AppOne

2014.3 Auto EXTERNAL Release Notes

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Attributions and Acknowledgements
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Online Signup - Update How Heard

On the dealer signup page, **How Did You Hear About Us** list; and on the Moses **Dealer Profile** page, **How Heard** field, we made the following changes:

- Removed items that begin with **BDM**.
- Added **NIADA**.

The options for **How Did You Hear About Us** and **How Heard** are now:

- Website
- Direct Mail
- Referred by Someone
- Previous Customer
- Email
- Sales Call
- Search Engine – Overture
- Search Engine – Google
- Search Engine – MSN
- Search Engine – Yahoo
- Search Engine – Other
- Business Development Manager
- Finance Express
- Dealers Association
- Lender Referral
- Lender Setup
- Press Release
- Industry Publication
- Service Company Referral
- Service Company Setup
- NIADA

Calculation Enhancements

AppOne has made several enhancements to its deal structure calculations within all portals to support a variety of new features as further defined below.

Interest Accrual Basis

Previously, AppOne only supported the 30/360 method of accruing interest in its calculations. Now, it has been updated to support all of the options below:

- Actual/365
- 30/360

Buy Here Pay Here (BHPH)

Buy Here/Pay Here (BHPH) is a lending method utilized primarily by automotive dealers wherein the dealer himself acts as the lender to the customer and self-finances the customer, instead of submitting deals to 3rd party lienholders.

The following additional options were added to the term drop-down to support BHPH calculations:

- Weekly
- Bi-Weekly
- Semi-Monthly

Additionally, we have added a new lender level program parameter which will be used to configure the lender's accepted payment term schedules. This parameter will be set for all AppOne integrated lenders, and, when set, the dealer will not be allowed to change this option when printing a deal for the selected AppOne integrated lender. Most integrated lenders on AppOne today only support Monthly terms and as a result, dealers printing deals for these integrated lenders will be limited to Monthly terms only.

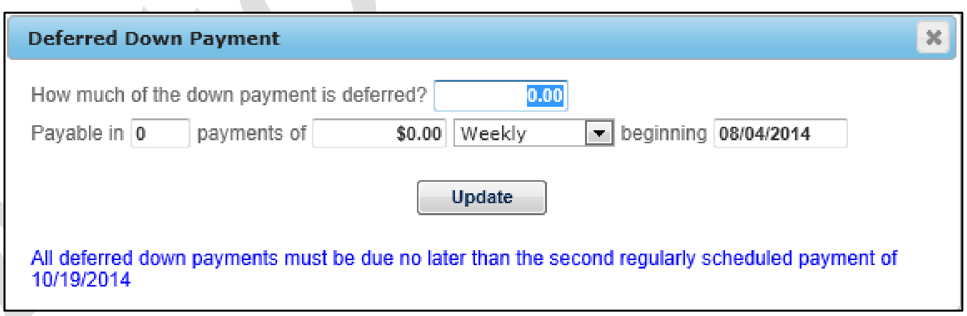
We also added new fields used to capture Deferred Down Payments which are typically used in BHPH transactions where the dealer makes an arrangement with the customer to defer some portion of the total cash down required over a period of time, **but no later than the 2nd regularly scheduled payment date**. We also added a lender level program parameter which will be used to configure if an integrated lender accepts deferred down payments or not. Most integrated lenders on AppOne today do not accept deferred down payments and as a result dealers will not be allowed to print deals for them if they contain a deferred down payment.

To support the calculation enhancements, we made the user interface changes described below.

