USER GUIDE
SEPTEMBER 2024

Reynolds & Reynolds®

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Welcome to 700Credit

700Credit is the leading provider of credit reports, compliance solutions, soft pull products, identity theft and driver's license authentication platforms for automotive, RV, Powersports and Marine dealers in the US. Our product and service offerings include credit reports, prescreen and prequalification platforms, OFAC compliance, Red Flag solutions, 2022 Safeguards protection, Synthetic ID Fraud Detection, score disclosure, Risk-Based Pricing and Adverse Action notices, identity verification, and mobile and in-store driver's license authentication solutions. With over 23,000 direct dealer clients, and 200+ software partners, we look forward to becoming your trusted credit and compliance vendor.

Credit Report Solutions

We are the largest authorized reseller of credit reports from all three leading national credit companies, **Experian, Equifax and TransUnion**. All 700Credit clients receive their— choice of report format (HTML, enhanced, TTY or Merged Format), score, and ancillary products.

Compliance Solutions

We offer an array of products and services in a customized package for our dealerships, all of which work to automate your compliance practices and keep your dealership ready at all times for future audits. Our **Compliance Dashboard** is a complete monitoring solution, that is unique in the industry and helps you manage and stay on top of credit reporting and compliance from one single view. **Our compliance solutions include:**

- **Adverse Action Notices**
- **Risk-Based Pricing Notices**
- **OFAC Search**
- **Red Flag ID**
- **Privacy Notices**
- **Out of Wallet Questions**

Soft Pull Solutions

The term "*soft pull*" refers to an action where a soft inquiry is made on a consumer's credit file using name and address only. Soft pull solutions **do not require a customer's SSN or DoB** and have **no impact on a customer's credit profile.** We offer two soft pull solutions to choose from and help you engage consumers and speed the sales process, including:

Prequalification *(QuickQualify solution)*

QuickQualify is a powerful *"call-to-action"* for your dealership website. This application requires only the consumer's name and address *(no SSN or DoB)* and provides dealers with a FICO® score and full credit report. Generate **3 to 4 times the leads** over a typical lead form and empower your sales team with the data they need to discuss qualified payment options.

Prescreen *(QuickScreen solution)*

QuickScreen is a dealer-initiated soft pull solution that does not require a customer's SSN or DoB and does not impact their credit score. This solution can be integrated with many applications at your store, *giving you visibility into your customer's credit profile before you work a deal*, so you can work the right deal, right away.

Identity Verification & Fraud Detection Solutions

We are here to protect your store through our all-encompassing Identity Verification and Fraud Detection platform which includes the following solutions:

Identity Verification

Our platform is an automated solution that provides a summary table of results appended to each credit report. This vital service flags questionable information, focusing on high-risk applicants, social security numbers, driver's licenses and addresses. The 700Credit Identity Verification platform includes; OFAC Terrorist Search, ID Match, Synthetic Fraud, Military Lending Act (MLA), ID Verification, Red Flag, and Out of Wallet Questions (OOW).

Synthetic ID Fraud

A solution that uses proprietary logic and unique combinations of available data, the high-risk fraud score looks at a consumer's credit behavior and credit relationships over time to uncover previously undetectable risks. Dealers are returned a risk score with score factors to help determine if a new customer application is likely associated with a synthetic identity.

Income & Employment Verification

Combining the power of Experian's Verify™ product with The Work Number® from Equifax® and gain a more accurate understanding of a customer's financial standing. Dealers can now reduce risk and expand their coverage, offering lending decisions to a broader spectrum of consumers.

Driver's License Authentication Solutions

Protect your store with the industry's most advanced data capture and driver's license authentication solutions for automotive retailers today. We have **two platforms** for dealer's to authenticate customers – *both remotely and in-store.*

Mobile Scanner

Our document authentication platform, QuickScan, provides dealerships real-time confirmation of the legitimacy of a customer's driver's license and identity. This platform can be used in-store, as well as remotely when verifying the identities of online car buyers and leads. **Includes DMV validation and Deal Jacket integration.**

In-Store / Physical Scanner

ID Drive provides dealers with the most comprehensive physical driver's license scanning solution for automotive dealers today. This platform combines our prescreen and prequalification platforms, as well as our suite of Identity Verification tools *(Red Flag and Synthetic Fraud detection)* to deliver fast, accurate results.

This brief guide walks you through setup instructions, how to pull/view credit reports and manage compliance tasks within the Compliance Notice Manager. The guide will also explain how to enable the deal jacket integration and view documents from within your Reynolds and Reynolds ERA-IGNITE 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.

Setup Instructions

For activity updates (from Reynolds and Reynolds » 700Credit), open the '**700Credit Settings**' page. Locate '**DAP Enable Partner Push**' and set to '**True**'.

700 Credit Settings

TransUnion Credit Summary false	Activate Auto Summary inactive
Experian Profile Summary false	Adverse Action Letters inactive
TU Report Format HTML	Disclosure Letters inactive
EX Report Format HTML	Risk Based Pricing Notification inactive
EQ Report Format HTML	EQ Multiple Models false
EX VPN false	Enable Partner Push true
QuickQualify Pricing Method Price Per Transaction	
QuickScreen Pricing Method Price Per Transaction	
700 RF Pricing Method Per Transaction Per Item	
R1 IDONE Pricing Method Transaction	Effective Date(MM/DD/YYYY) 04/16/2024
700Credit Customer No	
Level true	

For awareness updates, login to 700Dealer portal and open the '**Dealer settings**' page.

Locate '**Enable Awareness Service**' and '**Reynolds DMS**', ensure boxes are checked, and then provide appropriate credenitals for the '**Dealer ID/System ID**'. This allows 700Credit to post awareness updates for transactions that occur outside of Reynolds DMS.

☐ Bypass Overdue Training

QuickScan:

Enable QuickScan

Enable Selfie   Enable ReScan

Enable Identity Verification   Enable Synthetic ID Verification

Enable OFAC Check

Enable DMS Verification

☑ Enable Awareness Service
   ☑ Reynolds DMS   DealerID *   SystemID *

support@700Credit.com | (866) 273-3848

700Credit & Reynolds and Reynolds Integration

Credit Bureau Inquiry (CBI) Application

The **Credit Bureau Inquiry (CBI)** application is used to obtain credit bureau inquiries for customers and review the resulting credit reports. A Risk-Based Pricing Notice (RBPN) is included with each report.

In addition, several options are available when the inquiry is requested, such as:
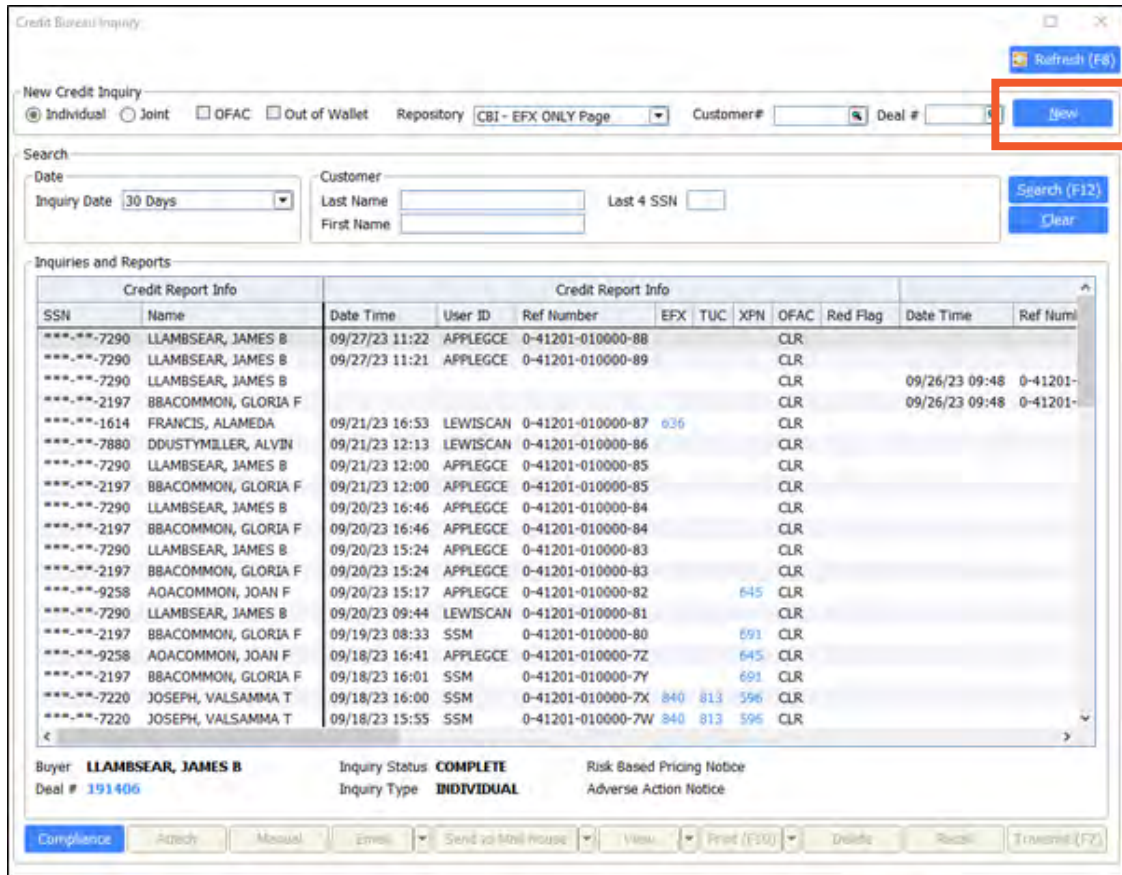
- Verifying customer information against the Office of Foreign Assets Control (OFAC) Specially Designated Nationals (SDN) list.

- Performing a Red Flag check to help protect the dealership against fraud.

- Including adverse action notices to inform customers of their denied application due to their credit report.

- Performing common compliance tasks, such as viewing, printing, and sending RBPN and AA notices to customers.

- Requesting Out of Wallet questions to assist in verifying the identification of a customer based on information such as past residences and credit accounts.

