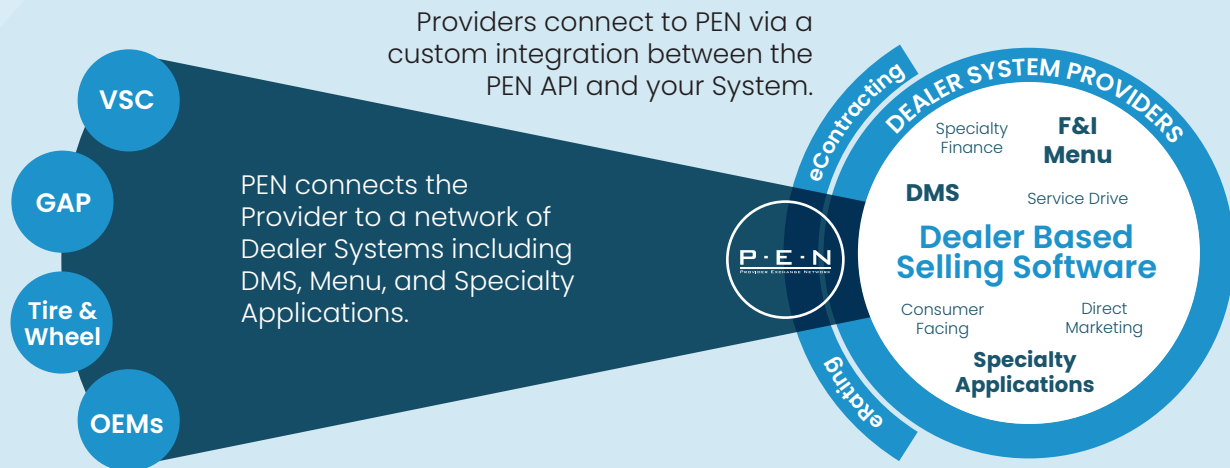


# PROVIDER EXCHANGE NETWORK

## WHAT IS PROVIDER EXCHANGE NETWORK?

The Provider Exchange Network –or PEN–is an electronic data exchange that streamlines the sales process by integrating the F&I Product Provider with the Dealers' point-of-sale system. PEN connects the Provider to a network of Dealer Systems including DMS, Menu, and Specialty Applications.



The technology enables seamless aftermarket product eContracting through eRating, eForms, and contract origination, streamlining the sales and administrative process.

## HOW DOES PEN WORK?

### THE PEN DIFFERENCE

PEN stands apart from other solutions because we're a true back-end network. Dealers don't know PEN, they just know their selling software can access real-time product pricing and forms.

### PEN CUSTOMERS

PEN is dedicated to servicing Product Providers and Administrators, supporting aftermarket products such as VSC, GAP, and Tire & Wheel with integration to 60+ Dealer-based systems including the DMS, Menu, and Specialty

### PEN TECHNOLOGY

Standardizes data between several hundred systems to make eContracting easier and traditional methods obsolete. Integrated eContracting eliminates the need for:



DMS Forms Library



DMS Deal Pull to Provider  
Portal to eRate & eContract



Separate Dealer  
Portals to eContract

# FEATURES AND BENEFITS

MAKING eCONTRACTING EASIER FOR EVERYONE

## eRATING

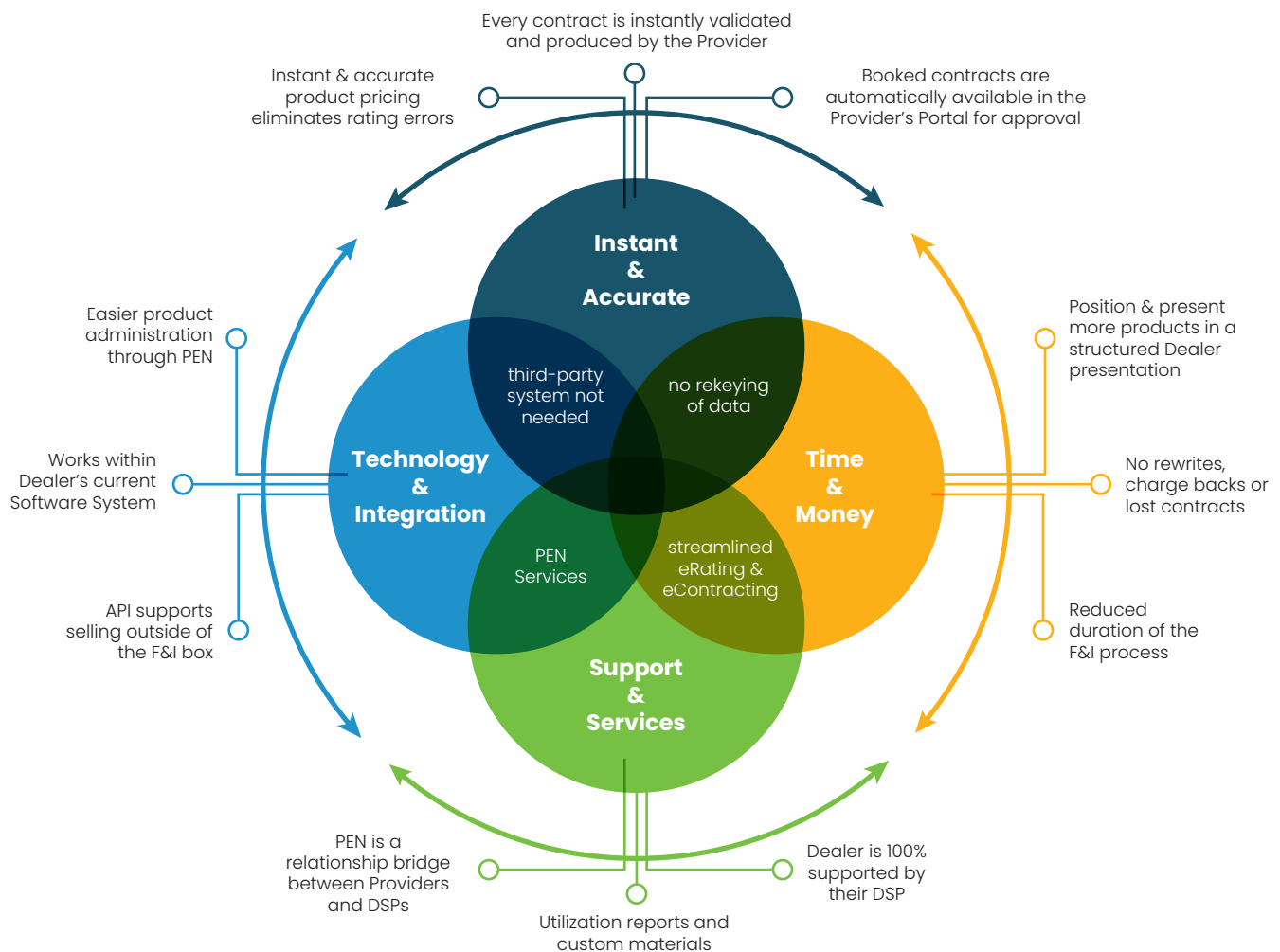
eRating enables Dealers to use their DMS, Menu or Specialty Application to receive accurate, real-time aftermarket product eligibility and pricing from the Provider directly into their current software.

## eCONTRACTING

Aftermarket product eContracting complements the Provider's System by eContracting in the Dealer's System. The correct forms are sent by the Provider to the Dealer's System and automatically registered in the Provider's Portal.

## APPROVAL

Live or booked contracts are automatically available in the Provider's Portal for Dealer approval. The Provider's remittance procedures remain the same.



We help Providers and Agents take full advantage of the PEN integration technology. Empowering clients through educational and business support, Client Success assists with customized eContracting learning materials and events, establishing or refining processes, Dealer Onboarding, and reporting to measure Dealer utilization.

**CLIENT  
SUCCESS**