

Finance Navigator User Guide



A Detailed Guide on How to Use iVendi's Latest Innovation

HOW DOES IT WORK?

From 28th July, iVendi's Finance Navigator will start rolling out to users.

Finance Navigator uses **soft search directly from funders** to return the likelihood of a customer getting a chance of acceptance for a specific lender product. For lender rate for risk products, it also returns the personalised rate. Because this uses soft search, there is **no customer detriment associated** and will **dramatically cut rejected applications**, saving you time and reducing customer detriment associated with hard searches.

For those funders with soft search there will be 2 main types: **pre-approval** and **eligibility**. Pre-approval is the highest form of eligibility where, subject to verification of the applicant data provided, the lender will accept the customer.

For those dealers with a multi lender set up, you can **scan all of your lender panel** in one quick go. Just look out for the **Finance Navigator option** when quotes are generated as highlighted.

Use our Finance Navigator to personalise the indicative quotes displayed directly from the lender without impacting your customer's credit score
Start

Sort By:

Monthly Payments
Product
APR%
Total Amount Payable
Agreement Term

A quotation search (soft search) will be undertaken to get a decision
Fully guaranteed personalised rate returned with pre-approval

Product
Admiral HP Tier 1
(New Journey)

£329.83
Monthly Payment

9.9%
APR Indicative only

36 Months
Agreement Term

£11,874.88
Total Amount Payable

Pre-Approval Available

Get Pre-Approval
Save Quote

Personalised Quote

Cash Price	£10,300.00	Total Deposit	£0.00
Vehicle Price	£10,000.00	Administration Fee	£300.00
Part Exchange	£0.00	Total Amount Of Credit	£10,300.00
Settlement Figure	£0.00	Agreement Term	36 Months
Cashback	£0.00	Option to Purchase Fee	£1.00
Cash Deposit	£0.00	First Payment	£329.83
		Followed by 34 Payments	£329.83
		Final Payment	£330.83
		Interest Charges	£1,573.88
		Annual Fixed Interest Rate	5.09%
		APR	9.9%
		Total Amount Payable	£11,874.88

Finance is provided by Admiral Financial Services Limited, Ty Admiral, David Street, Cardiff, CF10 2EH. Credit is subject to status. This is not a commitment to lend, and this indicative quote is intended only as an example. We (Admiral) will pay a fixed-fee commission to the dealer for introducing you to us, based on the amount you borrow and the term of your agreement.

This APR is based on the customer's credit rating

▲ Hide Full Quote

A soft search will be performed to offer you a personalised rate

Product
Blackhorse HP R4R

£360.68
Monthly Payment

16.9%
APR Indicative only

36 Months
Agreement Term

£12,984.48
Total Amount Payable

Eligibility Check Available

Check Eligibility
Save Quote

APPLICATION PROCESS



Once you hit **start** - a form will appear for you to include details on the applicant. Lenders will use this along with asset information to make a decision.



Use our Finance Navigator to personalise the indicative quotes displayed directly from the lender without impacting your customer's credit score

Start



DX19HZE

MERCEDES-BENZ C CLASS COUPE C200 AMG Line Premium 2dr 9G-Tronic

2019

Finance Navigator



Personal Details

100% complete



Address

100% complete



Employment

100% complete



Affordability

100% complete



Summary

100% complete

Personal Details

Title

Mr

First Name

Alan

Middle Name

Last Name

Accept

Email

alan@accept.com

Mobile Telephone Number

07945 874587

Date Of Birth

15

05

1990

Marital Status

Married

No. of Dependents

None

Driving Licence

Full UK Licence

Back

Save and Continue

APPLICATION PROCESS



Complete the sections on the form and verify the information on the summary tab is correct. Once verified, click **submit** to continue.

Personal Details
100% complete

Address
100% complete

Employment
100% complete

Affordability
100% complete

Summary
100% complete

Summary

Vehicle Details

Make	MERCEDES-BENZ	Condition	Used
Model	C CLASS COUPE	Class	Car
Derivative	C200 AMG Line Premium 2dr 9G-Tronic	Vehicle Price	£10,000.00
Date of Registration	31/05/2019	Registration Number	DX19HZE
VIN		Mileage	12,000

Personal Details

Name	Mr Alan Accept	Marital Status	Married
Mobile Telephone	07945 874587	No. Dependants	0
Date of Birth	15/05/1990	Driving Licence	Full UK Licence
		Customer Email	alan@accept.com

Address History

Address 1

Address	235 Batley Road, Wakefield, WF2 0AH
Residency Status	Home Owner
Time at Address	35 years 0 months

