



Dealertrack
by Cox Automotive

Accelerated Title

Accelerated Title

The payoff & title release process that pays off.



The Power of One | Cox Automotive

COX AUTOMOTIVE

More payoff. Less process.

Accelerated Title speeds the title release process by up to 70%*.

Accelerated Title enables lenders to combine their Dealertrack Network benefits with their Collateral Management benefits to drive even more efficiency within their organization. An online payoff quote and payment process that then triggers title identification and release means higher payoff accuracy and less time consumed with dealer/insurer support calls, manual payment processing and title tracking.

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

Features and benefits include:

1 / **Reduced payoff exception processing** including dealer short pays

2 / **Increased operational efficiency** also provides operational continuity

3 / **Integrations improve partner experience** for dealers and insurers

4 / **Lowered operational expenses** when staff time is optimized



Innovations to drive lender strategies

Four key integrations ensure business continuity, operational efficiency and service value.

Online Payoff Quotes

One interface consolidates numerous provider recovery processes to efficiently and accurately deliver refunds.



Electronic Payments

Funds transferred via ACH and cleared/deposited by the 4th business day, which simultaneously triggers the title release.



Nightly Reconciliation

A file of the day's transactions is mapped to Lenders' back-end system for easy and accurate financial tracking.

24/7 Title Tracking and Summary Reports

Dealers and Insurers log into Dealertrack to monitor payment and title release tracking/reporting—reducing the amount of lender call center volume.

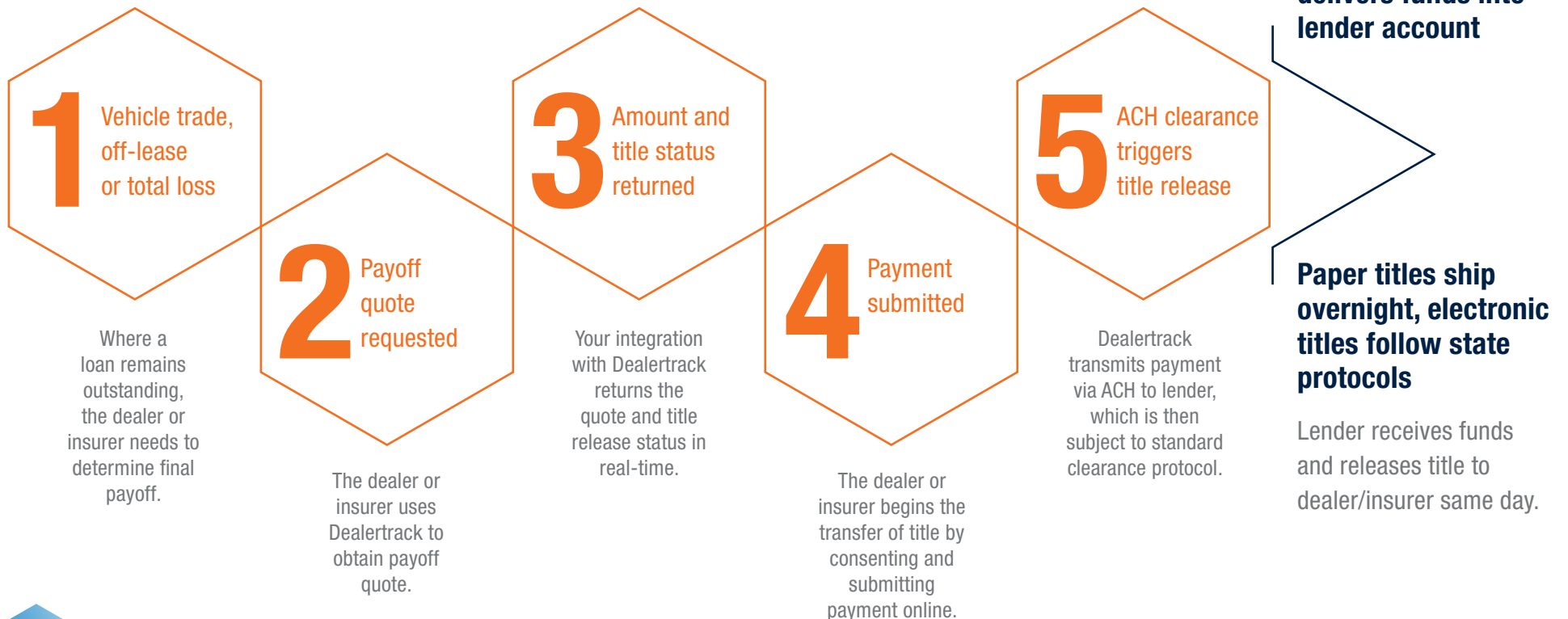
How Accelerated Title works

Expedite vehicle payoff and title release—up to 70% faster* than traditional processes.

