

## Reynolds and Reynolds Announces Wider Availability of F&I eForms; Now Available to Dealerships in All 50 States

DAYTON, Ohio – January 7, 2008 – Reynolds and Reynolds, a leading provider of software and services to automotive retailers, announced today wider availability of its F&I eForms, a proven tool that brings efficiency and helps increase customer satisfaction in dealership F&I departments. The F&I eForms application for the Reynolds ERA<sup>®</sup> dealership management system now is available in all 50 states.

The key business advantage for dealers using F&I eForms from Reynolds is marked improvement in a positive customer experience and more efficient, more professional business transactions in the finance department.

Consumers who purchase a vehicle from a dealership typically spend 25 percent of their time in the finance office finalizing their purchase and related paperwork. With F&I eForms from Reynolds, dealerships can speed up the forms preparation process in front of the consumer and reduce the most common forms errors in the finance office. Using F&I eForms also can reduce a dealership's reliance on pre-printed forms and forms inventory. In addition, dealerships that use F&I eForms can automatically merge deal data and electronic signatures into laser-printed finance contracts, insurance applications, state forms, and aftermarket agreements.

"I absolutely recommend F&I eForms," says Jeff Hutchinson, F&I Director at Byers Mazda Subaru in Columbus, Ohio. "The neatness, the speed, and the efficiency are remarkable. Forms always align, and the forms look better for customers when they sign... it is always legible and never a light, hard-to-read copy. By using F&I eForms, I save 5-10 minutes on a typical deal, which means I have more time to sell up front and I don't have to panic over running out of forms."

Jon Strawsburg, vice president of Product Marketing for Reynolds, adds, "We continue to work with our customers on ways to improve the F&I experience in the dealership and to make F&I departments more efficient and cost effective. With our growing library of F&I eForms, our customers focus less on paperwork and more on serving their customers and creating a positive impression."

F&I eForms also brings a number of benefits to industry providers, including efficiencies gained in storing and distributing new and revised forms. Interested providers can contact [eforms.library@reyrey.com](mailto:eforms.library@reyrey.com) for more information on how to participate.

### About Reynolds

Reynolds and Reynolds is the automotive industry's largest and most trusted provider of automobile dealership software, services, and forms to help dealerships maximize sales and profits and improve business results. The company is headquartered in Dayton, Ohio, with major operations in Houston and College Station, Texas, and Celina, Ohio. ([www.reyrey.com](http://www.reyrey.com))

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