Note: Dealership personnel must comply with federal regulations when using the CBI application, including obtaining customer consent to receive credit information. Contact a legal representative familiar with the applicable laws and dealership operations before submitting credit inquiries.

To perform credit inquiries, the CBI application must be licensed. To use Mail House options to perform compliance tasks, a Mail House subscription must be purchased. For information about licensing the CBI application or purchasing a Mail House subscription, contact your Account Manager.

Pulling Credit in ERA-IGNITE

From the Desking application, select the **"Credit Bureau Inquiry" (CBI)** icon. Click **"New"** to start the credit inquiry process.

The Credit Inquiry screen will appear. In the **"Type"** section, select whether to submit an individual or joint application, and then from the **"Repository"** drop-down, select the credit bureau or product to use for the credit report.

Scroll down to the **"Applicant"** and **"Current Address"** sections and provide the customer information as needed. Required fields are highlighted in yellow.

After entering in all the required information, click the **"Transit"** button. The credit inquiry is then transmitted.

- Click the **"Attach Buyer"** button, highlighted above, or the **"Attach CoBuyer"** buttons to attach the buyer/co-buyer from the deal to the credit inquiry.

- Select the **OFAC check box** to perform only an OFAC inquiry when the credit inquiry is transmitted.

- Select the **Out of Wallet check box** to perform an Out of Wallet screening. When the request is submitted, three to five questions are sent back to the CBI application for the customer to answer to verify their identity.

- Click the **"Set as Buyer"** button or the **"Set as CoBuyer"** button to replace the information on the deal with information entered on the Credit Bureau Inquiry window.

Click **"Transmit"** to send the information to be processed.

Viewing Credit Reports

Once a credit inquiry is transmitted, the inquiry displays in the **'Inquiries and Reports'** section on the **'Credit Bureau Inquiry'** window.

To view the credit report, locate the desired applicant from the **'Inquiries and Reports'** section.

If an applicant has completed a credit report, there will be a **blue FICO© Score** listed under one, or more of their **'EFX, TUC, and/or XPN'** columns. This field is a hyperlink to the related credit report.

To the right is an example of the credit report that appears on screen in a pop up window.

IGNITE Security Maintenance

The following access is required in order to utilize the Out of Wallet feature:

F&I/Desking > Actions > CBI Out of Wallet

Description	Permission	User Group
Add a Deal	☐	☐
CBI Add New Inquiry	☑	☐
CBI Delete Inquiry/Report	☑	☐
CBI Out of Wallet	☑	☐
CBI Transmit Inquiry/Report	☑	☐
CBI View Report	☑	☐

Additional access is required to view the credit reports that contain the Red Flag scores and reports:

- **F&I/Desking > Access Types > CBI Credit Reports**
- **F&I/Desking > Actions > CBI View Report**

Setup

Specifications are maintained in: **F&I specs > Functions > Credit Bureau Inquiry > ID Check.**

ID Check

Red Flag
Set Alert Threshold   600

Out of Wallet
Pass/Fail   %   60
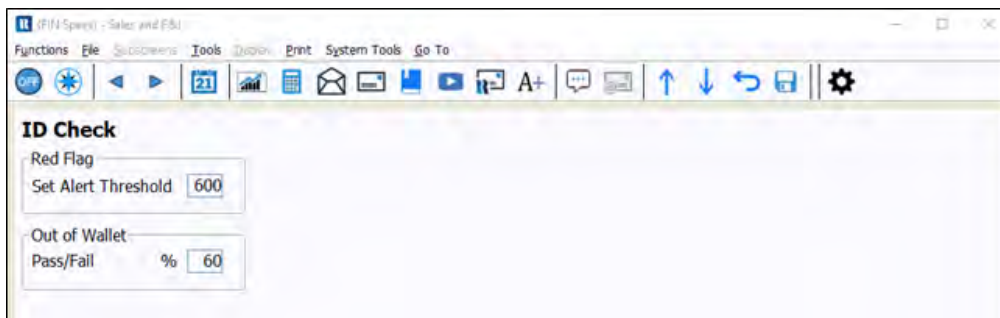
Red Flag: This field controls the Red Flag score alert threshold; any score below the set threshold will display an alert.
- i.e. A threshold of 600 will show an alert for anyone with a Red Flag score lower than 600.

Out of Wallet: The Pass/Fail field determines the passing score for the Out of Wallet questions.
- i.e. A threshold of 600 will show an alert for anyone with a Red Flag score lower than 600.

Red Flags & Out of Wallet Questions (OOW)

If there is a Red Flag alert after running a credit report it will look like this. You will need to clear the Red Flags before proceeding.

From the CBI home page, click/highlight the customer's name in the **'Inquiries'** section. Click the **"Recall"** button, at the bottom of the screen.

The Credit Inquiry screen will open.

Check the **'Out of Wallet'** box and review the consumer's information that has auto-populated into the form after being gathered and stored from the previous credit inquiry.

Click **'Transmit'** to start the ID check and generate the OOW questions.

The **'ID Check'** screen will appear with 3-5 randomly selected questions for the customer to answer.

Enter the answers to the OOW questions. Click **'Submit'** to process the answers.

'Print' can be used to print out the questions to give to the customer for review.

Once completed, the user will be returned to the CBI screen, where the consumer receives a score of one of the following:

- **Pass**
- **Fail** – The score of the OOW questions is below the dealership's specifications.
- **Timed Out** – The OOW questions will time out after 30 minutes.

If the user fails or times out, a new set of OOW questions can be requested or a manual check can be used to validate the customer's identity.

Important: The dealership will be billed for each time a set of questions are requested.

Run a Manual ID Check

Highlight the desired user's row and click the **'Manual'** button.

Similar to the deal notes screen from **'Desking' or 'OFAC Due Diligence Notes'**, dealers can track all documents provided by consumer.

This activity-tracking feature (featured to the right) will record all saved **and** deleted information.

Verify ID Documentation	
BUYER PROVIDED MILITARY PICTURE ID	
BUYER PROVIDED WATER BILL	

Date/Time	09/27/2023 17:04:47
User ID	SSM
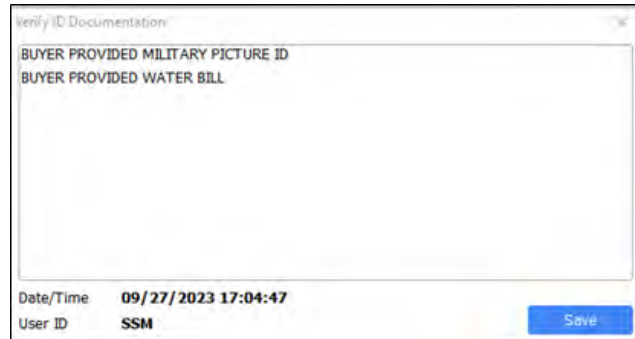
Once the manual ID check is completed, the word **'Yes'** will appear in the **'Manual'** field.

Inquiries and Reports

Credit Report Info		ID Verification			
SSN	Name	Ref Number	User ID	Out of Wallet	Manual
***-**-7220	JOSEPH, VALSAMMA T	0-41201-010000-8C	SSM	Fail 0/5	Yes
***-**-7290	LLAMBSEAR, JAMES B				
***-**-7290	LLAMBSEAR, JAMES B				
***-**-7290	LLAMBSEAR, JAMES B	0-41201-010000-88	SSM		Yes
***-**-2197	BBACOMMON, GLORIA F	0-41201-010000-88	SSM		Yes

Reports

All the action items for Out of Wallet can be found in **'Deal Manager'** in the **'Credit and Compliance'** section. This section of **'Deal Manager'** will read as follows:

Credit and Compliance							
EFX	EXP	TUC	OFAC	RF Score	RF Alert	OOW	Manual ID
759	779	825	CLR	694	Alert	**!**	N/A

Below is a more detailed explaination of the report and its columns..

Column Name	Meaning	Hyperlink Reflex
Red Flag (RF) Score	Displays the red flag score • N/A = No credit report attached and deal category of Dealer Trade, Wholesale or Fleet • ! = No credit report attached • 0-999 = Red Flag score	! directs user into the drill and opens the CBI screen on top 0-999 directs user into the report
Red Flag (RF) Alert	Indicates if a red flag alert exists • Alert = Red flag alert exists • Space = No credit reports attached to the deal OR a Red Flag alert does not exist in the report	Alert hyperlink directs user to the Red Flag Report
Out of Wallet (OOW)	Displays results of the out of wallet questions • Pass = user passed • Fail = user failed • Timed Out = attempt had timed out • N/A = OOW was not recommended OR OOW was recommended but Manual ID is set to Yes • ! = OOW was recommended and Manual ID is not set to Yes	n/a
Manual ID	Displays whether ID was manually verified if buyer/co-buyer fails OOW questions • N/A = OOW was not performed OR OOW result is	☑ will drill into the Verify ID modal and display any notes entered to identify client

Credit & Compliance Notice Manager

The **'Compliance Notice Manager'** tab on the **'Credit and Compliance Manager'** window is used to review credit report information and manage compliance tasks.

Note: The Credit Bureau Inquiry (CBI) application must be licensed to access the Compliance Notice Manager tab. To use Mail House features, the Mail House subscription must be purchased.

The following tasks can be performed using the Compliance Notice Manager tab.

- Review credit report information.

- Review information for deals and credit applications associated with credit reports.

- Perform common compliance tasks, such as printing a compliance notice, adding a compliance notice to the Mail House queue, or sending a compliance notice to a designated email address as an attachment to an Internet email message.

- Perform a search for credit reports based on criteria, such as whether a risk-based pricing notice or adverse action notice has been printed.

Accessing the Compliance Notice Manager Tab

The Compliance Notice Manager tab can be accessed using the following procedure.

First, access the Credit and Compliance Manager window.

