



KENECT

USER GUIDE

JANUARY 2024

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Welcome to 700Credit!

700Credit is the leading provider of credit and compliance solutions for the automotive industry. Our products and services have evolved through the years, as we continually collect feedback from our clients around the country. Our singular focus on the automotive industry has allowed us to create solutions that are easy to use and best fit the needs of our dealer clients. Today we have over 21,000 direct dealer clients using our products and services across the US.

Credit Reports

We offer access to reports from the leading national credit companies, Experian, Equifax and TransUnion. Credit Reports contain information from credit grantors, courts, and collection agencies regarding the historical loans by the consumer. Credit Reports also include scores (FICO and Vantage), and public records such as judgments, liens, and bankruptcies. They also may include previous employers, addresses and other names used. All 700Credit clients receive their choice of report format, score, and ancillary products.

Red Flag

A Red Flag summary is provided with each report pulled, to alert you to information that appears to be genuine on the surface but may be questionable. These warning messages focus on high-risk applicants, social security numbers, driver's licenses, and addresses. Currently, there are more than 31 patterns for Red Flag alerts.

Out of Wallet Questions

Out of Wallet (OOW) questions are available for every applicant processed through the platform. When a Red Flag alert occurs, your dealership must validate the person's identity. OOW questions are available instantly, providing multiple choice questions that would be hard for an identity thief to answer. If the consumer answers most the questions correctly, their identity is verified, and the alert is automatically resolved, allowing you to proceed with the transaction.

Risk-Based Pricing Notices

Following the National Automobile Dealers Association (NADA) and National Independent Automobile Dealers Association (NIADA) recommendations, our solution uses the Exception Notice option, otherwise known as Model Form B-4 and Model Form B-5, for those instances where a score is not returned on the consumer.

Adverse Action Letters

We have developed a base solution that follows industry best practice (and the best liability protection) to help keep you in compliance with federal and state laws and regulations. Our services can be tailored to fit your dealership's interpretation of the law and internal policies.

Kenect has integrated our credit reporting/finance (QuickApplication) and soft pull prequalification solution (QuickQualify) into their chat-based platform. This brief guide will walk you through where Kenect is integrated into the shopping experience/how consumers can access the platform. We will then show how dealers communicate with their leads, and send them links to the online prequalification/full credit applications – right to their mobile phones and all directly through the platform.

If you have any questions, please feel free to reach out to our support desk at: (866) 273-3848 or email us at: support@700Credit.com.

Introduction to QuickQualify

QuickQualify is a soft pull prequalification solution which places a soft inquiry on the consumer's file, that does not require a consumer's SSN or DoB - only name and address required. For each consumer that fills out the prequalification form and gets preapproved, dealers receive:

- FICO Score
- Available Revolving Credit
- Auto Inquiries last 30 days
- Summary of Auto Trade Lines Including:
 - Current Monthly Payments
 - Current Auto Loan Interest Rates
 - Remaining Balance/Payoff
 - Payment History
 - Months Remaining on Auto Loans

You can use this information to put the consumer in the right vehicle with the right financing, right away!

QuickQualify Results

Result: Applicant Found **Score: 618**
 Powered by EX: FICO AUTO V8

Consumer Information:

Name:	Jane Doe	Email:	jdoe@email.com
Address:	123 Main St. Farmington Hills, MI 48334	Phone:	(999)-555-1234

Auto Summary:

Available Revolving Credit: \$1,459.00 Auto Inquiries last 30 days: 0

Auto Trade Line 1				
Interest Rate:	Original Amount:	Original Terms:	No of Late Payments:	Monthly Payment
17.52765%	\$17,079.00	73 Months	N/A	\$382.00
Percent Paid:	Estimated Payoff:	Remaining Terms:	Joint:	
81.12%	\$3,224.00	6 Months	NO	
Loan Type:	Trade Status:	Trade Open Date:		
Auto	Open	11/19/2015		

Auto Trade Line 2				
Interest Rate:	Original Amount:	Original Terms:	No of Late Payments:	Monthly Payment
4.55%	\$16,045.00	61 Months	0	\$296.00
Percent Paid:	Estimated Payoff:	Remaining Terms:	Joint:	
100%	\$0.00	0 Months	NO	
Loan Type:	Trade Status:	Trade Open Date:		
Auto	Closed	07/21/2011		

Certificate Status:

Printed By: N/A
 Confirmed By: N/A PRINT NOW

Credit Report Option

With our QuickQualify platform, dealers have the option of either getting the soft pull prequalification results as shown above, or you can opt to receive a full credit file from all three bureaus: **Equifax**, **TransUnion**, and **Experian**.

