

# Aftermarket

**Connect with the industry's largest F&I aftermarket provider network of 220+ partners.**

## Streamlined Workflow

Build product sales directly in the deal jacket with less data entry and fewer steps.

## Seamless Integrations

Save time with connections to leading DMS, menu systems and digital retailer partners.

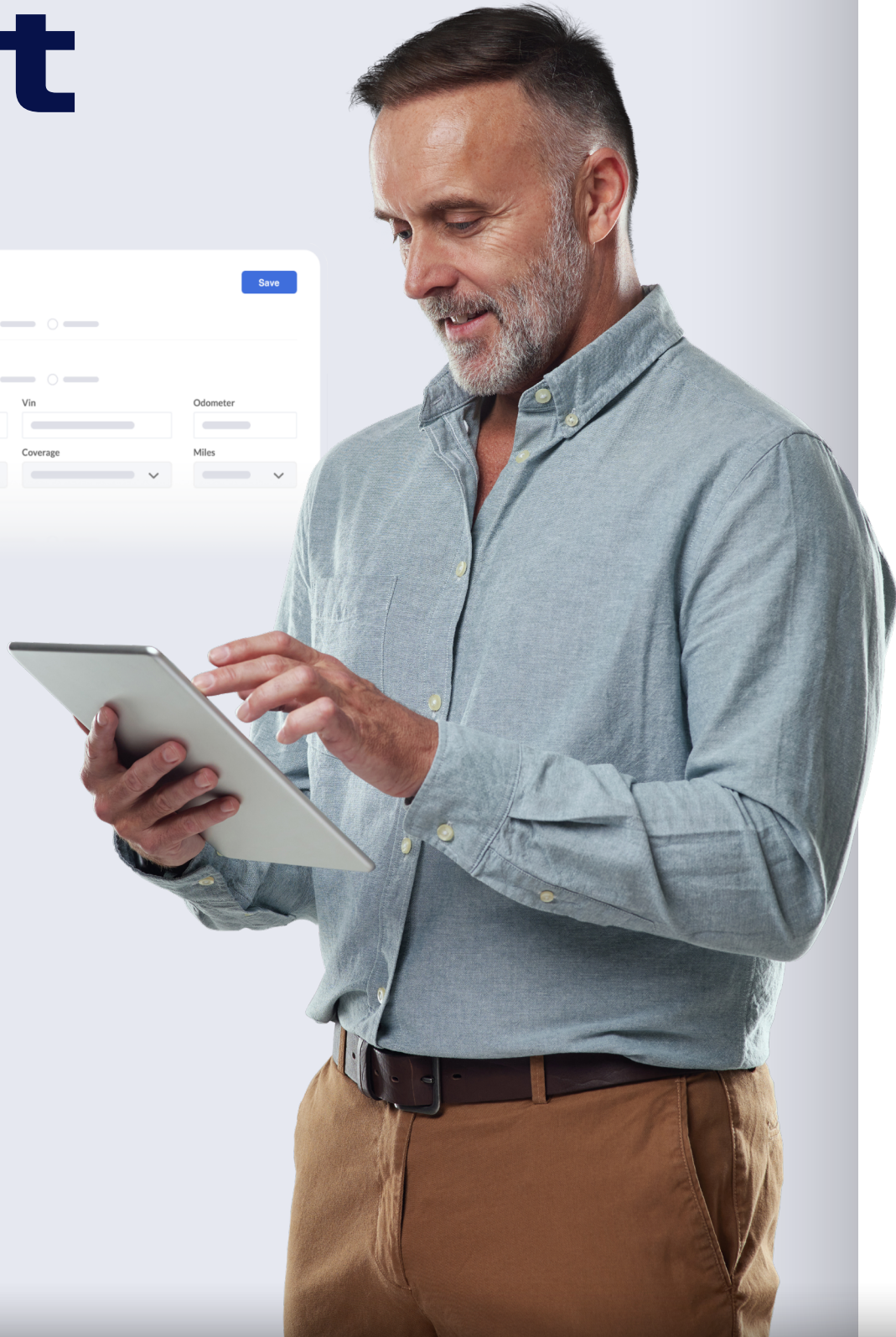
## Accurate Quotes

Access real-time VIN-, state- and dealer-specific F&I products and rates from connected providers.

## Complete Funding Packages

Include aftermarket products in funding packages for digital submission to lenders.\*

\*Requires Dealertrack Digital Contracting



**Aftermarket Quote** Save

Product Information

Vehicle Information

Stock Number Vin Odometer

Provider Coverage Miles

Financial Information

## Efficiency and Profitability

**26%**

**of an average dealership's gross profit is attributable to F&I revenue<sup>1</sup>**

**\$2.2K**

**average earning for dealers selling a vehicle service contract (VSC) or other F&I products.<sup>2</sup>**



<sup>1</sup> Based on Q4 2023 SEC filings from AutoNation, Asbury, Group 1, Lithia, Penske, and Sonic Automotive

<sup>2</sup> Colonade F&I Product Quarterly Update, 2023 Fourth Quarter.