The Credit and Compliance Manager window in the CAP application or the ERA-IGNITE F&I application can be accessed using the following methods:

- Use the following menu path: **Tools** > **Credit and Compliance Manager**.
-
- Click the **Compliance** button on the Credit Bureau Inquiry window.
-
  Click the 📑 (Credit and Compliance) toolbar button.
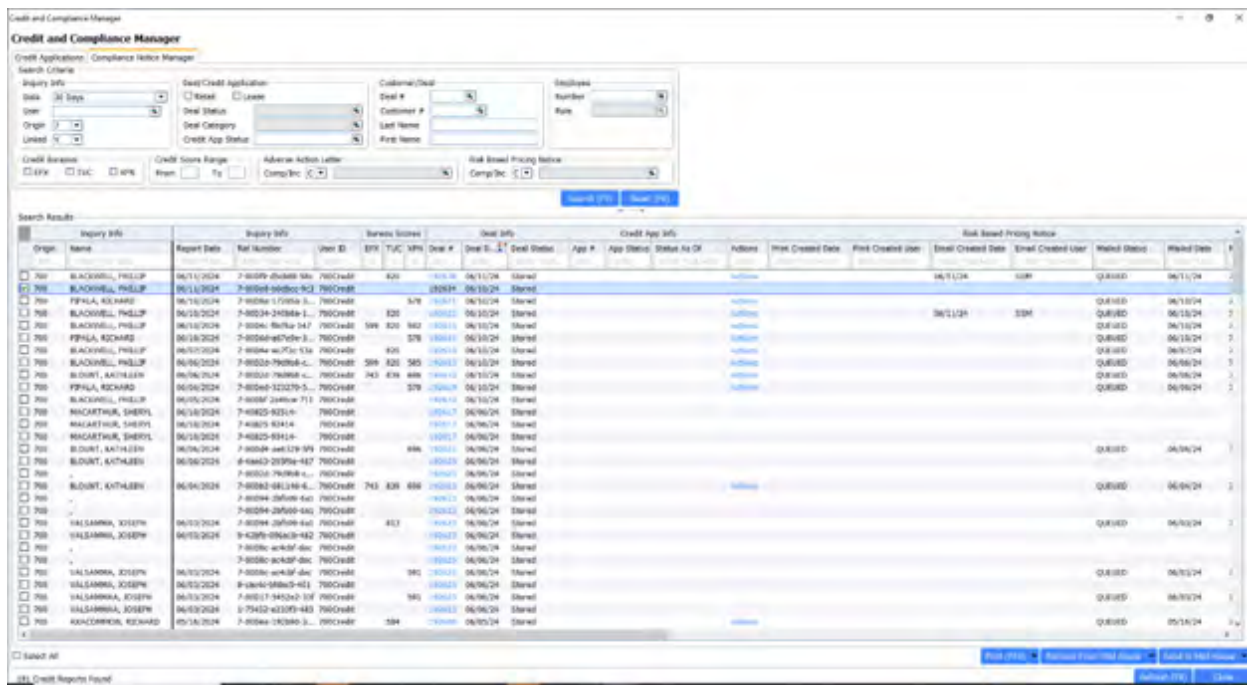
The Compliance Notice Manager tab automatically displays on the Credit and Compliance Manager window.

If the enhanced RouteOne® integration option is set up, the Credit Applications tab automatically displays. To access the Compliance Notice Manager tab, click the Compliance Notice Manager tab.

Displaying Credit Reports with Incomplete Compliance Tasks

On the Compliance Notice Manager tab, employees can perform a search for credit reports with incomplete compliance tasks.
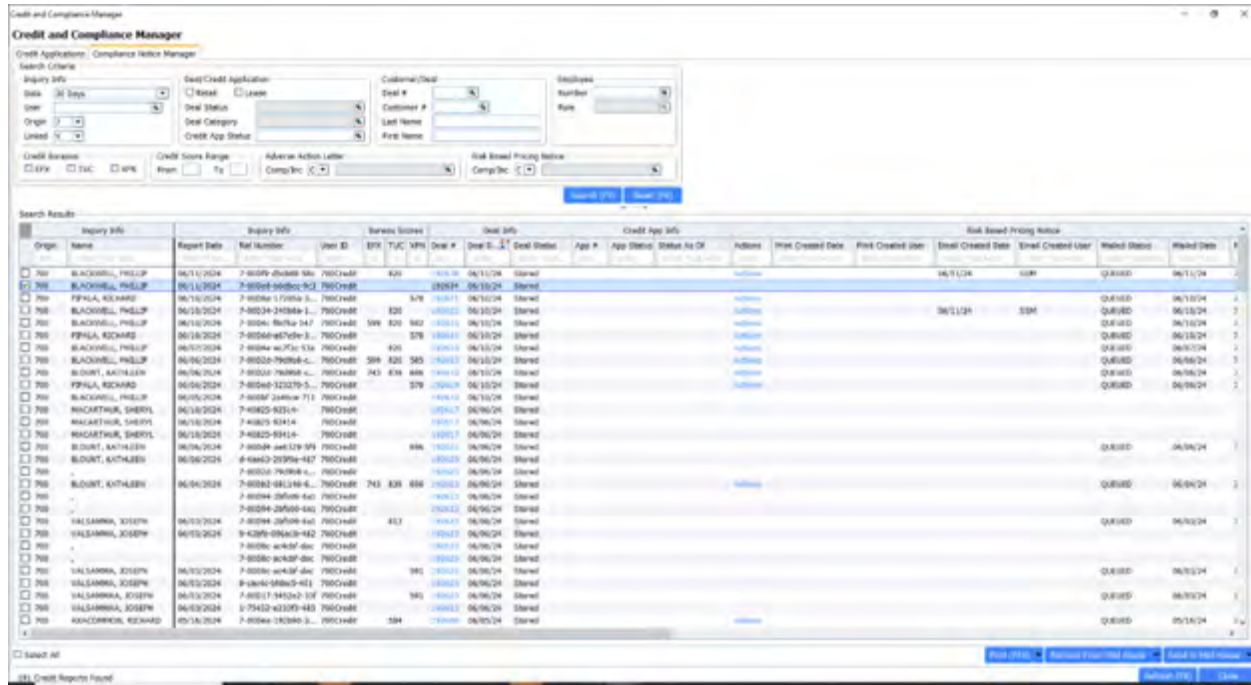
2. In the **Date** field, enter the date range by which to search for credit reports.

3. Enter **I** in the **Comp/Inc** field in the Adverse Action Notice section to search for credit reports for which an adverse action notice has not been printed, sent as an attachment to an Internet Email message, or sent to the Mail House queue.

    - *or* -

    Enter **I** in the **Comp/Inc** field in the Risk Based Pricing Notice section to search for credit reports for which a risk-based pricing notice has not been printed, sent as an attachment to an Internet Email message, or sent to the Mail House queue.

4. In the unlabeled **Adverse Action Notice Actions** field, press the F2 key. The Actions window displays, where actions can be selected to include in the search.

5. Select the check box for the incomplete compliance task to include in the search.

   For example, to search for credit reports for which compliance notices have not been printed, select the **Printed** check box.

6. Click the **Search** button. Credit reports for which the selected compliance tasks have not been performed display.

Performing Individual Compliance Tasks
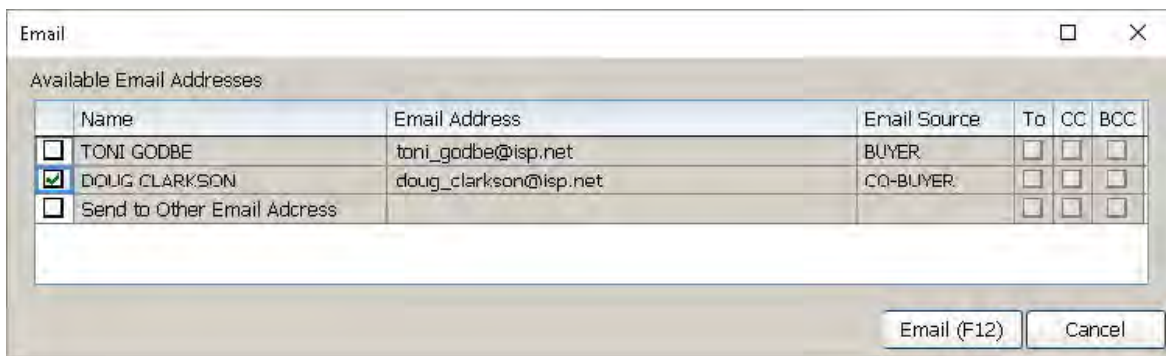
On the Compliance Notice Manager tab, employees can quickly perform various compliance tasks for a credit report.

To perform a task, click the Actions link in the Adverse Action Notice section or the Risk Based Pricing Notice section, and select the option for the task to perform. Once a task is completed, the date the task was performed displays in the **Print Created Date** column, the Email Created Date column, or the Mailed Date column.

When the Actions link is clicked, the following options are available.

   Print: Select the Print option to print the adverse action notice or risk-based pricing notice associated with the credit report at a designated printer. The date the compliance notice was printed displays in the Print Created Date column for the compliance notice.

   Email: Select the Email option to display the Email window, where the compliance notice can be sent to the buyer, the co-buyer, or a designated Email address as an attachment to an Internet Email message.

Name	Email Address	Email Source	To	CC	BCC
☐ TONI GODBE	toni_godbe@isp.net	BUYER	☐	☐	☐
☑ DOUG CLARKSON	doug_clarkson@isp.net	CO-BUYER	☐	☐	☐
☐ Send to Other Email Address			☐	☐	☐

Email (F12)   Cancel

If the credit report associated with the compliance notice is attached to a deal in the F&I application, the Email addresses entered for the buyer and co-buyer display on this window. Select the Email addresses to which to send the compliance notice or enter a different Email address. Then press the F12 key to send the document.

The date the Email message was sent displays in the Email Created Date column on the Compliance Notice Manager tab.

Remove from Mail House: Select the Remove from Mail House option to remove the compliance notice from the Mail House queue.

Once the compliance notice is removed from the Mail House queue, 'Removed' displays in the Mailed Status column. In addition, the date the compliance notice was removed from the Mail House queue displays in the Mailed Date column.

