

NVDB

NATIONAL
VEHICLE DATABASE

The project of the Association
"Russian automobile dealers"
to create «National Vehicle
Database»
(NVDB)



Moscow, 6 февраля 2017 г.

Basis for creating National Vehicle Database



Initial Situation

The Russian automotive market has no common source of reliable data for used vehicles containing information by blocks:

Vehicle package and vehicle technical characteristics

Vehicle owners' history

History and status of financial services associated with the vehicle, including the information on security deposit

Court history and vehicle's current status

Information on performed maintenance work, service and MOT (motor vehicle inspection), including information on registered accidents

Market price evaluation depending on vehicle's age, mileage, condition, technical characteristics and package

Conclusion

For managing a transparent used car business, realizing additional services, for private persons and legal entities to make reliable profitable decisions in the automobile market, there is a need for reliable source which would provide full information on used vehicles' history.



Create a database of used vehicles' history to receive reliable information about the vehicle, its history and mileage using its unique VIN. This database will be filled with data provided by all automotive market players

Information Flow Scheme



Data from participating dealers

Data from Importers

Data from banks, insurance companies and analytical and research companies

Data from authorities

Association "Russian automobile dealers"



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**NATIONAL
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Participating OEMs and dealers have unlimited access to the data for conducting inspections by minimal annual subscription

Information buyers - not-participating OEMs and dealers, other legal entities and private persons

Current status of the Project



IT-infrastructure

Launched a common information portal for the sharing of data by all market participants

Current project participants

- 1.420 dealers of Association ROAD
- 27 dealer groups
- OEMs
- electronic passport
- Avtostat Info

Target group

- Dealer community
- Distributors and manufacturers
- Insurance companies
- Banks
- Private persons

