The Next-Generation F&I Platform

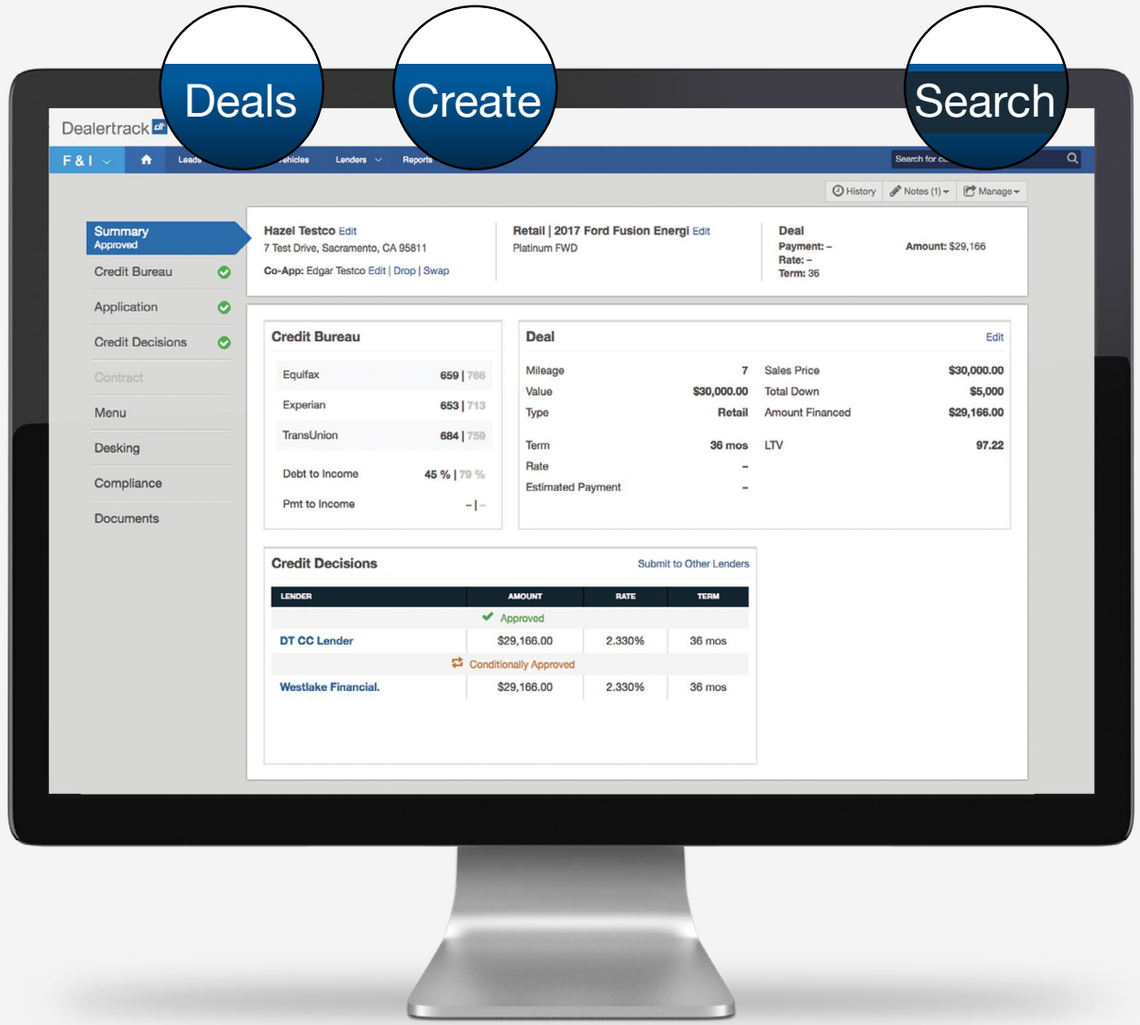
Connecting automotive retail



Experience an advanced, deal-centric workflow that will help you work every deal smarter and faster.

