

Spend more time selling and less time manually entering data with RouteOne’s automated Vehicle Valuation tool, offering valuations from *The N.A.D.A. Official Used Car Guide® Company, Black Book, and Kelley Blue Book.

Increased Efficiencies

The Vehicle Valuation tool eliminates the hassle of leafing through paper guides or using stand-alone valuation sites. Automatically calculate used vehicle loan, retail, and trade-in values on a single screen from within the RouteOne credit application. Provide your finance sources detailed valuation information, reducing the time it takes to receive a funding decision.

Maximum Flexibility

Pull as many valuations as you need at *no extra cost* above the low monthly subscription fee. The Vehicle Valuation tool also allows for maximum flexibility in communicating collateral values to finance sources, as well as independent subscription options for dealers and finance sources.

Reduced Data Entry Time

The Vehicle Valuation tool accommodates all F&I and sales/desking selling processes via dual entry points – from a single screen that allows F&I managers to value the vehicle from within the RouteOne credit application, and/or a standalone utility that provides sales/desking valuation tools, easily translated into the RouteOne credit application where necessary.

Vehicle Valuation Tool Highlights

- Automatically calculates used vehicle loan, retail, and trade-in values
- Accommodates all F&I and sales/desking selling processes via dual entry points
- Allows for maximum flexibility in communicating collateral values to finance sources
- Available at a low subscription fee; no long-term commitment required
- Allows you to pull as many valuations as needed, at no extra cost

Access and Usage

There are **two ways in which to access** the Vehicle Valuation tool – from **within the credit application**, and through the separate **Vehicle Valuation tab** located within the Global Navigation bar.

1). **Accessing Vehicle Values from within the credit application**

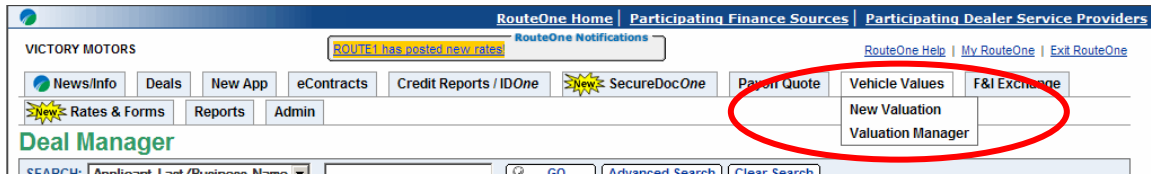
Vehicle Valuation is located within the credit application itself, accessible when the sale vehicle is designated as a *used* vehicle:

1. Specify the Sale Vehicle as ‘Used’, ‘Certified Used’, or ‘Auction’.
2. In the Sale Vehicle section, enter either the vehicle VIN, Style/Trim, and Mileage, or the vehicle Year, Make, Model, Style/Trim and Mileage. The Vehicle Valuation dynamic option list will be displayed.
3. Select the Options that correspond to the vehicle. For NADA, Base value, Options, and Mileage are shown with price tags for Loan, Trade-In, and Retail values. Finance-Adv, Trade-in, Retail and Wholesale are listed for Black Book. Trade-In, Retail, Wholesale and Auction are listed for Kelley Blue Book.
4. Enter in your own Wholesale/Invoice, if necessary. Your selections are then saved and sent with the credit application to your selected finance source. If the finance source is also a subscriber, RouteOne will send the values to the finance source as well. This information will be displayed in the Decision Details.

