

IS YOUR CURRENT DRIVING RECORD SOLUTION EATING YOUR PROFITS?

Motor Vehicle Reports (MVRs) are necessary if you want a complete view of insurance applicants' driving histories – or are they? Are you spending money on something you don't always need? TransUnion's research may surprise you.



90%

Life Insurance carriers that order MVRs today. 40% order MVRs on all applicants¹



\$9.75

Average state MVR cost²



80%

Drivers who have clean driving records

Yet carriers still spend money on MVRs that return no valuable information³

Tip: Order the MVR only when it's necessary

CHANCES ARE, YOU'RE ORDERING TOO MANY MVRs AND IT'S IMPACTING YOUR PROFITABILITY

- Selectively ordering MVRs with risky driving histories could deteriorate your protective value
- Predictor models can miss drivers with ratable violations or result in unnecessary MVR orders
- They're expensive!
- Recycled MVRs don't always identify recent activity
- Data is tied to the current driver's license number, so you might not have access to all of an individual's violations you need to accurately price policies and mitigate risk



6.1 MILLION

Violations for drivers who received a ticket in a state other than where they lived⁴

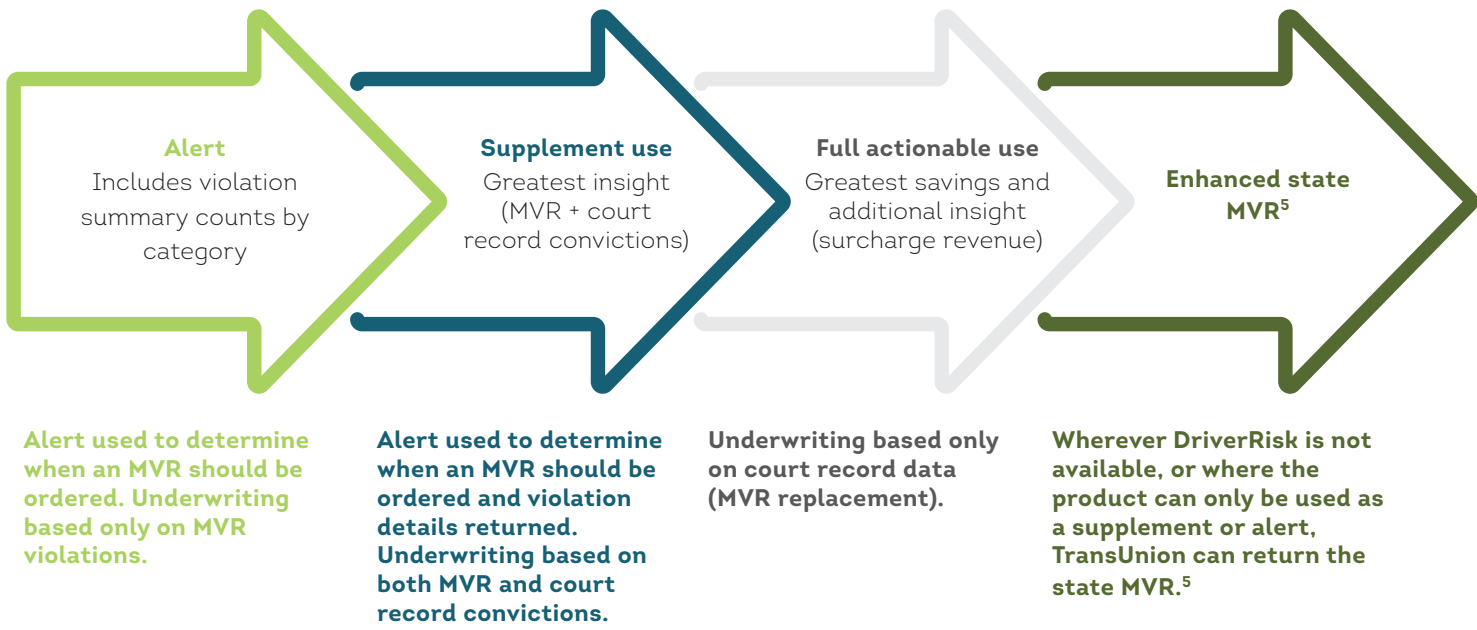
15%

Individuals who could be misclassified without a comprehensive court record-based solution in place⁶

SOME INSURANCE CARRIERS ARE SAVING 30-50% ON THEIR MVR COSTS

TransUnion's DriverRiskSM is a single-source solution that combines an extensive database of court records (where available) with national state MVRs. *You order the MVR only when it's necessary.*

Our solution provides a cascade approach, which lets you customize your solution based on business needs, along with product availability.



DEEPER, BROADER DATA



470M+

Court record violations available



300M

Consumer records



97.7%

DriverRisk identifies drivers clean or dirty⁶



61%

More individuals with ratable violations than typically found by insurance carriers³

OBTAIN IMPACTFUL DATA CURRENTLY USED ACROSS MANY INSURANCE LINES OF BUSINESS



Personal auto insurance



Homeowners insurance



Life insurance



Commercial insurance

LEARN MORE

TransUnion is committed to helping you reduce MVR-related expenses while increasing insight into driver behavior to improve risk segmentation. Contact your TransUnion representative or visit us at transunion.com/product/driverrisk to learn more

1. Life Office Management Association, October 2018
2. Average state MVR cost nationwide for three-year history reported as of 10/9/2018 by individual state DMVs.
3. TransUnion internal analysis 2019
4. In the TransUnion database
5. TransUnion will return the state MVR details along with any out-of-state convictions found in the DriverRisk data, in effect "enhancing" the state MVR response from TransUnion with court record details
6. Aggregated DriverRisk validation results as of January 2019.