



## Digital Recognition Network News

### *Thousands of Additional Repossession Assignments to Be Made Available Exclusively to DRN Affiliates*

In order to provide a wider range of services and develop new business opportunities for our Affiliates, DRN has made a determined effort to generate additional revenue for our Affiliates through the resourceful use of Historical data. DRN recently approached our LPR<sup>2.0</sup> service partners with a proposal that we believed would significantly improve the value of the platform, increase recovery rates, and provide our Affiliates with more repossession opportunities. Our efforts were successful and we are pleased to announce that LPR<sup>2.0</sup> service partners who purchase Historical LPR<sup>2.0</sup> hits have agreed to give first placement repossession priority to all qualified DRN Affiliates on accounts that have a previous historical hit.

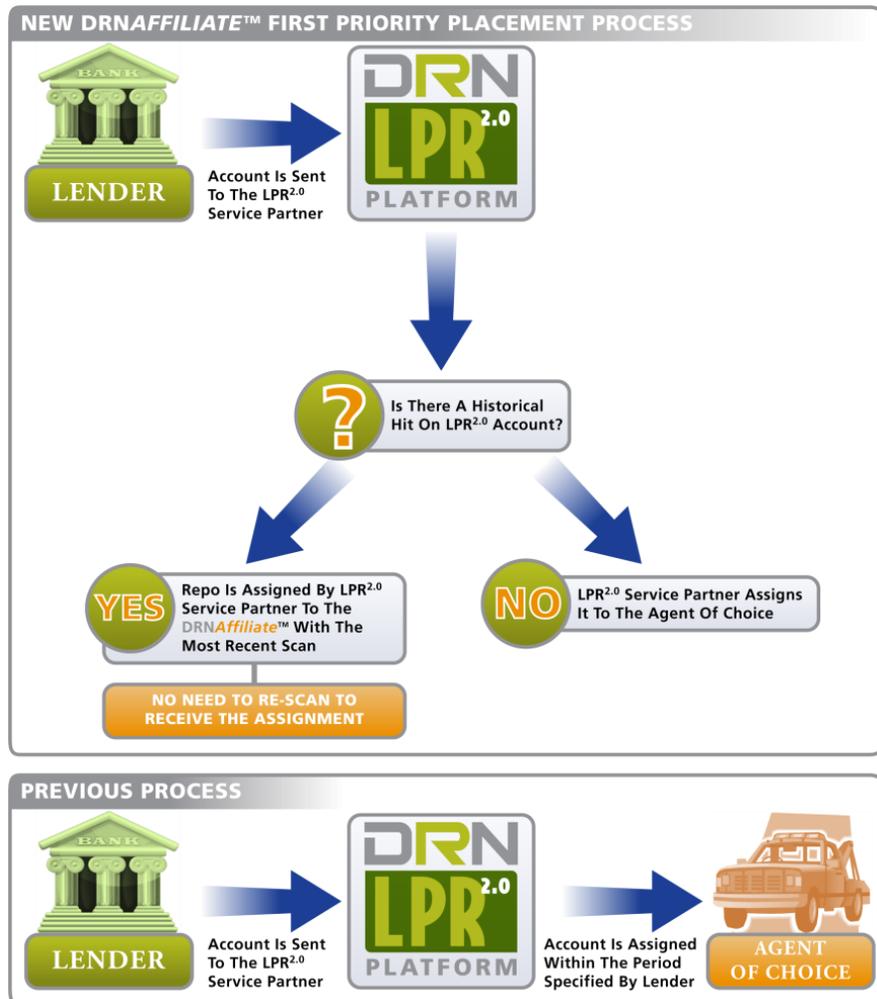
Effective January 1, 2011, Affiliates will be authorized to receive first priority placement on Historical LPR<sup>2.0</sup> hits. Simply put, when an order is placed into DRN's LPR<sup>2.0</sup> platform, DRN will check to see if there has been a Historical hit on the account. If so, DRN will notify the appropriate LPR<sup>2.0</sup> service partner which Affiliate most recently scanned the order. Upon receipt of this information, the LPR<sup>2.0</sup> service partner will assign the repossession to that agent. If the account is out with another agent, the account will be reassigned to the scanning agent.

This process will greatly expand the potential of DRN's LPR<sup>2.0</sup> program and will allow DRN's Affiliates to leverage all available resources, not just camera equipped vehicles, to recover vehicles. No longer will it be necessary to "re-scan" the vehicle in order to receive the repossession assignment. As these LPR<sup>2.0</sup> assignments will be normal assignments, Affiliates are free to utilize any of the resources they have available, including their non-camera equipped vehicles, to effectuate the repossession.

Based on existing numbers and trends, we anticipate that this new process should present DRN Affiliates with between 20,000 and 40,000 additional repossession assignments in 2011.

The participating LPR<sup>2.0</sup> partners have agreed to provide DRN with data showing which agent received the repossession order as well as when it was assigned.

This will allow us to maintain quality controls and ensure that orders are being assigned as planned. The chart below outlines how orders were previously assigned and how they will be assigned under this new process:



This new service has been approved by the following LPR<sup>2.0</sup> service partners:

- All Technology Recovery (ATR)
- American Collateral Recovery Group (ACRG)
- American Recovery Services/SkipBusters (ARS)
- Burns National LLC (BURNS)
- Global Investigative Services LLC (GIS)
- PAR North America (PAR)
- Recovery Management Inc. (RMI)
- Remarketing Solutions (RS)
- Renaissance Recovery Solutions (REN)
- Repo Remarketing (RR)
- Resolvion (RES)
- Skip Sharks Inc. (SSI)
- USA Recovery Solutions/SkipMasters (USA)