We **STRONGLY** suggest you set up your prequalification bureau to match the bureau and scorecard that matches your credit bureau used in your F&I Office.

Note: This report can only be used for information purposes and **CANNOT** be used to fund the deal.

EQUIFAX
FICO Auto V5F

750

experian
FICO AUTO V8

761

TransUnion
FICO Auto 08

780

Credit Report

JANE AARDEN **DOB:** 11/01/19
 2 MAPLE CT **SSN:** 000-00-
 WESTPORT, MA 02790

PREVIOUS ADDRESSES:

Name	City
5 SILVER RDG	WINDHAM
11 HIGH DAM RD	WAREHAM

EMPLOYMENT:
EMPLOYER X

700Credit Auto Summary

Total Bal	Month Pay	Total Auto	Open Auto	30	60	90
(\$)	(\$)	(\$)	(\$)	0	0	0
10,000	100	10,000	10,000	0	0	0

Trade:	Account Name	Status	Orig Date	Orig Bal	Monthly Pay	Max Rep	Payment Pattern
	TD BANK N.A.	Open	09/26/2015	10,000	282	00	00
	CITIZENSINNOVA	Open	10/08/2009	500	501	00	00
	FNC FLEASING	Open	03/26/2006	500	500	00	00

Score Summary

Score Card	Score	Code	Score Factor Description
FICO Auto V5	750		serious delinquency derogatory public record or collection filed
National Risk Model	502		time since delinquency is too recent or unknown
Bankruptcy	925	K	number of accounts with delinquency
			amount owed on delinquent accounts
			average age of accounts
			delinquency on bank installment loans
			too few accounts in current
			presence of non-satisfactory ratings on accounts or lack of open accounts
			ratio of bank revolving balances to credit limit or lack of bank revolving account information
			presence of derogatory accounts
			recently active or lack of bank, retail or finance accounts
			presence of delinquent accounts

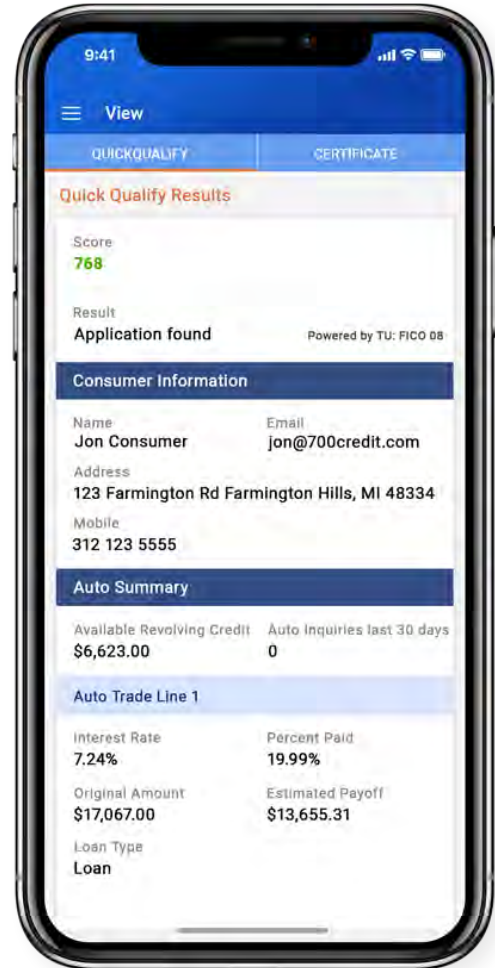
Above is an example of our HTML Credit Report. This image was split for display purposes but will normally provide dealers with a complete, single view.

QuickMobile App (Dealer Mobile App)

Dealers are also able to receive immediate access to QuickScan lead information through the 700Credit **QuickMobile App**.

Specifically designed for dealers to manage their soft pull leads (*QuickQualify and QuickScan*) from a single, safe platform. It protects your consumer's information with a **secure login screen** and available at anytime on your own mobile or tablet device. .

