

Dealertrack 

TECHNOLOGY THAT DRIVES YOU.

INCREASE
MARKET
SHARE

MITIGATE
RISK

MAXIMIZE
OPERATIONAL
EFFICIENCY

MAKE AUTO LENDING A
SMOOTH RIDE

Lender Solutions: **Product Overview**

COX AUTOMOTIVE®

SAFE & STREAMLINED AUTO LENDING

END-TO-END SOLUTIONS THAT OPTIMIZE YOUR ENTIRE FINANCING OPERATION

Your entire auto lending ecosystem consists of accepting credit applications, funding loans and managing the titles for every vehicle contract you fund. Each part of this financing lifecycle has unique requirements and different workflows, but they all feed into each other. Shouldn't your processes?

With integrated solutions for originations, contracting and vehicle title management, leverage Dealertrack's technology and service prowess to streamline processes across your underwriting, funding and operations teams.

6,500+

Lender Partners*

22,000+

Dealerships*

55M+

Credit Application
Transactions Annually*

60M

Titles Managed*

OPTIMIZE YOUR AUTO LENDING WORKFLOW



ORIGINATIONS

- Credit Application Network
- CreditConnection®
- Lender Bookout
- Digital Retailing for Lenders



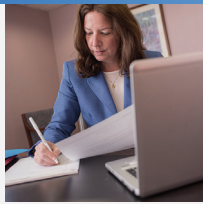
CONTRACTING

- Digital Contracting
- Aftermarket Product Cancellations



VEHICLE TITLE MANAGEMENT

- Accelerated Title
- Electronic Lien and Title
- Total Title Solution™



“Loan requests doubled, our volume more than tripled, and members get a better experience. I would absolutely recommend Dealertrack to others. Dealers prefer Dealertrack, so we get more requests and win more loans.”

CLAIRE IPPOLITI

VICE PRESIDENT AND CHIEF LENDING OFFICER
PEOPLE FIRST FEDERAL CREDIT UNION

ORIGINATION SOLUTIONS



Drive loan growth, operational efficiency and enhance dealer relations.

Today's auto buying world finds 89% of shoppers wanting to do one or more steps of the purchase process online¹ and 76% open to the idea of a fully online buying experience². Addressing these market expectations is Dealertrack uniFI® — featuring highly advanced tools and unique functionality that further optimize F&I workflows, business operations and profitability among our network of 22,000+ dealers and 1,600+ lenders.

ORIGINATION PRODUCTS



Credit Application Network

Dealertrack uniFI enables dealers to enjoy an optimized deal-making workflow with fast and accurate credit application submissions — and speeds lenders' ability to approve and fund them. Fueling lenders' ability to return decisions in real-time is the platform's direct integration with all popular Loan Origination Systems (LOS).

Lender Bookout

Choose book value and options from the very best sources (Kelley Blue Book®, JD Power®, or BlackBook®) — and for every application submitted by dealers — to reduce the potential for processing errors.

CreditConnection®

CreditConnection enables lenders without an LOS to successfully compete for dealers' loan business. This affordable LOS alternative provides the opportunity to start and grow indirect loan business with dealers on Dealertrack.

Digital Retailing for Lenders

Lenders play a pivotal role in how today's consumers are shopping for their next vehicle. Support their buying journey with tools that enable shoppers to research and buy their way: from enabling payment calculations to securing financing and even completing their purchase online.

CONTRACTING SOLUTIONS



Process contracts and aftermarket cancellations with speed, accuracy and compliance in mind.

With more franchise dealers turning to digital contracting each day and the others still working in a paper world, Dealertrack supports lenders in both contract processing workflows.

There's even a solution for when loans terminate early and refunds are due. With specific state mandates and legislation dictating refund timelines, Express Recoveries by F&I Express gives lenders full control of the process in order to ensure compliance.

Whether it's speed-to-fund or speed-to-refund, trust our solutions to provide speed, accuracy and the transparency that stands up to audit.

**Data entry accuracy determined on a weekly basis through review of random sampling of contracts per lender and as outlined in Lender agreement.*

99%* Dealertrack
Digital Document Services
guaranteed accuracy

CONTRACTING PRODUCTS & SERVICES

Digital Contracting with Dealers

Dealertrack uniFI enables a fully paperless signing experience between dealers and buyers — anywhere, any time. Tools like ReadySign, Local File Upload, and Live Funding checklist create a complete submission package to expedite lender review and funding. Direct LOS integration keeps the paperless process flowing, enabling lenders to fund their dealer partners as fast as the same day.

Digital Document Services

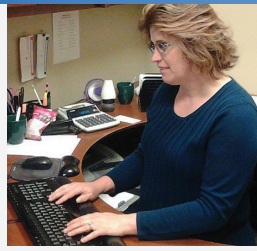
Dealertrack Digital Document Services supports digital contracting lenders with an outsourcing service that brings their paper contracts into a single and consistent digital workflow.

