

Solera Auto Finance.  
Best-in-class technology  
meets world-class  
financial services.

AutoMate

AutoPoint

DealerSocket CRM

iDMS

LoJack

RedCap

TitleTec

and more!



Profitability



Reliability



Speed

# Solera Rewards Program

## Overview

Solera, through its Solera Auto Finance subsidiary, has developed an industry-first rewards program to help dealerships offset the installation and monthly costs of Solera software and services. This benefits dealerships by lowering the upfront switching costs and ongoing fees for DMS, CRM, marketing, fixed ops solutions and more, allowing dealerships to adopt high-value services with greatly reduced expense impacts to their businesses.

In an environment where DMS providers have historically used complementary and add-on services to increase the monthly costs of their services to dealers – frequently by thousands of dollars – Solera stands apart. We offer dealers a program that provides valuable F&I services to dealerships while also lowering overall costs.

The Solera Rewards Program allows dealerships to earn rebates against future and ongoing installation and license fees for the purchase of Solera software and services, based simply on funding loans through Solera Auto Finance.

## Eligibility and Reward Levels

Any dealership enrolled and approved as a Solera Auto Finance Customer in good standing is eligible to earn credits that may be applied for future and ongoing Solera dealership software and services.

For each 21 loans funded through Solera Auto Finance in a calendar quarter, a dealership will earn a rebate of up to \$7,500 (a “Quarterly Rebate”). Dealership groups with multiple rooftops can accrue rebates on the aggregate number of loans funded across all participating Solera Auto Finance dealerships, accelerating their earned Quarterly Rebates. Quarterly Rebate values are tiered based on the Solera software and services utilized, as shown below:

Tier 1 \$7,500 per Calendar Quarter	Tier 2 \$4,500 per Calendar Quarter	Tier 3 \$1,800 per Calendar Quarter
AutoMate DMS	AutoPoint MPI	PickUp and Delivery (RedCap)
DealerSocket CRM	AutoPoint Marketing	Appointments (RedCap)
LoJack	Inventory+	
	iDMS	

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## Quarterly Rebate Redemption

Upon signing a 12-month contract for any of the above software or services, a dealership may redeem accumulated Quarterly Rebates against installation fees, and/or a maximum of two quarters of on-going license fees. After deducting any amount the dealership chooses to allocate to installation expenses (paid after successful installation), a dealership will receive Quarterly Rebate Payments to apply to its license fees (paid within 15 days of the end of each eligible calendar quarter). Rebates can be accumulated for a maximum of two quarters and expire six months after the end of the calendar quarter in which they were earned.

After installation, dealerships can automatically continue to accrue additional Quarterly Rebates as described above. These can be used to offset fees associated with installed Solera software and services, or towards the costs of implementing additional Solera software or solutions.

### Special note for existing AutoMate customers

If you are already a valued AutoMate customer, all you need to do is simply finance through Solera Auto Finance, as existing AutoMate subscriptions in good standing are automatically eligible to earn ongoing Quarterly Rebates!



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