

**AppOne®** 

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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 22,000 direct dealer clients, and 230+ 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 Pulls**

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 have several soft pull solutions to choose from and help you engage consumers and speed the sales process, including:

## QuickQualify (prequalification)

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.

## QuickScreen (prescreen)

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**

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<sup>™</sup> 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

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.

AppOne has integrated our credit, compliance and driver's license authentication solutions into their platform. This brief guide walks you through how to pull/view credit reports from within your AppOne platform, monitor and manage your compliance, and initiate a QuickScan and view the results. If you have any questions, please feel free to reach out to our support desk at: (866) 273-3848 or email us at: <a href="mailto:support@700Credit.com">support@700Credit.com</a>.





## **Enabling 700Credit in the AppOne Platform**

AppOne designed its platform with strict credential specifications. Each dealer is provided one set of login credentials from AppOne, and one set credentials to pull credit. With this, dealer level users have both access to credit information in AppOne's platform, as well as the ability to pull credit on consumers within their dealership.

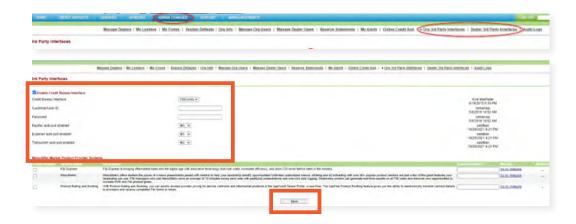
The Organization level user will also receive one set of AppOne login credentials **PER group**, and one set of 700Credit credentials for credit **PER group**. Overall, organization level users will utilize two specific set of credentials per the group they are monitoring - multiple groups means multiple sets of personalized credentials.



Enabling the 700Credit integration requires the organization level user to initially log into the AppOne platform. Depending on the group that the org level user is enabling, use the appropriate credentials to both login to the AppOne system, and as shown below, enable credit pulling with 700Credit.

From the home dashboard, click "Admin Console" in the top, blue navigation bar. In a second navigation bar directly below, click "Org 3rd Party Interfaces". Check "Enable Credit Bureau Interface", select "700Credit" from the drop-down, enter the group's specific gateway 700Credit credentials and turn on/off preferred bureaus. Click "Save".

**Note:** After saving, the password field will go blank and the dealer will not receive a confirmation notification, however the credentials did save and the org level user can move on.

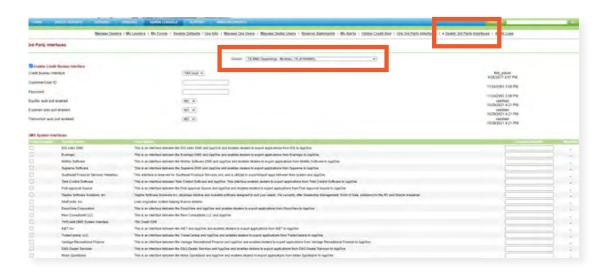






Now that the integration has been enabled at the organization level, locate and select the "Dealer 3rd Party Interfaces" menu item, as circled below.

From here, each group within the organization will be set up individually. At the top of the page, locate the "Dealer" drop-down and pick the dealership whose integration needs to be enabled. Check "Enable Cedit Bureau Interface" and then "700Cedit" from the first drop-down. Provide that dealership's personal gateway credentials, and set default bureaus. Scroll down and click "Save".



# **Organization-Level User Credentials: Limitations/Specifications**

In the process of initially enabling 700Credit into an organization, and then individually enabling each of its groups integrations, organization level users can use any one of their group's AppOne login credentials to access the portal. The user will still then have access to the "Dealer 3rd Party Interfaces" page where they can use group-specific credentials to enable their dealerships.

Please Note: This does not apply when pulling credit at the organization level.

If an organization level user wants to pull credit on an applicant in a group, they must login to the AppOne platform with that group's specific organization level login. From there, they can access that group/applicant, provide the group's specific gateway credentials for pulling credit, and access the report.

If a dealer would then like to pull credit in another group in their organization, **they must log out of AppOne**, **log back in with the second dealership's login credentials**, followed by their 700Credit gateway credentials.

This credential-specific limitation only applies when **pulling credit within multiple groups**. After pulling credit, dealers then still have access to their other dealerships' systems. They can pan between each of their groups and monitor the information.





