



Building a One-Pay Lease on DSP

Benefits of a One-Pay Lease



- **Builds lease maturities** – Dealers can put clients in a new car in 2 years
- **GAP Insurance Coverage** included
- Gives client flexibility
 - Client can get out early, before end of term
- **Money Factor** is lower
 - Client pays less interest / still gets lease incentives (vs cash buyer)
- Once the deal is funded, **client is already in an equity position**
 - Dealer will be qualified for Acura Standards Bonus/Acura Standards Bonus Plus if booked in DSP.
 - Dealer has option to buy back the car at less than what it's worth*

*In most cases



Building a One-Pay Lease on DSP

ACURA

Building a One-Pay Lease option in deal

- Prepare the deal as usual. You can add a column for One-Pay Lease

Deal # [redacted] 2024 Acura ZDX | 3B2H7REXW | \$76,450.00 | NEW | 231 days | \$293.10 /mo | Lease | \$7,011.60 | 24 months

Deal Jacket: 0 Docs | Quote

Deal Details: Personal Purchase | Lease | 24 mo

Customer Cash	Amount	Payment
Customer Cash 1	\$ 2,000.00	\$293.10 /mo
Customer Cash 2	\$ 3,000.00	\$250.23 /mo
Customer Cash 3	\$ 5,000.00	\$164.50 /mo
Deposit	\$ 500.00	-

Lender: Tier 1 | ACUFS | APR/ Money Factor: APR/MF | % | 0.0012 | Residual: Input Residual | % | 51 | Yearly Miles: Input Yearly Miles | mi | 7500

Rebates: Update | \$13,000.00 | \$13,000.00

We Owes/ Accessories: Update | \$0.00 | \$0.00

F&I Menu: Update | \$0.00 | \$0.00

Days to first payment: Input Days | 30

Fees: Update | \$1,601.00 | \$1,601.00

Deal # [redacted] 2024 Acura ZDX | 3B2H7REXW | \$76,450.00 | NEW | 231 days | \$11,610.26 | One Pay Lease

Deal Jacket: 0 Docs | Quote

Deal Details: Personal Purchase | Lease | 24 mo | One Pay Lease

Customer Cash	Amount	Payment
Customer Cash 1	\$ 2,000.00	\$293.10 /mo
Customer Cash 2	\$ 3,000.00	\$250.23 /mo
Customer Cash 3	\$ 5,000.00	\$164.50 /mo
Deposit	\$ 500.00	-

Lender: Tier 1 | ACUFS | APR/ Money Factor: APR/MF | % | 0.0012 | Residual: Input Residual | % | 51 | Yearly Miles: Input Yearly Miles | mi | 7500

Rebates: Update | \$13,000.00 | \$13,000.00

We Owes/ Accessories: Update | \$0.00 | \$0.00

F&I Menu: Update | \$0.00 | \$0.00

Days to first payment: Input Days | 30

Deal is prepped with selling price, rebates, accessories and other items updated. Click on the + button to add a new payment option column.

Select the “One-Pay Lease” option

Building a One-Pay Lease option in deal

- Prepare the deal as usual. You can add a column for One-Pay Lease

The image consists of two side-by-side screenshots of the ACURA DSP (Dealer System Platform) interface, illustrating the steps to add a One-Pay Lease option to a deal.

Left Screenshot: Shows a deal for a 2024 Acura ZDX. The deal is currently set up as a Personal Purchase. The 'Lease' tab is selected, showing a 24-month term. A blue box highlights a '+' button in the top right corner of the 'Lease' tab area.

Right Screenshot: Shows the same deal, but with the 'One Pay Lease' option added. The 'One Pay Lease' tab is now selected, and the monthly payment is updated to \$293.10/mo. A blue arrow points from the '+' button in the left screenshot to the 'One Pay Lease' option in the right screenshot.