- Receive **direct mobile notifications** when consumers complete the QuickQualify web form or QuickScan process.
- **Optimize interactions** with your consumers through one-click text response and mobile dialing.
- **Immediate access** to view all applicants and their credit score, credit file information, and QuickScan results.
- **Stay organized** by setting filters to view leads from only a specific period of time.
- **Text or email** the QuickQualify soft pull or QuickScan driver's license authentication forms **directly to the consumer**.



The **700Credit QuickMobile Dealer App** is offered at no charge and can be downloaded from the Apple and Android App Stores by searching for “700Credit” or by scanning the qr codes to the right.

Note: Installing the app does require your correct email address or cell phone be setup on your account to verify your user ID.

Contact our support team for assistance: **(866) 273-3848** or support@700credit.com.

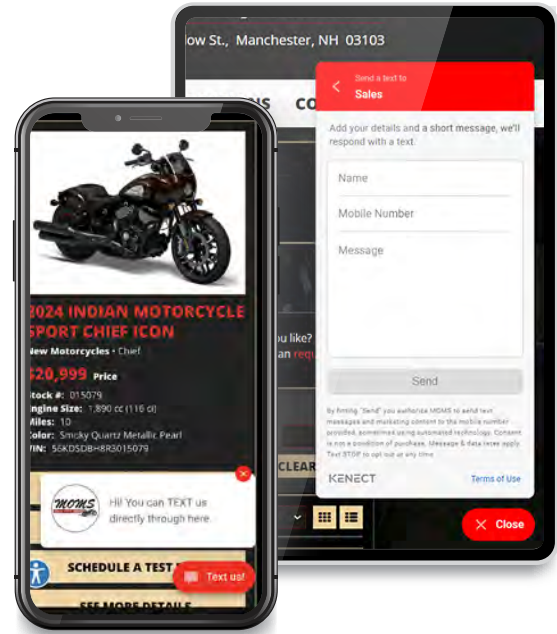


Consumers Experience in Kenect

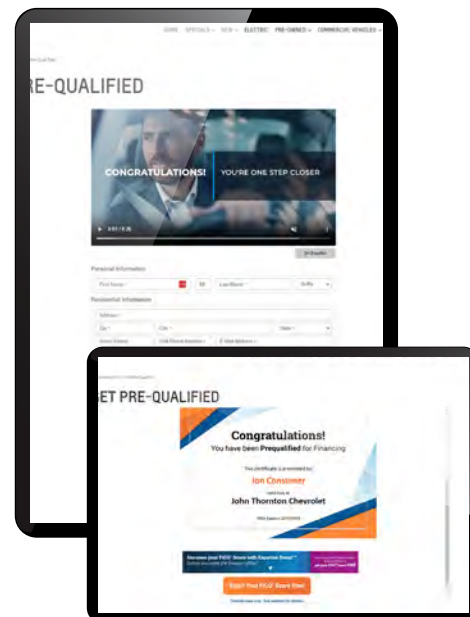
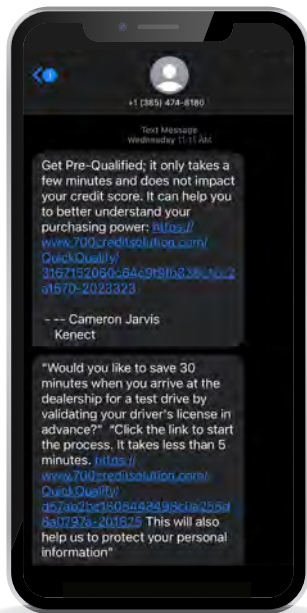
KENECT® provides its dealers a seamless solution between its online shoppers and the dealership's departments. With the installment of a KENECT® website widgets on a DR website, online shoppers and dealers can communicate with ease –*and in their preferred method of contact* – reducing friction on your site and providing a better experience for its users.

To the right is an example dealership that has implemented the texting widget on their site, statically sitting in the lower-right hand corner of the webpage.

To begin directly chatting with the one of the dealerships departments, provide your name, mobile number, and a brief description of your request, problem, etc.



