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Dealertrack and F&I Express Expand Relationship to Deliver Improved Workflow Solutions For the Automotive Retail Market.

Dealertrack to Market and Sell F&I Express' Express Recoveries Solution; Aftermarket Providers on F&I Express to be available through the Dealertrack Aftermarket Network

Lake Success, N.Y., August 31, 2016 – Dealertrack and F&I Express announced today they have strengthened their partnership through the introduction of F&I Express' Express Recoveries Solution. The offering provides lenders and consumers a refund of the unused portion of their aftermarket contracts. The service will be available through Dealertrack to lenders on October 1, 2016.

“The Express Recoveries Solution will expand Dealertrack’s offering to its more than 6,800 lenders, helping to bring aftermarket providers and lenders together and facilitate the management of aftermarket recoveries for dealerships,” said Mark Furcolo, senior vice president, Lender Solutions, Dealertrack. “The integration of Express Recoveries Solution will help lenders and dealers strengthen their relationship when it comes to aftermarket recoveries to consumers. This will ultimately enable better workflow and greater efficiencies, much needed in today’s dealerships.”

In addition, Dealertrack and F&I Express will join forces to provide dealerships with additional access to F&I product providers through the Dealertrack platform through Dealertrack eMenu and the Dealertrack Aftermarket Network. Through this workflow on Dealertrack, dealers will be able to access product rates, generate contracts and remit contracts to the providers. In the coming months, Dealertrack will provide more information about when providers and their rates will be added to the Dealertrack Aftermarket Network.

“Our aligned vision to provide powerful, innovative solutions to dealers to enhance workflow is a primary reason why we feel so strongly about our partnership with Cox Automotive, and expanding our relationship with Dealertrack is an important aspect of that,” said Brian Reed, President and CEO of F&I Express. “To include our award-winning Express Recoveries Solution on Dealertrack’s platform means lenders have increased and improved access to F&I providers for product cancellations.”

For more information on the partnership, please visit the Dealertrack booth or the F&I Express booth at this year’s Industry Summit at the Paris Hotel in Las Vegas, NV.



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About Dealertrack Technologies

Dealertrack is the leading provider of digital solutions to the automotive retail industry. Whether you're a dealer, a lender, a manufacturer, or a state agency, our integrated and intuitive approach to products and services makes your workflows more efficient, transparent, and profitable. From our pioneering Digital Retailing tools—bridging the gap between the online and in-store experience—to our lender network (the largest in North America) Dealertrack is the only company helping enable the transformation of auto retailing. Dealertrack is a part of Cox Automotive. For more information please visit www.coxautoinc.com