Note: The Remove from Mail House option is only available for a compliance notice if 'Queued' displays in the Mailed Status column and the Mail House subscription is purchased.

Send to Mail House: Select the Send to Mail House option to add the compliance notice to the Mail House queue. The date the compliance notice was sent to the Mail House queue displays in the Mailed Date column.

Note: The Send to Mail House option is only available for a compliance notice if no entry displays or 'Removed' displays in the **Mailed Status** column and the Mail House subscription is purchased.

View: Select the View option to display the compliance notice on the Credit Report window, where the compliance notice can be reviewed.

Performing Batch Compliance Tasks

On the Compliance Notice Manager tab, a compliance task can be performed for multiple credit reports at the same time, which can be especially useful when managing compliance for a large dealership. Once a task is completed, the date the task was performed displays in the **Print Created Date** column, the **Email Created Date** column, or the **Mailed Date** column.

1. Access the Compliance Notice Manager tab.
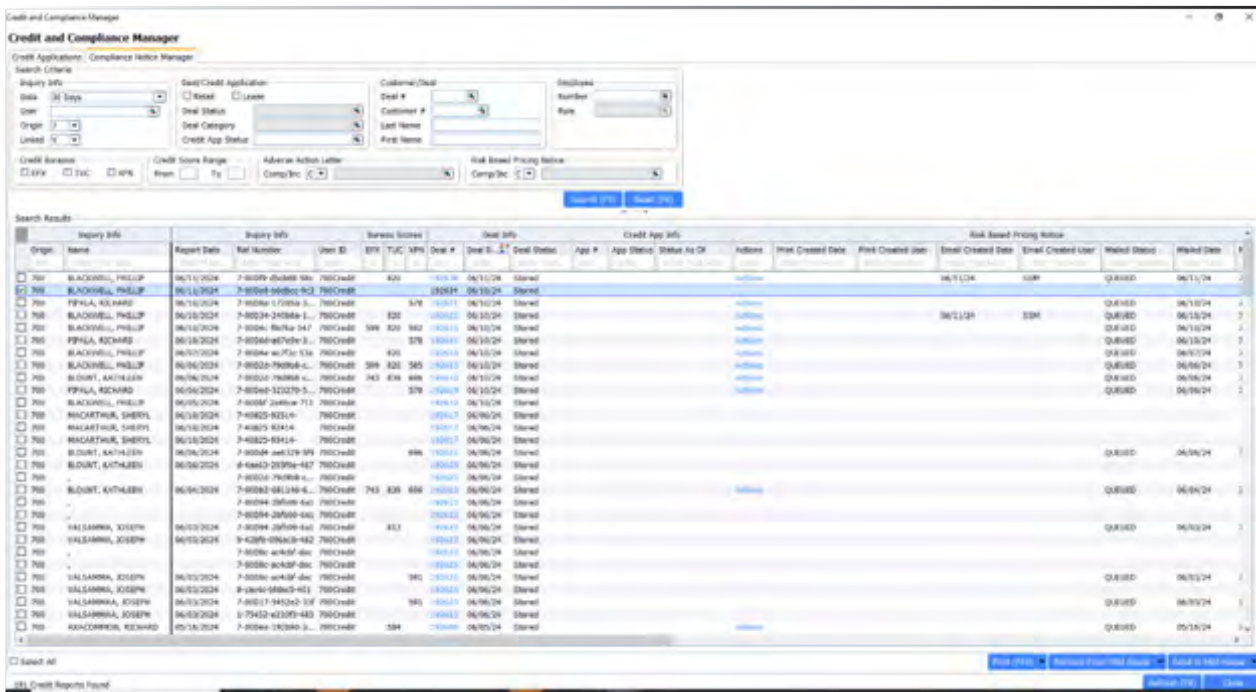
2. Search for credit reports for which compliance tasks should be performed.

3. Select the check boxes for the credit reports for which the compliance task is being performed.

   - *or* -

   Select the **Select All** check box to perform the compliance task for all credit reports displayed.

4. To print the adverse action notices or risk-based pricing notices, click the **Print** button.

   - or -

   To remove the adverse action notices or risk-based pricing notices from the Mail House queue, click the **Remove from Mail House** button.

   - or -

   To send the adverse action notices or risk-based pricing notices to the Mail House queue, click the **Send to Mail House** button.

5. Select the compliance document for which the task is being performed.

   A message window displays for the employee to confirm the compliance tasks being performed for the compliance notices.

6. If printing the adverse action notices or risk-based pricing notices, click the **Yes** button. Otherwise, click the **OK** button.

   The message window closes, and the task is performed.

Add the Compliance Notice Manager Toolbar Button

The (Credit and Compliance) toolbar button can be added to the toolbar to quickly access the Compliance Notice Manager tab.

1. Click the gear icon (Configure) toolbar button. The Configure Toolbar window displays.

2. In the **Items For** field, select **F&I Items**. A list of available toolbar buttons displays in the Available Items section. The Current Items section displays the toolbar buttons currently set up to display in the toolbar.

   - or –

   In the **Items Fo**r field, select **Desking** Items if the ERA-IGNITE F&I Desking application is licensed. A list of available toolbar buttons displays in the Available Items section. The Current Items section displays the toolbar buttons currently set up to display in the toolbar.

3. In the Available Items section, select **Credit and Compliance Manager**.

4. Click the **Add** button.

   The (Credit and Compliance) toolbar button is moved to the Current Items section.

5. *(Optional)* Arrange the order of the toolbar buttons.

    The following buttons are available to arrange the order of the toolbar buttons.

    Move Up: Click this button to move the highlighted toolbar item up one position in the Current Items section. The corresponding toolbar button displays one position to the left on the toolbar when the settings on this window are saved.

    Move Down: Click this button to move the highlighted toolbar item down one position in the Current Items section. The corresponding toolbar button displays one position to the right on the toolbar when the settings on this window are saved.

    Move Top: Click this button to move the highlighted toolbar item to the top of the list in the Current Items section. The toolbar item listed first in this section displays as the first toolbar button on the toolbar when the settings on this window are saved.

    Move Bottom: Click this button to move the highlighted toolbar item to the bottom of the list in the Current Items section. The toolbar item listed at the bottom in this section displays as the last toolbar button on the toolbar when the settings on this window are saved.

6. Press the F12 key.

    The changes are saved, and the (Credit and Compliance) toolbar button displays on the updated toolbar.

RouteOne Integration

RouteOne is tightly integrated with the ERA-IGNITE platform.

Dealers can click on the RouteOne logo as shown here, then "**R1 Credit Bureau**" will launch the request screen and auto populate with customer information.
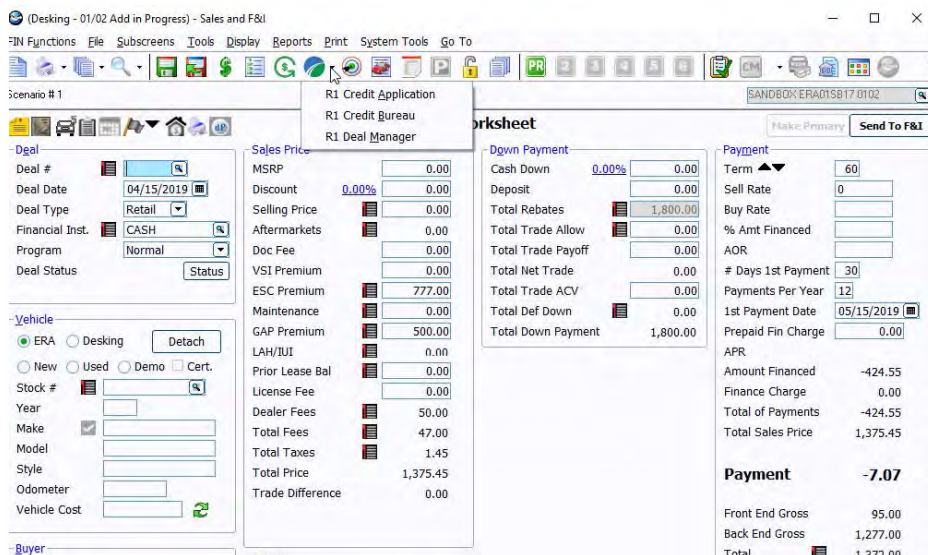
Review and manage credit application and decision information from RouteOne directly in ERA-IGNITE F&I.
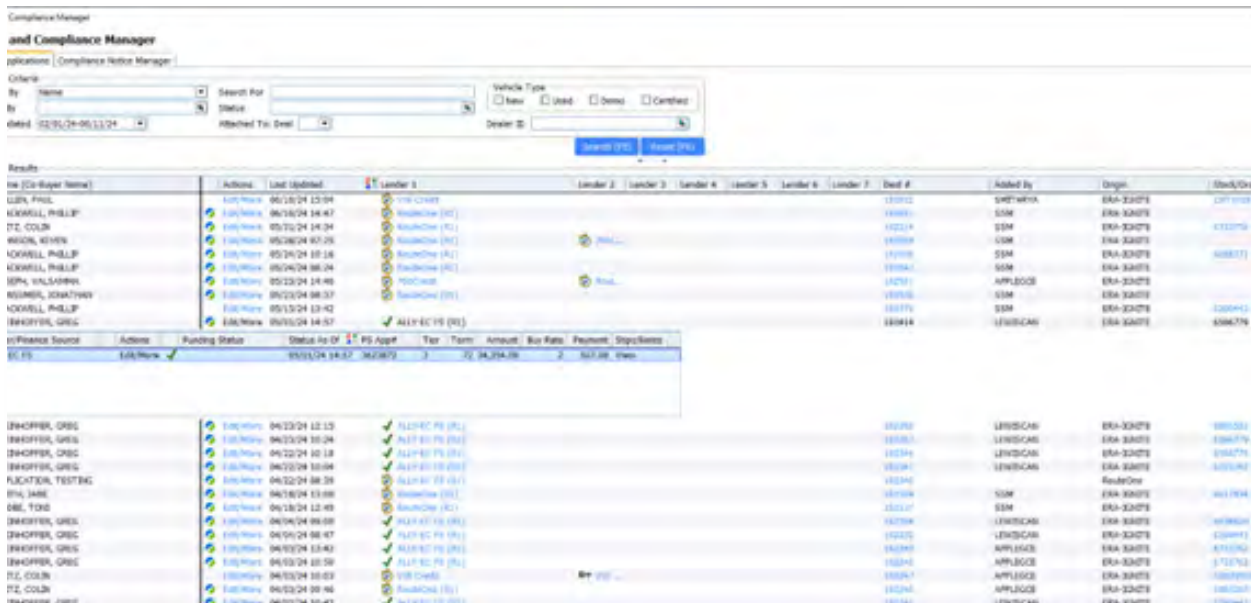
Deal Jacket Integration

System Setup

1. A new 'Credit Reports and Compliance' document type has been added to Deal Jacket. This new doc type is used for each CBI document uploaded to Deal Jacket.
2. Dealers cannot include documents using the 'Credit Reports and Compliance' doc type in the docuPAD 'Save to USB' function due to compliance regulations.
3. Users need appropriate SEC access to view CBI Reports in order to view CBI documents in both Deal Jacket and IDM.

