



Fiesta Motors Secures Cash with QuotePro Kiosks

Fiesta Motors, the TIADA (Texas Independent Auto Dealers Association) Quality Dealership of the Year 2019, is a Buy Here Pay Here (BHPH) auto dealership with four Texas locations. QuotePro Kiosks help Fiesta eliminate the risk of cash and have provided an unexpected benefit during the COVID-19 pandemic. Learn why Paul Scott, Managing Partner, has a kiosk in each dealership and a 24/7 kiosk in the operations center.

At a Glance

- Successful BHPH auto dealership in Texas
- Winner of the 2019 TIADA Quality Dealership of the Year
- Implemented four QuotePro Kiosks in 2018
- Cash is 100% secure
- Eliminated 3 full time cashier positions
- QuotePro Kiosk takes self-service payments 24/7
- Employees never have to touch cash again

Cash is Still King in BHPH

While some businesses are moving away from cash, in BHPH dealerships, cash is still an essential payment. When Fiesta Motors tried eliminating cash, they saw a noticeable drop in sales. Instead, they looked for a secure option to accept cash and cards and chose QuotePro Kiosks.

According to Scott, "Many customers stop by the dealership every two weeks to make a loan payment in cash. Each dealership has a kiosk in the showroom, and we also installed a QuotePro kiosk in a secure area of our operations center. We can securely take payments 24/7. It is convenient for customers, who may be getting off a work shift, and want to make a quick stop on their way to work or back home. It has been ideal during COVID since it is completely self-service and no-touch. We have eliminated three full-time cashier positions as a result."

Quick Installation

Fiesta Motors has four kiosks and found the installation process fast and straightforward. "The QuotePro team was very responsive," says Scott. "The

installations at the dealerships were quick, and the installers were in and out exactly as planned. It is easy to work with QuotePro. Another partner of ours recommended them, and we saw a demo of their solution at the annual TIADA show."

Complete Integration to DMS

The QuotePro Kiosk integrates with Fiesta Motor's Dealer Management System, iDMS by Dealersocket. When a payment is made, it is automatically posted to iDMS. That notifies the customer care team and provides a seamless process. An armoured carrier empties the kiosk, ensuring that employees never have to touch cash again.

An Unexpected Benefit During COVID-19

One benefit of the kiosks that was not planned was their importance during the COVID-19 pandemic shutdowns. While other local dealerships were forced to close, Fiesta Motors kept their doors open since kiosk payments were deemed an essential service. The dealership is following all protocols and being

extra cautious. Both employees and customers appreciate that payments can be made 100% touch-free. QuotePro Kiosk surfaces are metal and glass with ATM-level quality, making them easy to clean and sanitize.

Looking to the Future

Fiesta Motors has a simple plan for the future. It is the same strategy that won them quality dealership of the year, "We take good care of customers and try to ensure that our people stay for the long term. This is a tough business, but we are in a strong market. We have a good position through a lot of hard work, we are well-known, and we continue to advertise. I am very optimistic about our future. QuotePro Kiosks help us be more efficient, which is a key ingredient in the success of any business." concludes Scott.

Learn More

To learn more about QuotePro Kiosks, visit www.QuoteProSolutions.com/Kiosks or contact us at sales@quotepro.com.

Contact Us

For a demo, call 800-630-8045,
email sales@quotepro.com or visit quoteprosolutions.com