

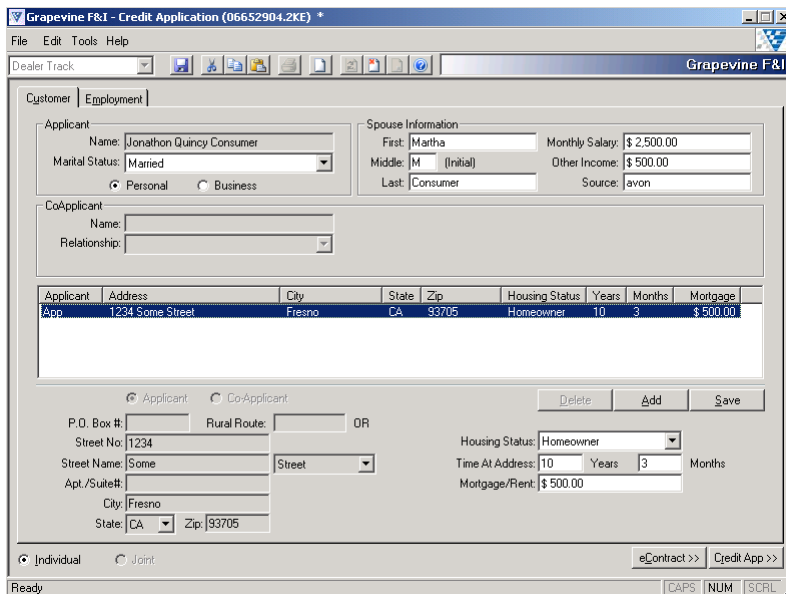
# Grapevine F&I Change Notification

## New Features And Enhancements

Rev 4.42 - Ready For Release 6/26/06

### I. Credit Application Interface with Dealer Track Integration\*

A new module has been added to Grapevine that allows users to gather Buyer & Co Buyer information typically used for Credit Applications. This module also allows users to submit Credit Applications to lenders and perform eContracting through Dealer Track. The Credit Application Interface is accessed from the main deal screen and information is linked to the current deal.



The screenshot shows the 'Grapevine F&I - Credit Application' window. It includes a menu bar (File, Edit, Tools, Help) and a toolbar. The main area is divided into sections for 'Applicant' and 'Spouse Information'. The Applicant section includes fields for Name (Jonathon Quincy Consumer), Marital Status (Married), and radio buttons for Personal (selected) and Business. The Spouse Information section includes fields for First (Martha), Middle (M (Initial)), Last (Consumer), Monthly Salary (\$ 2,500.00), Other Income (\$ 500.00), and Source (avon). Below these is a 'CoApplicant' section with Name and Relationship fields. A table lists applicant details:

Applicant	Address	City	State	Zip	Housing Status	Years	Months	Mortgage
App	1234 Some Street	Fresno	CA	93705	Homeowner	10	3	\$ 500.00

At the bottom, there are radio buttons for Applicant (selected) and Co-Applicant, along with 'Delete', 'Add', and 'Save' buttons. Address fields include P.O. Box #, Rural Route, OR, Street No. (1234), Street Name (Some), Street, Apt./Suite#, City (Fresno), State (CA), and Zip (93705). Housing Status is set to Homeowner, Time At Address is 10 Years and 3 Months, and Mortgage/Rent is \$ 500.00. Navigation buttons 'eContract >>' and 'Credit App >>' are at the bottom right.

**\*Users must be set up with Dealer Track to utilize the Dealer Track Integration feature.**

### II. California's Car Buyer's Bill Of Rights

Grapevine has been modified to help dealers conform to California's new Car Buyer's Bill Of Rights, effective July 1<sup>st</sup>, 2006 with the following changes:

#### 1. Cancellation Option Amount

Per the "Two Day Contract Cancellation Option", a new Cancellation Option Amount has been added to Grapevine F&I's Alt-D Screen that allows users to enter the amount of a Contract Cancellation Option into a retail deal. A maximum allowed fee must be setup in Grapevine F&I's System Wide Software Setup. This fee will be disclosed as required by law on forms.

## **2. Optional Services & Product Disclosure**

A new view has been added to Grapevine F&I's Windows G-Screen that discloses payments including and excluding optional products\* and services. A separate disclosure form may be purchased and can be available on the forms menu also.

\*Optional Products such as Theft Deterrent Devices and Surface Protection are identified by settings in F&I's AMO file ("P").

## **3. Credit Disclosure**

Consumer Credit Disclosure Forms are available upon request including LAW Printing's "Notice to Vehicle Credit Applicant" and a generic Data Consultants PDF version of the disclosure that can be printed on laser or inkjet printers. Contact Data Consultants Support for more information on ordering either of these forms.

## **4. New LAW 553 – Retail Sale Contract**

To correctly disclose AMOs that are Theft Deterrent Devices and Surface Protection Items, Grapevine F&I's AMO file has been modified to allow assigning "Disclosure Options" to AMOs. Contact Data Consultants Support for information on ordering the new LAW 553.

## **III. California Lease Rebates**

The ability to add Rebates to a lease has been added to Grapevine F&I for California dealers on the Alt-D Screen. Lease Rebates have three possible assignments: "Cover Drive/Off", "All To Reduction", and "Prior Balance/Reduction". Lease Rebates will be disclosed on Grapevine's G-Screens and Forms.

## **IV. PDF Forms Engine**

Grapevine F&I has a new PDF Forms Engine in its Forms Menu (I) that allows users to run standard F&I forms and generic PDF versions of some of our most common forms that can be printed on laser or inkjet printers.

Initial PDF forms available in 4.42 include Data Consultants "Credit Application" and "Credit Score Disclosure", along with updated generic versions of the "Agreement To Furnish Insurance", "Buyer's Guide", "Odometer Disclosure", and "Due Bill". Contact Data Consultants Support to order these PDF forms and find out when additional forms will be available and how to order.

## **V. Zip Code Explosion**

A Zip Code Explosion has been added to Grapevine F&I's Buyer Information, Bank, Insurance, and Main Deal Screens. When a zip code is entered in a zip code field, the appropriate city and county fields will automatically be populated as will the associated default tax rate\*. Zip Code Explosion defaults can be set in System Wide Software Settings including activating a prompt on the Main Deal Screen displayed when starting a new deal that will populate Buyer Information (and tax rate\*) without having to move to the A-Screen.

\*Tax Rates will only be populated if set in either the City or County File on the “P-Screen”.

**VI. Miscellaneous**

Additional changes to Grapevine include masking of Buyer and Co-Buyer Social Security numbers on the Windows G-Screen for privacy purposes; continued enhancements to Total Note Taker; an alert message on the Inventory Menu notifying users when Windows Inventory Reporting is in progress; and more accurate disclosures of Negative Trade Equity (Prior Balances) in Leases on the DOS GScreen.