P·E·N
PROVIDER EXCHANGE NETWORK

INCREASE SALES AND PROFITABILITY BY TAPPING INTO THE

DIGITAL PIPELINE

The Provider Exchange Network (PEN) is an electronic data exchange that streamlines the sales process by integrating the F&I product provider with the dealers' point-of-sale (POS) system. PEN connects the provider to multiple dealer systems, whether it is a Menu, desking application or the dealer management system (DMS). Through PEN, the provider gains greater exposure to more vehicle purchases, which ultimately allows more products to be sold. PEN's digital pipeline reduces costs through rapid, accurate and secure transactions in a paperless process that is easy for both providers and dealers.

CURRENT OUTDATED MODEL
Providers are as efficient as their weakest link. Incompatible systems and an inconsistent exchange of digital versus paper information limits provider opportunities. A simple solution is needed for providers to reach more customers and sell more products quickly and accurately.

PARTNER WITH PROVIDER EXCHANGE NETWORK

PEN is part of Open Dealer Exchange, a joint venture formed by the industry's two largest Dealer Management System (DMS) providers, Automatic Data Processing, Inc. and The Reynolds and Reynolds Company. With a single IT interface, PEN allows providers to connect to thousands of dealers' point-of-sale systems throughout North America. Because PEN operates independently, access to every dealership transaction is possible, providing the greatest exposure available to the dealership market. With PEN, a provider can customize each interaction by automobile, dealer or region. The result is a concise system of data connections in which all parties benefit.

See how on the other side...

HOW DOES PEN WORK?

PEN is a managed digital network between the provider and the dealership. During the menu selling process at the point-of-sale, PEN enables a direct connection between the Provider's Admin and Ratings systems and the Dealer's Menu Software or DMS. In turn, the provider can offer a seamless contracting process for participating dealers including instant and accurate electronic ratings, electronic contract origination, forms preparation, digital signatures, electronic deal jackets, digital remittance and forms archival. PEN allows the provider to stay focused on their core business by increasing dealer exposure, contracting efficiency and reducing administration and risk.

PROVIDER EXCHANGE NETWORK
DIGITAL CONTRACTS • RATINGS GUIDES • MARKETING • BILLING • REGISTRATION

PEN MODEL
With PEN, providers can send and receive ratings and contract data to and from any dealer POS system directly, reducing errors and saving time and energy.

Only PEN lets the dealer choose their own system.

provider   dealers
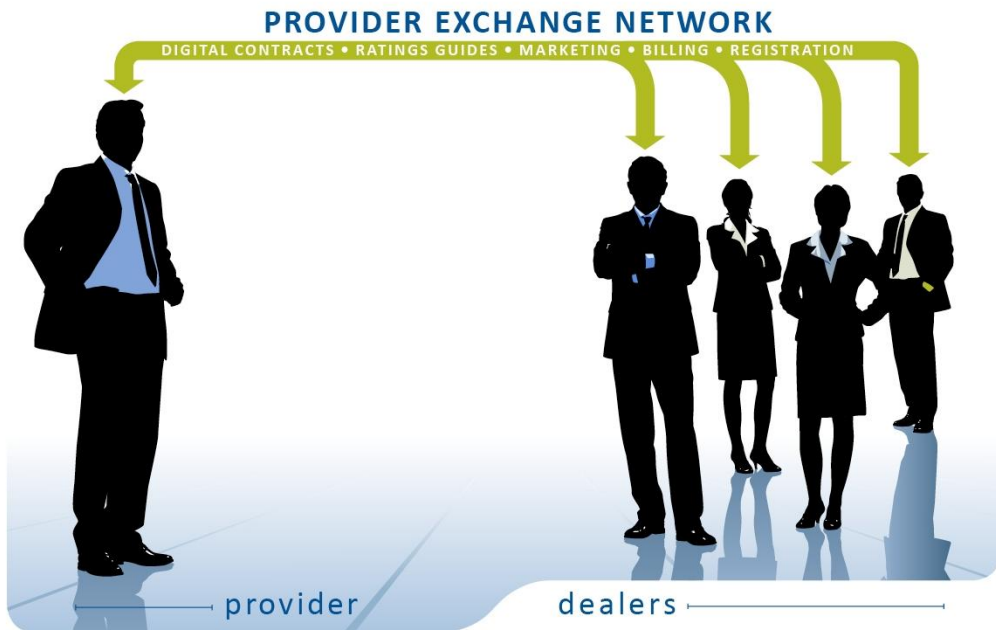
BENEFITS

- Connect to thousands of dealers
- Accurate service contract rates
- No more missing or outdated forms
- Instant access to archived deals
- Speeds up F&I process
- Easier forms management
- Eliminates the need for hostile interfaces
- No more shipping of forms
- Allows for instant price changes
- Manual labor expense reduced
- Increased CSI
- Registration at time of sale

FUNCTION POINTS

- Web Ratings
- Digital Contracting and Compliance
- Forms Preparation
- Signature Capture
- Contract Remittance
- System Administration
- Utilization Reporting

For more details about the Provider Exchange Network, please send an email to info@providerexchangenetwork.com, or visit us at www.ProviderExchangeNetwork.com.

Open Dealer Exchange enables providers and finance sources to embed their offerings into point-of-sale (POS) systems used by automotive dealers to conduct business both in the showroom and the business office. A joint venture between Automatic Data Processing, Inc. and The Reynolds and Reynolds Company, Open Dealer Exchange exists to improve the overall F&I process within automotive retailers throughout the United States and Canada. www.OpenDealerExchange.com

OPENDEALER EXCHANGE