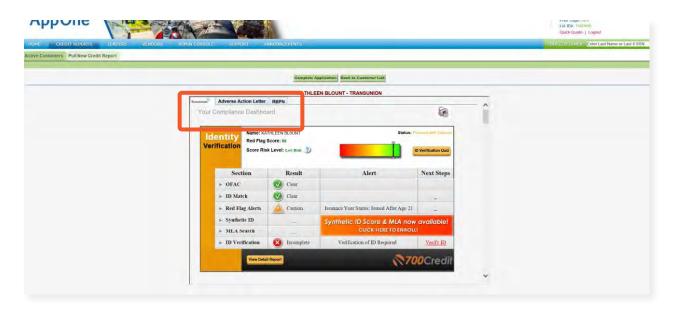
# **Pulling Credit in AppOne**

Once the dealership's 700Credit integration has been successfully enabled, dealers will login to their AppOne platform using their group's dealer credentials and have two options for pulling credit.

**Option One:** Located in the top, blue navigation bar, click "Quick Credit Pull" and provide the required applicant information into the form. Choose which bureau to use, check the consent box, and then select "Pull Report".



700Credit's full credit report will appear on screen in an iframe. From here, dealers can utilize the tabs at the top of the report to pan between the identity verification and full credit report, Adverse Action Letter and Risk-Based Pricing Notice. They can also use the grey hyperlink below these tabs to access the Compliance Dashboard.



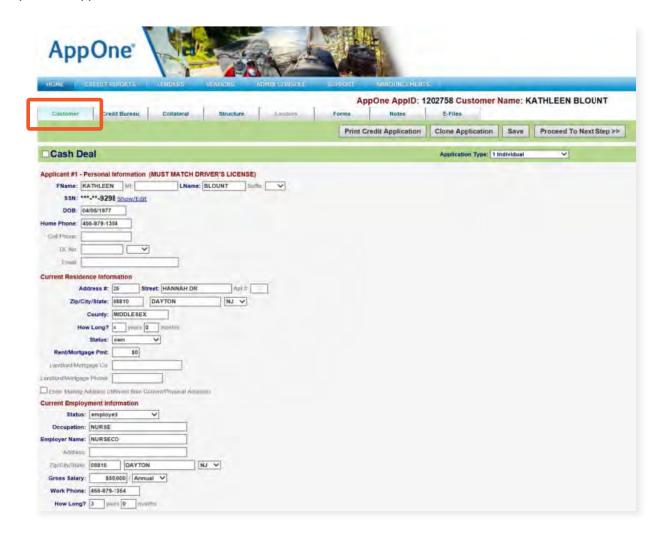




**Option Two:** Dealers can also pull credit after creating a new application in the system. From AppOne's homepage, click "**New Deal**" in the top-right corner.



Start the application from the "Customer" tab, as shown below, and input the required information into the provided application form.



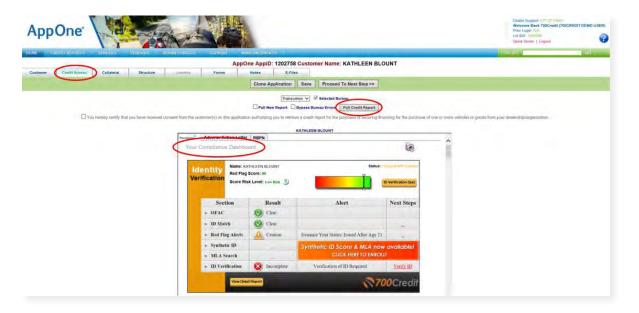




After completing the applicant information form, click the "Credit Bureau" tab.

Located below the navigation panel and green bar, use the drop-down menu to select which bureau to use for the credit pull. After specifying the bureau, the dealer can click "Pull Credit Bureau".

700Credit's full credit report will appear on screen in an iframe. From here, dealers can utilize the tabs at the top of the report to pan between the identity verification and full credit report, Adverse Action Letter and Risk-Based Pricing Notice. They can also use the grey hyperlink below these tabs to access the Compliance Dashboard.







## Introduction to QuickScan

**QuickScan** from 700Credit is a powerful mobile document scanner that provides dealerships real-time confirmation of the legitimacy of a customer's driver's license and identity. QuickScan will verify a customer's driver's license and identity in minutes. Each time an online customer completes a QuickScan, you will be confident that you are working with the person your customer says they are without putting Non-Public Information (NPI) on your team's devices.

