

# Dealertrack Registration and Titling Solutions

Presented to:

## County Clerk Office Modernization Task Force

September 22, 2021



- Introductions
- Cox Automotive/Dealertrack Overview
- Dealertrack RTS & CMS - Electronic Experience & Processing
- Electronic Registration and Title Environment
- Overview for Kentucky's Neighboring States
- The Importance of the County Clerks' Role in the Process
- Project Milestones & Timelines
- Q&A

# COX AUTOMOTIVE™



INVENTORY



RETAIL



FINANCIAL



MOBILITY



\*In partnership with Cox Automotive

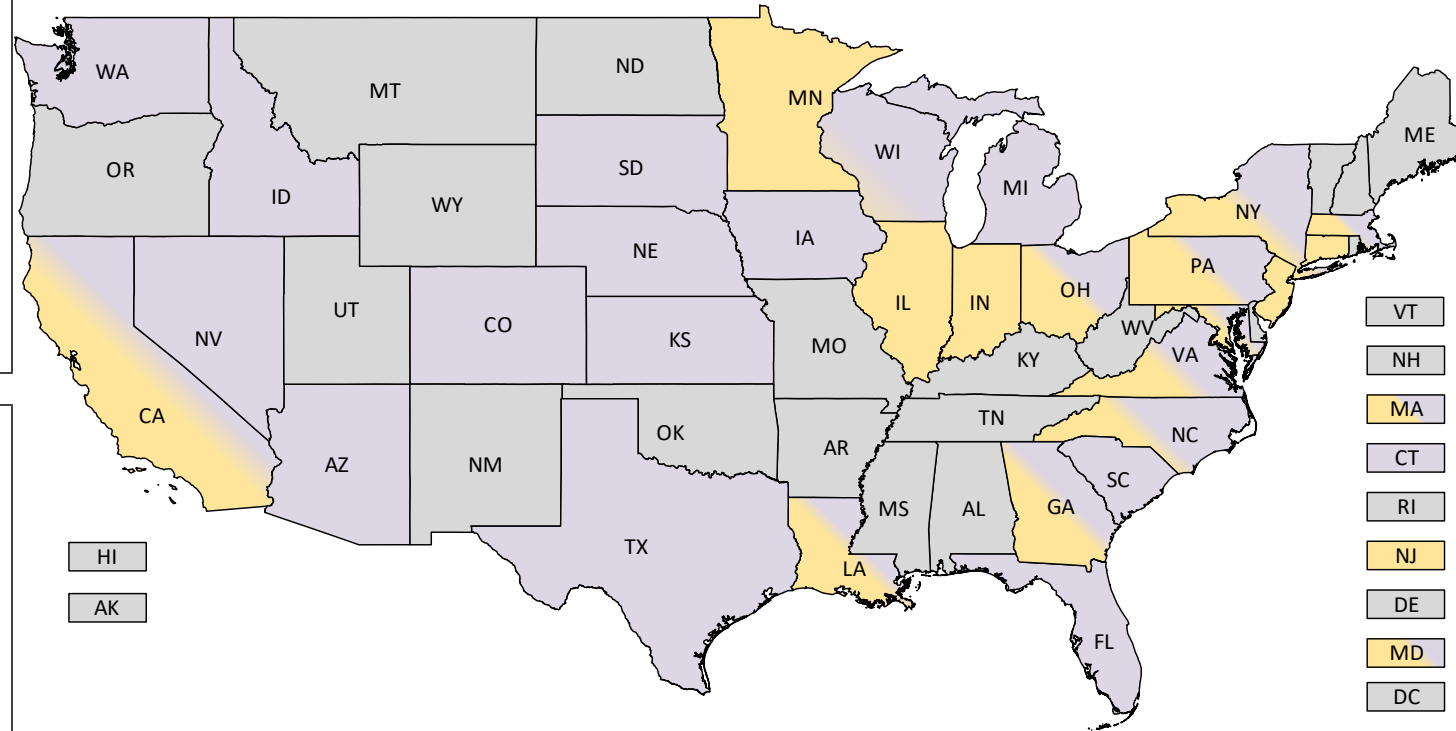
# Dealertrack – Collateral Management Services (CMS) and Registration & Titling Solutions (RTS)

## Dealertrack Collateral Management Services

- Has been a pioneer in electronic lien and titling (ELT) solutions since 1989.
- Provides ELT in all 25 enabled states.
- Serves approximately 6,600 auto finance lenders
- Approximately 60 M titles (electronic and paper) under management.

