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## F&I ADMINISTRATION SOLUTIONS SIGNS CLASSIC ONTO SCS AUTO GAP

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### *Third new customer this year to connect to SCS Auto*

**Chicago, Illinois. May 4<sup>th</sup>, 2010** – F&I Administration Solutions, LLC, the country’s leading provider of software for the administration of automotive F&I products, is pleased to announce the signing of an agreement with Norman & Co, Inc to F&I Admin’s SCS Auto platform. Norman & Co, Inc is a Florida-based provider of GAP and other products, all of which are sold under the Classic brand. The SCS Auto platform will be used for the administration of all of Classic’s products, including GAP.

“F&I Admin’s SCS Auto GAP solution presents many opportunities and efficiencies for us,” said Larry Graves, COO of Norman & Co, Inc., “We are particularly pleased that SCS Auto connects us to eight Menu systems. In addition, we have the ability to electronically store all documents within contracts and claims. These, together with many other features, will help us grow efficiently whilst managing our administration costs.”

“We are very pleased to sign Classic onto our SCS Auto GAP solution,” said David Trinder, CEO of F&I Administration Solutions. “The GAP module has been used by our customers for over a year now and in that time it has shown irrefutably to create efficiencies and save administration costs.”

The SCS Auto GAP platform is the only commercially available system that is specifically designed to support GAP. Built for automotive aftermarket product and service providers, it is a fully integrated, web-based solution that automates and streamlines the F&I product administration process. In addition to GAP, the SCS Auto suite is also designed to support the administration of vehicle service contracts, prepaid maintenance, appearance protection and more. SCS Auto is also broadly connected to other service providers in the industry including eight menu systems, parts databases, accounting systems and a state-of-the-art credit card solution for the efficient payment of claims.

“Classic recognized the value of being connected to all their constituents in the industry through F&I Admin’s SCS auto solution,” continued Trinder. “Our connection to eight menu systems is making us the ‘go to’ technology provider in the industry. As more partners connect, we can increase the efficiency of transactions and work with the industry to develop standards that will benefit everyone.”

**Additional information about SCS Auto can be found at [www.fiadmin.com](http://www.fiadmin.com).**

#### **About F&I Administration Solutions, LLC**

*F&I Administration Solutions, LLC is the leading provider of software for the automotive aftermarket industry, supporting products such as vehicle service contracts, GAP, prepaid maintenance, appearance protection and more. Built specifically for automotive aftermarket product and service providers, the SCS Auto platform is a fully integrated, web-based solution that automates and streamlines the F&I product administration process. This complete solution gives F&I product providers the necessary tools to run their back offices, while reducing IT expenses, time and manpower.*

*The hosted service is designed to allow provider administration staff to access a full suite of services that support product, contract, channel, claims and risk management functions, 24/7 via an intuitive graphical user interface using only a web browser. In addition to the administration functions, the system provides access to real-time data and a powerful reporting module that enables administrators to track payments, perform precise analyses and identify program inefficiencies.*

#### **About Norman & Co, Inc**

*Norman & Company, Inc., Oldsmar, Florida was incorporated in Cleveland, Ohio in 1984. Since 1994, the company has been marketing an extensive line of Classic-brand products and programs to new and used car dealers, banks, credit unions and secondary lenders through an ever-expanding national network of qualified independent agents.*

*Classic products serve the automobile, RV, marine and motorcycle/powersports markets for both new and used vehicles. In addition to three variations of GAP, Norman & Company also markets programs theft protection warranties, road hazard programs, tire and wheel programs and a Limited Lifetime Powertrain Warranty. Norman & Company recently introduced Sentry Loss Protection, a unique GAP-like product warranty specifically designed to cover vehicles that are leased or financed through credit unions or other private lenders.*