



Integration Quick Start Guide

RouteOne's innovative Dealer Management System (DMS) integration solution enables a two-way exchange of credit application information with your Reynolds system. Reynolds and Reynolds (Reynolds) integration allows fields on the RouteOne credit application to be populated with information obtained electronically from your Reynolds F&I FAIT system, thereby eliminating duplicate data entry. Saved or sent applications in the RouteOne system can be easily imported and exported via your Reynolds system. In addition, the RouteOne Reynolds integration solution provides enhanced reporting on all F&I information extracted nightly from your Reynolds system. Reynolds deal information will automatically populate the F&I Log, F&I Performance, Decision Analysis (Time and Mix), and Time Sales Analysis reports in the RouteOne Dealer Reporting Suite.

Key Features of this guide:

- How to import credit applications to RouteOne from your Reynolds F&I FAIT system
- How to export credit applications and Finance Source decisions from RouteOne to your Reynolds F&I FAIT system
- How to view all your dealership's F&I activity in the RouteOne Reporting Suite from data extracted nightly from Reynolds.

Importing Deals from Reynolds F&I FAIT to RouteOne

Importing a credit application from your Reynolds F&I FAIT system is quick and easy! At a minimum, you must have the applicant's name, address, city, province, country, and postal code completed in your Reynolds F&I FAIT system to import a deal to RouteOne.


1. From your Reynolds system, access the Deal or Lease worksheet screen (4781/4780) in F&I FAIT.
2. At the worksheet command line, enter 'ET' to display the Electronic Credit Apps screen. If more than one credit processor is set up on your system, the screen displays all the vendors.
3. Select the number to the left of RouteOne to submit credit applications to RouteOne. The selection screen displays.
4. Enter '1' to create or update the credit application (as seen below).

```
FEB 7, 2006 ELECTRONIC CREDIT APPS      Store 04 FANDI01 PORT 5005 4781
-----
|
|
|
|
| 1 CREATE/UPDATE CREDIT APPLICATION
| 2 REVIEW CREDIT DECISION (THIS DEAL)
| 3 REVIEW ALL CREDIT DECISIONS
| 4 VENDOR.SETUP
| 5 F&I LOG
| 6 TRANSACTION EXCEPTIONS
|
| SELECTION
|
|
```


5. Enter **only the required fields** (denoted with an asterisk) on F&I FAIT Screen 1 or you may complete all of the personal, employment, vehicle, and financial information necessary for the application. Please note that RouteOne also requires the field **FIRST NAME** to be completed for the application (this is not indicated with an asterisk).
6. When you have completed at least the required fields on F&I FAIT Screens, enter 'T' to transmit the application to the RouteOne system.

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. Only deals with activity in the last 60 days are shown on the *Deal Manager*.

Click the  button located in the upper right-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.

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







































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Deal Manager [New Application](#) [Cash/Other Deals](#)

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



QUICK SEARCH [Restore Default](#) | [Settings](#) [Advanced Search >>>](#)







Now Showing 1-10 of 300 Results

APPLICANT	CO-APPLICANT	N / U	TT	LAST ACTIVITY	USER	ACTIONS
TAYLOR, JOHN	ANDERSON, MICHELLE	U	PC	07/18/05 3:50PM	asmith	Actions
Credit Union B  Captive X  Bank A 	Credit Union C 	FAXst 				
PAULSON, RICK DMS		U	L	07/18/05 3:50PM	bfloyd	Actions
Credit Union B  Captive X  Bank A 	Credit Union C 	FAXst 				
JONES, BILL		U	B	07/18/05 3:50PM	asmith	Actions
Credit Union B  Captive X  Bank A 	Credit Union C 	FAXst 				
TAYLOR, JOHN DMS		U	R	07/18/05 3:50PM	kallen	Actions
Credit Union B  Captive X  Bank A 	Credit Union C 	FAXst 				
ANDERSON, MICHELLE	TAYLOR, JOHN	U	R	07/18/05 3:50PM	bfloyd	Actions
Credit Union B  Captive X  Bank A 	Credit Union C 	FAXst 				
BROWN, CHERY		U	R	07/18/05 3:50PM	asmith	Actions
Credit Union B  Captive X  Bank A 	Credit Union C 	FAXst 				
ANDERSON, MICHELLE DMS		U	L	07/18/05 3:50PM	bfloyd	Actions
Credit Union B  Captive X  Bank A 	Credit Union C 	FAXst 				
TAYLOR, JOHN		D	B	07/18/05 3:50PM	kallen	Actions
Credit Union B  Captive X  Bank A 	Credit Union C 	FAXst 				

