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Volvo Car Financial Services Delivers eContracting on the Dealertrack Platform to Volvo Dealers Nationwide

Successful Pilot with Several High-Volume Volvo Dealers Leads to Nationwide Rollout

Lake Success, N.Y., July 18, 2016 – Helping automotive dealers and lenders benefit from the use of digital technologies, Dealertrack today announced that Volvo Car Financial Services is now available for eContracting with Volvo dealers nationwide on the Dealertrack platform. The decision to go national was based on the results of a completed regional pilot, during which participating dealers expressed satisfaction with the enhanced customer experience and streamlined process in Dealertrack’s Credit Application Network, leading to faster and often same-day contract funding.

From generating contracts for execution to the electronic verification, signature, submission and storage of contracts, Dealertrack delivers a true, end-to-end eContracting solution for dealers and lenders. Since introducing its eContracting solution several years ago, Dealertrack has helped lenders and dealers book well over three million eContracts.

“We see eContracting as an important part of the vehicle buying process today and in the future,” said Peter Wexler, vice president, Sales & Marketing at Volvo Car Financial Services. “The ability of Volvo Car Financial Services to now offer eContracting via the Dealertrack platform will help Volvo dealers improve their contract process, receive faster funding and enhance the overall customer experience,” added Wexler.

According to Mark Furcolo, senior vice president, Lender Solutions, Dealertrack, “Through the years, Volvo dealers have leveraged a broad range of Dealertrack solutions and services, including our Dealertrack DMS, eMenu, Aftermarket and Compliance solutions, as well as our Credit Application Network, as part of their overall sales and F&I workflow. The ability to electronically contract through the Dealertrack platform builds upon our long-term partnership with Volvo to further help their dealers transform and streamline the financing process across each of their dealerships.”



About Volvo Car Financial Services (www.volvocarfinancialservices.com)

Volvo Car Financial Services U.S., LLC, is a wholly owned subsidiary of Volvo Car Corp. of Gothenburg, Sweden, and provides financial services products to Volvo consumers and Volvo retailers in the United States.

About Dealertrack (www.dealertrack.com)

Dealertrack, a Cox Automotive brand, delivers integrated digital solutions designed to enhance the efficiency and profitability for all major segments of the automotive retail industry, including dealers, lenders, vehicle manufacturers, third-party retailers, agents and aftermarket providers. From bridging the gap between the online and in-store experience to developing industry leading innovations, Dealertrack is transforming automotive retailing through its comprehensive award-winning solution set, including Dealer Management System (DMS), F&I, CRM and Registration and Titling solutions.

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