Employment History

Employment 1

Occupation Basis	Employed Full Time
Occupation Type	Professional
Time in Employment	7 years 0 months

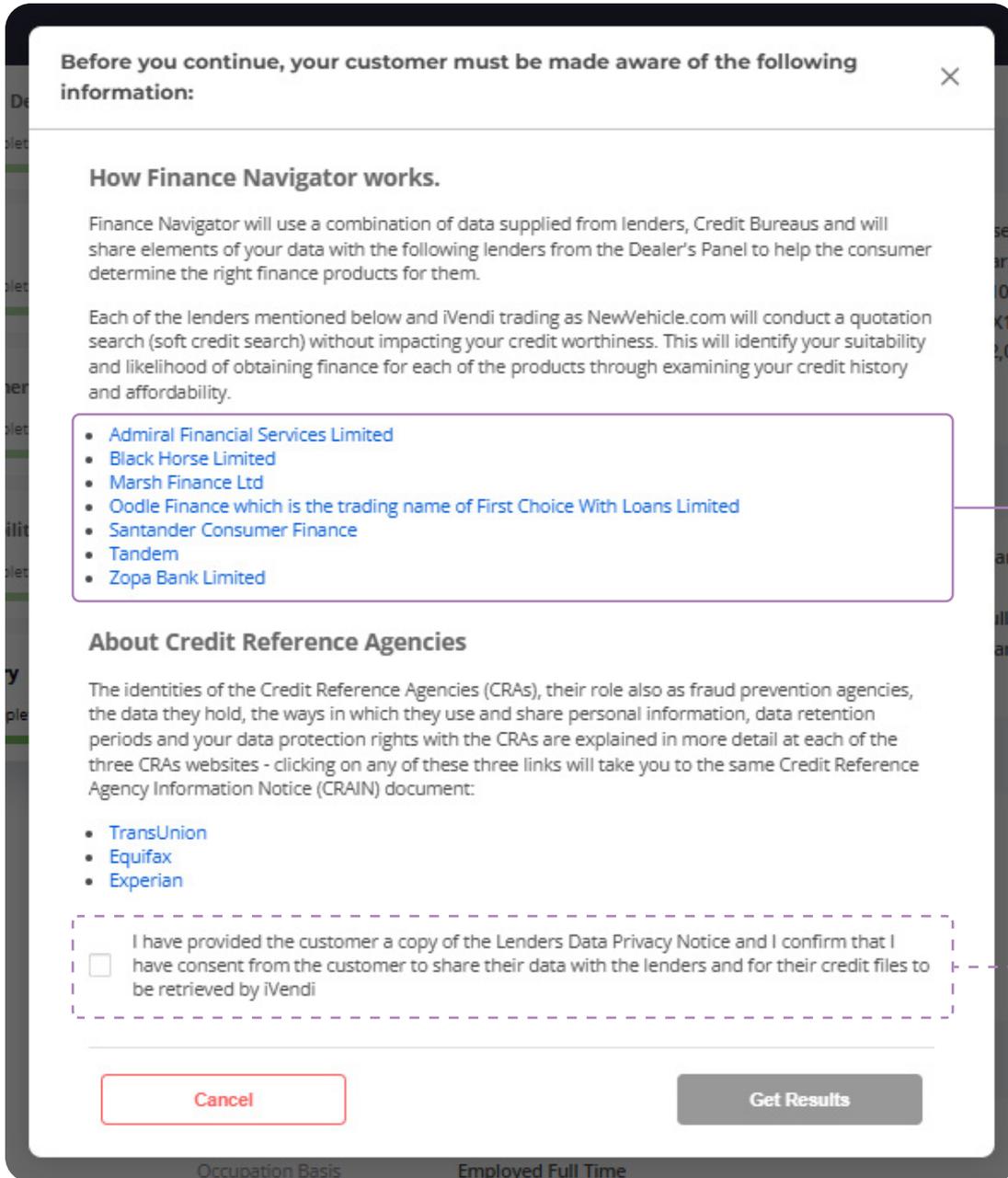
Affordability Details

Gross Annual Income	£54,000.00
Do you have any other household income?	No
Typical net monthly take-home pay	£1,200.00
Is this replacing a current loan?	No
Other committed monthly outgoings which are not debt related, e.g. childcare costs, spousal and child maintenance and school fees	£100.00
Do you foresee a downturn in your financial position during the term of this agreement?	No
Your share of monthly mortgage or rental expenditure	£100.00

[Back](#) [Submit](#)

DATA PROTECTION

Upon application submission, you will be presented with **links to the lenders** where that customer's details will be directly shared.