Deal Details (Left Screenshot):

Item	Amount	Monthly Payment
Customer Cash 1	\$2,000.00	\$293.10 /mo
Customer Cash 2	\$3,000.00	\$250.23 /mo
Customer Cash 3	\$5,000.00	\$164.50 /mo
Deposit	\$500.00	-

Deal Details (Right Screenshot):

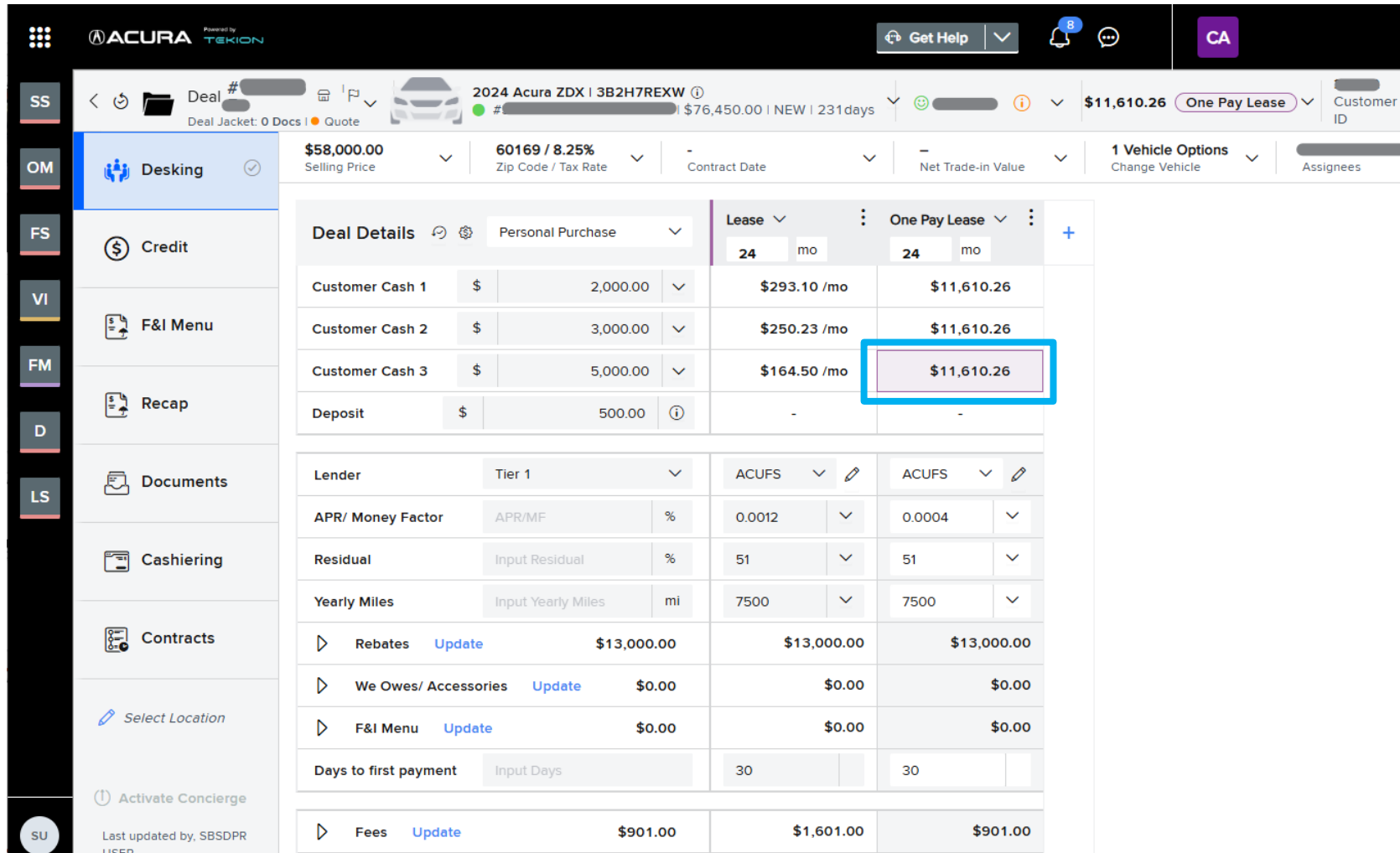
Item	Amount	Monthly Payment
Customer Cash 1	\$2,000.00	\$293.10 /mo
Customer Cash 2	\$3,000.00	\$250.23 /mo
Customer Cash 3	\$5,000.00	\$164.50 /mo
Deposit	\$500.00	-

Deal is prepped with selling price, rebates, accessories and other items updated. Click on the + button to add a new payment option column.

Select the "One-Pay Lease" option

Building a One-Pay Lease option in deal

- Select any of the One-Pay Lease option and proceed with the deal as usual.