Pages: 1 2 3 4 5 6 7 8 9 10 Prev | Next

Number of Records per Page: 10 25 50 100

 Approved  Declined  Sending  Prelim/Pending  Fax  Error  Conditioned  Funded  Credit Report Error  Locked  Withdrawn

FS Finance Source Originated  New Mail  Read Mail  Booked **DMS** Dealer Management System  Sold  Delivered  New Credit Report

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 Reynolds 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.

Exporting Deals from RouteOne to Reynolds F&I FAIT

The RouteOne Reynolds integration also allows you to export an application and Finance Source decision from RouteOne to your Reynolds F&I FAIT system. All deals imported to the RouteOne system from Reynolds will update the same deal number in Reynolds upon exporting the deal from RouteOne. In order to do so:

1. From the **RouteOne Deal Manager Screen**, click the **Actions** link located in the right column of the Deal Manager for the customer/application you wish to export.

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RouteOne Applications Reports Request Credit Report Rate Sheets

Deal Manager New Application Cash/Other Deals

Home

QUICK SEARCH Applicant Last/Business Name GO Restore Default | Settings Advanced Search >>>

Now Showing 1-10 of 300 Results App Alert Update Deals Unlock Apps

APPLICANT	CO-APPLICANT	N / U	TT	LAST ACTIVITY	USER	ACTIONS
TAYLOR, JOHN	ANDERSON, MICHELLE	U	PC	07/18/05 3:50PM	asmith	Actions
Credit Union B P Captive X ↑ Bank A ▲ Credit Union C ↓ FAXst 📠						
PAULSON, RICK DMS		II	L	07/18/05 3:50PM	bfloyd	Actions
Credit Union B P Captive X ↑ Bank A ▲ Credit Union C ↓ FAXst 📠						
JONES, BILL		U	B	07/18/05 3:50PM	asmith	Actions
Credit Union B P Captive X ↑ Bank A ▲ Credit Union C ↓ FAXst 📠						
TAYLOR, JOHN DMS		U	R	07/18/05 3:50PM	kallen	Actions
Credit Union B P Captive X ↑ Bank A ▲ Credit Union C ↓ FAXst 📠						
ANDERSON, MICHELLE	TAYLOR, JOHN	U	R	07/18/05 3:50PM	bfloyd	Actions
Credit Union B P Captive X ↑ Bank A ▲ Credit Union C ↓ FAXst 📠						
BROWN, CHERY		U	R	07/18/05 3:50PM	asmith	Actions
Credit Union B P Captive X ↑ Bank A ▲ Credit Union C ↓ FAXst 📠						
ANDERSON, MICHELLE DMS		U	L	07/18/05 3:50PM	bfloyd	Actions
Credit Union B P Captive X ↑ Bank A ▲ Credit Union C ↓ FAXst 📠						
TAYLOR, JOHN		D	B	07/18/05 3:50PM	kallen	Actions
Credit Union B P Captive X ↑ Bank A ▲ Credit Union C ↓ FAXst 📠						

Pages: 1 2 3 4 5 6 7 8 9 10 Prev Next

Number of Records per Page: 10 25 50 100

↑ Approved ↓ Declined 📧 Sending **P** Prelim/Pending 📠 Fax 🚫 Error ▲ Conditioned 🏠 Funded 🚫 Credit Report Error 🔒 Locked 📧 Withdrawn
FS Finance Source Originated 📧 New Mail 📧 Read Mail 📧 Booked **DMS** Dealer Management System 💰 Sold ☑ Delivered 📧 New Credit Report

2. A RouteOne **Export Options Screen** will display.

DMS Export

LAMB, JOHN


Vehicle: NEW 2004 SPECIAL COUPE Co-Applicant: CRAFT, JULIE X
 Transaction Type: Retail
 Amount Financed: \$24901