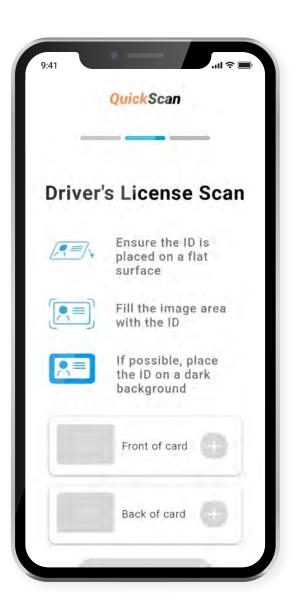
Although it can be used in-store, QuickScan can be particularly helpful when used to verify the identities of online car buyers.

## **Every scan includes:**

- Driver's License/Document Verification
- Selfie Verification/Liveliness Detection
- Front/Back Driver's License Validation
- Device Verification
- Synthetic ID Fraud Detection
- Identity Verification Check & OFAC
- DMV Look-up
- Deal Jacket Integrations

# **Benefits to Mobile QuickScanning**

- Verify the identity of your customer at the top of the sales funnel. Before they even enter the store.
- Scanning both the front and back of the DL provides all data needed to validate the document.
- QuickScan takes the NPI (non-public information) out of the hands (and off the mobile devices) of your salespeople.







# **Initiating a QuickScan**

# Option One: 700Dealer.com

Dealer logs into 700Dealer.com and selects the "DL Scan" menu item in the left-hand navigation panel.

Upon accessing the page, the dealer is prompted to enter the customer's mobile number. Once entered, click the "Send Link" button to proceed. Each unique link is valid for 60 minutes.



When a link has been sent to the consumer, this message displays, prompting the dealer to review the application list to find the QuickScan results.

**Note:** The official result will not be available until the consumer finishes the document upload process.

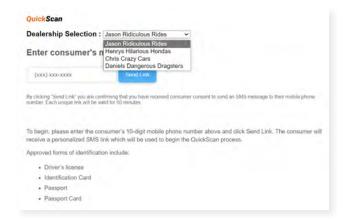






Access to multiple stores that use QuickScan? After logging into the 700Dealer portal and selecting "DL Scan" to send a link, the user will see a filter drop-down for "Dealership Selection".

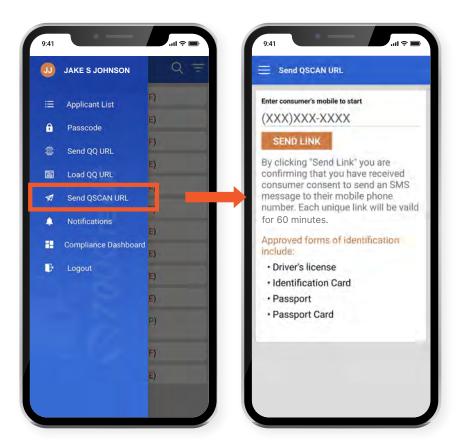
**Note:** Make sure to select the proper location that you are wanting to send the QuickScan link for. It does need to be under the respective location for compliance and legality reasons and also affects billing, so please be diligent with this feature.



## Option Two: QuickMobile App

From within the QuickMobile App, open up the left-hand navigation pane and click on the menu option, "Send QScan URL", as shown below.

Enter the consumer's mobile number, and click "Send Link".







# **Consumer Experience**

The consumer will receive a link notification on their mobile device.

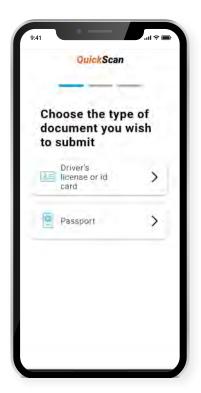
In order to proceed, the consumer must open the link and accept the terms and conditions.



The consumer selects the type of document to be captured.

Consumer's have the option between two documents that can be provided:

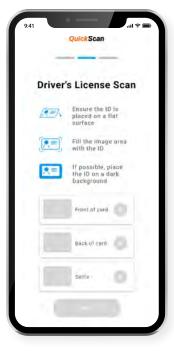
- Driver's License/Govt. Issues ID Card
- Passport/Passport Card







The consumer will be taken through the process uploading the 3 required images: front and back of document, and a selfie image. Click on the "+" attached to each image tab to open the drop-down and access the mobile phone's camera.

