

F&I

# Drive deal efficiency from leads to contracts

## Credit App & Bureau

Receive credit decisions in a snap from ~1,600 finance sources—the industry's largest lender network.

## Menu

Build complete funding packages with a faster menu to contract connection.

## Digital Contracting

Get same-day funding with **400+** lenders using digital contracting.

## DMS Integrations

Reduce data re-entry and increase process efficiency.

## Remote Signing

Give your customers signing flexibility with a digital signing room—anywhere.

## Compliance

Protect your dealership with secure and consistent compliance throughout the deal.

**Speed deals, improve cash flow, and create a better customer experience with Dealertrack F&I.**



# 71%

**of shoppers expect to complete their next purchase with a mix of steps completed online and offline**

*Cox Automotive 2023 Car Buyer Journey*

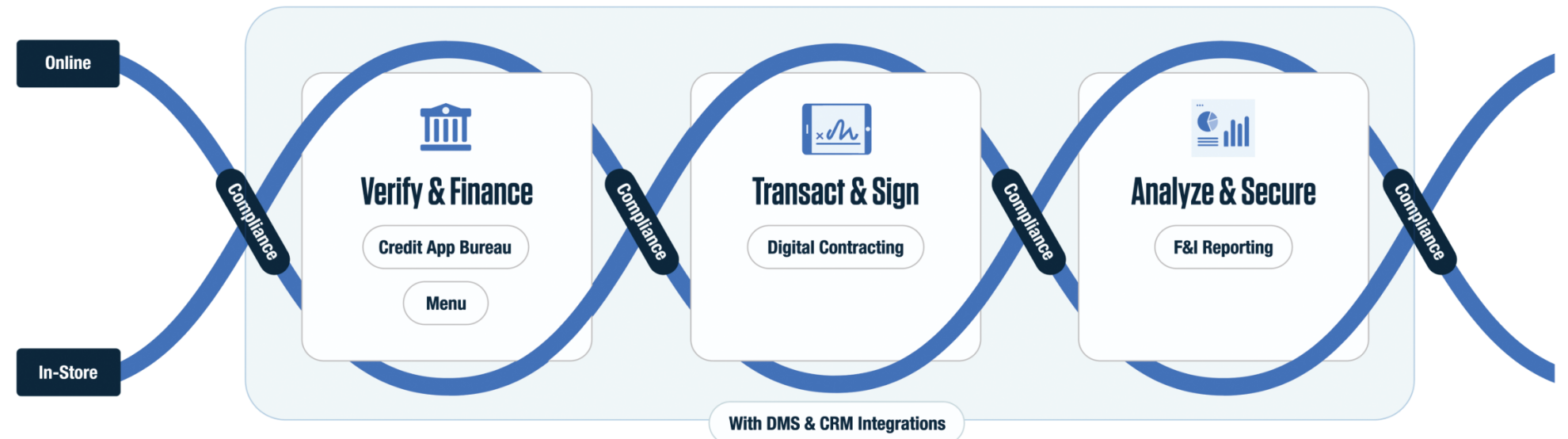
# 79%

**of dealers believe the use of digital tools in-store will help make processes more efficient**

*Cox Automotive 2023 Digitization of Car Buying*

# Your connected deal flow for faster funding

Drive efficiency and compliance with the right connections from credit through contracting.



## Verify and Finance

- Build and submit credit applications to the largest lender network for faster credit decisioning.
- Gain detailed insights into your customer's credit with enhanced credit bureau capabilities.
- Connect with Darwin Menu and the largest aftermarket provider network to create complete funding packages.

## Transact and Sign

- Submit digital contracts to your choice of **400+** lenders.
- Eliminate re-contracting by catching errors and missed signatures in real time.
- Upload and eSign any deal document for a single signing session—in-store or remote.

## Analyze and Secure

- Be audit ready with the ability to upload and store any deal document with enhanced Compliance Storage.\*
- Gain detailed insights into your dealership's compliance history with on-demand reporting tools.
- Understand compliance performance at your dealerships with enterprise level reporting.

\*5 years in all states, 7 years in California

## Deal Compliance

- Keep each deal on track with a compliance checklist and integrated checkpoints.
- Verify customer identity with Red Flags alerts, OFAC checks and out of wallet questions.
- Have Adverse Action Notices generated, printed, and mailed automatically on your behalf.\*

\*Additional fee for mailing service.

Take a closer look at how a connected deal flow addresses your business challenges.

[See More](#) →