

# DIGITAL FINANCE SOS: IS DR THE ANSWER?

## ANTICIPATED BENEFITS OF DIGITAL RETAILING FOR CONSUMERS & DEALERS



### IS DIGITAL RETAILING THE SOLUTION?

A growing number of auto loan customers are initiating automotive loan interactions via digital finance technologies [website and apps]

91%

of consumers would accept (or at least consider) and instant vehicle loan offer if that mean they could avoid dealing with a bank or doing extra paperwork according to JD Power.\*

63%

The majority of dealers (63%) report that the F&I time delay continues to be the biggest obstacle to profits, customer satisfaction and loyalty.\*

62%

of dealers cited 'quoting consumer qualified payment terms' online' as the #1 opportunity to improve the customers online to in-store transition.

60%

of dealers using digital retailing (DR) solutions say that the average profitability of digital retailing-initiated transactions is equal to, or higher than, non-DR initiated transactions.\*