



Thank you for joining us!

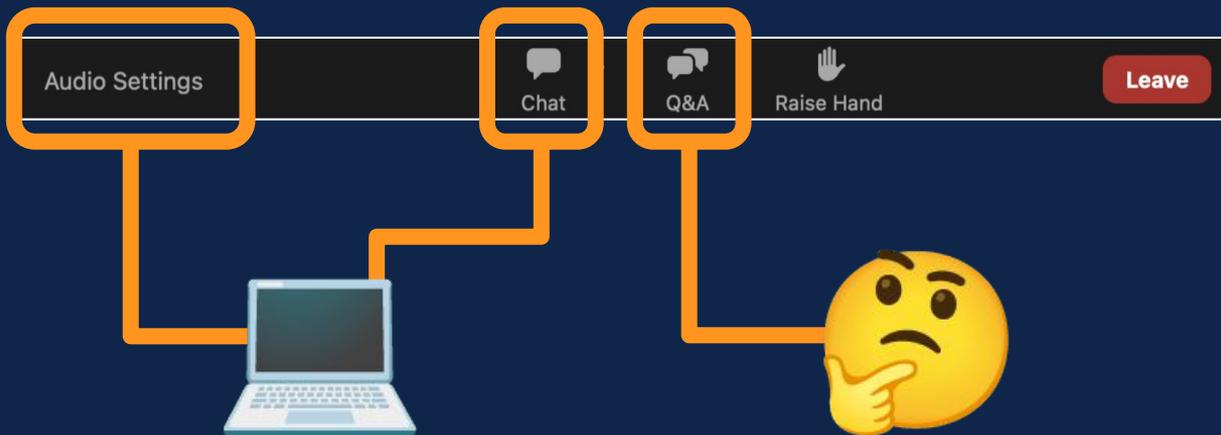
Colorado EVTR & Leasing Changes webinar will begin shortly.



Colorado EVTR & Leasing Changes: What You Need to Know

What's changing, how it impacts your dealership,
and what to do next as the upgrade takes effect

Stay tuned until the end for our Q&A Session



Tech Issues

Can't hear us? Having trouble seeing our slides? Click **Audio Settings** or message us in the Zoom **Chat** for additional help