   - Must have access to F&I/Desking>Actions>CBI View Report

5. Dealer does NOT need premium services in order to push DL Scan into their Deal Jacket.
6. In terms of storage, as long as the deal jacket is in the UI, the dealer has access to the documents. Generally, this is 60 days; however as long as the deal is actively being worked/touched, that 60 days could be longer and resets based on deal activity.
7. Once the deal is going to be removed from dealer access in the UI, those files are no longer available if the dealer didn't download them or subscribe to the **Secure DocOne** product. That product is a one time set up fee and monthly fee that currently ranges from $99 - 149.00.

How It Works

The **Deal Jacket Integration** is used to store important documents related to a deal that were generated **inside of the Reynolds platforms**.

In order to use this feature dealers need:

1. Credit Bureau Inquiry (CBI)
2. At least of one the products that grants access to Deal Jacket (docuPAD, IDM, eDocs, or DEALsign)
3. F&I Spec enabled to auto-upload CBI information to Deal Jacket functionality
4. If the report is not attached to a deal or credit is being pulled outside of ERA-IGNITE, the CBI documents will not be uploaded to Deal Jacket

Each individual component of a CBI report will be uploaded separately into Deal Jacket, making it easier for users to locate the specific document they're looking for. The documents are broken out by:

1. Credit Report
2. OFAC
3. Red Flag Report
4. Adverse Action Notice (AAN)
5. Risk Based Pricing Notice (RBPN)
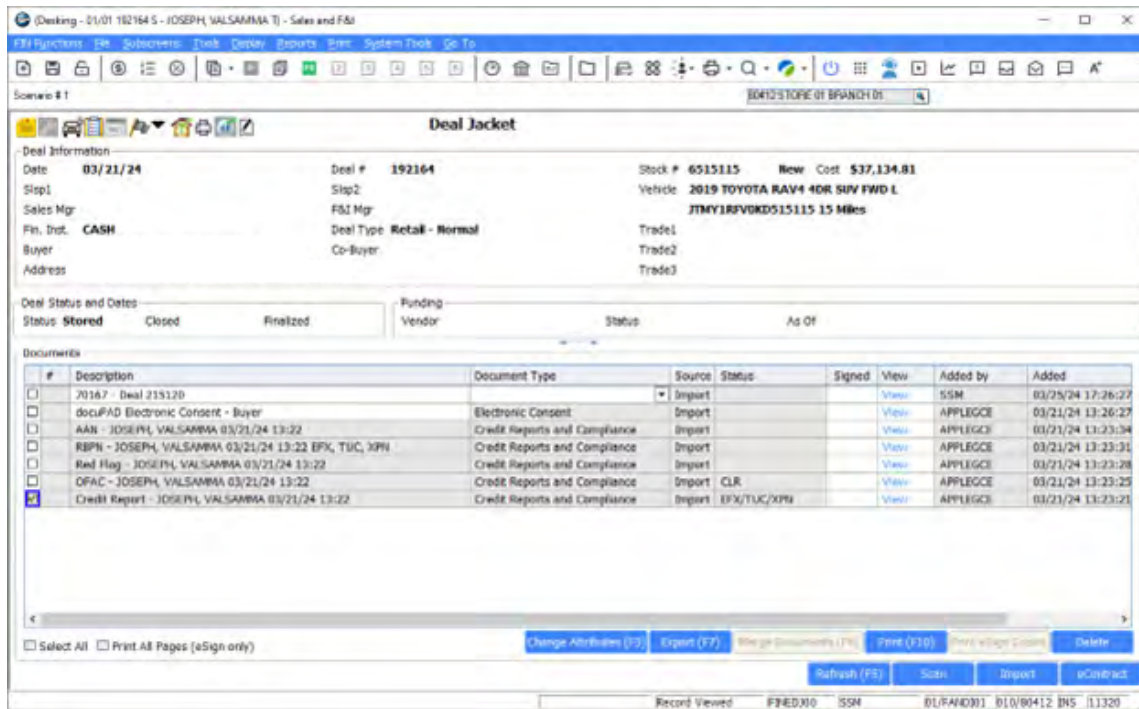
To enable this integration, starting in the menu bar in the Reybolds F&I platform, locate and select "**Systems Tools**". Then locate "**Specs**", "**F&I Area Specifications**" and finally, "**Spec 2**".

From the options presented, check the box next to "**Automatically Upload CBI Documents to Deal Jackets**".
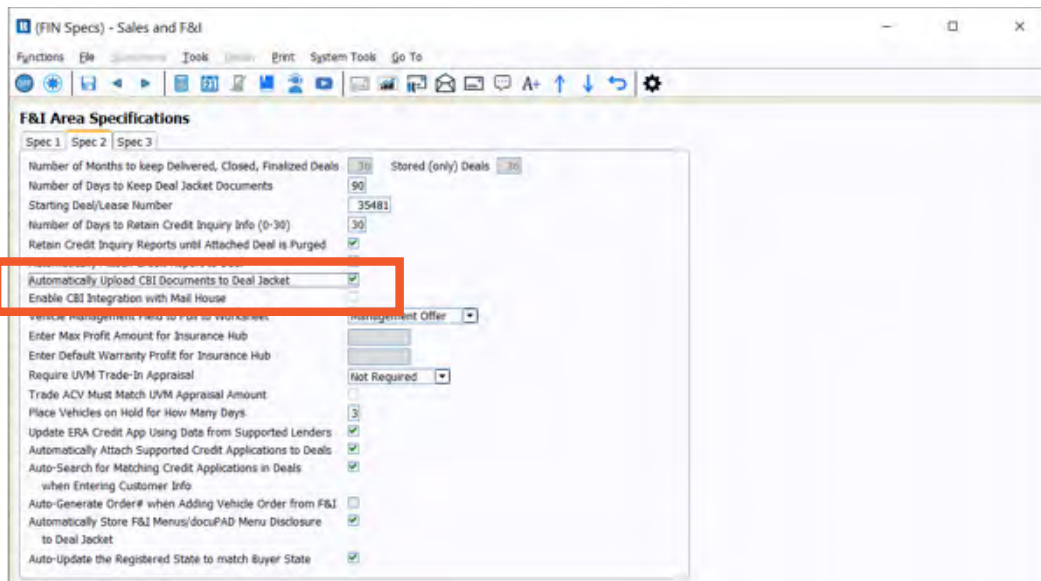
Deal Jacket Integration (700Credit-Generated Documents Outside of Reynolds and Reynolds)

This feature is used to store important documents related to a deal that were generated **outside** of the **Reynolds platforms**.

In order to use this feature dealers need:

1. Credit Bureau Inquiry (CBI) (profiled for CBI and 5810 transaction turned on)
2. F&I Spec enabled "Enable Credit and Compliance Integration with 700Credit" (System Tools > Specs > F&I Area Specification > Spec 2)
3. Proper security access
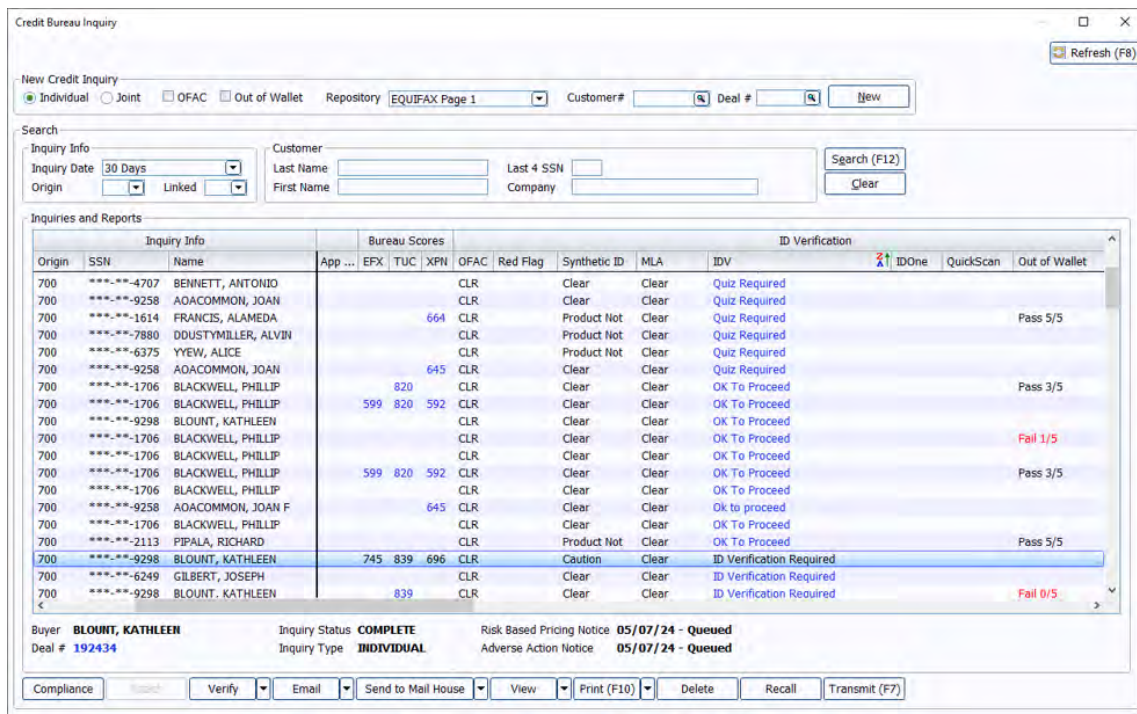
Recommend the following as well:

