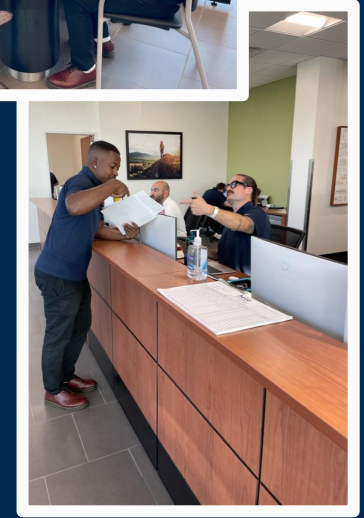




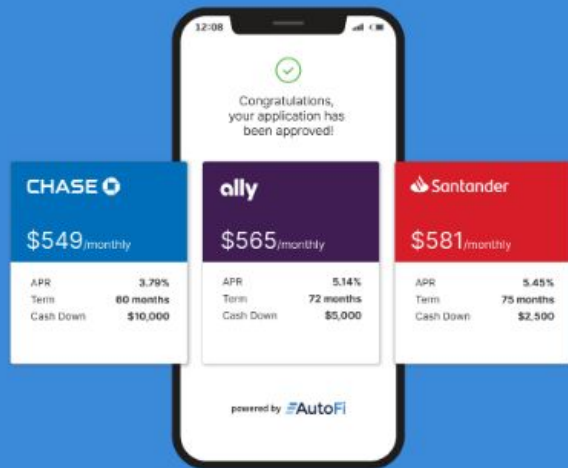
SELL SMARTER, NOT HARDER BECAUSE SELLING A CAR SHOULDN'T BE SO HARD

AutoFi is changing the automotive shopping experience by delivering F&I innovation and digital retailing for dealerships, consumers, and lenders. Customers can instantly engage and structure their deals remotely or in the dealership. AutoFi's purchase process allows for digital commerce to come to life for retail automotive. A customer is able to shop for a vehicle, value their trade, submit credit applications, and review actual offers from lenders in a fast, seamless experience.



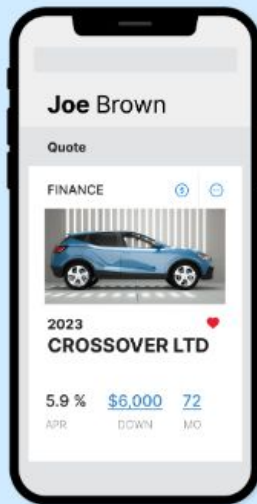
Elevate your entire sales experience

Dealership Website



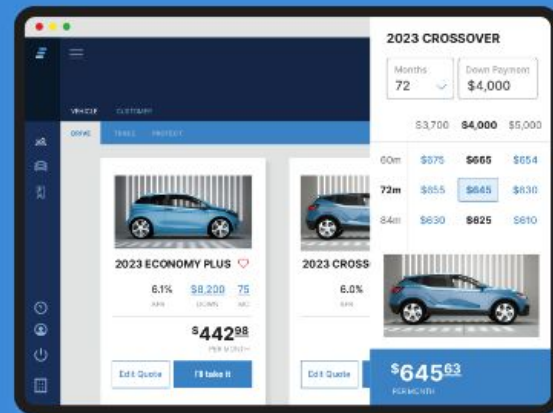
Enable car buyers to shop on your website and receive real-time lender offers

Phone and Email



Increase your show rate by texting or emailing a trackable deal

First Pencil



Close deals with less friction by empowering your team to collaboratively work deals

ENGAGE WITH MORE READY-TO-BUY SHOPPERS

Find your budget for the right car

Let's get started with your personalized estimates



See monthly payment



See loan amount

Let's get started

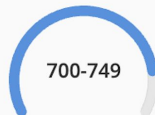
powered by 

AutoFi provides affordability tools to help customers better understand what they will get approved for with real payment options. Our credit application has been optimized so that customers can easily answer the required

information, accurately with the flexibility as a stand-alone application for the undecided shopper (non-vehicle specific) and deal integrated credit application for those that have landed on the vehicle that fits their

Your personal estimates

Credit Range



700-749

Est. max monthly payment ⓘ

\$1,800

Est. max loan amount ⓘ

\$108,000

Explore your options



Choose a vehicle



Customize your payments



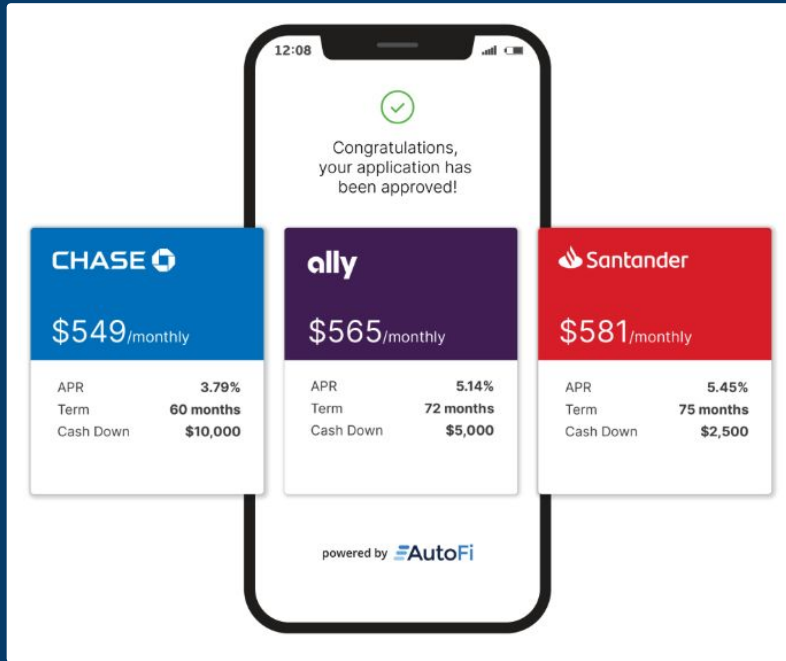
Apply for financing

Back to Browsing

(Your information will be carried over)