Participating Authorities

MinPromTorg

RosTech

- electronic passport of vehicle

Current database status

✓41 800 000 transaction VIINs

✓12 000 000 sold cars

✓Federal vehicle anti-crime inspections

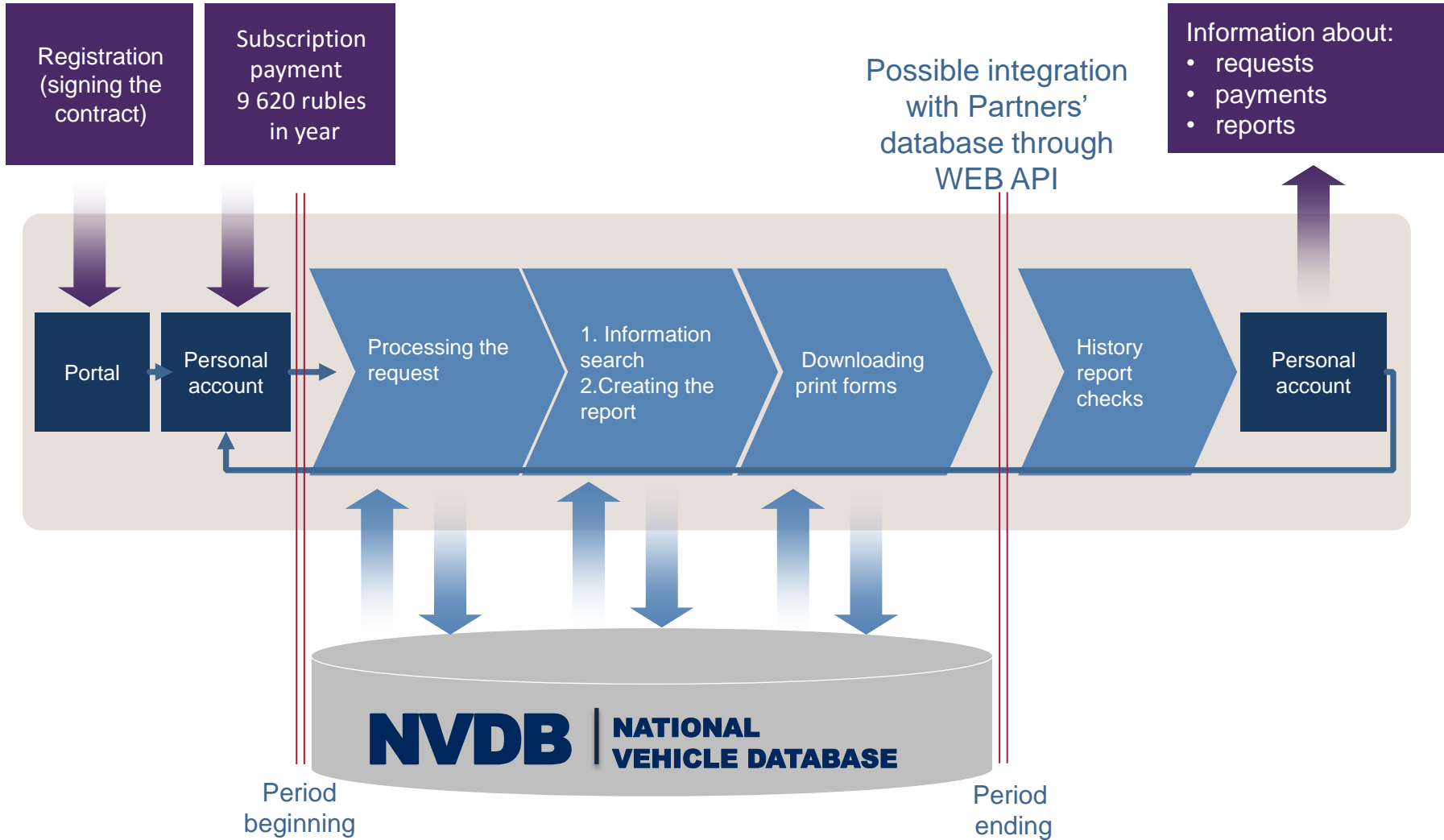
Federal vehicle deposit check-up

Core information for project participants



- ✓ VIN decoding
- ✓ Thefts / criminal investigation
- ✓ Information on disposal
- ✓ Information from the Federal customs service
- ✓ Specifications (type/volume/power of the engine)
- ✓ Complete car
- ✓ Additional options
- ✓ Information about the start date and the end of warranty
- ✓ Service history
- ✓ History of warranty repairs
- ✓ History of body repairs
- ✓ The mileage history
- ✓ History of statements on accounting
- ✓ History of the purchase and sale of cars
- ✓ History of insurance comprehensive insurance
- ✓ History of compulsory insurance of civil liability
- ✓ History of acquisition in the credit
- ✓ History of leasing
- ✓ Operation in severe conditions of the far North
- ✓ Operation in taxi

The process of interaction



Information requested from Distributors



CAR CONDITION

- ✓ VIN decoder or historical information of equipment
- ✓ VIN
- ✓ Brand
- ✓ Model
- ✓ Registration
- ✓ Body color
- ✓ Steering wheel Interior
- ✓ Seats
- ✓ Modification code
- ✓ Modification name
- ✓ Engine capacity
- ✓ Engine capacity measure
- ✓ Engine power
- ✓ Engine type
- ✓ Gear
- ✓ Drive type
- ✓ Amount of doors
- ✓ Body type
- ✓ Car frame number
- ✓ First sale date (warranty start date)
- ✓ Full warranty term

SALES TRANSACTION

- ✓ VIN
- ✓ Sales date
- ✓ Dealer`s center
- ✓ Vehicle buyer (without personal data)
- ✓ Vehicle package
- ✓ Vehicle completeness (highlighting specific options: number of keys, service journal, original CT, Car pass etc.)
- ✓ Additional information
- ✓ Marking special sales program if applied (governmental support, manufacturers' programs)
- ✓ NO PERSONAL DATA

MOT TRANSACTION

- ✓ VIN
- ✓ Service date
- ✓ Service center (dealer's center)
- ✓ Mileage on service date (odometer)
- ✓ Type owner (individual, entity)
- ✓ Type of work performed (MOT or Recall service)
- ✓ Additional information

Information requested from dealers



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Required information from insurance companies and credit organizations



