

Deal Management

In Deal Management users have the ability to work 4 deals side by side, managing loan to value, payment and gross all on the same screen. This streamlines a dealerships process



achieving closed sales in record time while maintaining maximum gross profit!

Manage new and existing business all on the same

screen at the same time! This exciting tool will streamline the process for any desk or finance manager while incorporating a bar-coding system for speed and ease of use!



Other Features:

- ◆ Product Integration
- ◆ One Click LTV Function
- ◆ Product Management
- ◆ Trade Management
- ◆ Lender Management
- ◆ Receivables Management
- ◆ Commissions Management
- ◆ Print Quotes
- ◆ Print Documents
- ◆ Log Deal Notes
- ◆ Barcode Process
- ◆ Deal Status Management

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PRODUCT INTEGRATION

Dealer cost information can be built into FAST to display the precise dealer cost for all products. If needed dynamic cost information can be set up based on the terms of the working deal.

ONE CLICK LTV FUNCTIONS

Loan to value, payment and amount financed can all be set by quick click functions. A user may choose a desired result and FAST will gather the equity or negative equity from the deal to build a new structure based on the users choice.

PRODUCT MANAGEMENT

Warranty, gap and insurance information can all be stored with the working deal. When a company is selected the contact names, company address and phone numbers are displayed and stored with the deal.

TRADE MANAGEMENT

Multiple trade vehicles can be entered on a working deal. This will store the vehicles general information, such as lien holder, payoff information, acv, and blue book value. Trade vehicles will automatically be entered into system inventory when the source deal is marked to funded.

LENDER MANAGEMENT

Fast manages a database of lenders with all relating addresses, phone numbers, and contact information. Simply assign a lender to a working deal and FAST will display the corresponding information. Each deal can be tagged with titles like need to be re-contracted or bought as written. Users can build reports based on this information.

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RECEIVABLES MANAGEMENT

With FAST you have the ability to build custom receivables plans for every deal. Track multiple deferred down payments or initial down payments and insurance payments. Print promissory notes and hold check payment plans. Users are alerted of receivables due when signing into the system and have the ability to print reports based on the current and past due customers. All receivables track the current user to create a history of all money transactions.

COMMISSIONS MANAGEMENT

With FAST Dealers may build custom pay plans for each employee. FAST will pay based on percentage or flat amount broken down on all profit areas of a deal. FAST also has the ability to track up to 3 pay lines for each employee in order to pay based on incremental pay plans!

PRINT QUOTES

FAST has 7 different quoting options. Approval quote, simple quote, 4-square, option compare, Grid Quote, Full Disclosure, and F&I Menu quote. Each method is unique and powerful in it's own way.

PRINT DOCUMENTS

FAST can be programmed to print a dealerships documents both for a laser and impact printer. The documents menu is designed for individual or multiple forms to be printed at the same time.

LOG DEAL NOTES

Every deal has its own unique history of notes. As users interact with the system, FAST creates system generated notes on sensitive areas of a deal logging important user keystrokes. Users also have the ability to add custom notes which are date, time, and user stamped by the system.

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BARCODE PROCESS

FAST offers a completely unique process of bar-coding a deal in several different ways. In Deal Management the bar-coding process first begins in the quoting of a deal to enable a user to reference a deal from different computers, or multiple instances of a deal from the same computer. With the barcode a user scans the quote and FAST opens the referencing deal. Customer Surveys can also be scanned from the deal management screen enabling a user to open a customer survey, and even attach a customer to a working deal. Deal jackets are also bar-coded so that a deal can be scanned and loaded into the system reducing the risk of errors.

DEAL STATUS MANAGEMENT

Deals are given a status that manages their process in the FAST DMS. Deals are first given a status of pending when a user saves a deal. From this status a user can open and save a deal and it will not show up on any reports. When the user sells the vehicle the status is changed to Delivered Unfunded. Delivered Unfunded status allows a user to open and modify a deal with the purpose of matching a lenders numbers. From the Delivered Unfunded status a deal can be marked Funding approved or BHPH Account. If the dealer chooses to In-house finance the vehicle loan the status is changed to BHPH Account. When the deal is bought from the lender the status is changed to Funding Approved. When in Funding Approved status the deal locks key information allowing only cost information to be modified. From Funding Approved the deal status can be changed to Closed Deal. A Closed Deal locks all the information in a deal so that it can not be modified.