powered by 

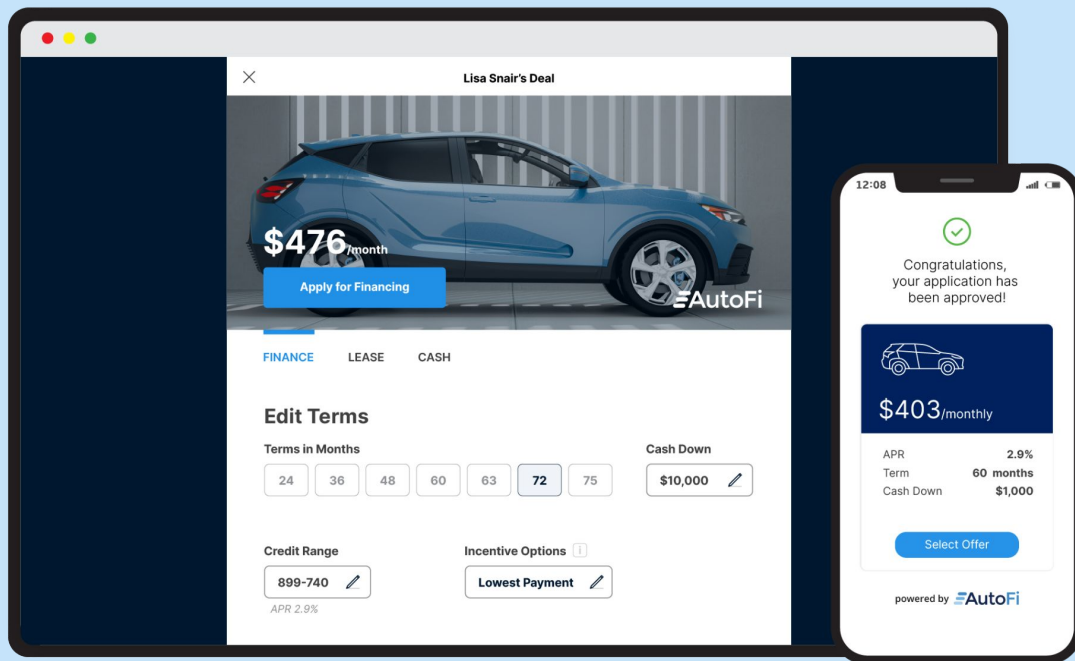
IMPROVE YOUR CLOSE RATE



When finance is moved forward, dealers and customers win. AutoFi provides solutions for dealers to share the digital experience with all customers. Our deal share feature and real-time decisioning pull customers from the noise of the internet to your dealership experience. In fact, 48% of customers who receive instant lender approvals through AutoFi purchase at the same dealership, that's how you kick your competitors to the curb!

INCREASE YOUR PROFITABILITY

The true measure of the performance and the success of your digital retailing solution is the financial outcomes it produces. AutoFi is focused on providing a solution that produces strong financial results for our dealer partners. By enabling the dealer to customize markups, lender selection and F&I products dealers can create a digital experience that wins customers and protects profit.



MAINTAIN CONTROL OF YOUR PEOPLE AND PROCESSES



Configuration

Your pricing, markups, lenders, lender specific credit bands, and decisioning criteria

.....

Guardrails that give managers visibility and the ability to intervene



Flexibility

Adaptable to every dealership type from one-person to traditional

.....

Flexible enough to accommodate your unique sales process



Security and Compliance

SOC 2 Type II certified to ensure your customers' data is secure

.....

Integration with DSGSS, DealerTrack and RouteOne enables you to streamline the compliance check on AutoFi

DIGITAL RETAIL PACKAGE COMPARISON

Online
BuyingDigital
AssistedDigital
Collaboration

Dealer Website Platform

Transactional digital commerce platform enabling an end-to-end purchase experience with accurate pricing, credit application, trade estimation, F&I products, real time credit decisioning and lender offers

✓

✓

✓

Stand-alone and Deal Integrated Online Credit Application with Deal Routing and Compliance Integration

Credit Application with automatic routing to RouteOne, DealerTrack, DSGSS or NCC Compliance

✓

✓

✓

Intelligent Lender Routing with Dealer Control

Automated app routing to your lenders based on the criteria that you set with dealer control over rates, markups and specific lender routing based on customer, vehicle and deal factors

✓

✓

✓

Real-time Lender Decisioning and Offer Presentation

AutoFi's network of over 50 lenders with real-time decisioning integration with the platform

✓

✓

✓

AutoFi Credit Estimator

A soft-pull affordability tool that displays maximum payment and loan amounts with credit score/band visibility integrated into the Dealer Portal

✓

✓

✓

Remote Deal Share

Empower your team to construct and share a customized deal with the customer

✓

✓

Quick Quote

Automated delivery of a remote AutoFi offer (via CRM) to online shoppers from any lead source

✓

✓

Enhanced F&I Product Presentation

Up-front and post application presentation of finance and credit products with ability to customize rich media (pictures, videos, brochures, and sample contracts)

✓

✓

Live Sales and BDC Performance Tracking

Live manager view of Sales and BDC digital interactions with customers

✓

✓

RouteOne Trade Payoff

Accurate, up to the minute trade payoff and lease buyout amounts, integrated directly within the AutoFi dealer experience

✓

First Pencil Experience

Dealer and customer collaborative experience with vehicle/deal comparison and trade appraisal

✓