Structure tab changes:

In the **Structure** tab, we made the following changes:

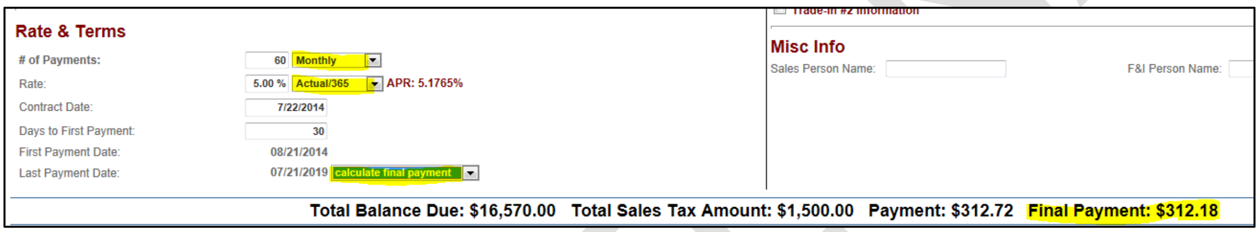
- In the **Front-End Itemization** section, added a **Deferred Down Payment?** Link that opens a **Deferred Down Payment** popup.



- In the **Rate & Terms** section, added a term frequency drop-down list to the right of the **# of Payments** field. Possible values are **Weekly**, **BiWeekly**, and **SemiMonthly**.

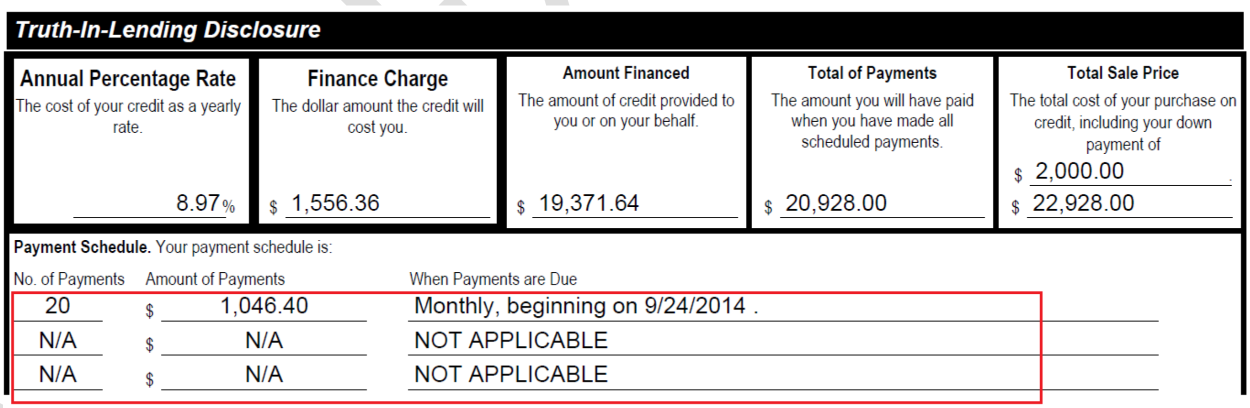
- In the **Rate & Terms** section, added an interest accrual drop-down list to the right of the **Rate** field. Note that the APR will change when the interest accrual method changes. Possible values are:
  - Actual/365
  - 30/360
- In the **Rate & Terms** section, added a drop-down list to the right of the **Last Payment Date** field. Possible values are **calculate even payments** and **calculate final payment**. When **calculate final payment** is selected, a **Final Payment** field is displayed at the top and bottom of the screen.

AppOne Portal Rate and Terms:



When forms are printed, the payment schedule will reflect the selections made. The following is examples show contracts with different configurations of **Deferred Down Payment** and **calculate even payments/ calculate final payment**.

No Deferred Down payment, calculate even payments:



Truth-In-Lending Disclosure

Annual Percentage Rate	Finance Charge	Amount Financed	Total of Payments	Total Sale Price
The cost of your credit as a yearly rate.	The dollar amount the credit will cost you.	The amount of credit provided to you or on your behalf.	The amount you will have paid when you have made all scheduled payments.	The total cost of your purchase on credit, including your down payment of $ 2,000.00
8.97 %	$ 1,556.36	$ 19,371.64	$ 20,928.00	$ 22,928.00

Payment Schedule. Your payment schedule is:

No. of Payments	Amount of Payments	When Payments are Due
20	$ 1,046.40	Monthly, beginning on 9/24/2014 .
N/A	$ N/A	NOT APPLICABLE
N/A	$ N/A	NOT APPLICABLE

No Deferred Down payment, calculate final payment:

Truth-In-Lending Disclosure

Annual Percentage Rate	Finance Charge	Amount Financed	Total of Payments	Total Sale Price
The cost of your credit as a yearly rate.	The dollar amount the credit will cost you.	The amount of credit provided to you or on your behalf.	The amount you will have paid when you have made all scheduled payments.	The total cost of your purchase on credit, including your down payment of $ 2,000.00
8.971%	$ 1,556.39	$ 19,371.64	$ 20,928.03	$ 22,928.03

Payment Schedule. Your payment schedule is:

No. of Payments	Amount of Payments	When Payments are Due
19	$ 1,046.40	Monthly, beginning on 9/24/2014 .
1	$ 1,046.43	Final payment due on 4/24/2016.
N/A	$ N/A	NOT APPLICABLE

Deferred Down payment, calculate final payment:

Truth-In-Lending Disclosure

Annual Percentage Rate	Finance Charge	Amount Financed	Total of Payments	Total Sale Price
The cost of your credit as a yearly rate.	The dollar amount the credit will cost you.	The amount of credit provided to you or on your behalf.	The amount you will have paid when you have made all scheduled payments.	The total cost of your purchase on credit, including your down payment of $ 2,000.00
8.971%	$ 1,556.39	$ 19,371.64	$ 21,428.03	$ 22,928.03

Payment Schedule. Your payment schedule is:

No. of Payments	Amount of Payments	When Payments are Due
2	$ 250.00	Weekly, beginning on 8/25/2014 (Deferred Down Payment).
19	$ 1,046.40	Monthly, beginning on 9/24/2014 .
1	$ 1,046.43	Final payment due on 4/24/2016.

Fix images on the Products tab

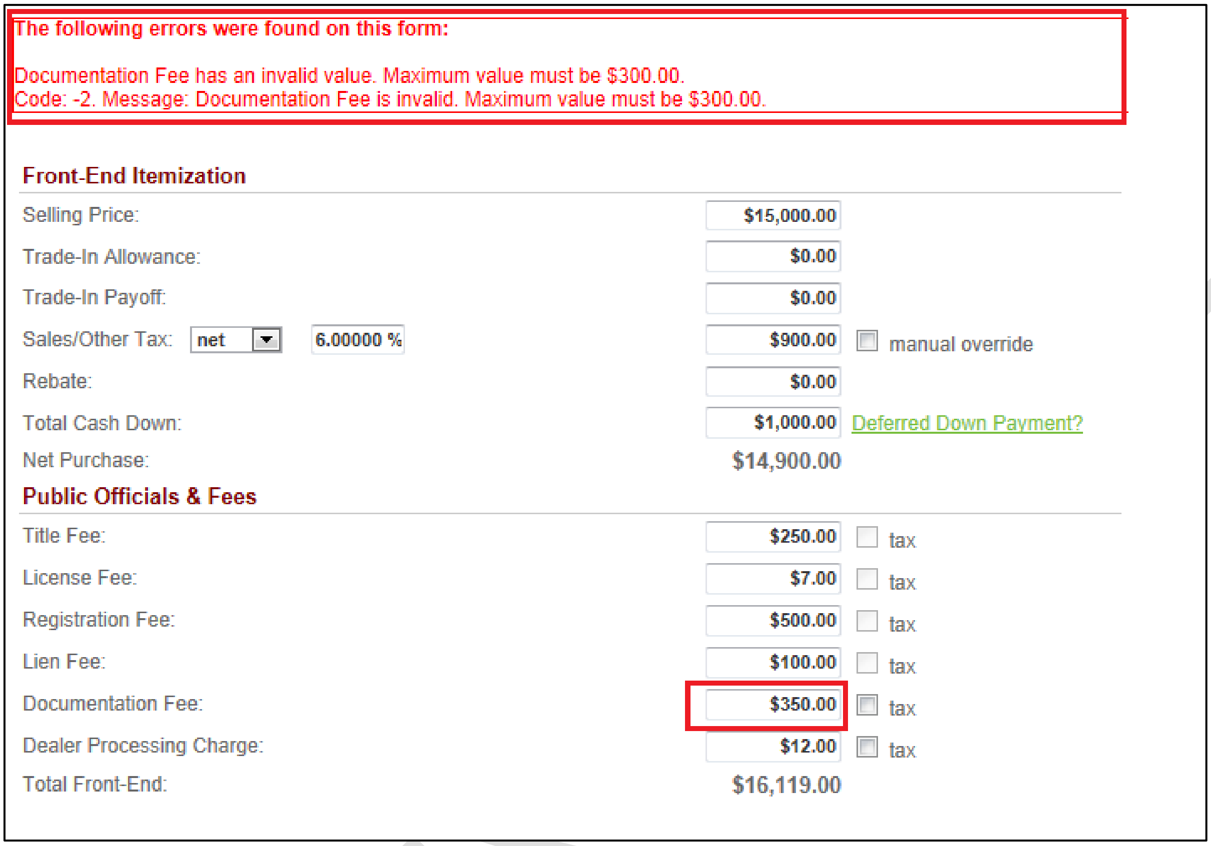
We corrected an issue that prevented product images from displaying correctly on the **Products** tab. All images now display correctly.

