



ACCELERATED TITLE[®]

The fastest way to turn titles.

BREAKTHROUGH SPEED AND DELIVERY

The only product of its kind, Accelerated Title dramatically shortens the payoff and title release process up to 70%¹. Helping dealers avoid the following:

THE WAITING GAME

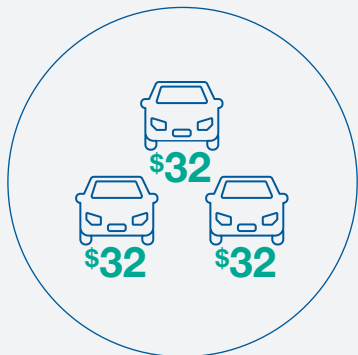
Dealers have grown accustomed to having to wait for payoff and title release. On average dealers can be stuck waiting on a title release for 12-18 days, or more.² However, Dealertrack offers a solution that speeds the entire process to as fast as 4-6 days, with a seamlessly connected dealer-lender workflow.

TIME TICKING AWAY PROFITS

Dealers are faced with fees such as holding costs, that eat away at their bottom line. The industry's average holding costs are cited at \$32 per day, per vehicle.³ When you factor in that average holding cost for each car you accept on trade and how long it takes you to resell it, moving it faster means more profit for your dealership.

HOLD UPS AT AUCTION

Title release process also impacts your success at auction. Cars accompanied by titles at auction are nearly 2x more likely to sell on first pass at the auction lane,³ this is because buyers prefer vehicles with clean titles due to their ability to sell them faster. Accelerated Title gets dealers trade-in titles faster,¹ providing dealers with yet another way to move inventory fast.



**\$32 PER DAY
PER VEHICLE²**

The average holding cost for each vehicle that sits on your lot.

Cars brought to auction with title in hand
**SELL NEARLY
2x FASTER³**



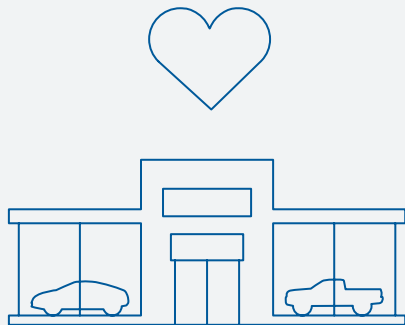
¹ Based on average industry timeframe for vehicle title release and vehicle payoff process of 18+ days, as determined by Dealertrack data.

² Manheim Online Dealer Community survey 2016.

³ 2014 (2X) & 2018 (1.6X) Manheim Articles "Impact of Delayed Titles at Auction"

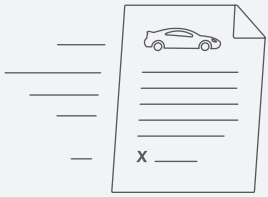
BENEFIT FROM SPEED, ACCURACY AND TRANSPARENCY

Accelerated Title helps to overcome traditional obstacles such as delays in title receipt, incorrect payoffs, slow inventory turn and time-consuming status tracking and reporting.



Dealers love Accelerated Title because:

- It speeds vehicle payoff and title release processing times.
- The increased efficiency allows for quicker inventory turn over.
- It expedites accurate payments to lenders the first time — eliminating the stress and additional work/delays caused by short pays.
- The ability to view title details ahead of time safeguards against payoff surprises.
- 24/7 tracking and reporting puts dealers in the driver's seat.



ACCELERATING THE PROCESS

With breakthrough efficiency and accuracy, Accelerated Title can cut the wait time from weeks down to days





THE POWER OF THE MOST TRUSTED DEALER - LENDER NETWORK

Accelerated Title innovation draws from industry leadership:

53+

MILLION TITLES MANAGED⁴

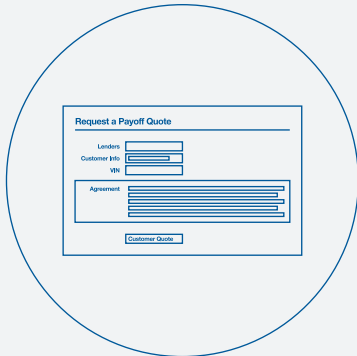
7,400+

LENDER PARTNERS⁴

⁴ As of December 2018

COMPREHENSIVE FUNCTIONALITY

At the core of Accelerated Title, four integrated components work together to ensure a streamlined process and successful transaction.



Payoff Quotes

Submit payoff request directly through Dealertrack, and an accurate payoff amount from the lender is returned.



Electronic Funding

Expedited delivery of funds via ACH processing enables delivery of title as quickly as 4-6 days.



Summary Reports

24/7 access and visibility to review statements and transactions.



Status Tracking

Direct access to track title status means less follow-up tasks for staff.

INNOVATION THROUGH INTEGRATION

Dealertrack is a leading provider of digital solutions to the automotive retail industry. Our integrated and intuitive approach to products and services makes your workflows more efficient, transparent, and profitable. From Digital Retailing tools that bridge the gap between the online and in-store experience to the largest lender network in North America, we help enable the transformation of auto retailing through a comprehensive solution set spanning DMS, Fixed Operations, Sales and F&I, and Registration and Titling.

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