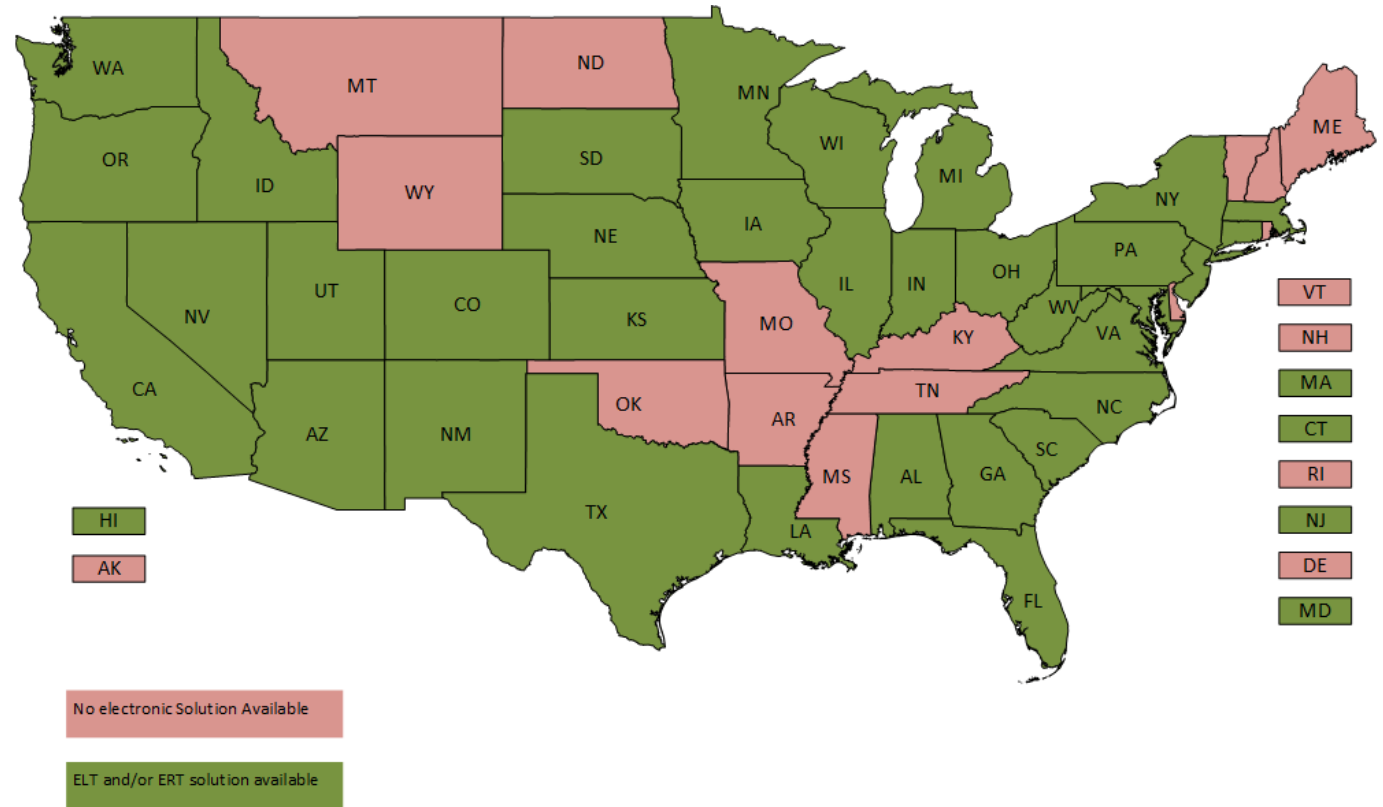
## Dealertrack Registration and Titling Services

- Has been a pioneer in electronic registration and titling solutions since 1990.
- Provides Electronic Vehicle Registration & Titling (EVR) in 16 states across 28 applications, including Temporary Tags.
- Serves approximately 7,000 independent and franchise dealers.
- Process approximately 10 million transactions per year.