Mandatory STIP for new dealers - Form 4506T

To increase our dealer underwriting efforts and ensure we are minimizing risks to our business, we added form 4506T to each new dealer agreement package. We also added 4506T as a STIP to the Moses RECON tab.

MD Processing Fee Change

The maximum processing fee (**Documentation** fee) for Maryland was increased from $200 to $300. We updated the **Structure** page logic to accept values up to $300. When an application is submitted with a **Documentation** fee greater than $300, the portal displays an error message.



WFDS - App Filter Changes

We updated the values that are used to filter Wells Fargo Dealer Services (WFDS) applications. The applicant or applicants must meet the following criteria:

- A minimum FICO score of 580 for both applicants
- A minimum income of $2,000.

FICO score less than 580; income less than $2,000

	Wells Fargo Program
FICO Score	✗
Collateral Age	✓
Collateral Mileage	✓
Business Application	✓
Lending Area	✓
Time on Credit File	✓
# of Tradelines	✓
Max Loan Amount	✓
Job Time	✓
Income	✗
Notes	-
SELECT LENDER	☐
	-

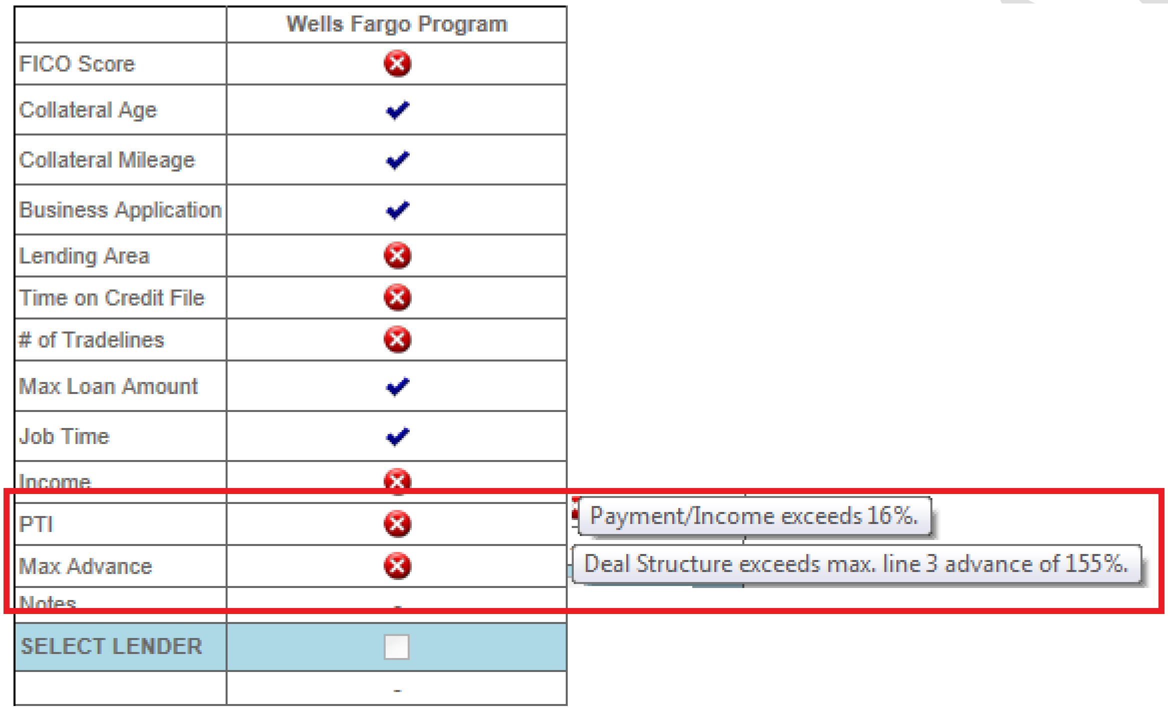
FICO score greater than 580; income greater than $2,000

	Wells Fargo Program
FICO Score	✓
Collateral Age	✓
Collateral Mileage	✓
Business Application	✓
Lending Area	✓
Time on Credit File	✓
# of Tradelines	✓
Max Loan Amount	✓
Job Time	✓
Income	✓
Notes	-
SELECT LENDER	☐
	-

Update Wells Filters

We added criteria that are used to filter Wells Fargo Dealer Services (WFDS) applications. The application must now meet the following criteria:

- A loan-to-value (LTV) ratio greater than 155%.
- A payment-to-income (PTI) ratio greater than 16%.