The screenshot displays the Acura DSP interface for configuring a deal. The top navigation bar includes the Acura logo, a 'Get Help' button, and a user profile icon labeled 'CA'. The main header shows deal details: '2024 Acura ZDX | 3B2H7REXW', a selling price of '\$58,000.00', a zip code of '60169' with an 8.25% tax rate, and a total price of '\$11,610.26' for a 'One Pay Lease' option. The left sidebar contains navigation tabs: SS, OM (selected), FS, VI, FM, D, LS, and SU. The OM tab is active, showing a 'Desking' section with a checkmark. Below this, there are sections for 'Credit', 'F&I Menu', 'Recap', 'Documents', 'Cashing', and 'Contracts'. The main content area is divided into two sections: 'Deal Details' and 'Lease'. The 'Deal Details' section shows a 'Personal Purchase' option with a 'Lease' dropdown set to 'One Pay Lease'. The 'Lease' section displays a table with columns for 'Lease' and 'One Pay Lease'. The 'One Pay Lease' column has a value of '\$11,610.26' highlighted with a red box. Below the 'Lease' section, there are fields for 'Lender', 'APR/ Money Factor', 'Residual', 'Yearly Miles', 'Rebates', 'We Owe/ Accessories', 'F&I Menu', 'Days to first payment', and 'Fees'. The 'Fees' section shows a total of '\$901.00'.

Deal Details	Lease	One Pay Lease
Customer Cash 1	\$293.10 /mo	\$11,610.26
Customer Cash 2	\$250.23 /mo	\$11,610.26
Customer Cash 3	\$164.50 /mo	\$11,610.26
Deposit	-	-

Lender	APR/ Money Factor	Residual	Yearly Miles	Rebates	We Owe/ Accessories	F&I Menu	Days to first payment	Fees
Tier 1	0.0012	51	7500	\$13,000.00	\$0.00	\$0.00	30	\$901.00

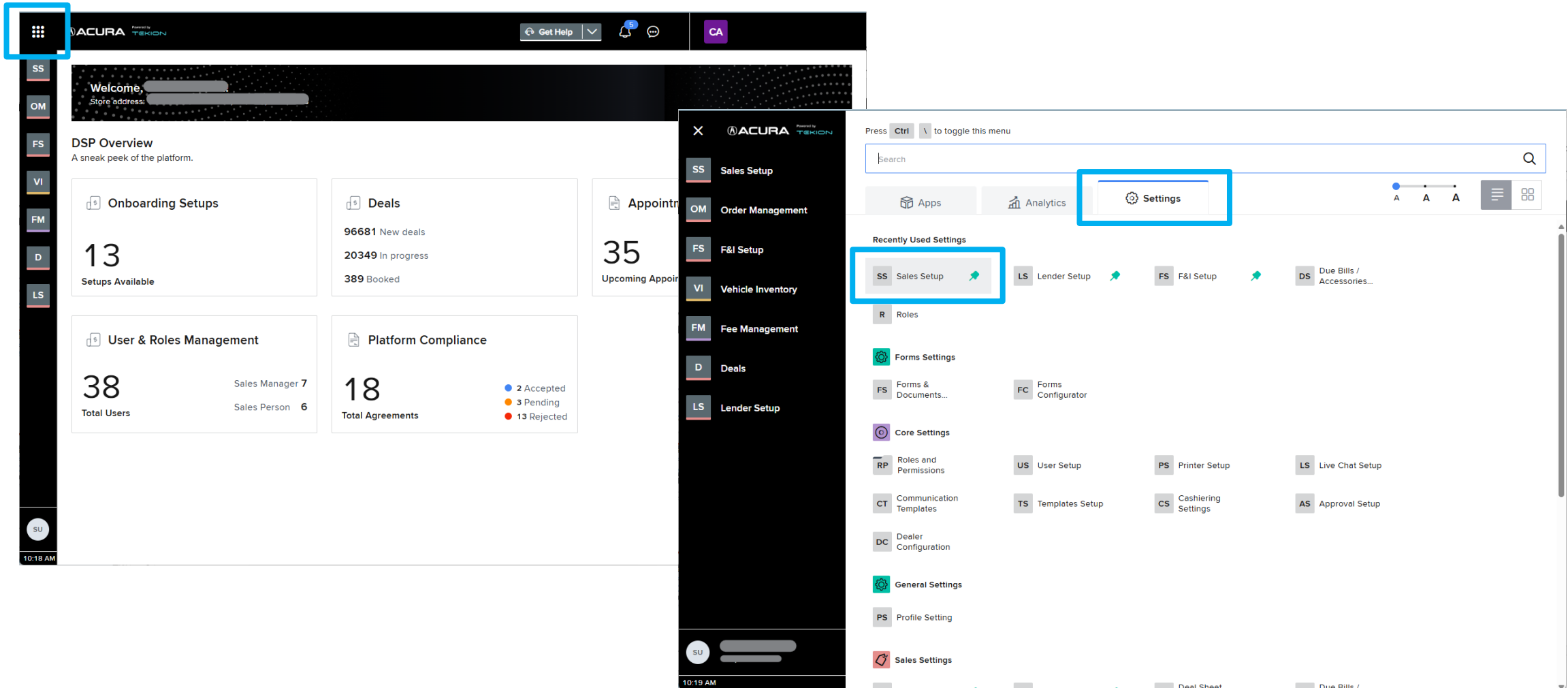
Setting Up One-Pay Lease As The Default Payment Option