To align digital contract and paper contract funding speeds, this service provides same-day turnaround with 99% data accuracy.

Express Recoveries

Initiate aftermarket product cancellations directly with product providers, ensuring any customer refunds associated with loan terminations are accurate and comply with state and government regulations. Choose from a full suite of service options — at the same time removing dealers from a process that offers them no value — to improve your operational efficiency and strengthen your business partnerships.





“The one-stop-shopping factor is what is most beneficial for me. I have a lot of years handling title work for numerous states and though I could accomplish it all manually, having Dealertrack at hand to keep all the different states and types of titles organized is well worth the cost.”

KARA SELLERS
BERKSHIRE BANK

VEHICLE TITLE MANAGEMENT SOLUTIONS



Comprehensive title management services and solutions from the largest provider in the United States.

Industry data cites 83 million auto loans¹ in the U.S., which means lenders have 83 million titles to manage. With 34 states sanctioning or mandating an electronic lien and title (ELT) process with their motor vehicle department, lenders must have the expertise and processes in place to file and perfect both paper and electronic liens and titles. Our expertise is in both, and that’s why more than 6,500 lenders entrust their 60 million titles² to Dealertrack Collateral Management Services’ business process outsourcing solutions.

¹ Source: Cox Automotive analysis of Equifax Auto Loan and Lease Data, November 2021
<https://www.newyorkfed.org/microeconomics/hhdc.html>

² As of December 2021

VEHICLE TITLE MANAGEMENT PRODUCTS



Accelerated Title

Improve operational efficiency and stem revenue loss from inaccurate payoffs. Accelerated Title streamlines and speeds the payoff and title release process as fast as 4-6 days by serving payoff quotes online that are accurate to a chosen payment date, and utilizing ACH payment transfers that clear in 3 business days. Upon clearance, funds are automatically deposited in the lender's account and release of title is automatically triggered.

Electronic Lien and Title

With the recent surge in adopting ELT initiatives — 5 new states are on the 2022/3 radar — trust the team who pioneered and continues to lead the charge.

Our comprehensive ELT solution facilitates and administers data exchanges between the lienholder and the participating state department of motor vehicles.

Total Title Solution™

Increase efficiencies and lower costs with Dealertrack's comprehensive title management solution.

A boon to lenders operating across states and grappling with paper and electronic title management, you can outsource, consolidate and streamline all aspects of titling throughout the term of each loan and lease.

DEALERTRACK BUILDS BETTER FINTECH PARTNERSHIPS.



We help you navigate new auto lending opportunities.

There's no shortage of FinTech providers looking to break into the auto retailing market. Lenders who want to stay at the forefront of the auto lending digital evolution have risks to measure against the potential return on investment that these companies may promise.

Leverage your Dealertrack partnership when exploring FinTech opportunities.

Although their business model may be to bring customers directly to you, remember the portal to complete that customer's buying journey is still Dealertrack. Explore our digital retailing tools, designed to offer the same features and benefits — or discuss your vendor considerations with us, as we can help you defray costly interface development fees and keep decisions routing to your entire dealer network. As with dealers in your network, you can easily activate/deactivate your FinTech provider(s), so you have a no-risk, low-/no-cost option opportunity to work with any company that interests you.

Questions to ask when evaluating a FinTech partnership:

- What is unique about this vendor's model?
- How many contracts can I expect to see from this partnership?
- How will this impact my dealer relationships?
- How will this impact my customer relationships?
- Considering the longevity ratio of startups, what is this entity's long-term future?
- And most important, what will it take for me to integrate with this company and how do I recognize ROI?



Consider Cox Automotive's Full Suite of Digital Retailing Tools

- Give shoppers the tools they need to evaluate a trade in, or select aftermarket products so they can zero in on an accurate price
- Enable them to calculate what they can afford and shop by payment
- Provide a frictionless credit application process, and deliver them as a contract-ready buyer to your preferred dealer
- Utilize your IT infrastructure team and build a full car buying journey on your own website — delivering contract-ready buyers with secured financing directly to your dealer partners.



TECHNOLOGY THAT DRIVES YOU.

INNOVATION THROUGH INTEGRATION

Dealertrack provides industry-leading software solutions that give dealerships, lenders, and partners the confidence to thrive in an ever-changing automotive market. The company's integrated suite of powerful, easy-to-use products and services helps dealerships and their lending partners grow by increasing efficiency and improving decision-making. Dealertrack is part of the Cox Automotive family, a company that is transforming the way the world buys, sells, owns and uses vehicles. In partnership with lenders, Dealertrack, Kelley Blue Book, Manheim and F&I Express solutions are catalysts for operational progress and efficiency—supporting strategies that will continue to shape the future of automotive retail.

Dealertrack, Inc.

3003 Summit Blvd NE #200
Atlanta, GA 30319

866.868.5900
dealertrack.com/lendersolutions

©2021 Dealertrack, Inc.