1. Automatically Attach Credit Report to Deal
2. Automatically Upload CBI Documents to Deal Jacket. Access to at least of one the products that grants access to Deal Jacket i.e. docuPAD, IDM, eDocs, or DEALsign.
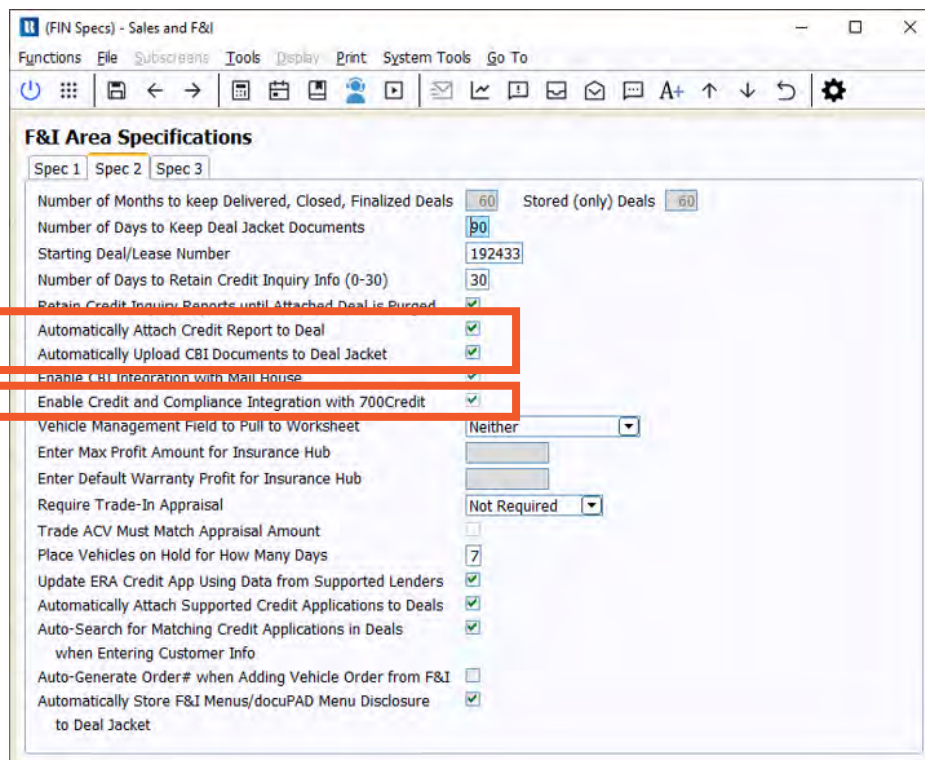
View credit and compliance activities pulled using 700Credit in the Credit Bureau Inquiry Screen:

- App Consent
- Credit reports
- OFAC
- Red Flag report including Military and Synthetic ID
- IDV
- IDOne
- QuickScan
- Out of Wallet questions
- Risk Based Pricing Notices
- Adverse Action Letters
- Pre-Screen Certificate

Benefits:

1. Saves time by not having to jump into a third party system to view status.
2. Provides a consolidated view of all activities even if they are performed on different platforms.
3. Creates an easier, faster, and seamless deal process for the end user in IGNITE F&I.

Sample Deal Jacket Interface

Credit and compliance activities automatically store to the Deal Jacket.

Benefits:

- Eliminates time-consuming manual scanning of credit reports into the Deal Jacket potentially exposing PII data and missing pages in the scanning process.
- Helps the dealership adhere to the retention requirements that the state and federal government imposes.
- Streamlines the process for reviewing deal documentation by making it easier to locate the specific document they're looking for.
- Reduces the need for maintaining physical files that can be expensive particularly for large volume dealers that may have to maintain mass storage off-site.
- Provides secure access to documents reducing risk of misused, or stolen files.

Document Examples (Credit Report & IDV)

Document Examples (IDOne)

Document Examples (App Consent)
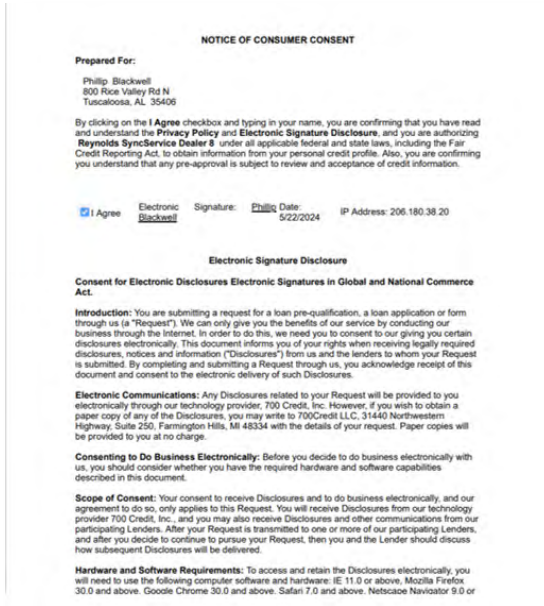
Document Examples (QuickScan)
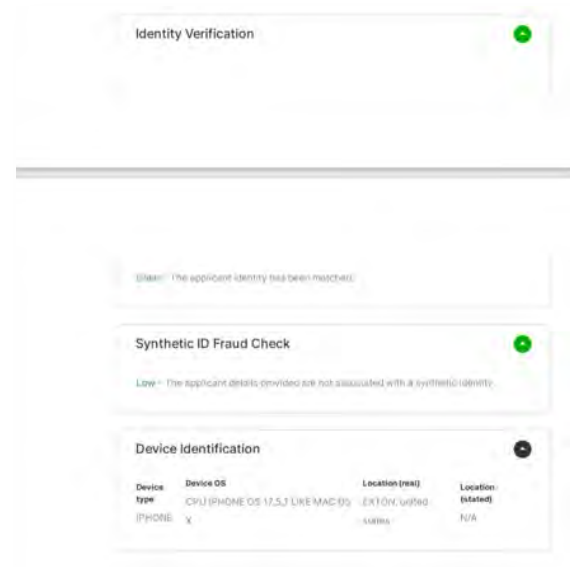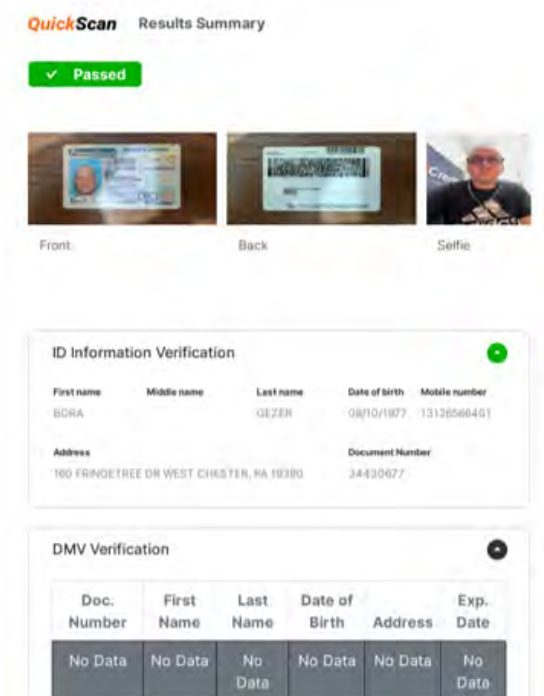
Document Examples (Risk-Based Pricing Notice & Adverse Action)

Document Examples (Pre-Screen Certificate)
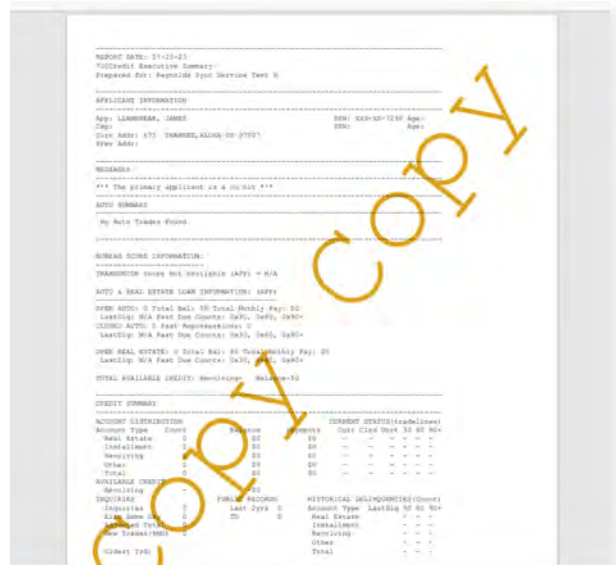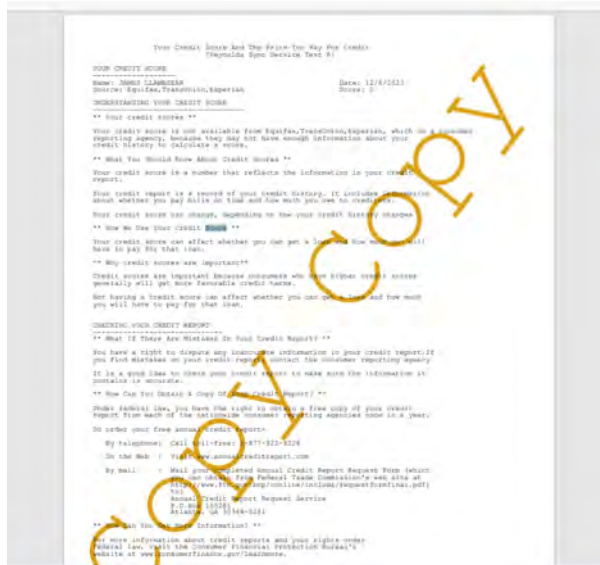
Viewing Deal Jacket Documents

To view the deal jacket documents, locate and open the desired deal. In the "**Documents**" section, highlighted below in red, dealers are presented a list of all documents attached to the deal.

