

RouteOne Offers eContracting 'Shortcut' For Finance Sources

Written by Australian Business

FARMINGTON HILLS, Mich., Jan. 26, 2014 /PRNewswire/ -- Today, RouteOne announced it will offer its finance source customers a 'shortcut' that will allow them to quickly and easily support the RouteOne eContracting process without the typical technology investment.

Discount*One* is a new eContracting product offered exclusively to RouteOne finance source customers. It provides many of the same benefits of "full" eContracting without requiring a system integration effort. Discount *One* allows finance sources to complete all the tasks associated with the eContracting process, including real-time analysis of contract packages and the ability to provide decisions to dealers within seconds.

"With 4,000 dealers that already use eContracting on RouteOne, and more on the way, finance source support of eContracting is well on its way to becoming a 'must have' ," said Mike Jurecki, RouteOne CEO. "We understand that system integration is a significant barrier to entry for many finance sources. We created Discount

One

to make eContracting possible for nearly any finance source, by eliminating that barrier.

Discount

One

is a great way to get started, and a finance source can always take advantage of system integration down the road."

Using Discount*One*, finance sources will electronically receive contract packages from supporting dealers, through RouteOne, and continue with their internal processes and systems largely unchanged. From a dealer perspective, however, there will be no change to their existing contracting process with "fully integrated" eContracting finance sources. Additionally, Discount *One* provides an auditable record of each transaction through secured electronic document storage within the RouteOne eVault, ensuring that RouteOne finance source customers can manage compliance.

Finance sources interested in learning more about Discount*One* may visit the RouteOne booth (#5027) at NADA in New

Orleans

on

January 25, 2014

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, 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 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

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