

FARMINGTON HILLS, Mich., Jan. 25, 2014 /PRNewswire/ -- RouteOne announced today the significant growth of its eContracting product in 2013. RouteOne's 4,000+ eContracting dealers have booked more than 700,000 eContracts in 2013 alone, a 300 percent increase from 2012.

"The growth we have seen in eContracting over the past year is substantiation of the strong value it provides to both dealers and finance sources," said Mike Jurecki, RouteOne CEO. "eContracting is a great way to make the F&I process more efficient, drive faster funding, and reduce costs and errors. As we move into 2014, we are looking to bring eContracting to more dealers and make it easier for any finance source to participate."

RouteOne's eContracting is supported by an increasing number of finance sources, including: Ford Motor Credit, Toyota Financial Services, Bank of America, and SunTrust, with several other major finance sources actively planning to integrate to the RouteOne eContracting platform in 2014. Key features of eContracting include:

- Support for retail and lease products
- Support for traditional and SPOT delivery sales processes
- Integration with Reynolds & Reynolds, ADP, and a number of other DMS providers
- Paper document faxing and imaging fully integrated into a completely electronic funding package
- Support for ancillary forms origination, including electronic contract forms
- Contract data validation from finance sources prior to customer signature

Dealers and finance sources interested in learning more about eContracting may visit the RouteOne booth (#5027) at NADA in New Orleans on January 25, 2014, or they may contact the RouteOne Help Desk at 866.768.8301, extension 4.

**ABOUT ROUTEONE** RouteOne was formed in 2002 by Ally Financial, Ford Motor Credit Company, TD Auto Finance, and Toyota Financial Services to create a more streamlined credit application for automobile dealers and their customers. Providing access to thousands of dealers in North America, RouteOne's web-based system allows automotive dealers to submit credit applications to the largest indirect lenders, request credit reports, and increase profitability with RouteOne's free Dealer Reporting Suite. RouteOne's

## RouteOne eContracting Dealers Book More Than 700,000 eContracts In 2013

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open integration business model also allows the dealer to integrate with their choice of a wide variety of best in class providers, including DSPs, CRM systems, F&I modules, and menu providers. RouteOne offers dealers a common platform for all their credit application financing needs. More information is available at [www.routeone.com](http://www.routeone.com)

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