

VinSolutions Integrates Carleton's SmartCalcs into Recently Enhanced Desking Platform

The integration of Carleton SmartCalcs is the latest in a round of significant enhancements VinSolutions has made to its desking platform this year.

OVERLAND PARK, Kan., May 5, 2014 /[PRNewswire](#)/ -- VinSolutions, Inc., a marketplace leader and developer of Internet-based customer relationship management (CRM) for the automotive industry, announced today the integration of Carleton's SmartCalcs consumer lending and leasing calculation engine into its recently enhanced desking platform. Carleton provides lending compliance software products to many of the major lending captives and lenders in the auto industry. This new integration will enable VinSolutions dealers to stay in compliance with auto lending regulations, which frequently change.

"At VinSolutions, we are committed to making it easier for sales people to close deals faster and easier, and providing a comprehensive desking



solution is a key component in achieving that goal," said Brian Skutta, vice president and general manager of VinSolutions. "We needed a partner that understands the ever-changing auto lending regulatory environment, and this integration of SmartCalcs will help our dealer customers stay in compliance today and when regulatory changes occur in the future."

Within VinSolutions' newly enhanced desking platform, Carleton's SmartCalcs software provides greater compliance and accuracy for all the lending and leasing computations at the state, federal and lender level nationwide. Along with handling all methods of computations in the auto industry, the robust calculation functionality of SmartCalcs also handles the expansive tax and fee computations for loan and lease transactions nationwide.

"Accuracy and compliance support are certainly critical to the success of VinSolutions providing a complete desking solution to their dealers," said Patrick J. Ruskowski, president and CEO of Carleton. "With more than 40 years of experience, we are confident that our time-tested expertise in providing compliant calculation support will be highly beneficial to VinSolutions' customers."

This new integration is the latest in a round of enhancements that VinSolutions has released this year for its desking platform. Other new features provides sales people with the ability to manage multiple deals at once, render deals on a tablet or mobile device, reduce redundant data entry, and provide for a more transparent and improved customer buying experience.

About VinSolutions

VinSolutions® helps dealers make every customer connection count by providing sophisticated, yet easy-to-use software solutions that span the scope of dealership operations. With its cloud-based system, VinSolutions' all-in-one internal management, sales and service marketing solutions platform is accessible from anywhere an Internet connection is available, including mobile devices. VinSolutions is OEM certified by every major manufacturer and is ADP, Reynolds & Reynolds and DealerTrack DMS

certified. Founded in 2006 and headquartered in Overland Park, Kansas, VinSolutions is wholly owned by AutoTrader Group™, which also includes AutoTrader.com®, Kelley Blue Book®, vAuto®, HomeNet Automotive® and Haystack™ Digital Marketing. AutoTrader Group is a subsidiary of Cox Enterprises. Visit VinSolutions online at www.vinsolutions.com.


About Carleton Inc.

Carleton Inc., based in South Bend, IN, is the leading provider of financial lending and leasing calculation software, compliance support, and document generation software. Founded in conjunction with the Truth-In-Lending Act in the late 1960's, their client list has grown to include many of the major automotive finance companies and lenders, automotive lending software providers, loan origination software providers, and credit insurance companies in the United States. For more information, visit www.carletoninc.com.

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For further information: Julie Shipp, 404-568-7914 (o) 404-558-7837 (m), julie.shipp@autotradergroup.com

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