

# PRESS RELEASE

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## Major USA-based automotive finance company chooses White Clarke Group's CALMS<sup>2</sup> for eight countries

WCG, an associate member of Eurofinas, has announced that it has been chosen as preferred supplier from more than ten potential vendors to implement a dealer front end system in eight countries. The CALMS<sup>2</sup> solution will interface with existing Underwriting and Payout & Activation systems.

The deal was concluded earlier this year and the UK will be first to go live in the fourth quarter. In Europe, a phased rollout will be accomplished in Belgium, Holland, Luxembourg, France, Italy and Sweden throughout 2012. In Latin America, work has begun implementing the system in Brazil, a region of huge strategic importance.

A major element in the decision process was the need for a 'dealer delighter' solution to improve loyalty and increase penetration rate. The system had to be easy to use and navigate. It had to be fast, offering speedy input, approvals and proposal completion. A solution that follows the sales process, rather than the back office.

Auto finance is a dynamic marketplace, so the new system was also selected for its ability to improve business agility, reducing costs when delivering business change.

"We are delighted with this latest win," says Brendan Gleeson, Global Sales & Marketing Director at WCG, "especially since it comes so soon after our achievement of global supplier status as world leader in auto finance business solutions."

### About White Clarke Group

The world's leading Business Technology Solutions - dedicated to the Financial Services sector.

White Clarke Group's award-winning software platform offers the end-to-end solutions of choice for Automotive Finance and Consumer Credit companies in 27 countries around the globe. The group is an Associate Member of Eurofinas. For more information please visit [www.whiteclarkegroup.com](http://www.whiteclarkegroup.com).

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