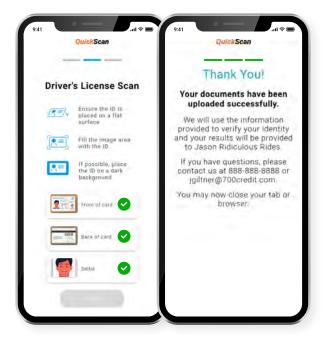






If the document was successfully uploaded, the customer will get a "Thank you" screen.

The dealer's unique contact information will be displayed as the contact reference for the customer.



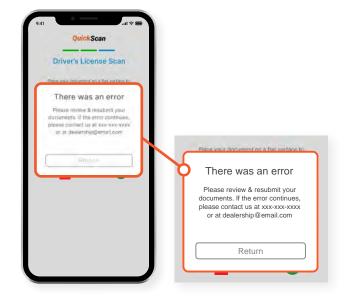




If a problem occurs with the consumer uploading their documents, the following error message will be presented on screen.

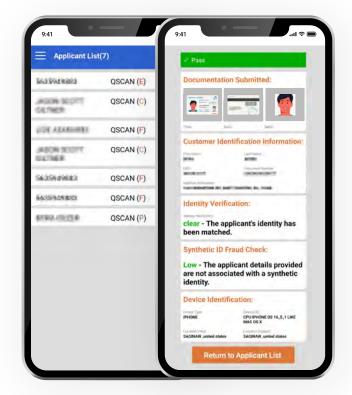
Hit "Return" to be redirected back to the beginning of the QuickScan process where the user is able to try again.

If the problem persists, contact 700Credit's 24/7/365 support team for assistance: (866) 273-3848 or support@700credit.com.



The information obtained from the consumer's license is immediately run against various identity verification tools to find any potential evidence of fraud.

Results are instantly stored and accessible to dealers within 700Dealer, 700Credit's online dealer portal [www.700dealer.com].







# **QuickMobile App (Dealer Mobile App)**

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

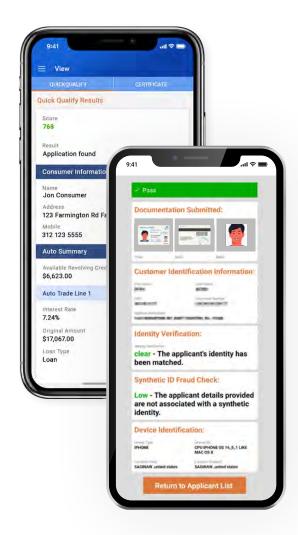
Specifically designed for dealers to manage their soft pull leads (*QuickQualify and QuickScan*) from a single, safe platform. It protects your consumer's information with a **secure login screen** and available at anytime on your own mobile or tablet device. .

- 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 settling 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 <a href="mailto:support@700credit.com">support@700credit.com</a>.















# **Understanding Your QuickScan Results**

**Every QuickScan result consists of the following seven items:** 

- 1. Images Submitted
- 2. ID Information Verification
- 3. Identity Verification
- 4. Synthetic ID Fraud Check
- 5. Device Identification
- 6. DMV Verification
- 7. OFAC Check

This section will break down each of these seven componenents and explain what their purpose or benefit within the QuickScan process is.

# (1) Images Submitted

This consists of a front & back of the driver's license (front-only for passport) and a selfie. QuickScan analyzes the front/back for a match and pulls the PII from the document. The selfie is checked for liveness and is also compared to the image on the document.







(2) ID Information Verification

QuickScan uses OCR (optical character recognition) to detect and digitize the information from a customer's document. This information is then checked against a known fraudster database, checked for accuracy in document info and is used to check that the front and back images are from the same document.

Back

The document number (license number) is checked against doc numbers known to have been used in previously detected fraud.

Smaller details, like expiration date, are quickly weeded out by QuickScan.

