



Profitable Transactions. Simplified.

Dealertrack California In-State Registration & Title Solution



Your Complete Solution

- Save your dealership time and money with a live, electronic connection to the BPA that helps you submit transactions in under 4 minutes.¹
- Costs of NMVTIS, CA INQ and temp tag paper included in the transaction fee.
- Eliminate manual check writing with ACH transfers.
- Give California vehicle buyers the flexibility to eSign registration documents in-store or remotely including REG262, electronic report of sale and REG262 trade-in.
- Maintain compliance with automatic updates.



Workflow Efficiencies

- Submit in-state transactions 35% faster with DMS integration.²
- Get real-time deal status updates.
- Order & purchase temp tags within the solution.
- Manage inventory of hard plates & stickers.
- Journal writeback to DMS (CDK, Dealertrack or Reynolds & Reynolds).
- Use one DMS import process for all transactions.
- Gain a simplified and intuitive process backed by Smart Help.



Accuracy & Reliability

- Catch issues as you work with accuracy checking.
- Access void function in the app, if needed.
- Help ensure compliance on all transactions with professional deal audits.



Only on Dealertrack

- Digital refunds for customers who overpaid on fees.
- Deal Alerts feature.
- “Show Me How” self-help tool.
- One set of login credentials for multiple-store processors.
- Inventory Alerts settings.

Schedule a demo at us.dealertrack.com/CA



The Power of One | Cox Automotive

¹ Based on Dealertrack user timing report through Google Analytics from 9/30/21–9/30/22

² Based on Dealertrack DMS configurations

³ Dealertrack Registration and Title transactional data from 11/01/22–10/31/23

Why Dealertrack is dealers' choice to help serve car buyers:

29 Years as primary state service provider

3.2M Registration transactions with California DMV in one year³

When you're so efficient, you're profitable

Simplify the path to profitable transactions and create next-level customer experiences with the only dealer technology partner proven to deliver results.



77%

of dealers say they
are more efficient
using Dealertrack¹

Leverage the most trusted technology from one partner
who adapts to your unique needs:

DMS

Run your business
without restriction with the
#1 easiest-to-use DMS.

\$32K savings per year
on hidden fees²

F&I

Deliver fast, compliant
deals—credit to contracts—on
the industry-leading platform.

83% faster funding
compared to paper³

Accelerated Title

Expedite trade-in lien & title
release to help speed inventory
turn and improve cash flow.

70% faster recognition
of trade-in profits⁴

Registration & Title

Speed up transactions
and gain efficiency serving
customers in any state.

35% faster in-state reg
& title transactions⁵

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¹Based on a survey of 264 Dealertrack dealer customers, October 2023 | ²Based on average spend per dealership of \$2,691 per month over 12 months for non-Dealertrack DMS dealers using Xtime, VinSolutions, vAuto, HomeNet, Dealertrack F&I and Dealertrack Serve Pro from June 2022 – July 2023. | ³Data based on user input and calculations using Dealertrack's Digital Contracting Savings Calculator as of July 2022 and are not a guarantee of actual savings. | ⁴Based on average industry timeframe for vehicle title release and vehicle payoff process of 18+ days, as determined by 2023 Dealertrack data. | ⁵Based on Dealertrack DMS configurations – April 2022.