

# DealerTrack Aftermarket Network

## Connecting dealers with aftermarket providers for greater profits, higher CSI, reduced risk

Imagine if you could seamlessly connect to your preferred providers of aftermarket products—such as vehicle service agreements, GAP, security theft recovery products, credit insurance and others. What if you had an easy-to-use tool that made the aftermarket quoting and contracting process fast, easy and significantly more accurate? And what if that tool was free?

The solution is with the DealerTrack Aftermarket Network™. The Network streamlines and integrates the entire aftermarket sales submission process. It also provides you with the confidence that you're using only accurate, up-to-date rates for products and services from your participating aftermarket providers. And, best of all, the Aftermarket Network™ is free for all dealers.

### An industry first, the Aftermarket Network provides you with real-time access to:

- Accurate program eligibility verification
- Rating and retail quote generation from your participating aftermarket providers—including both dealer cost and custom-configured retail pricing
- Flexible rate configuration that sets consistent profit levels based on make, deal type and provider
- Integration with DealerTrack for reduced data entry and improved accuracy
- Electronic generation of complete contracts, applications and certificates for signature along with online submission directly to participating providers

The DealerTrack eMenu™ will soon integrate with the Aftermarket Network—connecting the Aftermarket Network's real-time rating capability with the presentation and disclosure features of DealerTrack's industry-leading menu selling solution.

### The bottom line

With the Aftermarket Network and eMenu, the entire aftermarket product selling process—from customer presentation and disclosure to contracting and fulfillment—is faster, easier, more accurate and secure.

- Enhance profitability and significantly reduce chargebacks
- Improve CSI
- Protect your dealership with accurate rating
- Increase efficiency and accuracy and reduce paperwork
- Reduce fulfillment times
- Get better visibility into your aftermarket sales performance and penetrations



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The screenshot displays the DealerTrack software interface. At the top, there's a navigation bar with tabs for 'Apps & Contracts', 'Reports', 'Rates & Programs', 'Payoff / Book/Out', 'DeskLink', 'eMenu', 'AfterMarket', and 'Vault'. Below this is a 'Quote Selection' window for a buyer named Vincent Wilson, showing a table of service contracts with columns for Term, Price, and Mileage. A 'Customer Quote Detail Screen' is also visible, showing a table of products with columns for Product, Provider, Type, Price, and Cost. The total price for the quote is \$4812.00.

Product	Provider	Type	Price	Cost
Service Contract	Provider 1	\$200.00 / 60 / 7.5	\$1500.00	\$1000.00
Security Theft Recovery Product	Provider 4	Recovery System	\$800.00	\$600.00
GAP	Provider 2	60 months	\$1000.00	\$850.00
Credit Insurance - Life	Provider 3	Single	\$502.37	\$502.37
Credit Insurance - A & H	Provider 3	14-day Retro	\$1010.03	\$1010.03
<b>GRAND TOTAL:</b>			<b>\$ 4812.00</b>	<b>\$3962.00</b>