Questions

Drop them in the Zoom **Q&A**, and we'll answer them at the end of the webinar

Hosts



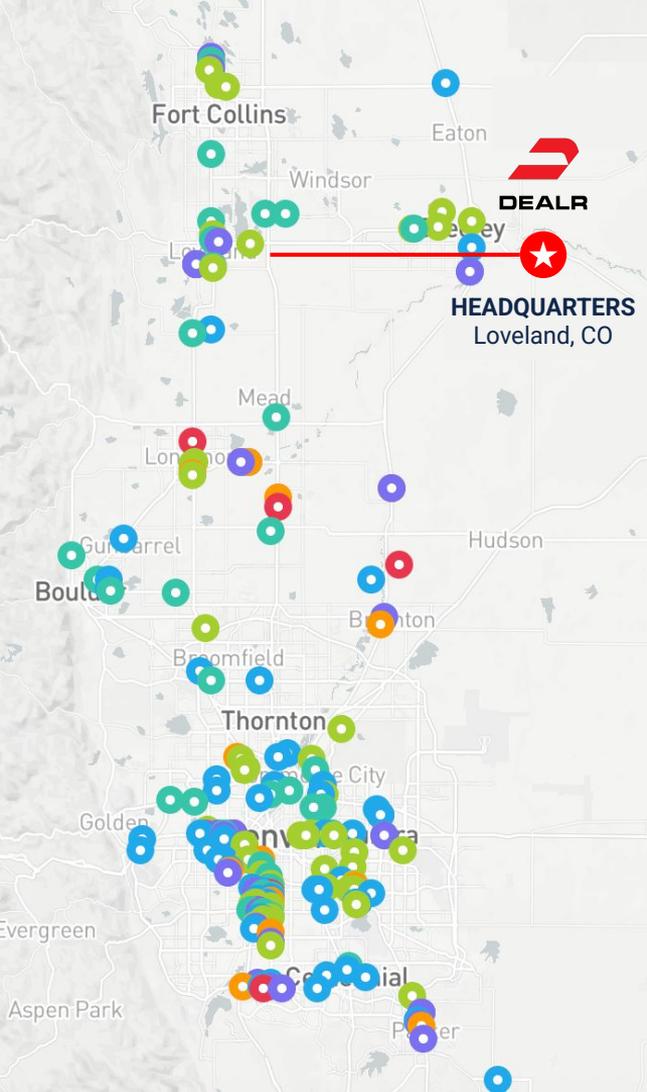
FORREST MIDDLETON

Founder & CEO, Dealr, Inc.



RACHEL ARMSTRONG

VP of Client Success, Dealr, Inc.



Who We Are

- Creator of *dealr.cloud*, *dealr.tax*, and *Dealer Title Solutions (DTS)* – tools built by and for dealers
- Founded and operated in Northern Colorado
- Serving auto dealers in Colorado since 2016
- Trusted by hundreds of dealers nationwide
- Dealership operations experts

Who You Are

- Owners & General Managers
- Title Clerks & Compliance Teams
- Controllers & Accounting Leaders
- Anyone Who Prints Temp Tags

New Motor Vehicle Dealerships

Used Motor Vehicle Dealerships

Trailer Dealerships

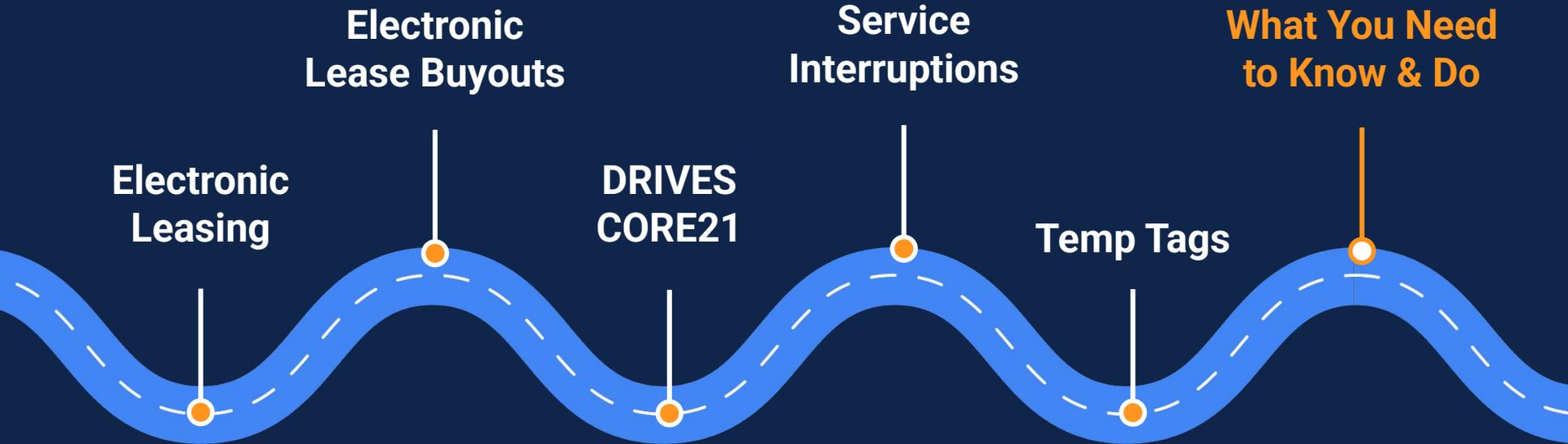
Powersports Dealerships

RV Dealerships

Lenders

Independent Titling Companies

Today's Webinar Roadmap



EVTR: Electronic Vehicle Title & Registration

- Transforms legacy vehicle titling electronically
- Improved consumer experiences
- Standardized requirements compared to 64 separate counties
- DTS is an EVTR vendor contracted with the State of Colorado



Today's webinar is not endorsed by the Colorado Department of Revenue, and is based on independent research for the benefit of Colorado dealerships.