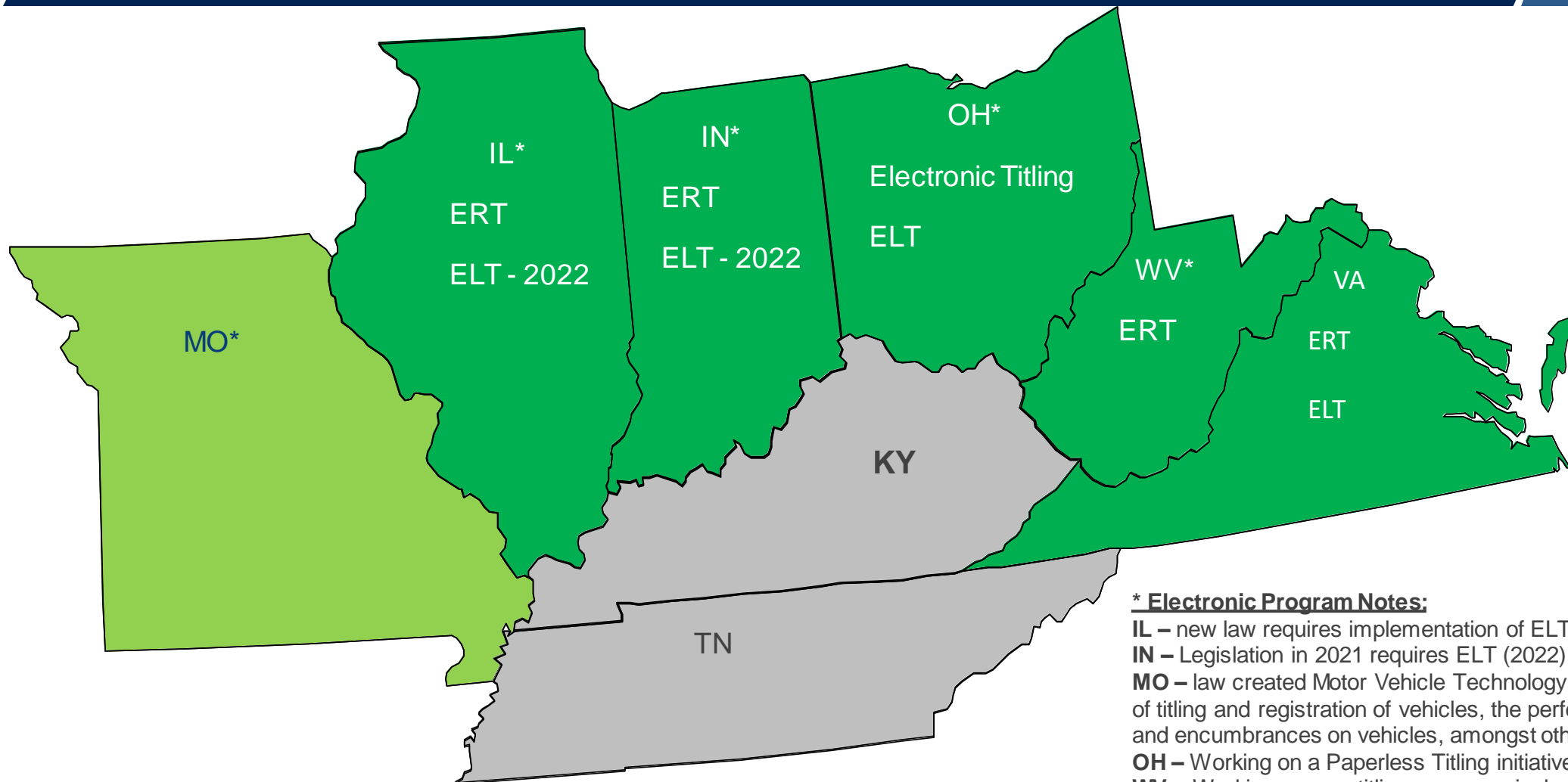
# State Adoption of Electronic Registration and Title Solutions

- Electronic Lien and Title (ELT) - ELT is the electronic exchange of lien and title information between the County Clerks/Jurisdiction and lienholders.
  - 50% of states have adopted Electronic Lien and Title representing 72% of registered vehicles in the US.
- Electronic Registration and Title (ERT, EVR) - ERT is the electronic submission of vehicle title and registration information by a dealer or third-party agent to the County Clerk/Jurisdiction.
  - 52% of states have adopted Electronic Registration and title representing 78% of vehicles subject to registration in the US.



10/19/2020

# State Adoption – Kentucky's Bordering States



**\* Electronic Program Notes:**

**IL** – new law requires implementation of ELT by July 2022.

**IN** – Legislation in 2021 requires ELT (2022) and e-Titling (2023).

**MO** – law created Motor Vehicle Technology Fund and the modernization of titling and registration of vehicles, the perfection and release of liens and encumbrances on vehicles, amongst other items.

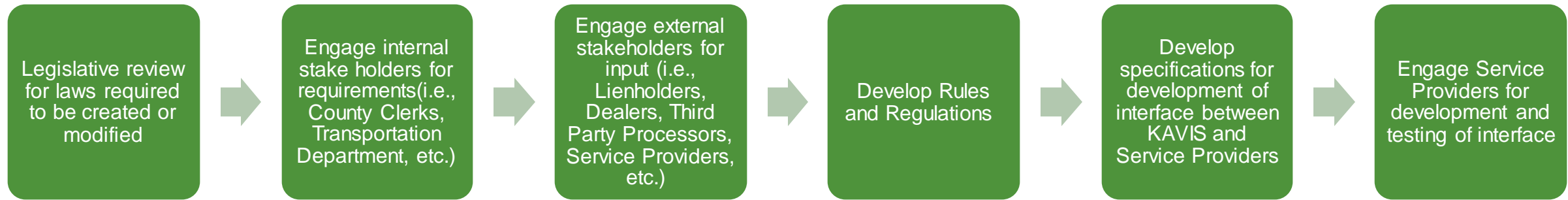
**OH** – Working on a Paperless Titling initiative over the next few years.