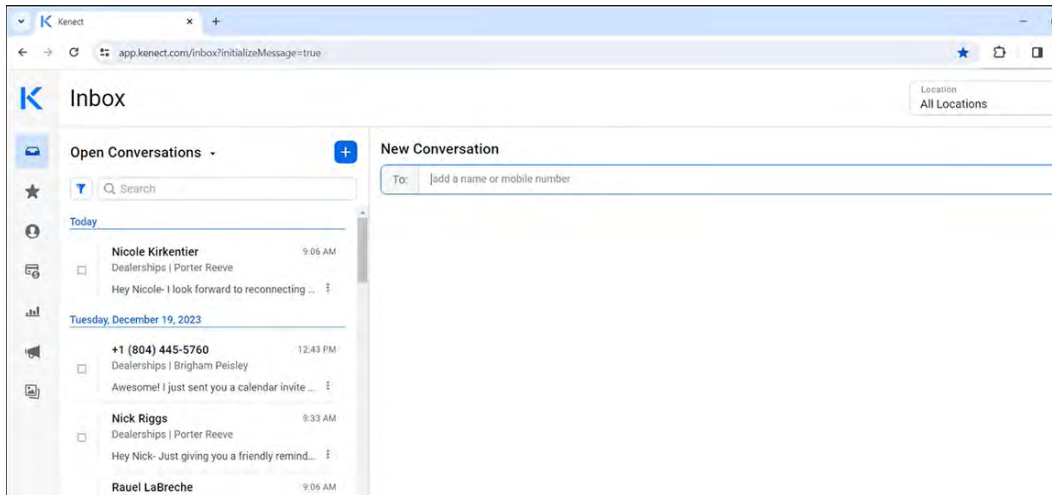
Once the consumer provides their contact information, and a dealer has processed the new conversation, the consumer will be responded accordingly – directly to their mobile phone. In regards to the 700Credit integration, the consumer will receive a link to either a finance application or soft pull prequalification form. Once the applications have been completed, they will be presented with a congratulatory message.



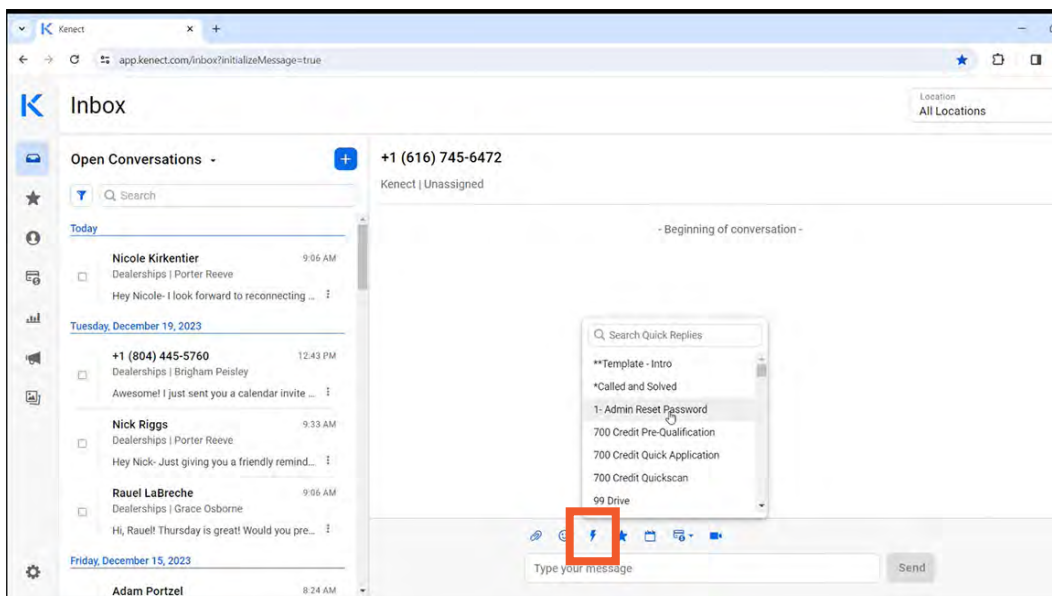
Sending Prequalification Forms and Full Credit Applications

After the consumer has initiated the communication via the website widget. Dealers are able to send both prequalification forms and full credit applications directly to their lead’s mobile device.

