



Today's News

Finance Express Announces Business Relationships with JM&A Group and JMsolutions

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Finance Express, which operates the premiere online dealer management system with integrated auto finance platform specifically designed for the independent automotive used car dealer, entered into a joint marketing agreement with **JM&A Group** allowing Finance Express to offer Extended Warranty and GAP programs to their dealers. **JM&A Group** is a **JM Family Enterprises, Inc. (JM Family)** group of companies and one of the largest independent providers of automotive finance and insurance (F&I) products, programs, training, and consulting. In addition, Finance Express and **JMsolutions**, another **JM Family** company and leader in automotive web-based products and services, established a business relationship to integrate **JMsolutions'** ProFi(TM) Menu product with the Finance Express dealer management system (FEX DMS).

"These announcements are testaments to the strength of our company within the automotive business! Finance Express will be the first dealer management system of its kind to offer its independent automotive used car dealers access to **JMsolutions'** ProFi Menu and **JM&A Group's** Extended Warranty and GAP programs," states David Huber, President of Finance Express. "This is another opportunity for our dealers to present and sell comprehensive aftermarket products and services to their customers at competitive prices, while increasing their profit margin on every car sold."

"Finance Express has an excellent value proposition for the independent used vehicle dealer channel," says **Mike Casey**, Vice President of Strategic Alliances, **JM&A Group**. "The combination of the FEX platform and FEX's dedicated field force, **JM&A Group** products and field training, along with **JMsolutions'** ProFi Menu provides dealers with access to main stream new vehicle franchise tools that should immediately impact their bottom line."

"We are very excited about this new agreement with Finance Express," says **Tim Zierden**, Assistant Vice President and General Manager, Software Solutions, **JMsolutions**. "Franchise dealers who use ProFi Menu see immediate increases in F&I product penetration and enhanced compliance support, especially when coupled with **JM&A** products and training. We look forward to bringing the same results to the independent dealers represented in the Finance Express network."

About Finance Express

Finance Express is the leading provider of online services and web-based technology for the independent dealer market, including a comprehensive dealer management system with functions such as dealer inventory management, credit application processing, contracting, links to lending sources, buy-here-pay-here loan servicing and accounting systems integration. The comprehensive program provides dealers online access to an end-to-end solution that provides a safe and secure environment for participating lenders. More information can be obtained at <http://www.financeexpress.com/>.

About JM&A Group

JM&A Group (<http://www.jmagroup.com/>) is one of the largest independent providers of finance and insurance (F&I) products in the automotive industry. The group of four companies provides over 2,800 automotive dealerships and retail automotive outlets, which represent virtually all manufacturer makes and models, with a variety of products such as new and used vehicle protection plans, used vehicle certification programs, pre-paid maintenance plans, GAP programs, and F&I training for sales, service departments and used car sales operations and consulting services. With almost 30 years experience, **JM&A Group's** inter-related companies sold over 2.5 million vehicle-related service and maintenance contracts in 2007. **JM&A Group** is a division of **JM Family Enterprises, Inc.** (**JM Family**) (<http://www.jmfamily.com/>) of Deerfield Beach, Fla., a \$12.2 billion diversified automotive company ranked by *Forbes* as the 22nd-largest privately owned company in the U.S. **JM Family** is currently ranked No. 23 by FORTUNE(R) as one of the 100 Best Companies to Work For, its 10th consecutive year on the list.

About JMsolutions

A **JM Family Enterprises, Inc.** (<http://www.jmfamily.com/>) company, **JMsolutions** (<http://www.jmfe-jmsolutions.com/>) develops and markets innovative, integrated software systems that help automotive dealers improve operational efficiencies throughout the entire sales process while maximizing sales. **JMsolutions** focuses on customer relationship management, dealer deskings, finance and insurance menus, new and used car inventory management and reporting solutions. It also provides dealers with related training and consulting services. **JMsolutions** serves over 2,500 dealership clients nationwide, including the nation's top six dealer groups. Headquartered in Deerfield Beach, Fla., **JMsolutions** has major operations in Dallas, Texas.