F&I

Drive deal efficiency from leads to contracts

Credit App & Bureau
Receive credit decisions in a snap from 1,500+ 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.
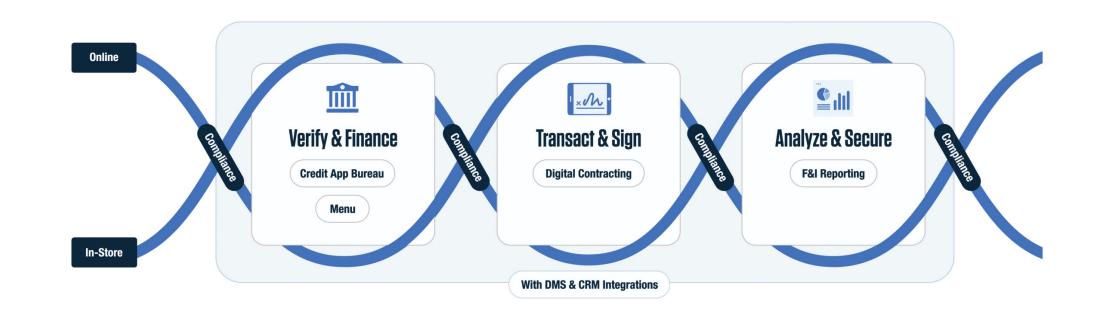
71%

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.

Online

In-Store

Verify & Finance
Credit App Bureau
Menu

Compliance

Transact & Sign
Digital Contracting

Compliance

Analyze & Secure
F&I Reporting

Compliance

With DMS & CRM Integrations

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