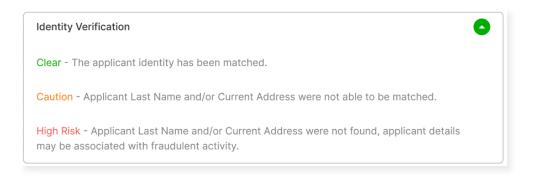






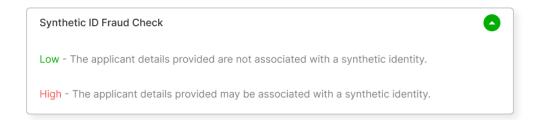
# (3) Identity Verification

QuickScan's Identity Verification checks the customer's information against a known database to help determine that the identity can be matched to known identities.



# (4) Synthetic ID Fraud Check

In addition to the Identity Verification, QuickScan delivers a Synthetic Fraud check on each applicant. Dealers see a low/high result for this section and are warned with a "Caution" regarding the applicant.



# (5) Device Identification

With each applicant, QuickScan gathers detailed information about the device used to submit the documents. This includes the location (*display v. real*), the device type, OS, and more. The device identification section is for informational purposes only and is not checked for fraud at this time.

At launch, we will be collecting this information, but are not using it in determining a pass/fail.

**Note:** In the future, we may assign a score to the device to help determine if a dealer should do additional identity checks with the customer.





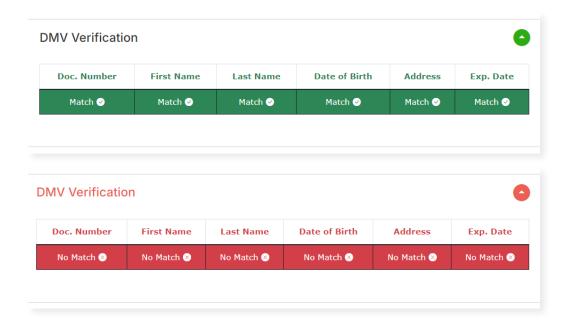


# (6) DMV Verification

The DMV Verification feature will connect to certain state DMV agencies and verify the various pieces of information on the license:

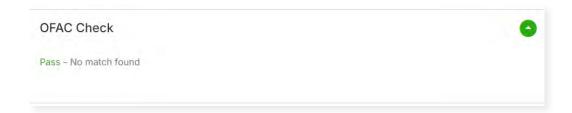
- 1. Document Number
- 2. First Name
- 3. Last Name
- 4. Date of Birth
- 5. Address
- 6. Expiration Date

There is an indicator for each of these on the QuickScan report:



# (7) OFAC Check

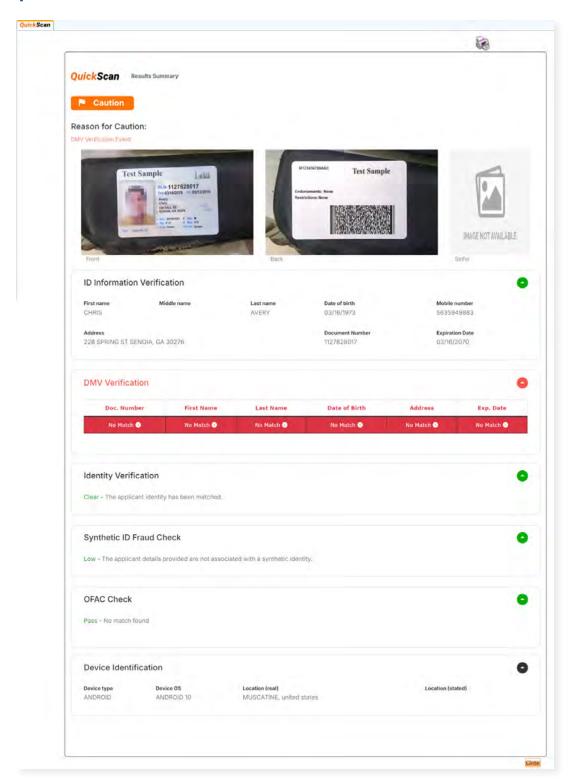
The OFAC feature in QuickScan runs an OFAC check on the individual and returns all information if there is a hit.







