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MPP Multiple Payment Plans

An Introduction for Dealers

Brief Product Summary



Your customers have chosen the vehicle they want to purchase. All that remains is to close them on a payment. The MPP system starts with the information from their quote or deal and presents ten different payment plans from which they can choose. No more guessed payments and possible consumer expectation issues!

The plans start out sharing the sale price, default fees, insurances, and we-owes. Each plan uses different terms and APR's. You can customize each plan by changing the products you sell and even the sale price! You can also rollback any plan to meet your customer's budget. Taxes and credit insurance premiums calculate separately for each plan.

Once you settle on a plan, MPP interfaces back to the original deal or quote, changing it to match the plan. You finish in the FI or WAQ system with which you are familiar.

Requirements

Below are the required elements of the MPP:

- ✓ Finance and Insurance must be installed to use MPP from a deal.
- ✓ Sales Management must be installed to use MPP from Work a Quote.



System Features



- ✓ Includes a setup module that allows you to set the default terms and APR's for five retail plans and five balloon plans.
- ✓ MPP is accessible from inside a deal, and if sales management is installed, from a quote.
- ✓ Each payment plan can carry different products as well as different terms
- ✓ It's just like creating 10 deals at once!
- ✓ Converts a selected plan to a quote or a deal.

Training

Dealers who purchase the Multiple Payment Plans application from ADP will receive installation, configuration, and user documentation. Users normally become comfortable with the software in about 2 hours. This application is an add-on to functions FI and WAQ on your FI accounts. All other FI and WAQ features and functionality remain the same.

Costs

Please contact Car!nk for pricing information.