**WV** – Working on new titling programs including paperless titles.



- The creation of electronic registration and titling (ERT) and electronic lien and title (ELT) programs simply allows technology to improve the process.
- It is important to point out that County Clerks play an integral role in the process of registering and titling a vehicle today and that role should remain intact in the future.
- Except for the creation of efficiencies through technology, the County Clerks' underlying authority and the revenue derived from the vehicle titling process should remain unaltered.

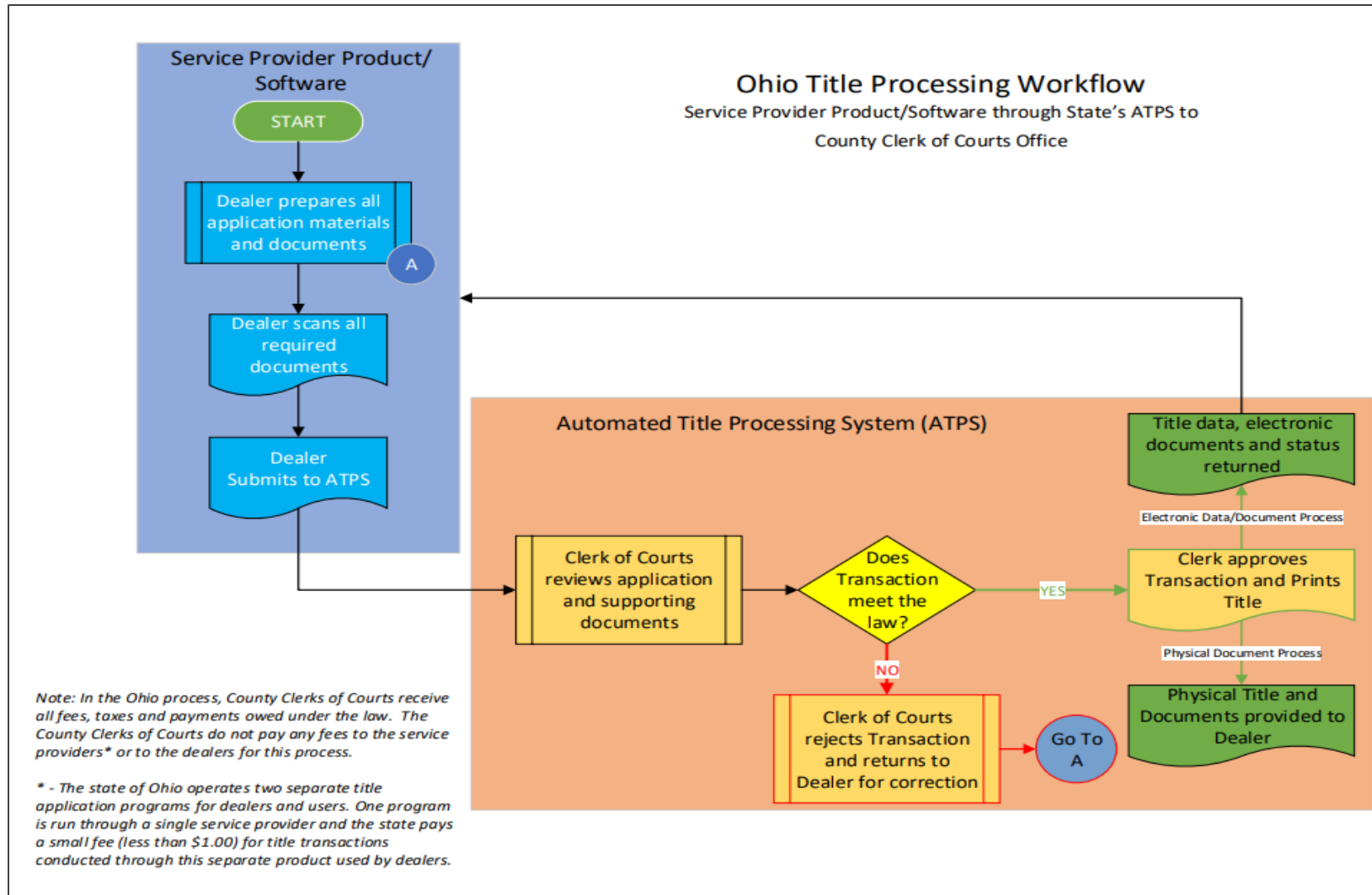
# Sample Project Milestones & Timelines



**Estimated Project Timeline (dependent upon legislative changes): 18-24 months**



# Ohio Title Processing Workflow



- *How can Dealertrack Titling Solutions help the Task Force, The County Clerks and the Kentucky Transportation Cabinet?*



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