You are uniquely set up to optimize call center and payoff operations for two reasons:

1. Your titles are part of the 60M we manage for lenders across the US, and
2. You connect with your dealer partners through Dealertack

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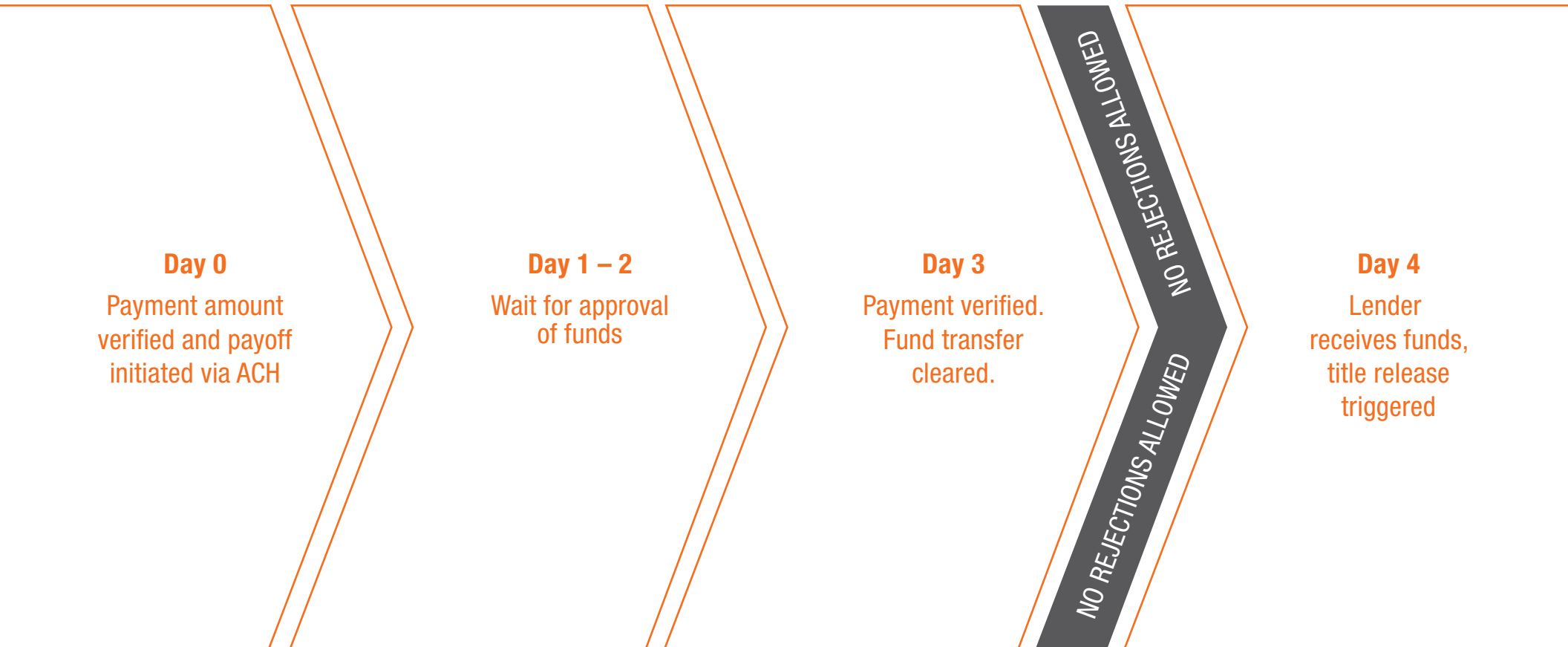


The ACH advantage

How can we claim to speed the process as fast as 4-6 days? Here's how.



For trades and off-lease vehicles, title release is triggered at the same time payment clears, which typically occurs on the 4th business day after submission. Even for the more complex total loss process, transaction data shows that traditional 90+ day timeline shortening to 45 days and less.



Operational efficiency and stronger dealer relationships

Ensure business continuity, optimize operational efficiency and elevate your service level.

Please your client partners with:

Faster title release

to support dealer inventory turn and insurer total loss processing

Accurate payoff quotes

that minimize manual data entry, payment errors and time-consuming support calls

Dependable & consistent process

that enables business continuity and streamlined workflows for all

24/7 Reconciliation and tracking

give all parties the insights needed to ensure transparency, compliance and profitability

Innovation through Integration

Dealertrack provides industry-leading software solutions that give dealerships, lenders, and partners the confidence to thrive in an ever-changing automotive market. The company's integrated suite of powerful, easy-to-use products and services helps dealerships and their lending partners grow by increasing efficiency and improving decision-making. Dealertrack is part of the Cox Automotive family, a company that is transforming the way the world buys, sells, owns and uses vehicles. In partnership with lenders, Dealertrack, Kelley Blue Book, Manheim and F&I Express solutions are catalysts for operational progress and efficiency—supporting strategies that will continue to shape the future of automotive retail.

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