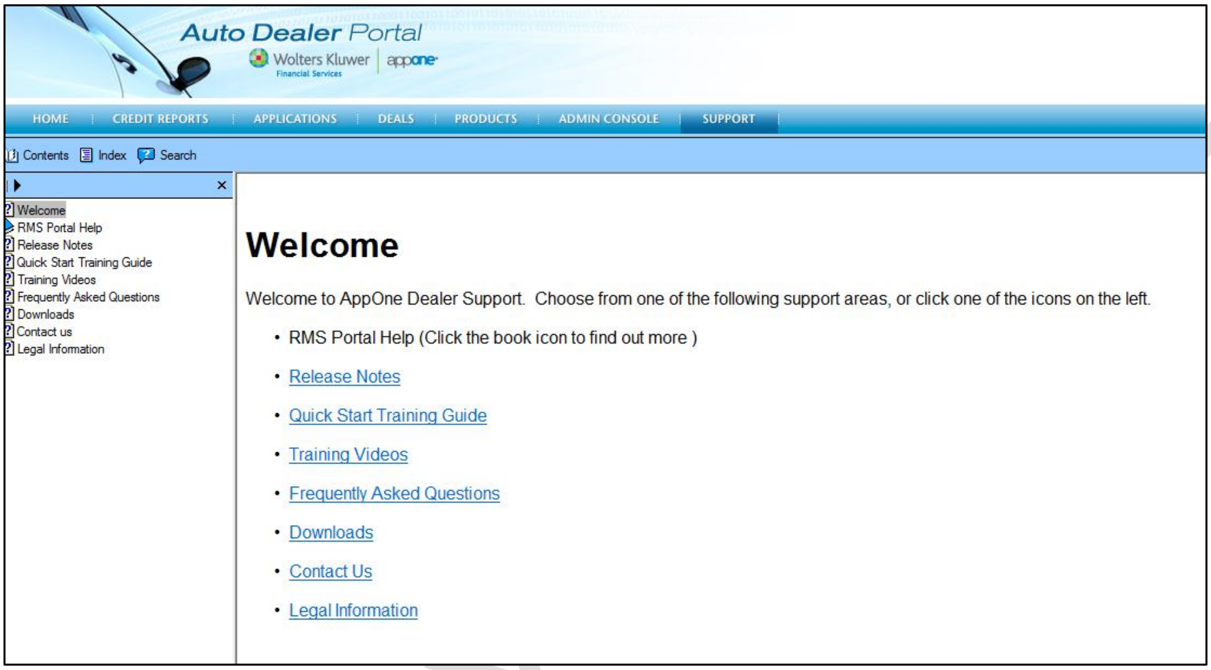


Enhancement: fix character limitations for lender comments

We enhanced the RouteOne Interface messaging capability for lender comments to handle comments longer than 120 characters. Lender comments can now be up to 700 characters without being truncated.