Export Application

USERNAME	EXPORT	TIME OF EXPORT
History Log		
ANTHONY123	✓	01/27/2005 - 3:37 PM

Export Application & Finance Source Information



3. Select one of the following:



- **Export Application Only:** Selecting this option will allow you to export data entered in the RouteOne application (excluding any credit decision) to your Reynolds F&I FAIT system. If you selected **Export Application Only**, continue the export process by clicking the  button.
- **Export Application and Credit Decision:** Selecting this option will export data entered in the RouteOne application and select credit decision information to your Reynolds F&I FAIT system.



DMS Export
LAMB, JOHN


Vehicle: NEW 2004 SPECIAL COUPE Applicant: CRAFT, JULIE X
Transaction Type: Retail
Amount Financed: \$24901

Export Application
 Export Application & Finance Source Information

DECISION	USERNAME	EXPORT	TIME OF EXPORT
FINANCE SOURCE 1			
<input type="radio"/>  APPROVED - 01/13/2005 - 9:35 AM	ANTHONY123	✓	01/27/2005 - 3:37 PM
<input type="radio"/>  PRELIMINARY - 01/12/2005 - 5:10 PM			

DECISION	USERNAME	EXPORT	TIME OF EXPORT
FINANCE SOURCE 2			
<input type="radio"/>  APPROVED - 01/12/2005 - 8:19 AM			
<input type="radio"/>  PRELIMINARY - 01/12/2005 - 8:12 AM			

If you selected **Export Application & Finance Source Information**, continue the export process by clicking the radio button next to the decision you wish to export, and then click the  button. Your exported deal is now available in your Reynolds F&I FAIT system.

- Once back in the Reynolds system, access the Deal or Lease worksheet screen (4781/4780) in F&I FAIT.
- At the worksheet command line, enter **'ET'** to display the Electronic Credit Apps screen. If more than one credit processor is set up on your system, the screen displays all the vendors.
- Enter **'2'** to Review Credit Decision (This Deal) or enter **'3'** to Review All Credit Decisions (as seen below). Please note that when selecting **'2'**, you must be in the original deal in the worksheet to exercise this option.

FEB 7, 2006 ELECTRONIC CREDIT APPS Store 04 FANDI01 PORT 5005 4781

1 CREATE/UPDATE CREDIT APPLICATION
2 REVIEW CREDIT DECISION (THIS DEAL)
3 REVIEW ALL CREDIT DECISIONS
4 VENDORSETUP
5 F&I LOG
6 TRANSACTION EXCEPTIONS

SELECTION

7. You may view Comments, Stipulations, and Detailed Messages pertaining to the credit decision.
8. You may also compare the original deal if originated from your Reynolds F&I FAIT application by selecting 'C' to Compare with Original.
9. Once you have compared the lender's decision with the original deal information, you may select 'S' to save any updated changes. When saving the changes, you will see the message "Updating Current Deal" which will save the information into your deal worksheet.

Note: Only blank fields will be updated with the 'S' option in the deal worksheet. No original deal data will be overwritten if the information has changed from the original deal in the Reynolds system when updated from RouteOne.

F&I Log

RouteOne provides analysis reports to help you manage your F&I finance and lease penetration. By providing all sold and delivered deals from ERA to RouteOne, you can have a complete picture of your finance and lease penetration contained in these reports. ERA allows you to send all closed deals as a batch file using the F&I Log selection available on the Electronic Credit Apps menu.

☞ **Only deals that have been closed in F&I (using the F12 function) will be sent.**

1. Access the Deal or Lease worksheet screen (4781/4780) in ERA F&I FAIT.
 2. Enter **ET** at the command line. The Electronic Credit Apps screen displays.
 3. Enter **5** to select F&I Log. The F&I Log screen displays.
- ☞ The date of the last successful transmission displays above the selections.

```

MAY 15, 2006 F&I LOG                                REYNOLDS MOTORS PORT 5007 4781
                                                                 LAST DATE TRANSMITTED 05/15/2006
                                                                 1 MANUALLY TRANSMIT F&I LOG NIGHTLY
                                                                 2 F&I LOG ERRORS
                                                                 3 RESUBMIT PREVIOUS F&I LOG FILES
                                                                 4 AUTOMATE F&I LOG TRANSMISSION
                                                                 SELECTION
                                                                 This F&I LOG Transaction should be sent
                                                                 once at the end of the business day.
                                                                 You are about to submit all closed deals from your FAIT F&I
                                                                 system since your last F&I log transmission.

