

## **RouteOne Brings eContracting to All Southeast Toyota Finance Dealers**

*RouteOne announced today that Southeast Toyota Finance, a premier provider of automotive financing for 176 Toyota dealers in the southeastern United States, has expanded their partnership to include eContracting on RouteOne's automotive finance platform.*

Farmington Hills, MI ([PRWEB](#)) June 21, 2016 -- RouteOne announced today that Southeast Toyota Finance, a premier provider of automotive financing for 176 Toyota dealers in the southeastern United States, has expanded their partnership to include eContracting on RouteOne's automotive finance platform.

"We have a shared commitment to customer service and making it easier for dealers to sell and finance vehicles," states Justin Oesterle, RouteOne Chief Executive Officer. "RouteOne eContracting improves the customer experience by reducing errors, ensuring all required signatures are captured, and validating deal data; all of which can contribute to faster funding for dealers. Through these and other efficiencies, RouteOne eContracting delivers a positive impact for dealers, customers, and finance sources."

RouteOne continues to be an industry leader in eContracting, which is evident through its eContract volume; exceeding 5 million funded deals since the inception. This momentum continues to accelerate as leading finance sources, like Southeast Toyota Finance, have elected to implement RouteOne eContracting. RouteOne continues to invest in enhancements to its eContracting platform to provide dealers the optimal technology solutions to sell and finance vehicles. The most recent enhancements to the RouteOne eContracting platform include electronic signature capture on mobile devices, the ability to switch associated credit applications, and self-service ability for dealers to convert eContracts to paper when necessary. RouteOne is committed to offering the best, most transparent experience possible to dealers in a market with evolving demands.

"Our number one business goal is to help our Toyota dealer partners achieve success," said Joanna Sherry, Vice President of Sales and Marketing at Southeast Toyota Finance. "eContracting is an initiative that will position our dealers to streamline the contract process and produce faster funding. It will deliver a superior experience to both our dealers and Toyota customers."

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### About RouteOne

RouteOne was formed in 2002 by Ally Financial, Ford Motor Credit Company, TD Auto Finance, and Toyota Financial Services to improve the F&I process for automobile dealers and their customers. Connecting thousands of dealers and finance sources in North America for vehicle financing, RouteOne's platform delivers a comprehensive suite of F&I solutions across multiple channels: in-store, online, mobile, and via third-party solutions. Its flagship products include credit applications, eContracting, compliance, desking and digital retail services. In addition, RouteOne enables dealer choice across a wide variety of best-in-class providers through open integrations with over 125 DSPs. More information is available at [www.routeone.com](http://www.routeone.com).

### About Southeast Toyota Finance

Southeast Toyota Finance is an operating division of World Omni Financial Corp., established in 1981 as the first import automotive captive finance company in the United States. The company offers financing to Toyota dealers and consumers in Alabama, Florida, Georgia, North Carolina and South Carolina. Southeast Toyota Finance is the leading provider of retail and lease financing for new Toyota purchases within its operating



footprint, consistently ranking at the top of its class in market share and dealer satisfaction. The company owes its success to its innovative finance retail and lease programs, loyalty programs, college graduate and military rebate programs, and its commitment to strong dealer relationships and customer service. The company's portfolio of dealer loans includes inventory financing, as well as working capital, real estate and construction loans. World Omni is a subsidiary of JM Family Enterprises, Inc., a diversified automotive corporation ranked No. 23 on Forbes' list of "America's Largest Private Companies." JM Family is also ranked No. 34 by FORTUNE® as one of the 100 Best Companies to Work For®, its 17th consecutive year on the list.



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