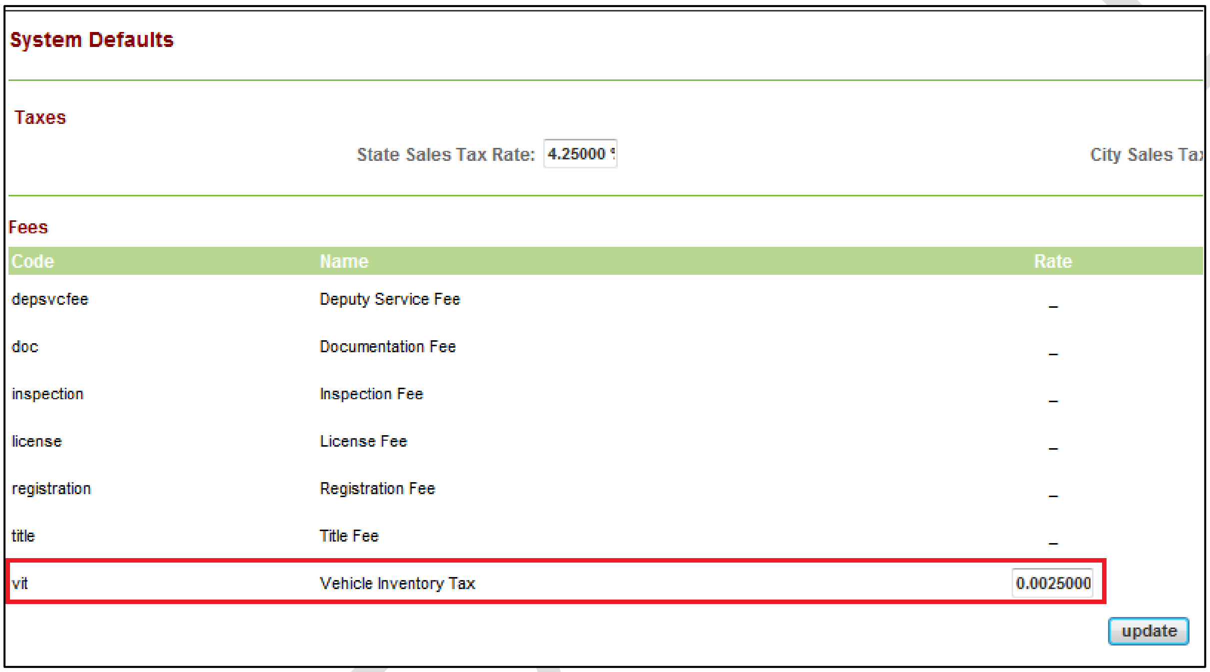
Update Support Tab Link to Online Help System

We updated the support tab to link to an HTML-based help system that includes online help; FAQ's; and links to quick start guides, training videos, and other support information.



