



ADAM Systems Develops Cloud-Based DMS Solution to Help BraunAbility Service the State-Specific F&I Needs of its Dealers in 50 States

Yields streamlined finance and insurance process for mobility vehicle dealers and their buyers

SPANISH FORT, ALABAMA, October 14, 2014 – Automotive and powersports dealer management system (DMS) provider [ADAM Systems](#) said today it has completed new finance and insurance (F&I) tools for [BraunAbility](#) to help its dealers easily and confidently secure financing for buyers of its mobility vehicles.

BraunAbility is the world's leading manufacturer of wheelchair accessible vehicles and wheelchair lifts in the mobility industry. It sells through independent dealers in 50 states. Until now, some of these dealers operated without comprehensive F&I processes and thus struggled to obtain financing for their customers.

To address this gap, BraunAbility worked with ADAM Systems to set up a state-specific F&I network. Now BraunAbility dealers input customer and deal information into [RouteOne](#), which then flows into [Xcelerate](#), ADAM System's fully managed cloud-based DMS portal.

Using Xcelerate, BraunAbility's centralized F&I department now imports all transaction information, calculates state-specific deals and payments, and prepares PDF documents to be emailed to the appropriate dealership for customer signature and closing. The system also tracks deal progress.

"Now through ADAM Systems, BraunAbility Finance works with our dealers to secure state-specific financing and insurance products for consumers purchasing new and used mobility vehicles," said Thomas Eastman, CFO, BraunAbility. "The results now make it much more practical and successful for our dealers to obtain the kinds of F&I services their customers require."

According to the [National Mobility Equipment Dealers Association](#), more than 18 million people in the United States and Canada have mobility issues. With nearly 50 years of experience, BraunAbility and its products bring freedom to wheelchair and scooter users around the world. Its wheelchair accessible vehicles have both the chassis and conversion secured by the VIN of the unit, much like any standard vehicle loan.

"By engineering this solution for BraunAbility, ADAM Systems is now an important part of meeting the transportation finance needs of a very important and deserving segment of America," said Bruce Weaver, President of ADAM Systems. "We're grateful to have been chosen to be part of empowering BraunAbility dealers to better serve these consumers."

About BraunAbility

BraunAbility is the world's leading manufacturer of wheelchair accessible vehicles and wheelchair lifts in the mobility industry. Founded nearly 50 years ago by Ralph Braun, the corporation was built on the age-old adage, "Necessity is the mother of invention." Ralph Braun was a young man who used a wheelchair and had no reliable transportation to and from his place of work. He built his first wheelchair accessible vehicle in 1972, and since then the company has grown into the most well-known and experienced name in the mobility industry, bringing independence to tens of thousands of individuals across the world. For additional information on BraunAbility, please visit us at www.braunability.com.

About ADAM Systems

ADAM Systems (www.adamdms.com) provides fully integrated dealer management systems (DMS) to auto and powersports retailers across North America and Puerto Rico. ADAM is offers comprehensive and easy to use solutions covering all aspects of automotive sales, service, parts, financial reporting, and OEM communications.

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