ACURA

Setting up a One-Pay Lease option in default deal template

1. Go to Sales Set Up

- **App Grid**  > **Settings** > **Sales Setup**



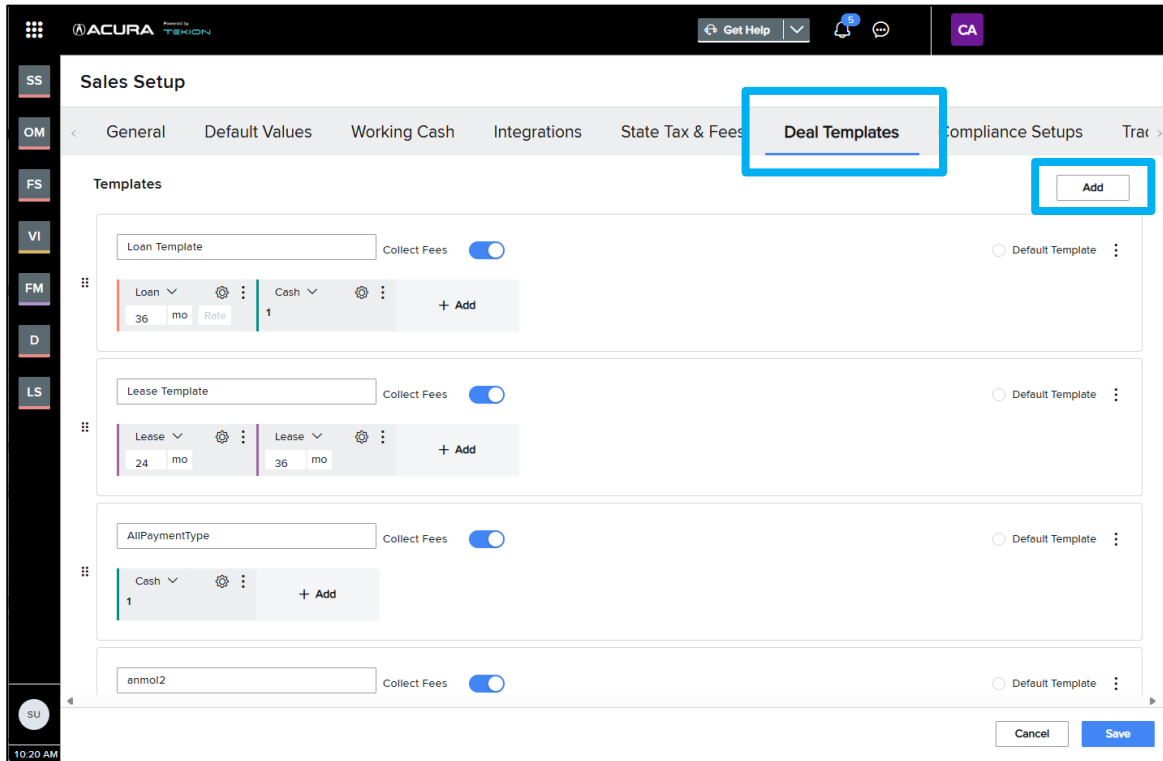
The screenshot displays the ACURA TEKION dashboard interface. On the left, a vertical sidebar contains icons for various modules: SS (Sales Setup), OM (Order Management), FS (F&I Setup), VI (Vehicle Inventory), FM (Fee Management), D (Deals), and LS (Lender Setup). The 'SS' icon is highlighted with a blue box. The main dashboard area shows a 'Welcome' message, a 'DSP Overview' section with statistics like '13 Setups Available', and a 'User & Roles Management' section showing '38 Total Users'. A search bar and navigation tabs (Apps, Analytics, Settings) are at the top right. The 'Settings' tab is highlighted with a blue box. Below it, the 'Recently Used Settings' section lists 'SS Sales Setup' as the first item, also highlighted with a blue box. Other settings listed include Lender Setup, F&I Setup, Due Bills / Accessories..., Roles, Forms Settings, Forms & Documents..., Forms Configurator, Core Settings, Roles and Permissions, User Setup, Printer Setup, Live Chat Setup, Communication Templates, Templates Setup, Cashiering Settings, Approval Setup, Dealer Configuration, General Settings, Profile Setting, and Sales Settings.