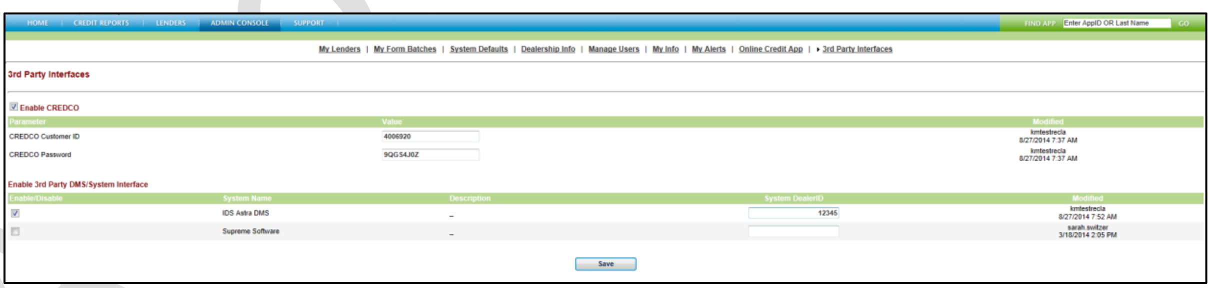
Tax for TX not working including if amount is .0%

We corrected an issue with the Vehicle Inventory Tax (VIT) for Texas. . Previously, if the user entered a money factor (%) in the Admin Console, it would not automatically be used to calculate the VIT Fee amount. Now, the % will default on the Structure page and be used in the calculation of the amount.



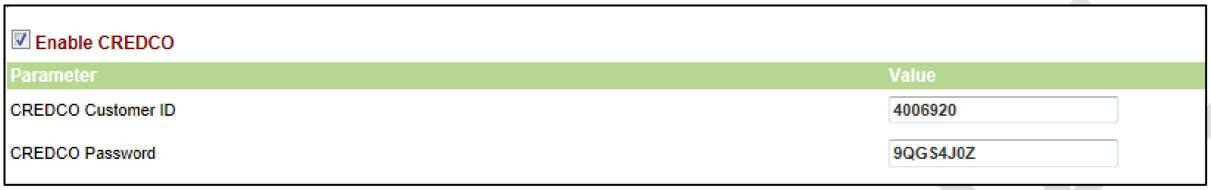
Admin Console - Enable CREDCO/DMS Interfaces

We added a new page, **3rd Party Interfaces,** to the Admin Console to give admin users the ability to enable CREDCO and DMS interfaces.

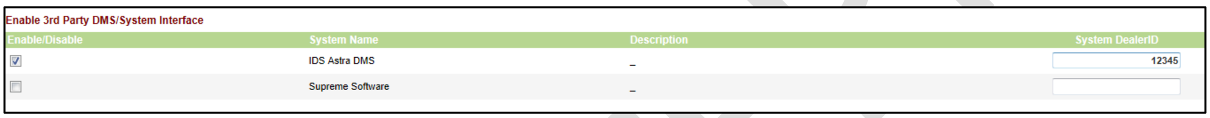


The **3rd Party Interfaces** page includes these sections:

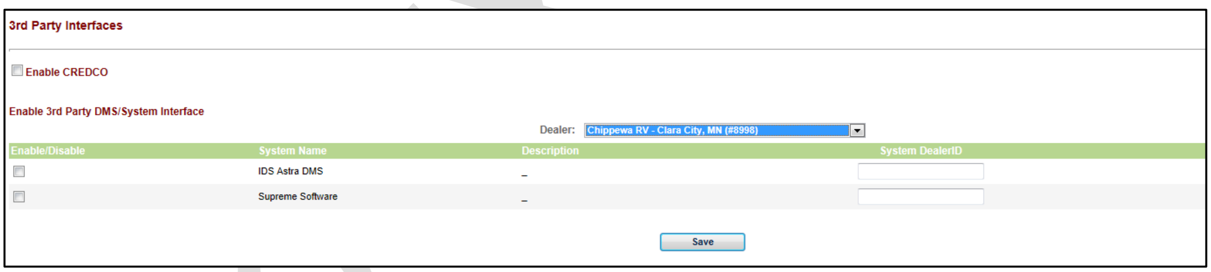
- **Enable CREDCO**. When the **Enable CREDCO** box is checked, text boxes open for the **CREDCO Customer ID** and **CREDCO Password.**