Check out the new way you will submit credit applications, pull bureaus, locate deal status, and so much more.

- Access customer deal jackets at your fingertips for maximized productivity
- Get more insight into your customers and business all in one spot
- Check on applications and contract status with a single click
- Drive more seamless online to in-store customer experience
- Help protect your dealership with F&I compliance tools
- Desk deals simply and efficiently

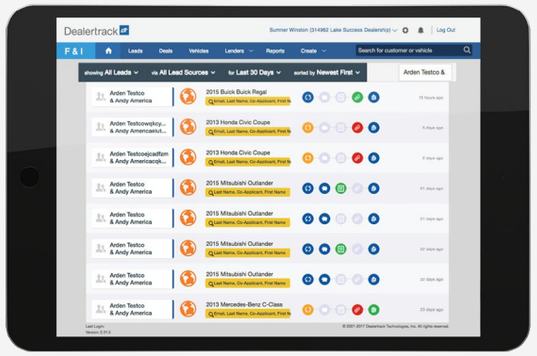


Work more efficiently on your new Dealertrack.com.

"The new Dealertrack F&I platform is very easy to use. I can find information quicker and more easily than before. Great improvement!"

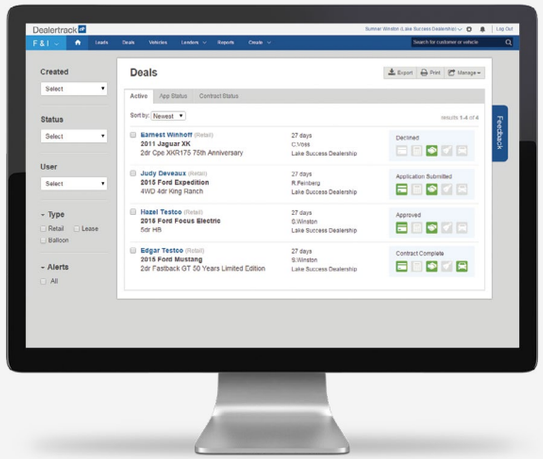
Steve Cleary

General Manager,
Car Smile



Access your leads.

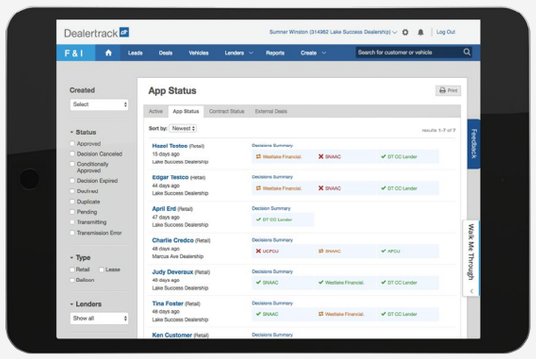
Drive a connected online to in-store customer experience with lead data at your fingertips. The simple navigation provides quick access to your leads whether from pre-approved providers or your Digital Retailing enabled-website, and the intuitive design makes it easy to view lead information, and pre-fill your deal jacket for in-store deal completion.



Your gateway to every deal.

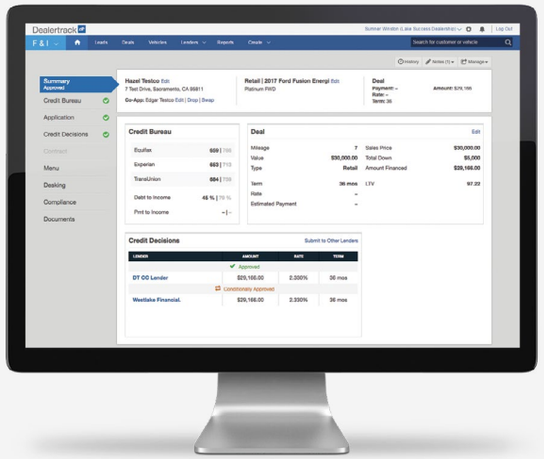
From one centralized location, you can see all the latest activity around every active deal, and all deals from every store within a group. Real-time alerts, notifications, and a mobile F&I system help you stay on top of your business, and increase your bottom line as a result.