Setting up a One-Pay Lease Option as Default

Setting up a One-Pay Lease option in default deal template

2. Set up One-Pay Lease as an option in the default template

- **Sales Setup > Deal Template > Add Template > Create Template name**



ACURA Sales Setup

Get Help

CA

General Default Values Working Cash Integrations State Tax & Fees **Deal Templates** Compliance Setups Trac >

Templates

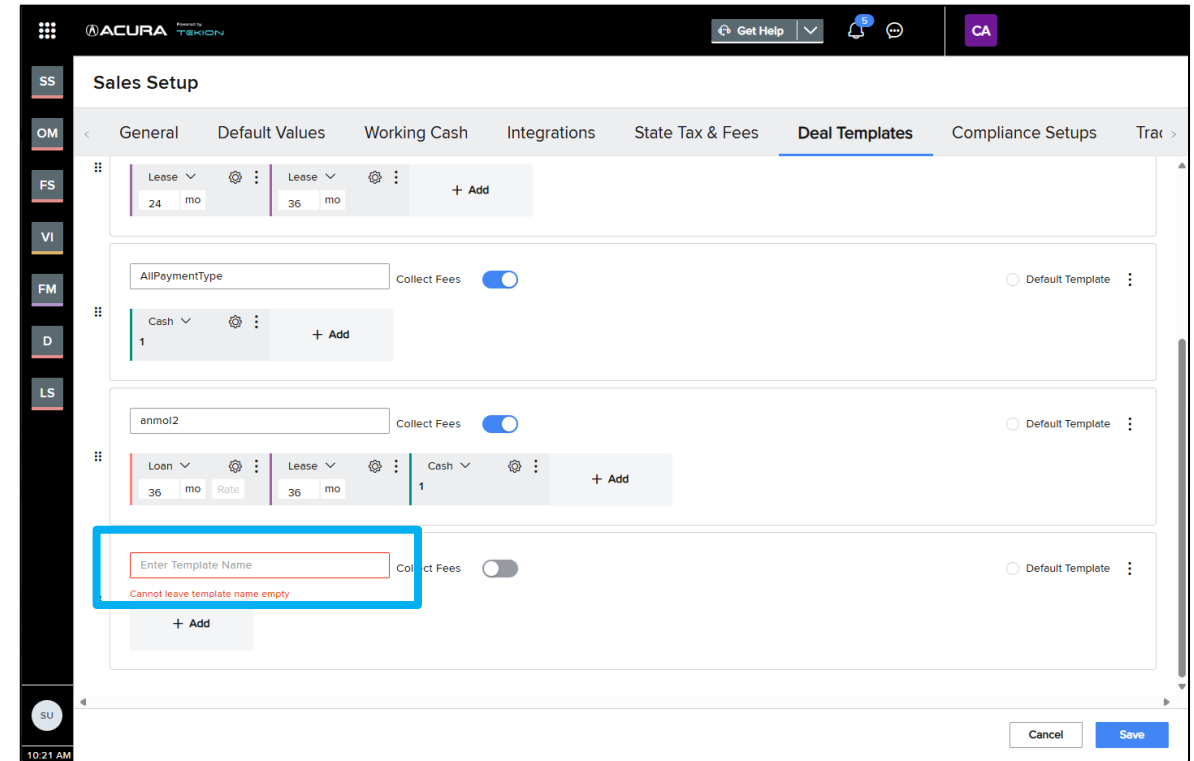
Loan Template Collect Fees ☒ Default Template ☐

Lease Template Collect Fees ☒ Default Template ☐

AllPaymentType Collect Fees ☒ Default Template ☐

anmol2 Collect Fees ☒ Default Template ☐

Cancel Save



ACURA Sales Setup

Get Help

CA

General Default Values Working Cash Integrations State Tax & Fees **Deal Templates** Compliance Setups Trac >

