

If you're serious about growing your automotive finance business, we should talk.

Open Dealer Exchange, LLC, a joint venture between Automatic Data Processing, Inc. (ADP) and The Reynolds and Reynolds Company, is the leading expert and essential connector within the F&I process by integrating a finance source directly within a dealership's dealer management system (DMS).

By providing a direct connection into the DMS, Open Dealer Exchange removes the need for the dealer to leave their system-of-record during the F&I process. This innovative process results in increased operational efficiencies, reduced contract errors and a more streamlined process within a lender's franchised dealerships.



Credit Application Processing

Finance sources receive credit application information electronically, directly from the dealer's DMS, not from a third party portal. Open Dealer Exchange offers a unique pricing model based on performance, not application transaction charges, which allows the lender to pay for only those applications that result in a contract.



Contract Data Validation

Deal information can be sent directly to Open Dealer Exchange for validation against the finance source's rules, enabling the lender to verify that all deal information is correct before the customer leaves the dealership. Since data validation is done during the deal and not after it is completed, manual corrections are nearly eliminated for the lender.



eContracting & eFunding

Once the deal is correct and validated, all final data and documents for securing the loan are sent electronically to the lender for booking. This innovative technology is helping move the automotive finance industry to a paperless process, something no other company has been able to do thus far.

Open the doors to the future of F&I.

For more information, email us at inquiries@opendealereexchange.com or visit www.OpenDealerExchange.com.