# **Example Interface**





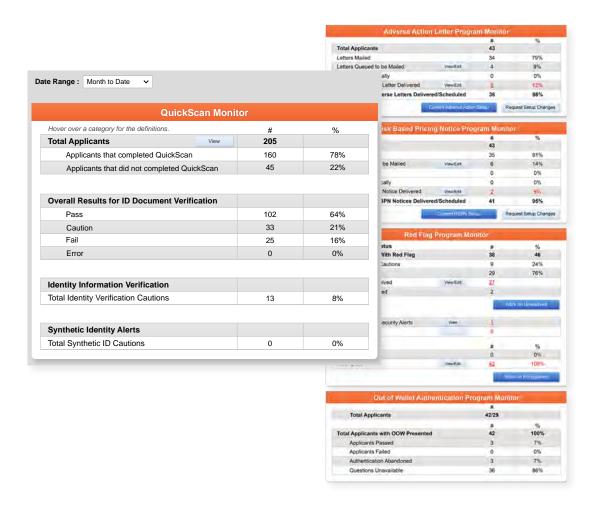


## **QuickScan Monitor**

As a part of the Compliance Dashboard, dealers are able to view real-time analytics of their driver's license and identity verification activity within the "QuickScan Monitor" segment.

Dealers have access to the following driver's license authentication and identity verifrication data:

- 1. **Total Number of Applicants:** Breaks down the number/percentage between those that have completed a QuickScan, and those that have not.
- Overall Results for ID Document Verification: A quick "snapshot" results of your scan, categorizing them into one of four tiers: Pass, Caution, Fail, or Error.
- 3. Identity Verification Cautions: Keeps a record of the number of identity verification flags that have occurred.
- **4. Synthetic ID Cautions:** Provides instant access to the number of synthetic ID alerts that have occurred.







# **Recommendations Based on Results**

Fail Reasons:		Recommendations:
ID appears to be digital or paper ID or a tampered document.	<del>&gt;</del>	We don't accept paper or digital copies of IDs. need to make sure customer takes photo of permanent ID.
Liveness detection failed.	<u></u>	Image(s) don't appear live, check document/selfie.
ID image is not usable.	<u>&gt;</u>	Have customer take photo of ID on dark solid background with as little glare as possible.
Data extraction failed.	<u>&gt;</u>	Have customer take photo of ID on dark solid background with as little glare as possible.
Required PII data missing.	<u>&gt;</u>	Have customer take photo of ID on dark solid background with as little glare as possible.
Front to back matching failed or issue with document number.	<u>&gt;</u>	Have customer take photo of ID on dark solid background with as little glare as possible.
Known fraudster based on document number.	<u>&gt;</u>	Report them.
ID expired.		Have them provide ID that's not expired.
ID not allowed.		Non-U.S IDs/passports aren't accepted.
DMV Verification failed.	<u>&gt;</u>	Ask for additional information, ex. utility bill.
Caution Reasons:		Recommendations:
Selfie does not match ID photo.	<u>&gt;</u>	If photo isn't a straight on head-shot, our system won't be able to analzye all facial features. Can have customer do the QuickScan process again & make sure they take a straight on headshot.
IDV Caution.	<u>&gt;</u>	Run full IDV before completing transaction.
IDV High Risk.	·	Run full IDV before completing transaction.
SID Hit.	<u> </u>	Complete Synthetic ID remediation.
OFAC Hit.	<u>&gt;</u>	Complete OFAC remediation.
OFAC Check returned a match	<u>&gt;</u>	Additional verification recommended.





# **DMV-Lookup**

The following table represents the states that are currently participating in our DMV-Lookup feature.

Jurisdiction	Authorized	Unauthorized
AL	Х	
AR	Х	
AZ	Х	
CA		Х
СО	Х	
СТ	Х	
DC	Х	
DE	Х	
FL	Х	
GA	Х	
HI	Х	
IA	Х	
ID	Х	
IL	Х	
IN	Х	
KS	Х	
KY	Х	
LA		Х
MA	Х	
MD	Х	
ME	Х	
MI	Х	
MN		Х
МО	Х	
MS	Х	

Jurisdiction	Authorized	Unauthorized
MT	Х	
NC	Х	
ND	Х	
NE	Х	
NH	Х	
NJ	Х	
NM	Х	
NV	Х	
NY		Х
ОН	Х	
OK	Х	
OR	Х	
PA		Х
RI	Х	
SC	Х	
SD	Χ	
TN	Χ	
TX	Χ	
UT		Х
VA	Χ	
VT	Χ	
WA	Х	
WI	Х	
WV	Х	
WY	Х	





# **QuickScan FAQ's**

#### Will QuickScan work overseas?

The text message will be sent. However, the user may be blocked when the link is clicked. This is due to the use of a foreign IP address. Most cyber-attacks come from overseas. As 700Credit doesn't do business outside the US, there is no need to let in those IPs.