Lease 24 mo Lease 36 mo + Add

AllPaymentType Collect Fees ☒ Default Template ☐

Cash 1 + Add

anmol2 Collect Fees ☒ Default Template ☐

Loan 36 mo Lease 36 mo Cash 1 + Add

Enter Template Name Collect Fees ☐ Default Template ☐

Cannot leave template name empty

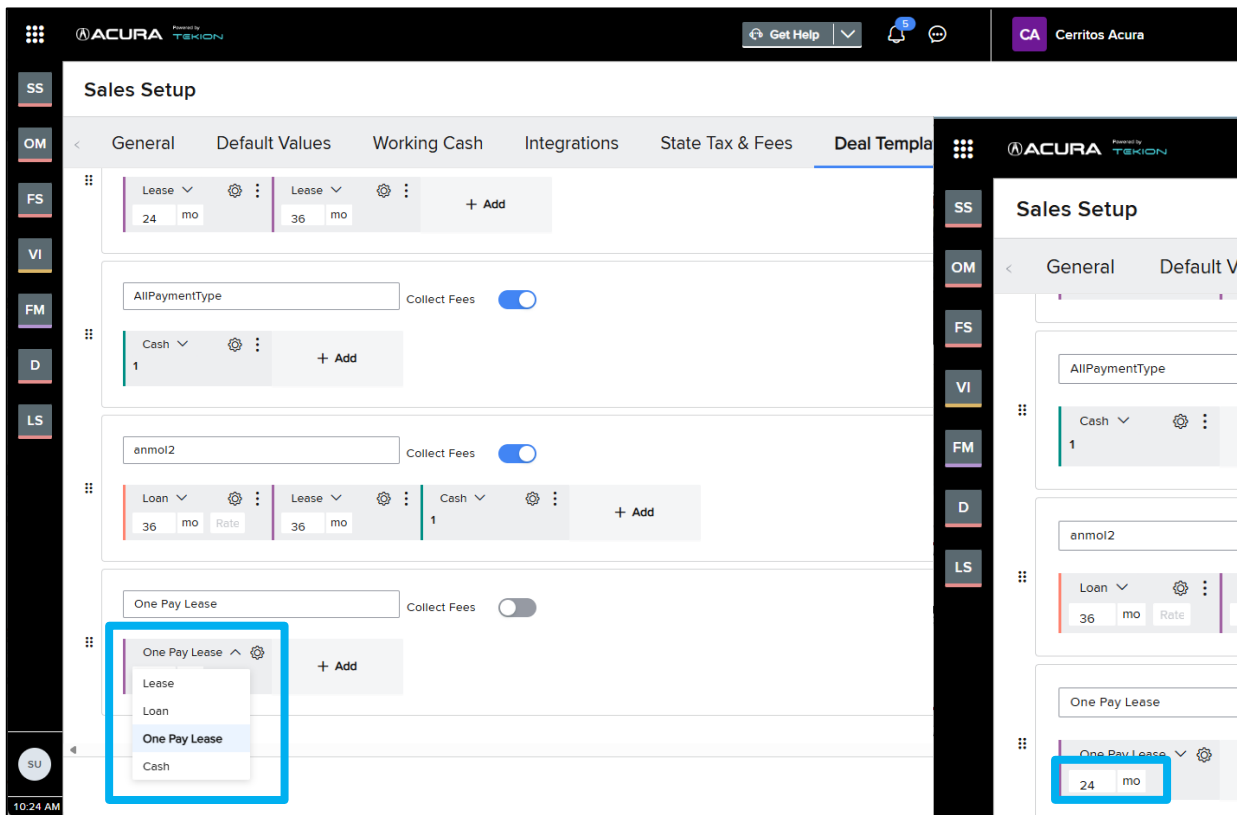
+ Add

Cancel Save

Setting up a One-Pay Lease option in default deal template

3. Add and select One-Pay Lease option and default deal term

- Click on the arrow and select “One Pay Lease” > Select default term > Enable “Collect Fees” button > Select as Default Template > Save



SS Sales Setup

OM < General Default Values Working Cash Integrations State Tax & Fees Deal Templates