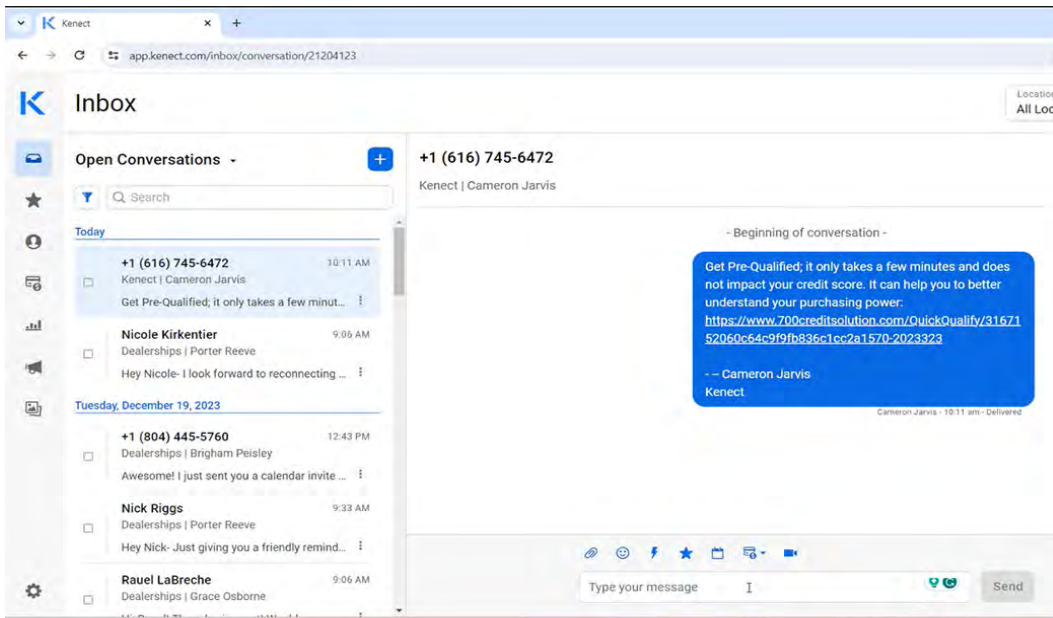
To begin the communication via the Kenect chat platform, click the “+” icon and type in the lead’s mobile phone number.



To send a soft pull prequalification form, or hard pull full credit application, select the “Quick Replies” icon (lightning bolt) from the chat’s action panel. A pop-up will appear prompting the user to select the type of attachment/application they would like to send.



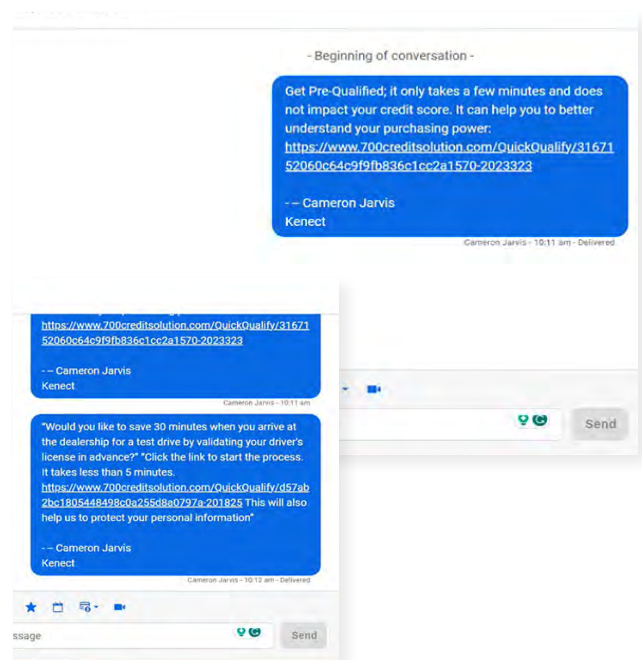
Instantly, the dealer is able to provide a direct link to 700Credit's soft pull, prequalification form and/or full credit application. Alongside the link, the consumer is given a short description of what form is being sent to them, and how it can affect them (ex. *Prequalification links inform the consumer there will be no impact on their credit score*).



To the right are examples of the prequalification link (top) and a full credit application link (bottom) being sent to a consumer to complete on their mobile device.

Once the applications/forms have been completed by the consumer, the dealer will receive a notification that the results are available to view in their 700Dealer.com portal.

See the next section to learn how to access your credit and prequalification lead data information in your 700Dealer.com portal.



Introduction to 700Dealer.com

As a customer of 700Credit, you have access to your own personal credit portal at www.700Dealer.com. You should have received your username and password in a welcome email from 700Credit.