Before you continue, your customer must be made aware of the following information:

How Finance Navigator works.

Finance Navigator will use a combination of data supplied from lenders, Credit Bureaus and will share elements of your data with the following lenders from the Dealer's Panel to help the consumer determine the right finance products for them.

Each of the lenders mentioned below and iVendi trading as NewVehicle.com will conduct a quotation search (soft credit search) without impacting your credit worthiness. This will identify your suitability and likelihood of obtaining finance for each of the products through examining your credit history and affordability.

- [Admiral Financial Services Limited](#)
- [Black Horse Limited](#)
- [Marsh Finance Ltd](#)
- [Oodle Finance which is the trading name of First Choice With Loans Limited](#)
- [Santander Consumer Finance](#)
- [Tandem](#)
- [Zopa Bank Limited](#)

About Credit Reference Agencies

The identities of the Credit Reference Agencies (CRAs), their role also as fraud prevention agencies, the data they hold, the ways in which they use and share personal information, data retention periods and your data protection rights with the CRAs are explained in more detail at each of the three CRAs websites - clicking on any of these three links will take you to the same Credit Reference Agency Information Notice (CRAIN) document:

- [TransUnion](#)
- [Equifax](#)
- [Experian](#)

I have provided the customer a copy of the Lenders Data Privacy Notice and I confirm that I have consent from the customer to share their data with the lenders and for their credit files to be retrieved by iVendi

[Cancel](#) [Get Results](#)

Individual lenders may have specific instructions for you and **may require you to pass a physical copy of their data protection notice to the customers.** Click to **Accept** that you have the relevant customer consent to share their data and hit **Get Results**.

Finance Navigator will then assess those products with the lenders and return the customers eligibility which may take a few seconds.

RESULTS PAGE

DX19HZE
MERCEDES-BENZ C CLASS COUPE C200 AMG Line Premium 2dr 9G-Tronic
 2019

Here are your Finance Navigator results

Alan Accept has received eligibility results. Monthly payments and APR have been updated across your quotes - check the details below for the latest offers.

10 Results

[Edit Quotes](#) [More Quotes](#) [Price Position](#)

Show Schemes Show Full Quotes

Sort By:

Likelihood of Acceptance [Monthly Payments](#) [Product](#) [APR%](#) [Total Amount Payable](#) [Agreement Term](#)

 Product Admiral HP Tier 1 (New Journey)	£322.79 Monthly Payment	10.5% APR - Your Rate	36 Months Agreement Term	£11,621.44 Total Amount Payable	Pre-Approved View Details	Proceed to Application
▼ Show Full Quote						
 Product Blackhorse HP R4R	£350.17 Monthly Payment	16.9% APR	36 Months Agreement Term	£12,606.12 Total Amount Payable	Unable to assist View Details	Re-Quote
▼ Show Full Quote						
 Product Santander CS Car	£311.65 Monthly Payment	7.9% APR	36 Months Agreement Term	£11,219.40 Total Amount Payable	Unknown Eligibility View Details	Proceed to Application
▼ Show Full Quote						

The results will be presented where, depending on the outcome, you can either **Proceed to Application** or re-adjust the quote.

When you proceed to application, **the information you previously entered is carried over**. Just add the remaining pieces of data and submit as normal. For **Rate for Risk products** (e.g. Admiral in the example above) the new rate will be applied, the quote automatically adjusts and the APR will state **"Your Rate"** - which identifies this is a personalised rate for the customer.

ALL RESULTS STATES



Finance Navigator will return the following states depending on the lender and product.

Response	Next CTA for Lender	Notes
Pre-approved	Proceed to Application	The customer has been pre-approved. Subject to verification by the lender the customer should have complete confidence in acceptance.
High Eligibility	Proceed to Application	Whilst further underwriting checks are required at point of submission there is a high chance of the customer being accepted.
Alternative Offer (Coming Soon)	Adjust quote (Coming Soon)	Coming soon - the customer is not fully eligible but the lender has provided information on how to increase the chance of eligibility. Click on view details to see more info from the lender.
Medium Eligibility	Proceed to Application	The customer has passed the basic credit policy checks.
Low Eligibility	Proceed to Application	Whilst formal application is available based on the info provided there is a high chance of the lender declining.
Unable to Assist	CANNOT PROCEED	The lender has confirmed there is no chance of approval.
Unknown	Proceed to Application	No soft checking is available yet for this lender product.



For further information, contact the iVendi team

iVendi Ltd | Llys Eirias | Colwyn Bay

+44(0) 345 226 0503 | support@ivendi.com

www.ivendi.com

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