



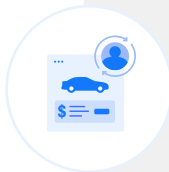
Increase efficiency. Grow F&I profitability.

Experience the powerful integration between Darwin Menu and Dealertrack F&I.

Selling Challenges



“Manually entering data in multiple systems is time consuming and inefficient.”



“Our menu selling approach isn’t consistent.”



“My payment calculations aren’t matching.”

Solutions

Seamless integration between Menu and F&I removes data re-entry, allowing you to submit complete funding packages more efficiently, in real time.

Personalized presentations based on customer’s buying history creates a tailored presentation that makes it easier to show the value of F&I for each customer.

Accuracy on deal payments with real time data integrations provides a more consistent and efficient deal process.

\$2k

potential revenue for dealers on the sale of a vehicle service contract or other F&I product.¹

¹Colonnade F&I Products Quarterly Update: 2022 Second Quarter

67%

of buyers purchased an F&I product along with their vehicle.²

²Cox Automotive 2022 Car Buyer Journey

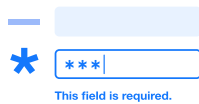


Save on deal steps with Dealertrack F&I and Darwin Menu

Enhance your deal process and gain F&I efficiency through:



Two-Way Connections
Bi-directional deal data is pushed and pulled between systems for a quicker and more efficient contracting process.



Less Data Re-Entry
Customer and deal info is accurately imported into the F&I platform from Menu, eliminating data re-entry for your dealership.



Complete Funding Packages
Signed Menu and aftermarket contracts from Darwin are transferred into the deal jacket, ready for digital submission to the lender.*

*Subscription required



Dealertrack F&I & Darwin Menu

Other F&I platform integrations with Darwin

Integration Comparison to other F&I platforms

Integration	Dealertrack F&I & Darwin Menu	Other F&I platform integrations with Darwin
Export Credit Application Data to Darwin	✓	✓
Import Signed Aftermarket Contracts	✓	
Import Signed Final Menu	✓	
Payments Matching	✓	

Darwin Menu

Other menu providers

Comparison to other menu providers*

Feature	Darwin Menu	Other menu providers
Personalized Presentations	✓	
Flexible Presentation Styles	✓	✓
Remote Connection	✓	✓
Real-Time DMS Integrations	✓	

*According to comparative research performed by Darwin Automotive, April 2020