## Will non-US IDs and Passports work?

The list of acceptable documents for 700 Credit only includes US documents. Foreign documents are not allowed and will be categorized as Unsupported IDs. However, documents from US territories are not subject to these restrictions.

## Images look fine but don't work?

QuickScan is powered by AI reading data from imagery that was captured by a consumer from their own personal device. AI is a great time saving device, but it is not as good as the human eye/mind combination. It might miss things that you and I can see. The human eye is equivalent to nearly 600 megapixels. Phone cameras, even when working properly, in perfect lighting/focus conditions, are far from that.

#### **Failures due to Consumer Devices**

QuickScan runs on a consumer grade device. It is limited to the abilities (perhaps degraded) of that device. The consumer must have a phone capable of receiving texts in that moment; the phone can't be powered down or out of text messages for the month. Then, it must be a smartphone with a functional browser (not corrupted by spyware/malware) and proper Internet access. The list of variables is lengthy. The point is that consumer devices can be a failure point.

#### Tap for Capture

Initially, QuickScan attempts to take the images automatically. After a short time, if unable to auto capture, the message with change to: "Make sure ID edges are inside the frame and tap screen to capture." At this point, the consumer should tap to capture the image and then follow any on screen prompts. If the consumer device is having issues, it should be rebooted, the browser cache should be cleared, and they can try again.

#### **QuickScan Automated**

Unlike other solutions in the industry, QuickScan is fully automated. There is no person-in-the-loop at any point during the transaction. The allows for consistent results and fast decisioning.

#### **OuickScan Link Timeout**

The QuickScan link sent to the consumer will timeout after 60 minutes.





# **Activating QuickScan in AppOne**

Activating QuickScan in AppOne begins within the **Admin Console**. Select "**Dealer 3rd Party Interfaces**", then "**Compliance/Fraud Detection**", and finally check the "**Enable/Disable**" box.



## **Initiating a QuickScan**

Once in a deal, users can utilize the QuickScan feature from the "Credit Bureau" tab. Next, select the "700Credit QuickScan" tab, and then the "Send QuickScan URL to Customer Phone".



Verify the name and phone number of the customer and click "Send Link" to send a text message link to the customer's phone.







The consumer receives an alert on their mobile device containing the link to initiate the document capture experience.

Customer will follow instructions (as explained in previous section) to send their necessary documents and a selfie to 700Credit for verification.



Once the documents are reviewed by 700Credit, the verification results display on the "700Credit QuickScan" tab.







The results of the verification request is also displayed next to the "DL No." field on the "Customers" tab as a hyperlinked button.

Click this button to access the 700Credit QuickScan page on the Credit Bureau tab, where you can review the full verification report results.







## 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**

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, a link to their compliance dashboard, and QuickScan results (*if applicable*).







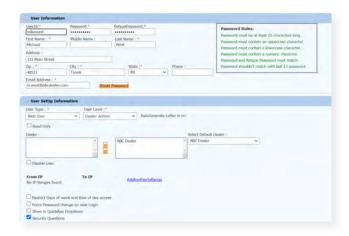
## **Managing Users**

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.



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



# **Creating a New User**







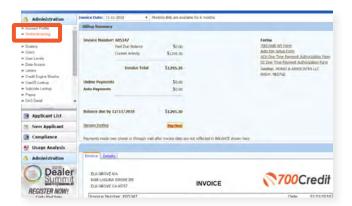
To create a new user, it is easiest to find a similar user id, and select the "Copy" action, as highlighted in the previous step.