```

RouteOne Dealer Reports

The RouteOne system can generate a variety of reports to help you better manage your business and identify opportunities to increase profits. As a RouteOne/Reynolds FAIT integrated dealer you have access to a powerful Dealer Reporting Suite:

- **Decision Analysis (Time and Mix) Report:** Allows you to monitor decision time and mix, by Finance Source, for your decided credit applications.
- **Time Sales Analysis Report:** Provides share analysis by Finance Source showing finance penetration both as a percentage of total vehicle sales as a percentage of finance contracts (available "time sales").
- **Finance & Insurance Log Report:** Provides a comprehensive sales record, displaying relevant attributes for each sales transaction and totals/averages for the selected date ranges and input parameters. This report closely models many of the manual and automated F&I Logs used today.
- **Finance & Insurance Performance Report:** Displays comprehensive F&I performance data sorted by F&I Manager and Department Total, with both detail and summary levels. This report includes profit (average and per vehicle retailed) and penetration calculations for each F&I product line.

Each night, RouteOne will retrieve a file from the Reynolds F&I FAIT system detailing ALL of your dealership's closed or finalized deals. **Only deals that have been closed in F&I (using the F12 function) will be sent.** The next morning, when you login to RouteOne, you can run various performance reports including all your F&I activities and transaction details for extracted records, regardless of whether the deal originated in your Reynolds & Reynolds or RouteOne system.

1. Simply click the **Reports tab** at the top of any screen to open a new browser window.

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RouteOne Applications Reports Request Credit Report Rate Sheets

Deal Manager New Application Cash/Other Deals

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QUICK SEARCH Applicant Last/Business Name

Now Showing 1-10 of 300 Results

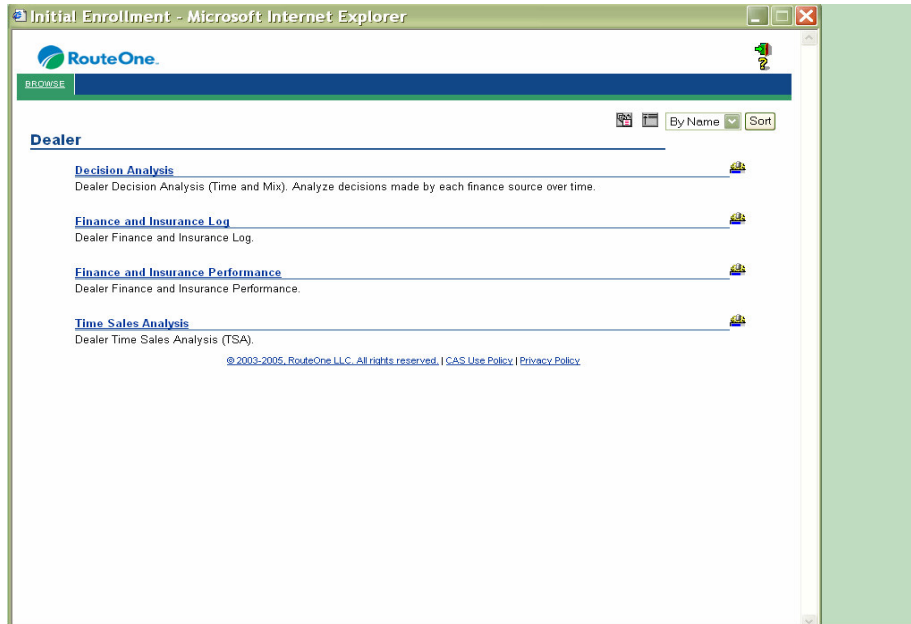
APPLICANT	CO-APPLICANT	N / U	TT	LAST ACTIVITY	USER	ACTIONS
TAYLOR, JOHN Credit Union B P Captive X Bank A Credit Union C FAXst	ANDERSON, MICHELLE	U	PC	07/18/05 3:50PM	asmith	Actions
PAULSON, RICK DMS Credit Union B P Captive X Bank A Credit Union C FAXst		II	L	07/18/05 3:50PM	bfloyd	Actions
JONES, BILL Credit Union B P Captive X Bank A Credit Union C FAXst		U	B	07/18/05 3:50PM	asmith	Actions
TAYLOR, JOHN DMS Credit Union B P Captive X Bank A Credit Union C FAXst		U	R	07/18/05 3:50PM	kallen	Actions
ANDERSON, MICHELLE Credit Union B P Captive X Bank A Credit Union C FAXst	TAYLOR, JOHN	U	R	07/18/05 3:50PM	bfloyd	Actions
BROWN, CHERY Credit Union B P Captive X Bank A Credit Union C FAXst		U	R	07/18/05 3:50PM	asmith	Actions
ANDERSON, MICHELLE DMS Credit Union B P Captive X Bank A Credit Union C FAXst		U	L	07/18/05 3:50PM	bfloyd	Actions
TAYLOR, JOHN Credit Union B P Captive X Bank A Credit Union C FAXst		D	B	07/18/05 3:50PM	kallen	Actions