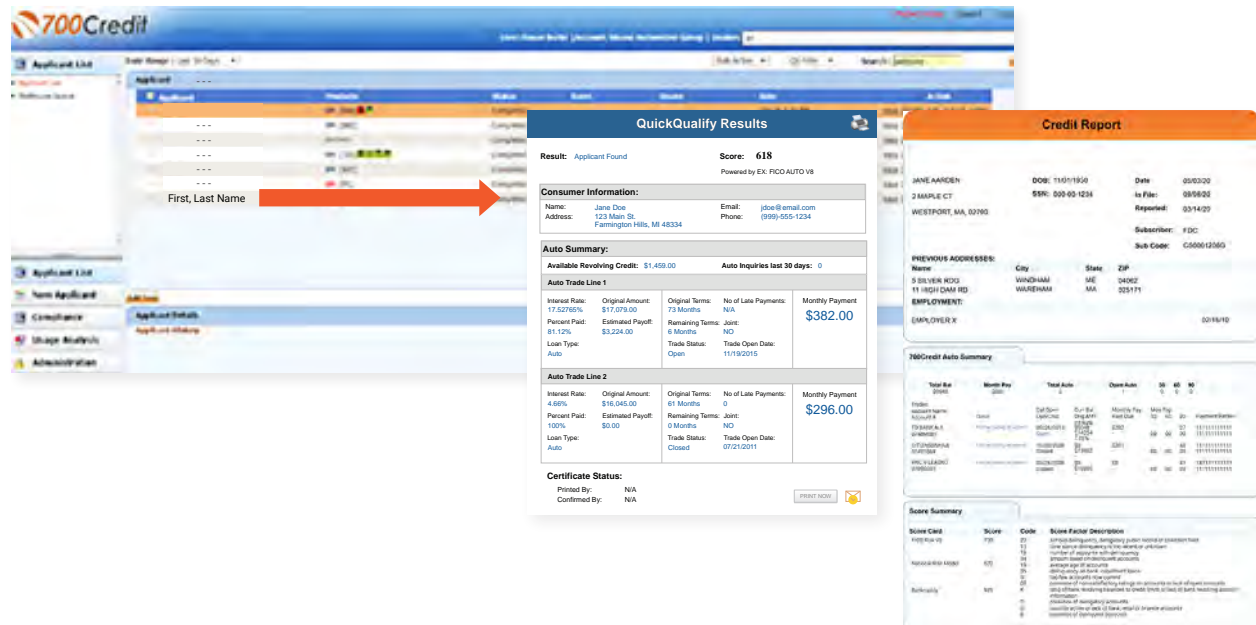
If you did not receive this email, or have misplaced it, please send an email to: support@700credit.com or call: (886) 273-3848.



Viewing Your Leads

When you log in to 700Dealer.com, simply click on the **Applicant List** menu item in the left-hand column and you will see a list of all. You can select **Date Range** to view different timeframes.

By clicking on any name in the list, you can view their full credit report, red flag, and a link to their compliance dashboard. If a QuickQualify was run, you will see the QQ results.



Compliance Dashboard

Our Compliance Dashboard closely monitors your efforts to ensure compliance processes are being followed. Issues of concern are highlighted in red for quick identification. We support both single and multi-roof views, ensuring you have your finger on the pulse of every compliance aspect in your business.

Items supported on the dashboard include:

- Adverse Action Notices
- Risk-based Pricing Notices
- OFAC Search, Red Flag ID & Privacy Notices
- Out of Wallet Questions
- Our Compliance Dashboard also collects lead forms from our Credit Reporting and Soft Pull products

Lead Summaries for:

- QuickQualify
- QuickApplication
- QuickScreen
- QuickScore
- QuickQualify Xpress

How You Benefit

- Ensure compliance processes are being followed
- Identify immediately when/where you are out of compliance
- Easily print audit reports
- Single and multi-point rooftop views

Adverse Action Letter Program Monitor		
	#	%
Total Applicants	43	
Letters Mailed	34	79%
Letters Queued to be Mailed	4	9%
Letters Printed Locally	0	0%
Applicants with No Letter Delivered	5	12%
Adverse Letters Delivered/Scheduled	38	88%

Risk Based Pricing Notice Program Monitor		
	#	%
Total Applicants	43	
Notices Mailed	35	81%
Notices Queued to be Mailed	6	14%
Notices Emailed	0	0%
Notices Printed Locally	0	0%
Applicants with No Notice Delivered	2	5%
RBPN Notices Delivered/Scheduled	41	95%

