847. 653.6916 x 100
mark.nagelvoort@pcmicorp.com
pcmicorp.com/mark-nagelvoort

Mark Nagelvoort

PRESIDENT & CEO

- **Experience**: 30+ years developing software administration systems in the Extended Warranty and F&I Product industry

- **Impact**: creating platforms that help TPAs, OEMs, Dealers, and Insurers automate administration processes effortlessly

- **Focus**: uses his expansive knowledge to help customers establish all phases of their extended warranty programs within PCRS

Favorite Hobby:
Kayaking and paddleboarding

Matt Fehr

PRESIDENT

778.710.1747
matt@avantaguard.com

Matt Fehr is a warranty and insurance professional based in Vancouver Canada. He started out working in F&I at the dealership level before moving on to work in the dealer services division of a large Canadian insurer. Then in 2013 he founded Avanta Dealer Services Corp. (AvantaGuard) and has overseen its growth and transition from an F&I product marketing agency to a TPA providing a full range of vehicle protection and mechanical warranty products.

AVANTAGUARD

778.710.1747
info@avantaguard.com
avantaguard.com

AvantaGuard is an administrator of vehicle protection and warranty products for the automotive industry.

With a wide range of programs that meet the needs of both independent and franchised dealers, AvantaGuard products are currently distributed in the Canadian Provinces of BC, Alberta, Manitoba, and Ontario.

AvantaGuard has been in business since 2013, and is based in Abbotsford British Columbia.

TOPICS

Matt Fehr will share AvantaGuard's experience with implementing PCRS and converting from a home-grown system:

1. PCRS Best Practices:

Implementation and Conversion for quick launch customers

2. Case Study:

Benefits of moving from a home-grown system to PCRS

3. Ability to Pivot:

Mark Nagelvoort will discuss current market trends

TYPES OF IMPLEMENTATION

QUICK LAUNCH IMPLEMENATION
An immediate solution for your new business

- A section of your business needs to be supported quickly (like a dealer group)

- Your current system won't support a new product you need to launch quickly

- Focus Open Sales, Policy and Claim Modules

VS

STANDARD IMPLEMENTATION
6-9 months

A complete conversion where you are launching PCRS with all of your historical data imported

AVANTAGUARD APPROACH

They set the standard in quick launch:

1
Decided to put new business in PCRS first vs waiting until historical data was converted and uploaded

2
Only took 6-weeks from contract sign to have dealers rating and printing

3
After the quick launch, they started conversion of historical data

PCRS VS HOMEGROWN SYSTEM
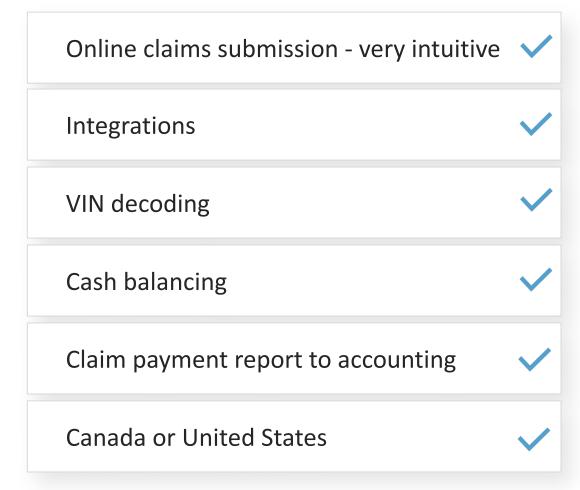
SOFTWARE CAPABILITIES

Focus on adding new products and creating programs vs worrying if a system can handle it ✓

Always have up-to-date software ✓

No need for our own development team ✓

PCRS FEATURES

Online claims submission - very intuitive	✓
Integrations	✓
VIN decoding	✓
Cash balancing	✓
Claim payment report to accounting	✓
Canada or United States	✓

BIGGEST CHALLENGE

Organizing old data into proper format to import

GROWTH

Growing with the PCRS Platform

New products

More dealers

Additional Agents

❓
Q&A SESSION

WANT TO LEARN MORE?

SCHEDULE A DEMO

pcmicorp.com/request-demo

| OPEN SALES PLATFORM | F&I REPORTING | POLICY ADMINISTRATION | CLAIMS ADMINISTRATION | RISK MANAGEMENT | PERFORMANCE REPORTING | REINSURANCE |