CREDIT / LEASE

- ✓ The name of the organization lending the car
 - ✓ VIN
 - ✓ The start date of the credit or leasing contract
 - ✓ Ending date of a credit or lease contract
 - ✓ The closing date of the obligations under the loan agreement or lease contract
- Insurance

INSURANCE

- ✓ Title of the insurance company
 - ✓ VIN
 - ✓ Date of sale of the insurance policy
 - ✓ Date of sale of the policy
 - ✓ Complex insurance
 - ✓ Insurance amount
 - ✓ The term of the policy
 - ✓ Mileage at the time of insurance
- Insurance case

INSURANCE EVENT

- ✓ Title of the insurance company
 - ✓ VIN
 - ✓ The date of the insured event
 - ✓ Mileage at the time of the insured event
 - ✓ Claim type
 - ✓ The fact of reimbursement (provided/not provided)
 - ✓ Constructive total loss of the car
- Brief description of damage

The Advantages of NVDB for Distributors



ATTRACTION CUSTOMERS TO THE DEALER

Clear history of cars serviced at official dealers is available to all market participants will allow to increase their attractiveness and as a result increase the cost of vehicles serviced at authorized dealers which will make it unprofitable to purchase non-original spare parts and service from unofficial dealers

INCREASE THE RESIDUAL VALUE

Car brands with transparency of picking runs and the history of the car more attractive to buyers in the secondary market, and as a result, their cost is higher than 5-10%

VIN DECODER

Openness of information on the range of options of cars available to all market participants including individuals will help to differentiate the cost of cars in the secondary market in accordance with the specifications and to reduce the loss of residual value of expensive modifications

CALCULATION OF THE RESIDUAL VALUE

Automated calculation of the residual value of cars based on the transaction authorized dealers, the cost of new vehicles, equipment and history of the car will increase the attractiveness of these vehicles to credit institutions and as a result the demand because of the availability of credit which would entail increasing the residual value

DATA ACCESS

Participating distributors get the data free of charge

The Advantages of NVDB for Dealerships



CURRENT RESIDUAL VALUE

Complete and clear history of the car available to all market participants of pre-owned will reduce the outflow of cars 2-nd, 3-th segment making the maintenance savings from not authorized dealer unprofitable because of the high differentiation value of the car with transparent and opaque history

VEHICLE HISTORY

The formation and modeling of the redemption price, the transaction-based dealer community for similar cars taking into account packaging, mileage, features regional pricing and the actual selling price of comparable new cars

VIN

Accurate definition of Brand, Model, Country of manufacturer, Manufacturer, Version, release, Configuration and additional options of the car when selling. For a number of vehicles - the VIN on control fraud (changed numbers)

CONTROL OF VEHICLE MILEAGE

Control runs for each Database recorded in the event history models identifying the likelihood of fraud (actual mileage)

LEGAL PURITY

Minimizing possible financial and legal risks: verification of legal purity of cars (Loans, Liens, Arrests, Thefts, Court proceedings)

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The Advantages of NVDB for Insurance Companies and Credit Organizations



CLEAR HISTORY OF CAR

Transparency of history of maintenance, insurance claims and body repair will reduce the risks of credit and insurance organizations to take on the insurance/lending car non-compliant with the stated condition, and as a consequence, to minimize potential losses

THE CALCULATION OF THE RESIDUAL VALUE

Automated calculation of the residual value of cars based on the transaction authorized dealers, the cost of new vehicles, equipment and history of the car will reduce the risks of credit and insurance organizations in connection with the transparency value of the collateral/insurance

LEGAL TRANSPARENCY

Minimizing of possible financial and legal risks for insurance companies and credit organizations through verification of legal purity of cars (Loans, Liens, Arrests, Thefts, Court proceedings)

AN INCREASE IN THE VOLUME OF INSURANCE AND LOAN

Reduction of risks of credit institutions and insurance companies will make insurance products and loans more affordable for consumers which in turn will lead to an increase in credit and insurance transactions:

- The increase in lending as a result of reduced cost of insurance and availability of credit
- Increase in insurance due to increased volume and availability of credit

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Thank you!

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