

For Immediate Release

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Carpay Comes on Board as New NIADA National Corporate Partner

Automating Your Soft Collections

Arlington, Texas (May 14, 2021) – Carpay, Inc., a loan management software provider for Buy Here-Pay Here dealers, has joined with the National Independent Automobile Dealers Association as a Bronze-level National Corporate Partner.

“Now more than ever, our BHPH members need access to results-oriented, revenue-focused products that elevate their ability to grow their business and provide services that create a meaningful experience for their customers,” NIADA vice president of member services James Gibson said.

“Having access to Carpay’s loan management software will go a long way toward helping BHPH dealers manage and grow their portfolio.”

Carpay helps catch late customers up and keep others from falling behind.

With more than \$3 billion of BHPH loan data, Carpay’s platform is constantly being updated to reduce late payments and help BHPH dealers keep their portfolio on time.

The platform offers:

- Unlimited text and email reminders (payment due, payment overdue, card failed, etc.).
- Mobile app for borrowers (iOS and Android).
- Web portal for borrowers (pay.carpay.com).
- “Make Payment” button on dealer websites.
- Automated phone number for borrowers to make payments 24/7 (English/Spanish).
- Text-to-pay.
- Work late accounts.
- Smart auto-pay.
- Dealer dashboard with portfolio analytics charts and detailed reporting.

“Most dealers come to Carpay after years of trying to piece together those services themselves,” Carpay CEO Brandon Cavalier said. “But it’s just much easier and the data plays off of itself when dealers can consolidate all of the services under one vendor that only thinks about how to help BHPH dealers manage their borrowers.

“Carpay helps manage dealers’ soft collections so their staff can spend their time on borrowers who need a little bit more attention.”

The National Corporate Partner program provides NIADA/NABD members with an extensive, highly vetted roster of partners they can rely on to help them grow their business, protect their assets and enhance their profitability.

“Dealers use NIADA to find vetted vendors to help them grow their dealerships and their bottom line,” Cavalier said. “So we’re honored to fill the spot for BHPH dealers looking for ways to keep their customers on time.”

As a Bronze NCP, Carpay is recognized as one of NIADA’s most trusted resources, with a proven track record of quality and excellence.

About Carpay

Founded in 2016, Carpay offers loan management software for Buy Here-Pay Here dealers. The platform gives BHPH dealers the help to reduce customer delinquencies and improve customer communications and gives dealers and their staff back the time to focus on what’s important.

For more information about Carpay, please visit www.carpay.com.

About NIADA

The National Independent Automobile Dealers Association (NIADA) is among the nation’s largest trade associations, representing the used motor vehicle industry comprised of some 40,000 licensed used car dealers. Since 1946, NIADA has represented the voice and interests of used car dealers at the federal level in Washington D.C. Coupled with its state association network across the country, NIADA’s grass-roots framework provides a dual layer of advocacy unmatched in the used motor vehicle industry.

For 75 years, NIADA has engineered programs and leveraged technology to fulfill its mission to advance, educate and promote the independent used car dealer. NIADA members subscribe to a strict Code of Ethics of duty, honor and integrity, and believe in the advancement of small business in support of the free-market system. More information about NIADA programs and educational opportunities is available at www.niada.com and www.niada.tv.