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



# **Viewing Invoices**

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







## **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:

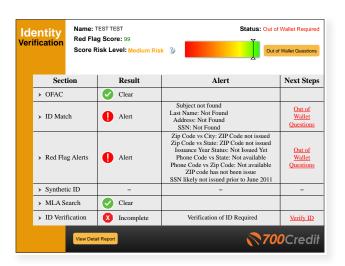
- Red Flag which includes OFAC on every Applicant, and remediate all alerts
- Properly provide Adverse Action and Risk Based Pricing notices to consumers
- Must abide by the regulations, and be able to PROVE they abide through monthly audits.
- Dealers are required by law to have a WRITTEN Identity Theft 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**

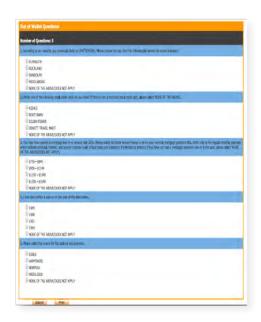
- OFAC Database Search
- Address Verification against a Public Record Database
- Fraud Database Check
  - Database contains known fraudulent addresses (Prisons, mail drops, fraudulent activity in the past, etc.)
  - · Master Death File
  - · Social Security Number Validation
- ID Verification Component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

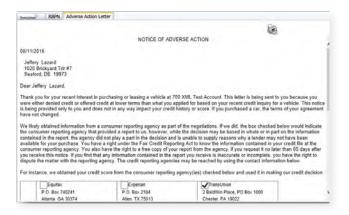




## **Adverse Action Notices**

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.

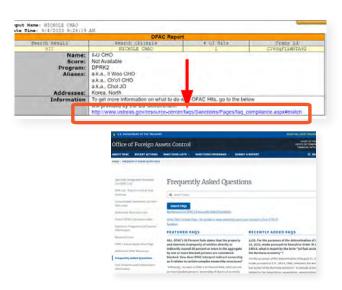
A "**next steps**" link will appear with insturctions on how to resolve the issue, as shown to the right.



### **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.



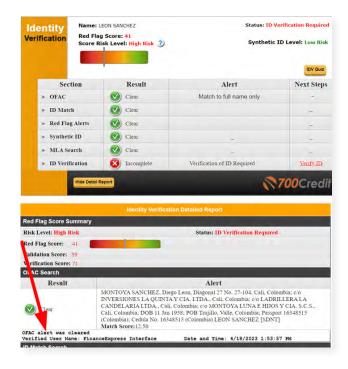




#### **OFAC Cleared**

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

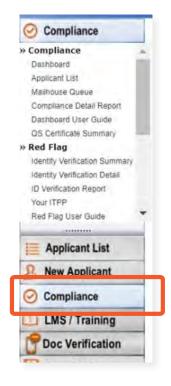




# **Viewing Audit Reports**

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

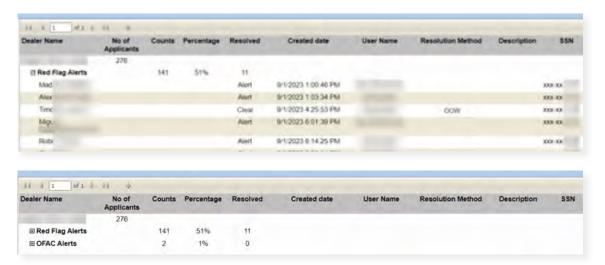
Click on the report you would like to view. Examples of each report are provided on the next page.







#### **RED FLAG REPORT:**



#### **IDENTITY VERIFICATION REPORT:**



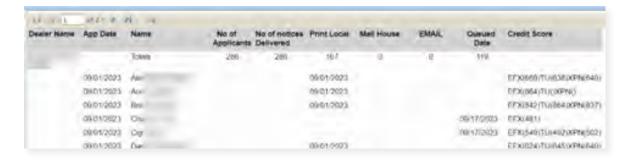
#### **OUT OF WALLET REPORT:**



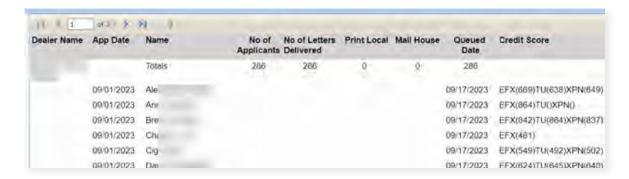




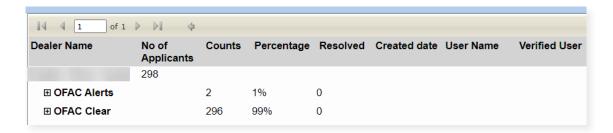
#### **RISK-BASED PRICING NOTICE REPORT:**



#### **ADVERSE ACTION REPORT:**



#### **OFAC REPORT:**



You should have been sent your <u>700Dealer.com</u> 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 <a href="mailto:support@700Credit.com">support@700Credit.com</a>.

