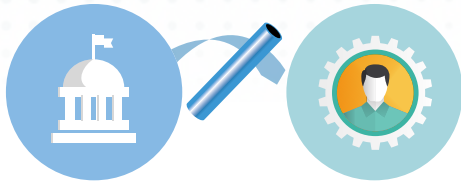


THIRD-PARTY PARTNERSHIP MODELS

AAMVA's "Best Practices for Administering Third-Party Agents" defines five general models that account for the majority of third-party agent partnerships across North America.

Direct Jurisdiction – Agent

PRIME CONTRACT - Agent
BENEFITS - Agent using jurisdiction system
CONCERNS - Jurisdiction responsible for maintaining equipment and upgrades



Jurisdiction – Vendor and Agent

PRIME CONTRACT - Vendor and Agent
BENEFITS - Direct relationship with each entity
CONCERNS - Additional contracts



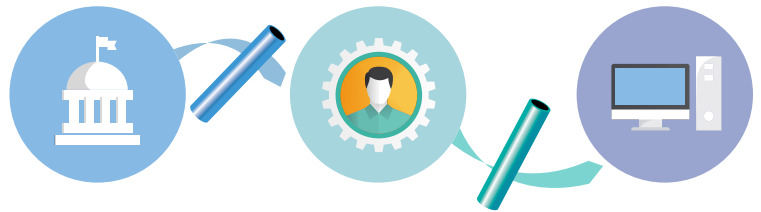
Jurisdiction – Vendor Subcontract to Agent

PRIME CONTRACT - Vendor
BENEFITS - Single connection to vendor enables quality control on multiple agents by vendor
CONCERNS - No direct relationship to the agent



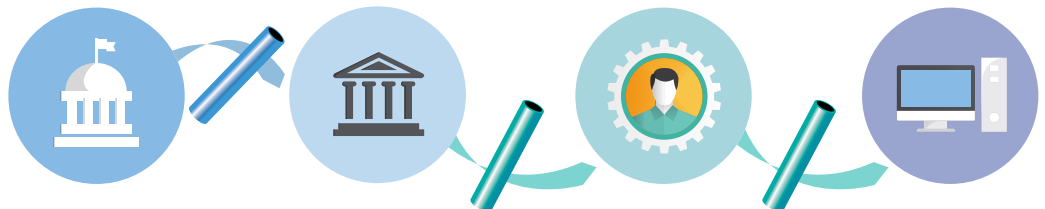
Jurisdiction – Agent Subcontract to Vendor

PRIME CONTRACT - Agent
BENEFITS - Direct relationship with agent; agent has options on vendors and software
CONCERNS - Quality and availability of vendor software



Jurisdiction – Local Government Entity Subcontract to Agent – Vendor

PRIME CONTRACT - Local Government Entity
BENEFITS - Local Government Entity engages with agents and vendors as needed
CONCERNS - Added layers of responsibility



KEY

JURISDICTION

LOCAL GOVERNMENT ENTITY

AGENT

VENDOR/
SOFTWARE PROVIDER

CONTRACTS CONTROLLED BY JURISDICTION

CONTRACTS CONTROLLED BY OTHER ENTITIES