	Back End Gross	1808.43	LTV % (Line 5)	136%
Processing (Doc) Fee	148.00	Days to First Pmt	45	Trade Value	19725	Retail Value	22750
% Sales Tax \$	1592.5	Customer Rate APR	8.850	Vehicle Cost	17175.55	ACV of Trade	0
Filing Fee \$	21.00	Buy Rate APR	7.100	Bank Fees			
License Fee \$	0.00	Term in Months	72	0			
Registration Fee \$	0.00	Contract Date	10/31/06	Max Amt Fin	27149.61	Amount Fin.	26827.62
Title Fee \$	30.00	First Payment Date	12/15/2006	Max Advance	25461.50	Advance	25461.50
Other Fee \$	0.00	Payment Amount \$	483.37				
<i>Unpaid Balance</i>	25,461.50	Life Ins	72				
		A & H Ins	72				

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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.



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 dropdown for 'Applicant Last/Business Name' and a 'GO' button. Below the search bar, it says 'A maximum of 200 deals will be returned for a specific search.' and a 'Clear Search' button. A yellow bar indicates 'NOW SHOWING: 3 Days of All vehicles'. The 'Update Deals' button is highlighted with a red box. 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. At the bottom, there is a legend for deal statuses 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	GMATEST2	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 Motion Dealer Services Secondary system, \$JEM, 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.**