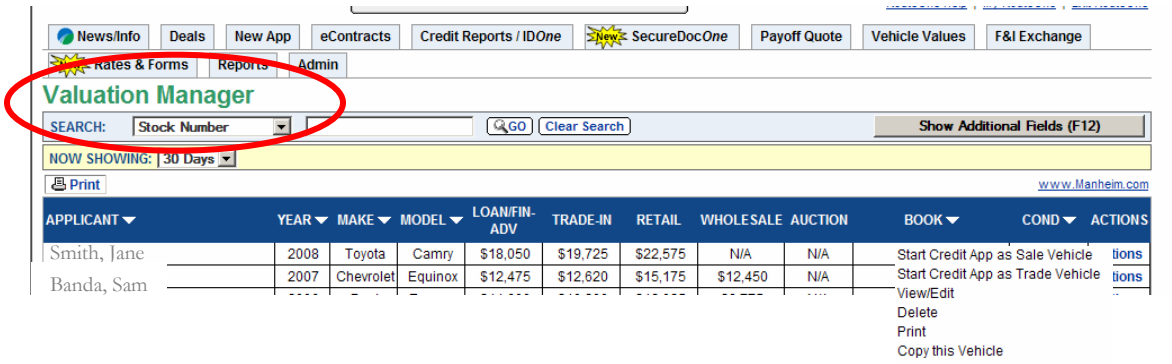
The screenshot shows the 'Sale Vehicle' section of the application. A red circle highlights the 'New/Used' dropdown menu, which is currently set to 'Used'. Below this, there are several other dropdown menus and text input fields: 'Year: Select One', 'Make: Other', 'Model: Other', 'Style: Other', and 'Inception Miles:'. The 'Trade Vehicle' and 'Add Trade-In (F9)' tabs are also visible at the top of the form.

2). **Accessing Vehicle Values from the Vehicle Valuation tab**

Vehicle Values can also be accessed outside of the credit application. It is listed as a separate tab within the Global Navigation bar.



When accessing Vehicle Valuation in this manner, you are not required to create a credit application, but may simply save the valuation as a 'Vehicle Valuation'. Saving as a 'Vehicle Valuation' is ideal when valuating potential customers' vehicles for trade-in, or cataloging current stock vehicles for future sales.



Follow the directions below to enter Sale Vehicle information within the Vehicle Valuation tab:

1. Enter either the vehicle VIN and Mileage, or the vehicle Year, Make, Model, Style/Trim and Mileage.
2. Select the Vehicle Condition, then the Options that correspond to the vehicle.
3. Save the valuation as a credit application or as a Vehicle Valuation.

Please note that you may visit the Vehicle Valuation tab at any time to retrieve older valuations. If the valuation becomes a sale, it can be saved as a credit application, with the vehicle specified as a sale or trade vehicle. Additionally, you may view, edit, delete, or print the valuation at any time from within the 'Actions' button within the Valuation Manager.

Printing Book Outs

There are four ways in which to print book outs from the Vehicle Value application:

1. From the credit application page, using Ctrl-P. The entire credit application with the book out will be printed.
2. From the New Valuation page, or the Vehicle Valuation Manager. Only the book out (with a line for the dealer to sign if desired) will be printed.
3. Directly from Deal Manager, using the 'Edit/More' button within the Actions column. Only the book out will be printed.
4. From the Deal Summary via 'Print Decision' or 'View/Print Vehicle Values' buttons. This prints the credit decision for the selected lender, with book out.

Subscribing

Your Dealership System Administrator (DSA) may subscribe your dealership at any time by accessing the Vehicle Values section within the 'Premium Services' area under the 'Admin' tab. You will be billed for a 12-month pre-pay, but you may cancel anytime, with a refund, prorated monthly, of any unused portion.

Should you choose to subscribe, you will see the vehicle option adds and deducts on your credit vehicle from within the credit application. This information is calculated for you so that you may view the Loan/Finance Advance, Wholesale/Trade-In, and Retail totals, along with the original MSRP. Your subscription also provides you access to the Vehicle Valuation tab.

If you do not subscribe, you will not be able to access Vehicle Valuation from within the credit application, nor the Vehicle Valuation tab. Though you will still be able to see and select options for the vehicle, dollar values and totals for the options will not be displayed. You will be able to manually enter a Wholesale/Invoice figure.

Your finance source(s) will receive the detailed information on the options you have chosen for a particular vehicle, regardless of whether or not you subscribe to Vehicle Valuation. If your finance source subscribes to the service, RouteOne will send that finance source the same dollar amounts of the adds and deducts, as well as the total amounts. If the finance source does not subscribe to Vehicle Valuation, the options will be sent without the accompanying dollar values.

Pricing

- The N.A.D.A. Official Used Car Guide® Company - \$34.95 / month
- Black Book weekly values - \$74.95 / month
- Black Book monthly values - \$44.95 / month
- Kelley Blue Book - \$44.95 / month

Additional inquiries

For more information, contact your captive representative, or contact RouteOne Sales Support at 866.933.0663, or email salesupport@routeone.com.