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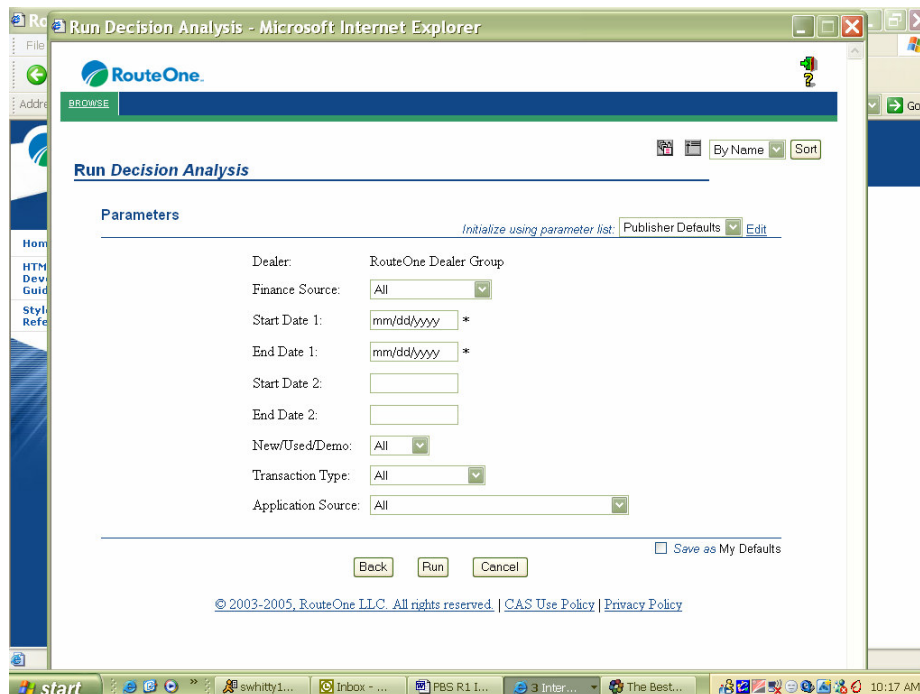
Number of Records per Page: 10 25 50 100

Approved Declined Sending **P** Prelim/Pending Fax Error Conditioned Funded Credit Report Error Locked Withdrawn
FS Finance Source Originated New Mail Read Mail Booked **DMS** Dealer Management System Sold Delivered New Credit Report

2. Select the report you'd like to run.



3. Set the parameters and time frames from the drop down lists to help you better compare and analyze information. Click on **Run** to generate the report (this may take several seconds).



Previously generated reports will remain accessible for 24 hours; however, the data used to run the reports is available in the RouteOne system for 24 months so you can always regenerate any dealer report. You can also view, save, and print reports in a .CSV (comma separated value) file format for use with spreadsheet programs such as Microsoft® Excel.