Work more efficiently on your new Dealertrack.com.



Optimized credit apps.

With the new dealertrack.com, the credit app process is easier than ever. Intuitive tools, like a calculator that enables you to view balances and amount financed, help speed up your workflow and make the entire experience more efficient and effective for everyone involved.



Deeper insight into your business.

Deal jackets consolidate everything related to your customers and your deals into one view. And the whole platform is inspired by dealer-preferred internal processes, creating an experience that is familiar and proven, and more efficient overall.

"I can do a deal a lot quicker than previously on the new Dealertrack platform, which is of great value when you have a customer in front of you waiting to get in to their vehicle."

Brett Mlacker

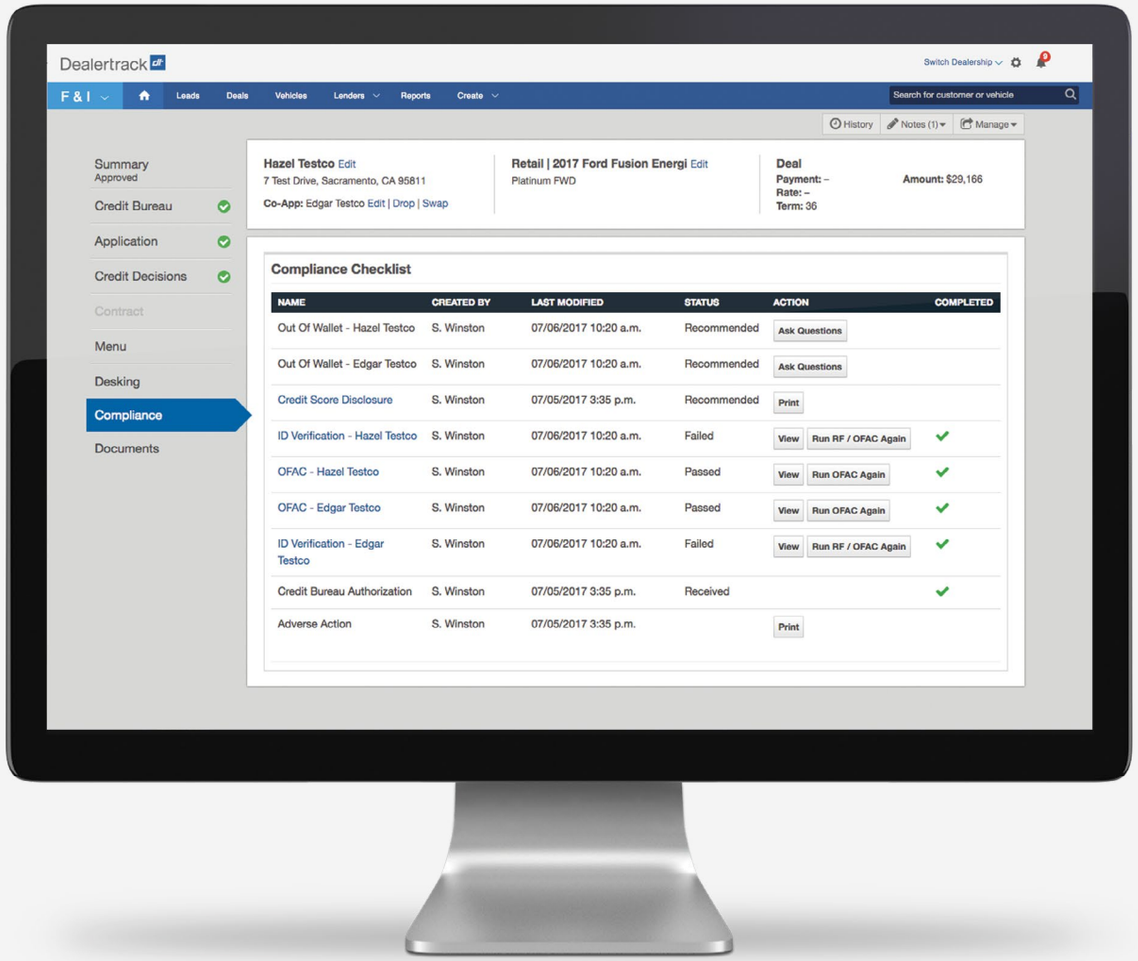
Sales Associate,
Lite House Auto.com

Help protect your dealership with F&I Compliance tools.

With the next-generation Dealertrack F&I platform, staying compliant with federal laws and regulations is easier than ever, thanks to a simplified workflow and a central location to access your customer information.

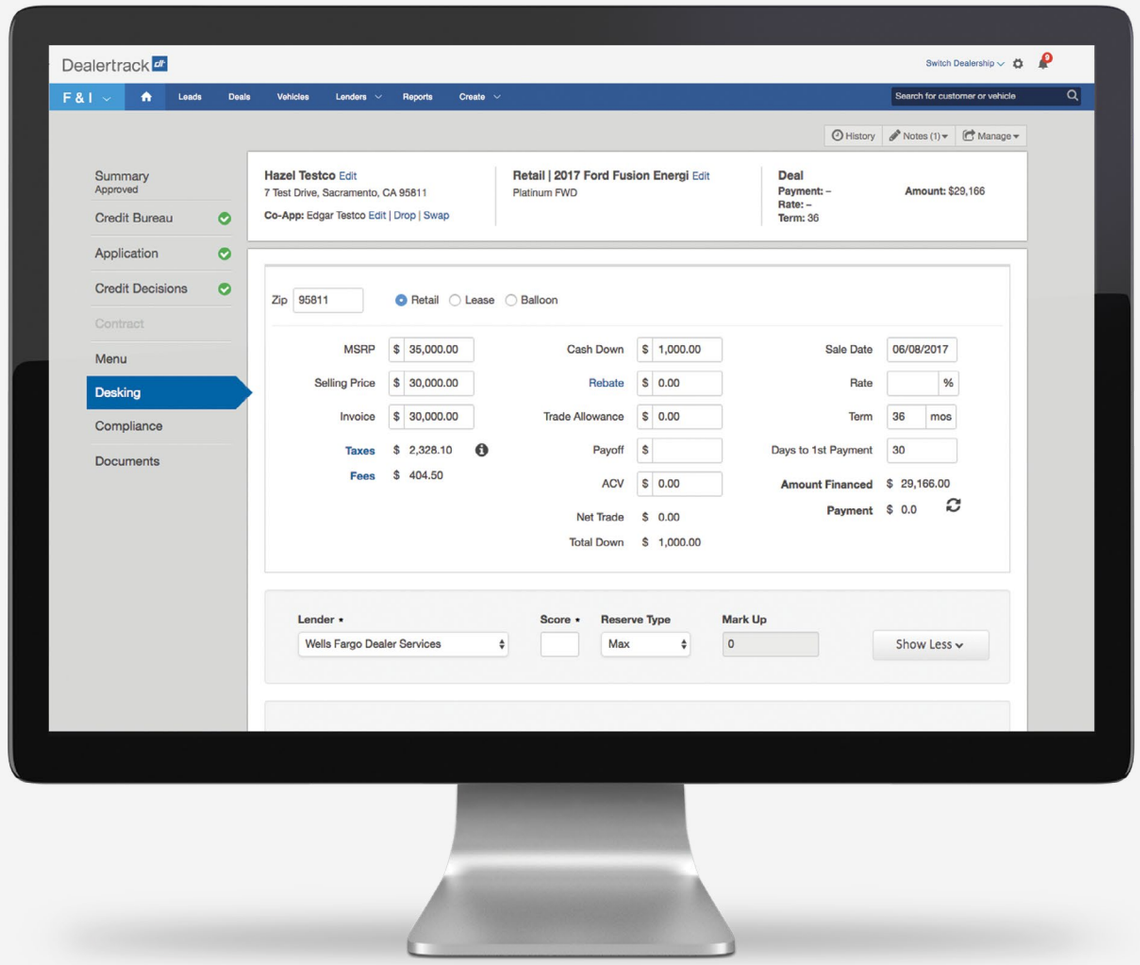
Features & Benefits:

- Generate compliance-specific documents and take action in one central place
- Comply with laws and regulations and verify customer identities (Red Flags and OFAC)
- Easy to use checklist allows you to keep track of actions that need to be completed
- Receive proactive alerts throughout the deal jacket regarding credit disclosure notices or skipped actions
- Securely store documents digitally for up to 10 years



Start the deal efficiently with a fast first pencil.

Now a part of Dealertrack's deal-centric next-generation platform, Salesmaker — a 10 year in a row award-winning desking solution* — features an integrated workflow that speeds the process and virtually eliminates repetition and reduces data errors.



Features & Benefits:

- Eliminate repetitive data entry with a deal-centric integrated workflow
- Reduce kicked deals with guaranteed data**
- View and apply your preferred lender program for each retail and lease deal
- View, select, and apply rebates & incentives to a retail or lease deal
- Automatically apply taxes to a deal based on a zip code

** 2006-2016 Auto Dealer Today Dealers' Choice Awards.*

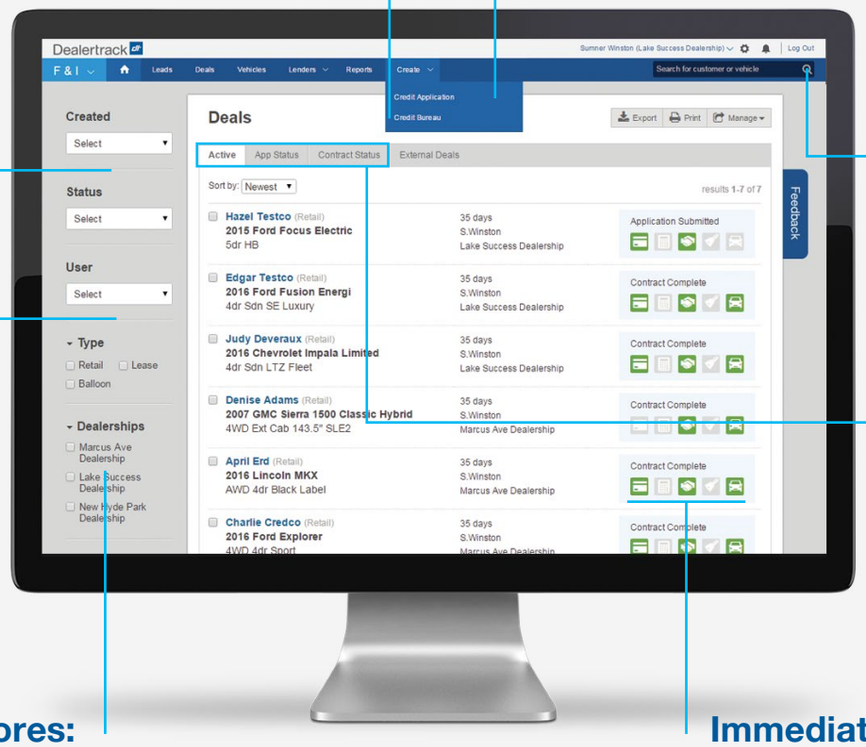
*** Limited Guarantee is a credit on next month's invoice. To claim Limited Guarantee, report an Eligible Error within 24 hours of discovery and submit claim within 30 days of processing Vehicle in Salesmaker. See full details, requirements, and limitations in Premium Component Addendum to Dealertrack Access Agreement*

Top tips to help you maximize productivity.