FS Lease 24 mo Lease 36 mo + Add

VI AllPaymentType Collect Fees ☒

FM Cash 1 + Add

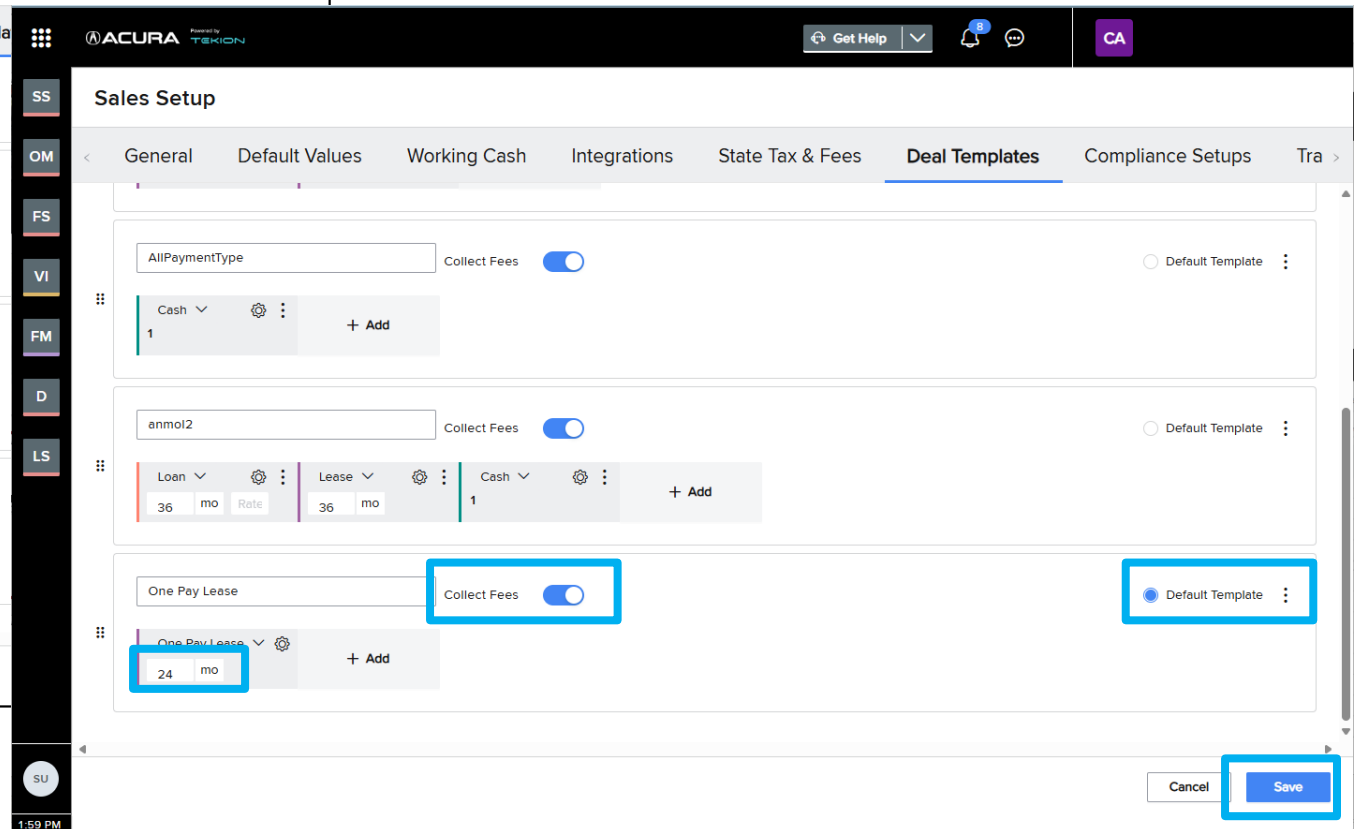
D anmol2 Collect Fees ☒

LS Loan 36 mo Rate Lease 36 mo Cash 1 + Add

One Pay Lease Collect Fees ☐

One Pay Lease ^ Lease Loan One Pay Lease Cash

SU 10:24 AM



SS Sales Setup

OM < General Default Values Working Cash Integrations State Tax & Fees Deal Templates Compliance Setups Tra

FS AllPaymentType Collect Fees ☒ Default Template

VI Cash 1 + Add

FM anmol2 Collect Fees ☒ Default Template

D Loan 36 mo Rate Lease 36 mo Cash 1 + Add

LS One Pay Lease Collect Fees ☒ Default Template

One Pay Lease 24 mo + Add

SU 1:59 PM

Cancel Save