Locate the specific document you want to view, and select the "**View**" hyperlink attached to it.
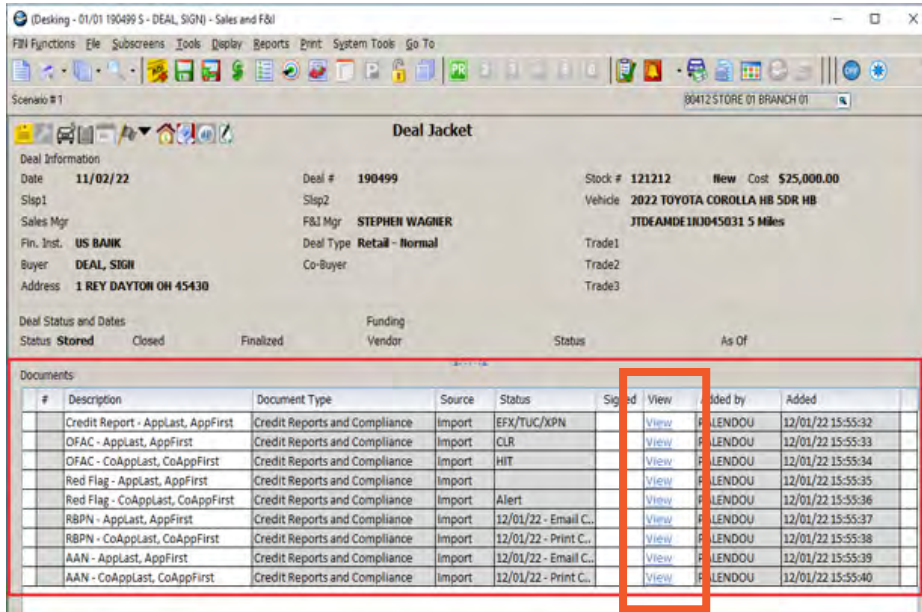

Below are two examples of documents a dealer might view.

Introduction to 700Dealer.com

All 700Credit dealers have exclusive access to their own personal credit portal hosted at **700Dealer.com**. The unique platform provides dealers a single tool to seamlessly navigate and monitor credit data from all of their solutions; including, credit reports, compliance and soft pull solutions, ID verification and driver's license authentication platforms.

You should have received your username and password in a welcome email from our team. If you did not receive this email, or have misplaced it, please contact our support department at:
support@700credit.com | **(886) 273-3848**.
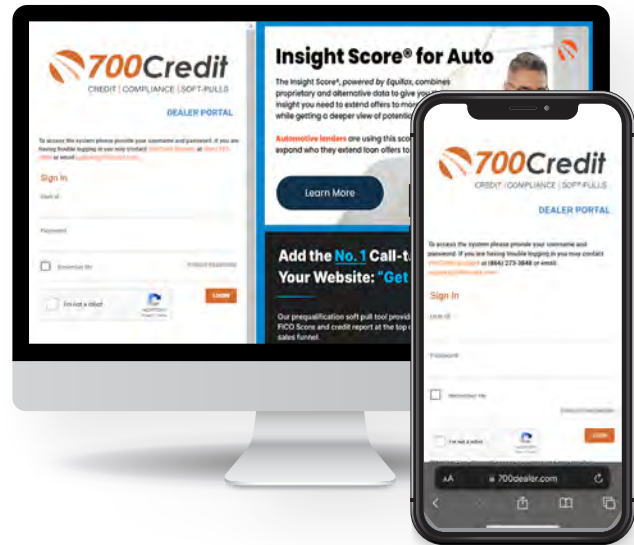
Viewing Your Leads

After logging into your **700Dealer.com** portal, locate/select the **"Applicant List"** menu item in the left-hand navigation panel where you will be presented with a mass list of all applicants in the platform. Select "Date Range" to filter the list and 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.

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Managing Users

Dealers with the appropriate authorization can add, edit and/or delete customers and their credit/lead information with the following simple process:

1. Log in to your **700Dealer.com** platform using your provided credentials.
2. Click on the "**Users**" link in the left-hand navigation Administration panel.
3. If editing a user's credentials, click the "**Edit**" link attached to the user's **"Action"** column.
4. To delete a user, click the "**Delete**" link.
5. If creating a new user, click on the "**Copy**" link.

If you need to alter the information of an applicant's pre-existing profile, select **"Edit"** attached to the user's listing. From theinformation profile, dealers can make the desired changes.

Once complete, save the profile before exiting out.

Creating a New User

To create a new user, it is easiest to find a similar user ID from the **"Users"** mass list, and select the **"Copy"** action, as highlighted above.

You can then fill in the new user's information into the user profile, as well as make any necessary changes.

Viewing Invoices

Dealers can also view their monthly invoices online by selecting the **"Online Invoicing"** tab in the left-hand "Administration" navigation panel.

Locate and select the desired invoice to open its details and view the billing summary.

Introduction to Compliance Solutions with 700Credit

Compliance is a daunting task for any dealership, but the key to adhering to the Fair Credit Reporting Act (FCRA) and Equal Credit Opportunity Act (ECOA) regulations is consistency. 700Credit offers an array of products and services in a customized package for your dealership, all of which work to automate your compliance practices, keeping your dealership ready at all times for future audits. In addition to this complete, packaged Compliance Dashboard, we offer Identity Verification and Synthetic ID protection solutions.

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
- QuickScan

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

Compliance for Credit Reports

What must dealers have in place today:

- Red Flag, which includes OFAC on every applicant, and remediate all alerts.
- Properly provide Adverse Action and Risk Based Pricing notices to consumers.
- Must abide by the regulations, and be able to **PROVE** they abide through monthly audits.

700Credit provides our dealers a comprehensive platform that keeps your business in compliance with every transaction. **Our Compliance Dashboard includes:**

- Red Flag
- Risk Based Pricing Notices
- Adverse Action Notices
- OFAC
- Privacy Notices
- Out of Wallet Questions
- Audit Reports

Red Flag Regulation

Our Red Flag ID solution is customizable for your dealership's specific needs and provides a total solution to satisfy all Red Flag requirements. This is an automated solution that shows results directly within the credit report. Available with every potential Red Flag alert, 700Credit provides a list of multiple choice "out of wallet" questions that an identity thief would have a hard time answering, allowing you to validate identity without the consumer leaving the dealership.

What must dealers have in place today:

- Red Flag which includes OFAC on every Applicant, and remediate all alerts
- Properly provide Adverse Action and Risk Based Pricing notices to consumers
- Must abide by the regulations, and be able to PROVE they abide through monthly audits.
- Dealers are required by law to have a WRITTEN Identity Theft Protection POLICY (ITPP) (*700Credit has a template available for you*)
  - This policy must have a training component, a monitoring component, a reporting component and an audit component
- Dealers must have a Compliance Officer identified for your store

Red Flag: Key Components

- OFAC Database Search
- Address Verification against a Public Record Database
- Fraud Database Check
  - Database contains known fraudulent addresses (*Prisons, mail drops, fraudulent activity in the past, etc.*)
  - Master Death File
  - Social Security Number Validation
- ID Verification Component
- Military Lending Act
- Synthetic ID Fraud

Out of Wallet (OOW) Questions

Out of Wallet (OOW) questions are designed to speed the verification process and keep your customers in your store. When a Red Flag alert occurs, your dealership must validate the person's identity. If you ask an applicant for additional forms of identity and address verification and they have to leave the store, you risk them not coming back.

- **Available:** OOW questions are available instantly and available for every applicant processed through our 700Dealer platform or through our affiliate partner's platform.

- **Added Security:** Multiple choice questions that would be hard for an identity thief to answer.

- **Instant Verification:** If the customer answers the majority of the questions correctly, their identity is verified and the alert is automatically resolved, allowing you to proceed with the transaction.

Risk-Based Pricing Notices

The Risk-Based Pricing Regulation affects dealerships whether or not they pull a credit report on their customers. The regulation is intended to improve the accuracy of credit information by alerting those consumers who may have negative information existing on their credit file.

Consumers are provided their score, how their score ranks nationally and some educational information on how to obtain a copy of their report and what to do if they find inaccurate information.

- Compliance is automated for this regulation
- Generated instantly with every credit report pulled
- Dealers can print or email from within the view credit report window
- Any consumer that the notice was not printed or emailed to, will be mailed their notice by the 700Credit mailhouse. Ensures people who never make it to the Finance office will receive a copy.
- Included in the Compliance Dashboard report to monitor activity
- RBPN Audit report available that shows every consumer who's credit file was access and how and when each consumer received their notice.

RBPN: Recommended Best Practices

- Consider a process where the RBPN is presented to the consumer during signing ceremony and have the consumer sign a copy and place in Deal Jacket.
- Add to your monthly audit check list that you utilize when auditing deal jackets.
- Consider delegating personnel to review notices that have not been delivered and emailing them to the consumer.
- Utilize the dashboard to monitor for printing and emailing of the RBPN, minimizing costs from RBPN's being mailed to the customer.
- The RBPN audit report can be run to show every customer a credit report was run on and how their RBPN was delivered.

Adverse Action Notices

Dealerships are considered creditors and are responsible for providing Adverse Action notices to customers that were not offered financing or consumers who were offered alternative financing but denied the offer. 700Credit has a solution that automatically keeps your dealership in compliance with Adverse Action obligations.