Create a credit bureau:
Quickly create credit bureaus right from the navigation bar.

Begin apps more efficiently:
Easily create credit applications from the navigation bar.

Transfer deal data:
Once you click credit application, you will be able to seamlessly connect your DMS to optimize your workflow experience.



Customize your view:
Filter your deals to show the most pertinent information, including:

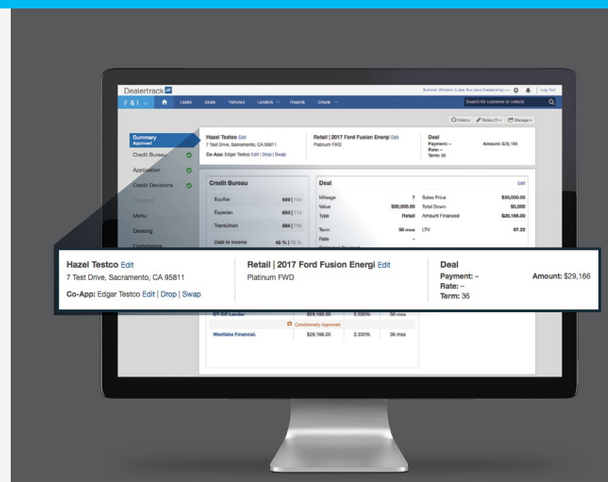
- Created date
- Status of deals
- Dealership user
- Deal type

Search your entire network:
Locate a specific customer and pick up right where you left off.

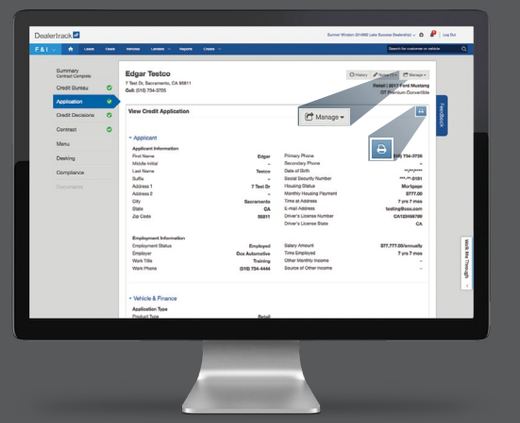
Locate decisions on your deals:
All app status and contract status details can be found in one view.

View deals from different stores:
See all deals from multiple stores in one location, right on the ‘Deals’ page.

Immediate visibility into current deals:
Scan status icons and view the most recent stage listed – all on the deals page.



Edit applications with fewer clicks:
Move customers quickly through the application process by utilizing the header section within each deal jacket.



Print credit applications:
Print a complete or blank credit application in the Deal Jacket.

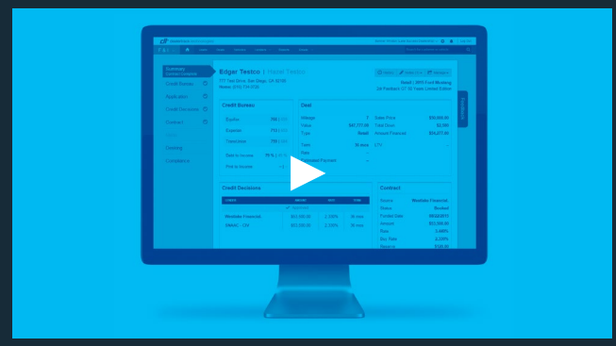
Dealertrack

Innovation Through Integration

Dealertrack is a leading provider of digital solutions to the automotive retail industry. Our integrated and intuitive approach to products and services makes your workflows more efficient, transparent, and profitable. From Digital Retailing tools that bridge the gap between the online and in-store experience to the largest lender network in North America, we help enable the transformation of auto retailing through a comprehensive solution set spanning DMS, Fixed Operations, Sales and F&I, and Registration and Titling.



Click here:
Attend an online demo or a self-guided on-demand training.



Click here:
Explore the different videos and learn more about the new dealertrack.com.

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