



Military Credit Services

Opportunity

Military Credit Services (MCS) specializes in financing active duty military, civil service, and government employees. MCS wanted to expand its dealer network and provide state of the art services. The company's vision was to implement user friendly processes that were paperless.

Solution

As an existing client of Compass Technologies utilizing EnCompass, a SaaS Loan Origination & Servicing System, MCS needed an Indirect Dealer Portal that would support its Vision.

Results

Compass Technologies developed Kwik-Dealer™, a web-based dealer loan application management solution to allow dealers to enter and securely manage loan applications. As a result, MCS has greatly expanded its indirect business model and increased volume significantly.

Application Solution: Kwik-Dealer™ (user since 2005; early adopter), Kwik-Decision™, Kwik-Sign™

Key Features: Auto Decision, Messaging, Electronic Signature (Sertifi)

"Ever since we ventured into military and civil service financing with MCS, our sales have increased and our customers are happy to have one more buying option." -General Manager, Audio Store, Norfolk, Virginia

"Ever since I started with MCS, my business has gone up 45% or more. -Owner, Car Audio Shop, Newport News, Virginia

About Military Credit Services

Military Credit Services (MCS), a major competitor in the Military affinity sector is a leader in retail financing specializing in financing products for active-duty military and government personnel, with no recourse on any account purchases, and no transaction fees. With hundreds of dealer relationships, MCS processes thousands of applications per year.

<http://militarycredit.com/>