



## Automotive Finance Division

### Market Presence

Today, three of the top five and 10 of the top 25 U.S. automotive finance companies run on Fidelity National Information Services, Inc. (FIS) systems, a 46-percent market share, based on outstanding receivables. FIS is clearly the market leader and growing daily through the success of our clients.

### Solutions

In response to the challenges facing the technology-services marketplace, FIS expanded our company, capabilities, and industry presence specific to the automotive finance market. FIS' guiding principle is that technology migrations are continual and inevitable, but should NEVER result in the loss of functionality or mandate changes to current business processes. FIS solution sets have emerged as a supported "commercial, off the shelf" product suite, yet configurable to support individual client and country-of-market business requirements. By supporting and consolidating loan and lease portfolios under a single source system, FIS' Advanced Lending Solutions are considered the most robust application suites available and are grounded in international and market-proven business processes.

FIS' solutions have positioned our customers to benefit from faster development of a complex and integrated technology suite of applications, allowing customers to respond to changing business factors with agility and reducing the total cost of ownership and ongoing operations. FIS enables our clients to achieve staffing efficiencies, risk reduction, consistent customer servicing quality and net expense reduction over time.

Along with our specialized suite of automotive finance solutions, FIS' Automotive Finance division offers professional services, including:

- Consulting, including BenchMark International, Inc.
- Integration services
- Project management
- Applications programming
- Conversion services
- IT processing services, analysis, performance tuning
- Production support
- Facilities management
- Full outsourcing



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## Alliances and Partnerships

FIS' business alliances and partnerships play a key role in rounding out FIS' solutions. FIS establishes alliances with companies that offer technology and solutions compatible with existing FIS solutions, are considered industry leaders, and have a proven track record of financial and corporate stability.

FIS partners with other companies when the alliance:

- Adds business value for the customer
- Provides a solution for multiple customers
- Is important for solution delivery
- Creates new business opportunities
- Fulfills the customer's, the partner's and FIS' expectations

The customer benefits of FIS alliance strategies include:

- Providing solutions to changing technology needs from a single source
- Providing "best-of-breed" products to fill a niche in a complete software solution
- Saving product research time and money for our clients
- Reducing technology risk, since FIS evaluates several vendors
- Leveraging your FIS relationship to ensure prompt, responsive service

FIS provides the critical link between technology and business optimization. Our goal is to enable our customers to progress their respective strategic objectives through the appropriate use of technology and business practices. We have the collaborative vision to help organizations accelerate their success because we understand the automotive finance business behind the systems.

No other company has this industry-specific experience. No other company will understand your business challenges as well. No other company can deliver like FIS.

**Our track record makes selecting FIS a low-risk decision.**



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