- Generated instantly with every report
- Stored on 700Dealer.com system
- Included in Compliance Dashboard report
- Print or email to the consumer
- Mailhouse supported
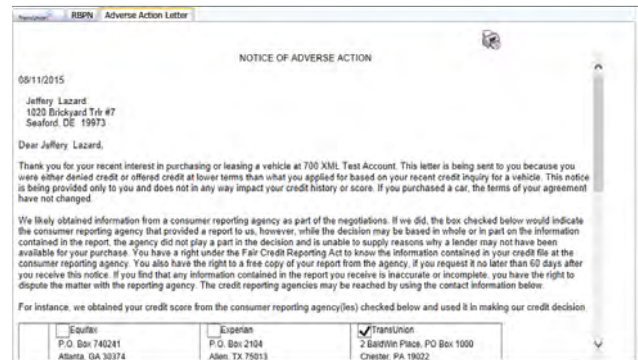
Adverse Action: Recommended Best Practices

- Review 700Credit's automation methods for minimizing manual efforts
  - Scorecard cutoffs, so top credit tier consumers never receive a notice
  - Automate the mailing of the notices for those consumers not mailed or emailed notices
- Add to your monthly audit check list that you utilize when auditing Dead deal jackets.
- Consider delegating personnel to review consumers who did not purchase a car for notices that have not been delivered and emailing them to the consumer.
- Utilize the dashboard to monitor for printing and emailing of the Adverse Action, minimizing costs from Adverse Action Notice's being mailed to the customer.
- The Adverse Action audit report can be run to show every customer a credit report was run on and how their Adverse Action was delivered.

OFAC Search

OFAC is a department within the U.S. Treasury, the Office of Foreign Assets Control (OFAC), and is responsible for administering and enforcing economic sanctions against suspected terrorists, drug dealers and money launderers.

Specifically, OFAC is a database which identifies Specially Designated Nationals (SDN) – those individuals or businesses linked with illegal activities – with whom an entity, including dealerships, are prohibited from doing business. This includes cash deals.

700Credit's quick and easy OFAC solution screens your customers against the OFAC database with every transaction.

If a match occurs, 700Credit will assist your dealership employees with the necessary steps to remain compliant with the federal government's regulations.

A "**next steps**" link will appear with instructions on how to resolve the issue, as shown to the right.

OFAC Instructions

When you click on the link highlighted to the right, in the OFAC report, returns the following U.S. Department of the Treasury page.

Question #5 on this page is the attached US Treasury Department OFAC Instructions document. The US Treasury document has more details than our 700Credit document.
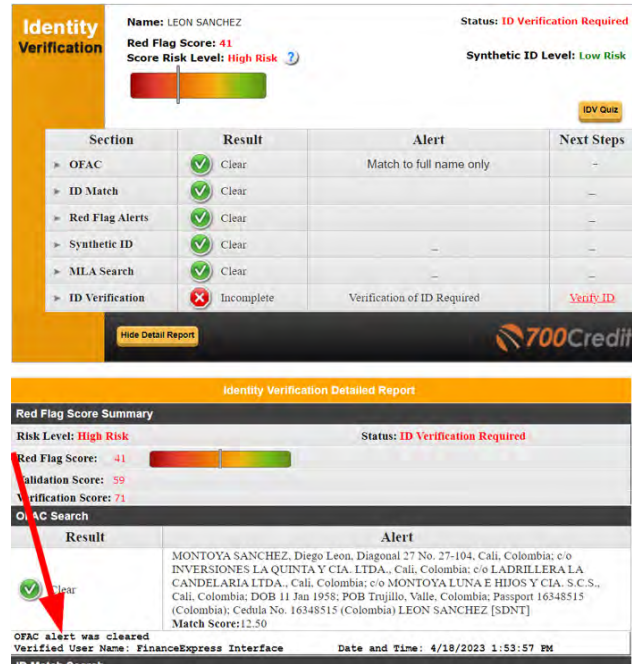
OFAC Cleared

After you clear an OFAC hit, the system will capture who cleared the ofac, date and time.

The override reasons will also be captured.

OFAC Search: Recommended Best Practices

- OFAC Should be pulled on every person you sell a car to. It is included in 700Credit's Identity Verification product.
- You need to ensure you are running OFAC on cash deals
- If an OFAC hit occurs, click on the details link and evaluate the result details
- Look for DOB and compare to the DOB of your applicant. Look at the names listed and see if a match. If it is not your applicant, select the override OFAC button and record your reasons for overriding
- If it looks like it is your applicant follow the link to the government web site to report your hit.
- Ensure your finance office is reviewing the results of the ID Verification product which contains the OFAC search
- Consider placing a copy of the ID Verification Summary in the deal jacket to ensure finance office is reviewing and remediating results and add to your monthly audit check list that you utilize when auditing deal jackets.
- Utilize the dashboard to monitor for OFAC hits so that you can proactively investigate hits before end of month audit.
- The OFAC audit report can be run to ensure all OFACS were resolved

Viewing Audit Reports

To access your audit reports, first log into your 700Dealer.com platform.

Locate the "**Compliance**" menu item in the left-side navigation panel.
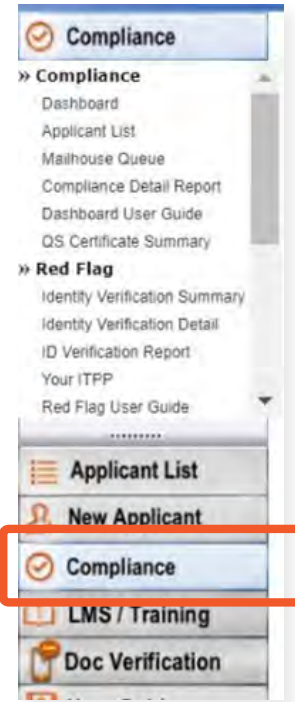
Using the scroll bar, scroll down to the "**Detail Report**" you would like to see:

1. Out of Wallet Detail Report
2. Adverse Action Letter Detail
3. RPBN Detail
4. OFAC Detail

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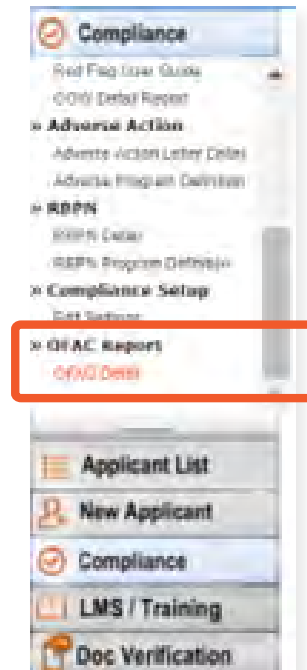
Click on the report you would like to view.

RED FLAG REPORT:

IDENTITY VERIFICATION REPORT:

OUT OF WALLET REPORT:

RISK-BASED PRICING NOTICE REPORT:

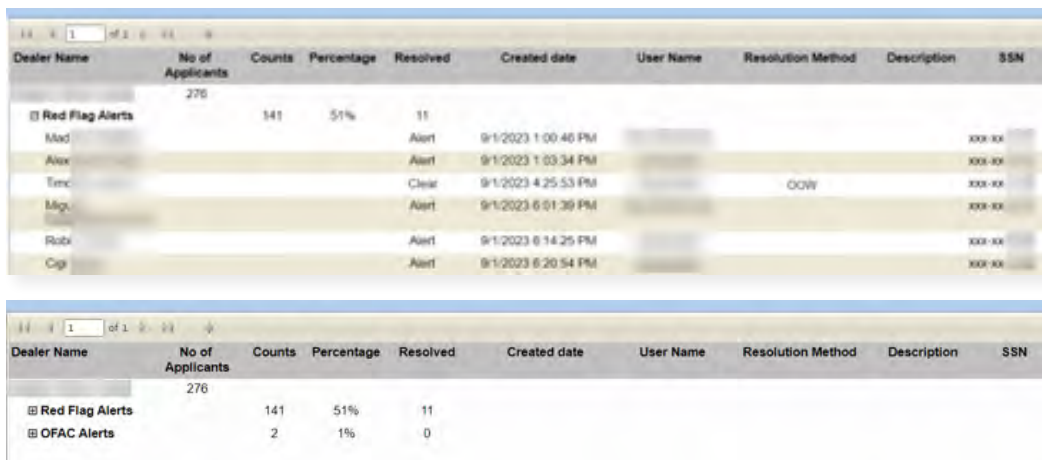| Dealer Name	App Date	Name	No of Applicants	No of notices Delivered	Print Local	Mail House	EMAIL	Queued Date	Credit Score
		Totals	286	286	16?	0	0	119	
	09/01/2023	Ale			09/01/2023				EFX(660)TU(638)XPN(640)
	09/01/2023	Anr			09/01/2023				EFX(864)TU()XPN()
	09/01/2023	Bre			09/01/2023				EFX(842)TU(864)XPN(837)
	09/01/2023	Chu						09/17/2023	EFX(481)
	09/01/2023	Cig						09/17/2023	EFX(549)TU(492)XPN(502)
	09/01/2023	Dav			09/01/2023				EFX(624)TU(645)XPN(640)

ADVERSE ACTION REPORT:

Dealer Name	App Date	Name	No of Applicants	No of Letters Delivered	Print Local	Mail House	Queued Date	Credit Score
		Totals	286	286	0	0	286	
	09/01/2023	Ale					09/17/2023	EFX(669)TU(638)XPN(649)
	09/01/2023	Anr					09/17/2023	EFX(864)TU()XPN()
	09/01/2023	Bre					09/17/2023	EFX(842)TU(864)XPN(837)
	09/01/2023	Chu					09/17/2023	EFX(481)
	09/01/2023	Cig					09/17/2023	EFX(549)TU(492)XPN(502)
	09/01/2023	Dav					09/17/2023	EFX(624)TU(645)XPN(640)

OFAC REPORT:

Dealer Name	No of Applicants	Counts	Percentage	Resolved	Created date	User Name	Verified User
	298						
⊞ OFAC Alerts		2	1%	0			
⊞ OFAC Clear		296	99%	0			

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 other questions about the integration, please reach out to our 24/7 support team at: (866) 273-3848 (*Option 4*) or support@700Credit.com.