



# Kwik-Dealer

## What is Kwik-Dealer?

Kwik-Dealer is web-based dealer loan application management solution. It allows dealers to enter and securely manage loan applications. When used in conjunction with Kwik-Decision, dealers can get quick automated approvals even when offices are closed. Dealers also have the ability to securely print loan contracts and associated documents from the Kwik-Serv module.

The Kwik-Dealer portal addresses an area that has long been a nightmare for most aggressive lenders. Typically, if a loan originator processes loans for a 3rd party (most often auto or furniture and appliance dealers), deals have been slow to close. For most lenders, the deal had to be manually written-up at the dealer's showroom, faxed to the loan office and then entered into a software system. When potential deals come in on nights and Sundays (big shopping times for many retailers), the deal will not be processed and approved until the branch reopens on Monday.

With Kwik-Dealer, a predefined scoring model is built that fits the lending criteria. Potential deals are entered on a computer at the dealer's showroom (the application mimics the website) and flows into the Kwik-Dealer system. It then pulls the credit bureau score and automatically populates the application and the loan is quickly approved or denied in a matter of minutes.

In conjunction with the Kwik-Decision portal, the system provides a turndown letter should the loan be denied. If approved, the loan is closed and the dealer makes the sale and the branch office has a new client. (Note: Marginal deals are set aside for an underwriter to review.)

## Key Benefits

- Easy-to-use browser interface
- Automated credit checking and dealer response generation
- Fast application look-up history
- Infinite options for structuring loan decisioning and auto approval
- Sophisticated, flexible and easy to use reports
- Intuitive dashboards for snapshot views
- Seamless integration with:
  - All core systems
  - Experian, Equifax and TransUnion
- Datax
- DealerTrack
- And more...
- Roles-based security features
- Browser based technology is fast and easy to implement, train and maintain
- Flexible architecture can be tailored to processes
- Intuitively designed so non-technical users can act as administrators
- E-Sign capability without signature pad

## Product Highlights

Feature	Benefit
Dashboard	A dashboard feature represents a statistical summary of activity with the host company. Some of the statistical information included on the dashboard display will be the total number of applications submitted and the total contracts purchased.
Payment Calculator	The Payment Calculator will allow loan originators to provide the applicant with an estimate of monthly payments for the loan.
Print Docs	A <i>Print Docs</i> option allows loan originators to manually fill in and print either a copy of a single loan document or a complete set of blank loan documents.
New Application	Includes: <ul style="list-style-type: none"> <li>• Personal Section for the Primary Applicant</li> <li>• Contact section for the Primary Applicant</li> <li>• Military section for the Primary Applicant</li> <li>• Employment section for the Primary Applicant</li> <li>• Civil Service section for the Primary Applicant</li> <li>• Financial Information for the Primary Applicant</li> <li>• Co-applicant Pages</li> <li>• Application Submission</li> </ul>
Loan List	Ability to view: <ul style="list-style-type: none"> <li>• Parts of the Loan List</li> <li>• Table of Loan Status</li> <li>• Filter Tab</li> <li>• Info Tab</li> </ul>
Loan Actions	<i>Loan Actions</i> are the various tasks that can be performed to an application as it goes through the application process. The actions that are available to a loan originator will vary depending on the current status of the application is currently in.
Upload Documents	As part of the loan application process the underwriter from the host company may require documentation from the applicant as electronic files. These additional requests are often referred to as Stipulations. The action item "Upload Documents" allows the ability to upload scanned documents as part of the loan application.  Note: This action is available throughout the loan application process for all loan statuses except for the VERIFIED, FUNDED and DENIED loan statuses.
Stipulations	Stipulations represent the additional documentation that the underwriter might request in order to approve a loan application. This action is available throughout the loan application process for all loan statuses except for the VERIFIED, FUNDED and DENIED loan statuses.

Supplemental Applications	<p>The Supplemental Application asks to provide information that may also be used for loan servicing once the loan is funded. Once the loan application has been approved the status of the loan will be in the APPROVED status. The next step is to provide some additional information about the applicant. This is referred to as the Supplemental Application.</p> <p>Note: The Supplemental Application is available for loan statuses ACCEPTED, APPROVED, SIGNCOMP, SIGNPEND and SIGNREADY.</p>
Messages	<p>Throughout the loan application process, regardless of loan status, messages are exchanged as a private communication between the loan originator and the host company that is providing financing. When there are pending messages where a response is needed, the screen will display the text <i>Unread</i> in the Message column of the loan listing.</p>

### How It Works

- A dealer logs into company website (Kwik-Site) to apply for a loan
- Kwik-Dealer is the application input and management system for an indirect dealer loan
- The application is sent to the Kwik-Decision system for processing (based on loan criteria some applications will be reviewed manually by the finance company)
- Approved applications are booked and funded via the Kwik-Serv system
- Loan is usually funded via ACH to Dealer
- All servicing including payment processing and collections are handled by the Kwik-Serv system
- Once a loan has been opened it can be viewed via the Kwik-View solution
- Customers can make payments with Credit Card or ACH via Kwik-View

### Specifications

- Internet Explorer 7.0 and higher, or FireFox 3.5 or higher
- Recommended resolution is 1024x768
- Broadband (wired or wireless) recommended for optimum experience but not required



## About Compass Technologies

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Compass Technologies utilizes leading-edge technology and advanced development tools to provide a reliable software solution. EnCompass and Kwik-Loan can effectively automate and integrate every aspect of a business into one software solution and a single, centralized database. The company enables small and mid-sized lending organizations to use the same tools available to the largest loan companies in the country.

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### TO REQUEST DEMO:

Phone: 770.904.0488 or email [kwik-loan@compass-technologies.com](mailto:kwik-loan@compass-technologies.com)