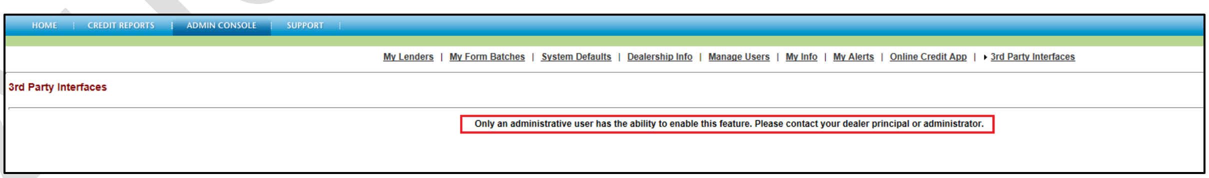
- **Enable 3rd Party DMS/System Interface**. Allows the user to select an interface and enter a **DMS DealerID**.



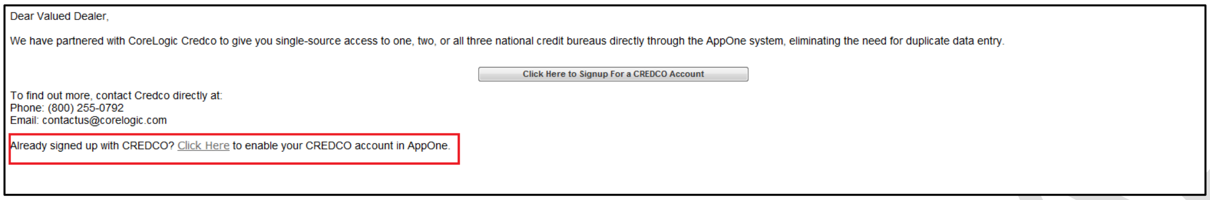
For a VFI, CREDCO is enabled for the entire organization. However, the **Enable 3rd Party DMS/System Interface** section includes a **Dealer** dropdown list so that interfaces can be enabled for individual dealers.



If a non-admin user opens the **3rd Party Interfaces** page, a message informing the user to contact a dealer principal or administrator.



The **Credit Reports** tab now includes a link to the **3rd Party Interfaces** page to allow users to enable the CREDCO account.


Dear Valued Dealer,

We have partnered with CoreLogic Credco to give you single-source access to one, two, or all three national credit bureaus directly through the AppOne system, eliminating the need for duplicate data entry.

Click Here to Signup For a CREDCO Account

To find out more, contact Credco directly at:
Phone: (800) 255-0792
Email: contactus@corelogic.com

Already signed up with CREDCO? Click Here to enable your CREDCO account in AppOne.

Failed Fax Transmission Alerts

We added an email alert to notify users when a faxed application transmission fails. The alert goes to email addresses set up by the user on the Admin Console, and includes the following information:

- AppID
- TransmissionID
- Customer Name
- Lender Name
- Fax Failed Error Message
- Link to Portal (REC 2012 or VFI 2012 or RMS)

Example:

-----Original Message-----
From: AppOne Alerts [mailto:alerts@appone.net]
Sent: Wednesday, September 03, 2014 10:05 AM
To: Naquin, Dustin; Coleman, Flint
Subject: Fax Transmission Failed - # 100000448

ApplicationID = 100000448
TransmissionID = 100000189
TESTING ALERTS
John Iceberg Bank

Fax Job #48916740 Delivery Status: CANCELLED; Fax # 000-000-0000; Delivery Message: RECIPIENT IS BLOCKED; # Attempts: 1; Last Attempt: Sep 3 2014 9:55AM

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