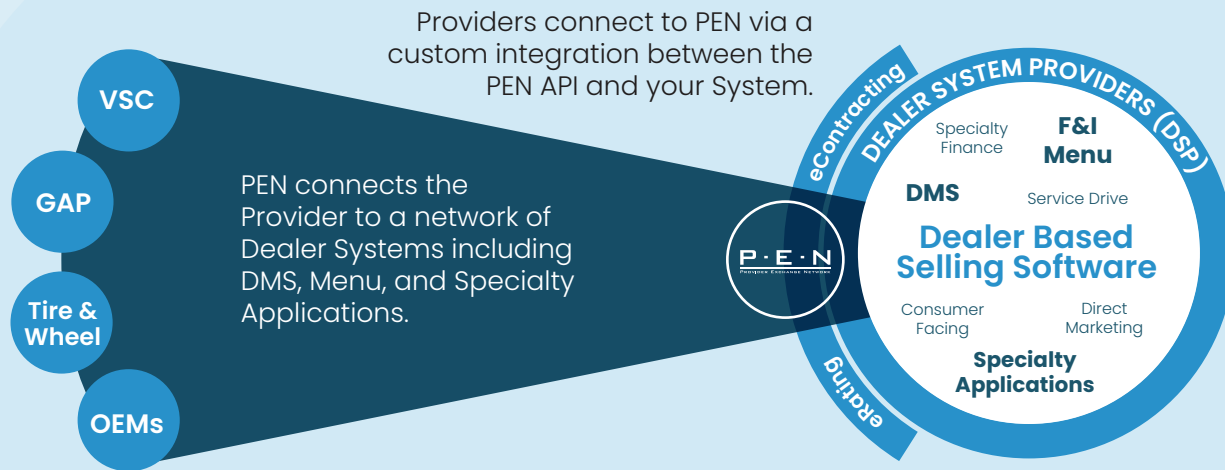# PROVIDER EXCHANGE NETWORK

P·E·N
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 System Providers (DSP) including DMS, Menu, and Specialty Applications.

Providers connect to PEN via a custom integration between the PEN API and your System.

- VSC
- GAP
- Tire & Wheel
- OEMs

PEN connects the Provider to a network of Dealer Systems including DMS, Menu, and Specialty Applications.

DEALER SYSTEM PROVIDERS (DSP)

eContracting

eRating

- Specialty Finance
- F&I Menu
- DMS
- Service Drive
- **Dealer Based Selling Software**
- Consumer Facing
- Direct Marketing
- **Specialty Applications**

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HOW DOES PEN WORK?

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

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 **70+** Dealer-based Systems including the DMS, Menu, and Specialty Applications.

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

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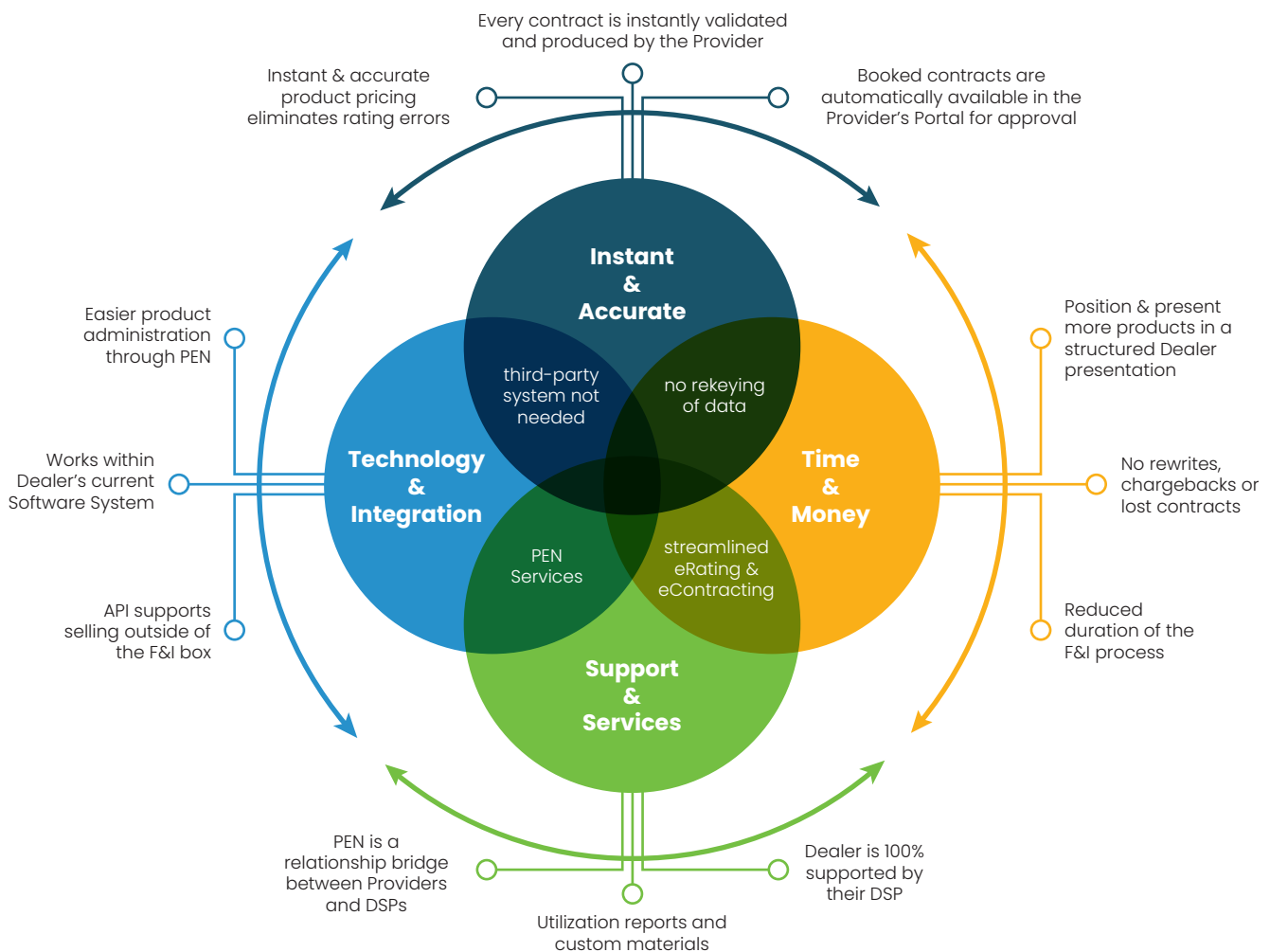PROVIDER EXCHANGE NETWORK

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 System.

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 remmitance procedures remain the same.

Every contract is instantly validated and produced by the Provider

Instant & accurate product pricing eliminates rating errors

Booked contracts are automatically available in the Provider's Portal for approval

Easier product administration through PEN

Works within Dealer's current Software System

API supports selling outside of the F&I box

Instant & Accurate

third-party system not needed

no rekeying of data

Technology & Integration

PEN Services

streamlined eRating & eContracting

Time & Money

Support & Services

Position & present more products in a structured Dealer presentation

No rewrites, chargebacks or lost contracts

Reduced duration of the F&I process

PEN is a relationship bridge between Providers and DSPs

Utilization reports and custom materials

Dealer is 100% supported by their DSP

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

For more information, **email PEN Services at** PENServices@ProviderExchangeNetwork.com

PEN SERVICES