Red Flag Program Monitor		
Red Flag Alert Status	#	%
Total Applicants With Red Flag	38	46%
Red Flag Clear & Cautions	9	24%
Red Flag Alerts	29	76%
Alerts Unresolved	27	
Alerts Resolved	2	
Work on Unresolved		
Consumer Alerts		
Fraud Victim and Security Alerts	1	
Active Duty Alerts	0	
ID Verifications	#	%
Complete	0	0%
Incomplete	42	100%
Work on Incomplete		

Out of Wallet Authentication Program Monitor		
	#	%
Total Applicants	42/29	
Total Applicants with OOW Presented	42	100%
Applicants Passed	3	7%
Applicants Failed	0	0%
Authentication Abandoned	3	7%
Questions Unavailable	36	86%

OFAC Compliance		
	#	%
OFAC Status		
Total Applicants With OFAC	39	
OFAC Alerts	0	0%
OFAC Unresolved	0	
OFAC Resolved	0	

Managing Users

You can add, edit or delete users who have access to your customer, credit and lead information through the following process:

1. Log in to 700Dealer.com
2. Click on the “Users” link in the left-hand navigation bar
3. To edit a user’s credentials, click the “Edit” link on the right
4. To delete a user, click the “Delete” link on the right
5. To create a new user, click on the “Copy” link on the right.

UserID	Name	User Level	User Type	Status	Dealer	City	Status	Action
cartercountydcud	CU DL Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Andmore	OK	Edit Delete Copy
cartercountydcjc	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Andmore	OK	Edit Delete Copy
cartercountydcqp	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Dodge Chrysler Jeep	Andmore	OK	Edit Delete Copy
cartercountyhyud	CU DL Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Andmore	OK	Edit Delete Copy
cartercountyhycd	Elend Solutions Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Andmore	OK	Edit Delete Copy
ochyundaidcpq	ElendSolutionsPQ Interface	Dealer User	Gateway User	Active	Carter County Hyundai	Andmore	OK	Edit Delete Copy
frchavez	Frank Chavez	Dealer Admin	ODE User	Active	Carter County Dodge Chrysler Jeep	Andmore	OK	Edit Delete Copy
keystonechevyca	CU DL Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit Delete Copy
keystonechevydc	Drive Centric Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit Delete Copy
keystonezbp	Gubagoo Interface	Dealer User	Gateway User	Active	Keystone Chevrolet	Sand Springs	OK	Edit Delete Copy

When you click on “Edit”, you will be brought to a screen where you can make changes to the information.

Creating a New User

To create a new user, it is easiest to find a similar user id, and select the “Copy” action, as highlighted in the previous step.

You can then fill in the new user information and make any changes in the setup necessary.

The image shows two sections of a user management interface. The top section, 'User Information', contains fields for 'User ID', 'First Name', 'Middle Name', 'Last Name', 'Address', 'City', 'State', 'Phone', and 'Email Address'. A 'Reset Password' button is visible. To the right, a 'Password Rules' box lists requirements: at least 10 characters, one uppercase character, one lowercase character, one numeric character, and a match between password and Retype Password. The bottom section, 'User Setup Information', includes 'User Type' (Web User, Dealer Admin), 'User Level', 'Dealer' (ABC Dealer), 'From IP' (No IP Ranges found), and 'Security Questions' (e.g., 'Favorite room in my house', 'State born in', 'Pet').

Viewing Invoices

Dealers can also view their monthly invoices online by selecting the “Online Invoicing” tab in the left-hand menu.

The image shows the 'Administration' dashboard in the 700Credit system. The left-hand menu has 'Online Invoicing' highlighted with a red box. The main area displays an 'Invoice Summary' for invoice number 605347, dated 12/11/2018. The summary shows a 'Paid Due Balance' of \$0.00 and a 'Current Activity' of \$1,295.30, resulting in an 'Invoice Total' of \$1,295.30. It also lists 'Dealer Payments' and 'Auto Payments' of \$0.00 each. The balance due by 12/13/2018 is \$1,295.30. The interface includes a '700Credit' logo and contact information for Elk Grove, CA.

You should have been sent your 700Dealer.com login credentials in one of our welcome emails to you. If you cannot locate your credentials or have any questions, you may send us an email or give us a call at the following: Support: (866) 273-3848 (Option 4) or support@700Credit.com.