



# GET DIGITAL IN DAYS

Digital Contracting Choice



## Fast-track accepting digital contracts from dealers.

Lenders who choose Digital Contracting Choice enjoy:

- Fast implementation with no set up fee
- Real-time delivery enables faster funding review
- Cleaner and more accurate contracts
- No disruption to your current workflow

**CONSUMERS SAY**

**89%**

of shoppers want to do at least some of the purchase process online<sup>1</sup>

**80%**

are open to buying a vehicle completely online<sup>1</sup>

**DEALERS SAY**

**80%**

franchise dealers plan to offer more purchase steps online in the next 1-2 years<sup>1</sup>

**LENDER SERVICE MATTERS**

Dealers cite lender availability and responsiveness are key to selecting a finance partner<sup>1</sup>

**↑ 3x**

growth in lender digital contracting adoption since 2019<sup>2</sup>

<sup>1</sup> 2022 Digitization of End-to-End Retail Study

<sup>2</sup> Dealertrack internal data 2019 - 2020

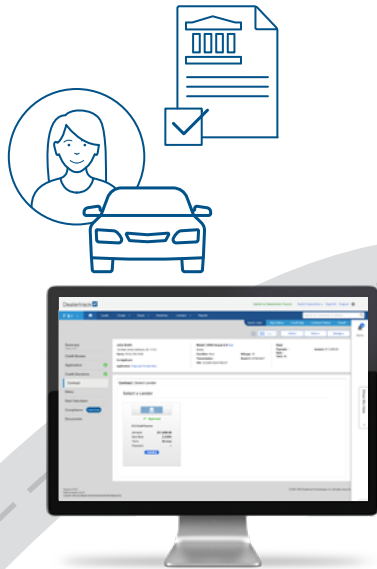


The Power of One | Cox Automotive

Fast-track your path to going digital: [Click to contact your Dealertrack Solution Expert Scott Ellis](#)

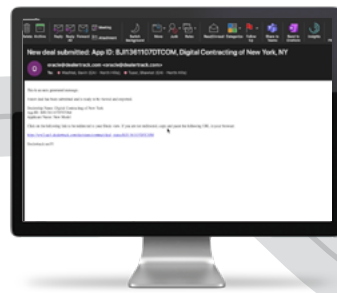
# DIGITAL CONTRACTING CHOICE

Fastest Path to the Fast Funding Finish Line



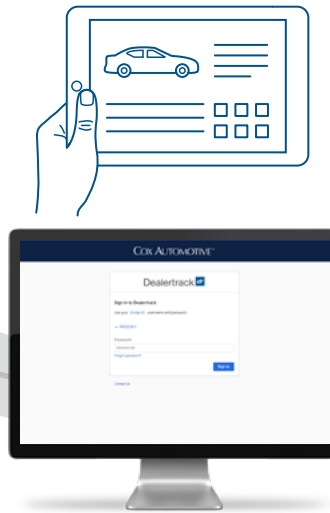
## Step 1

Dealer chooses you as their Digital Contracting Choice Lender. Dealer and Buyer finalize the digital contract — either at the dealership or remotely through a safe/secure signing ceremony.



## Step 2

The dealer submits the contract and ancillary documents, and you receive a real-time notification and link to retrieve from Dealertrack.



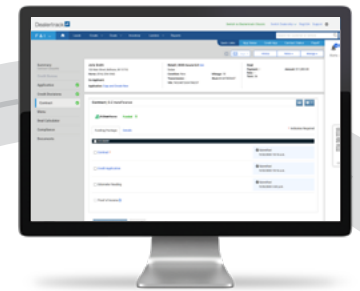
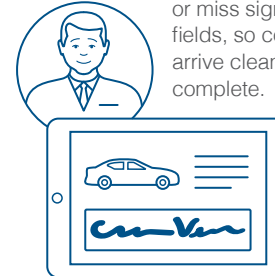
## Step 3

You log securely into Dealertrack, where your digital contract and ancillary documents are neatly packaged for you to retrieve.



## Step 4

View/Print/Download documents and follow your normal funding process to review and approve. Digital Contracting ensures dealers do not make calculation errors or miss signature fields, so contracts arrive clean and complete.



## Step 5

Your "booked/funded" status appears in Dealertrack per your process. And by receiving the package digitally in real-time, you've fast-tracked funding — for your funders and your dealers.

