



F&I EXPRESS

Log into F&I Express
E-Contracting
Administration

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About Intersection Technologies

Intersection Technologies, Inc. and its F&I Express aftermarket industry e-contracting platform provides the aftermarket F&I industry with the best solution to take the process of contracting and registering aftermarket products an electronic process. The process is simple for the dealer to use and only requires a few clicks of the mouse to prepare all aftermarket contracts at ONE PLACE! Intersection Technologies product and service offerings include:

- **F&I Express** – The aftermarket F&I products solution to e-contracting
- **Consulting Services** – Expertise and solutions provider for the aftermarket administration market, indirect and direct auto finance, and automotive dealer systems.
- **Customized Development** – Provides customized development for automotive and point-of-sale related systems.

Intersection Technologies, Inc. was formed in 2008 in a partnership between key industry subject matter experts and Advent Resources. Advent Resources, Inc. was established in 1988 and is a leading provider of thoughtful and high value software solutions for the automotive retail environment.



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The F&I Express Solution

F&I Express provides an industry platform that allows dealers one place to access all aftermarket products that they need to rate and e-contract. The process is simple:

1. Dealer pulls in data automatically from its Dealer Management System to pre-populate the aftermarket e-contracts that they need to prepare.
2. Dealers review contracts forms to ensure that all required data is in place and that the data is correct.
3. Dealer finalizes contracts and has customers electronically sign contract or prints off PDF of contract for customer to sign.

As soon as the contract is finalized, the administrator and agent know what product was sold to which customer – real time!

For Administrators

F&I Express is building a uniform industry solution to assist in achieving 100% e-contracting. Intersection Technologies is constantly developing new and stronger integration relationships with progressive aftermarket administrators, North American auto dealers, and dealer management systems. The benefits for administrators are that F&I Express:

- Eliminates the printing of forms.
- Eliminates the distribution costs of forms and allows for real time “pull and replacement” of forms.
- Eliminates data entry.
- Reduces error rate of contracts to be processed.
- Allows for Administrator/Agent to know when a

Sell A Car



E-Contracting



dealer sells a product to a customer – real time!

- Allows Administrator/Agent to minimize losses by having transparency into dealer receivables.
- Has the ability for online payment remittance.
- Robust real time customized reporting.
- Enhances dealer and end consumer CSI.

For Dealers

The faster and more efficiently that a Finance Manager can contract a customer - the better. In addition, it is critical that the aftermarket contract has been prepared correctly on the right contract. F&I Express provides the dealer a better way to contract its aftermarket products by:

- Providing the dealer “one place” to go to contract electronically all their aftermarket products.
- Integrating into the dealers DMS/Menu and automatically pulling all needed information to complete aftermarket contract.
- Ensuring that always the dealer is using the right electronic contact form for the product being sold.

No more running out of contract forms.

Administration

- Higher CSI with customers due to faster process and the elimination of errors on contracts.

For Agents

The benefits to agents are:

- No longer order and carry printed forms in the trunk of your car.
- No calls from dealers who are out of forms and need a package of forms shipped Federal Express.
- Administrators telling you that a dealer used a form that was obsolete 5 years ago.
- Knowing what products are being sold at all of your dealerships – real time.
- Once a product is contracted, it has all the required data and all check boxes and information is filled out correctly.
- No calls from dealers because of early claim issues on business not reported and discovering contracts that are not reported to the administrator because of a claim.