Why are we hosting this?

*Today's webinar is not endorsed by the Colorado Department of Revenue,
and is based on independent research for the benefit of Colorado dealerships.*



Electronic Leasing for Colorado

Electronic Leasing: Starting Feb '26

- Electronic processing through EVTR
- DR0026 can be uploaded through DTS
- Taxes collected on the “*amount paid at signing,*” paid to DTS, DTS pays to counties
- DR0100 taxes remitted as usual
- Lessor, Lessee, and Lienholder submission



ELIMINATE THE NEED TO WORK WITH 64 COUNTIES.
USE **DTS** AS YOUR SINGLE VENDOR FOR QUESTIONS AND SUBMISSIONS.

EVTR Leases: Why you should care

- Better supports the leasing lifestyle
- Leasing Customers = Repeat Customers
- New process designed for ease of use
- Not just titling - registration too



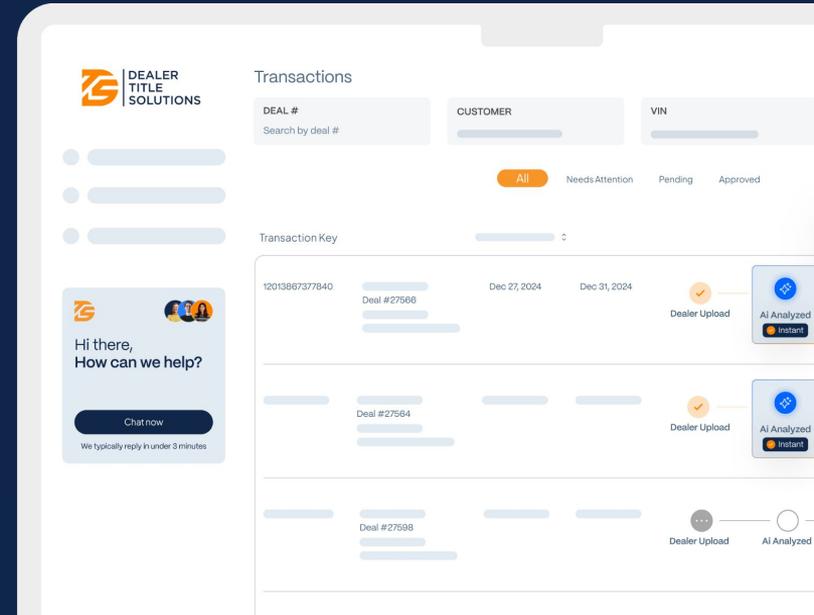
A map of the United States with county boundaries outlined in a light blue color. Small, semi-transparent blue dots are scattered across the map, representing data points. The background is a dark blue gradient.

Electronic Lease Buyouts

EVTR Lease Buyouts:

- Flip the title from Lessor to Lessee
- Add financing to the lease buyout
- Submit a new customer address
- Taxes collected on “buyout amount,” remitted to DTS for out of area, DTS remits to counties

Upload documents
directly into DTS



ELIMINATE THE NEED TO WORK WITH 64 COUNTIES.
USE **DTS** AS YOUR SINGLE VENDOR FOR QUESTIONS
AND SUBMISSIONS.

EVTR Lease Buyouts

- DR0024 can be electronically submitted
- DR0100 taxes remitted as usual
- Typical deals:
 - Revenue from buyout markup + financing fee

Upload documents
directly into DTS



Transactions

DEAL #

Search by deal #

CUSTOMER

VIN

All

Needs Attention

Pending

Approved

Transaction Key

1201386737840

Deal #27566

Dec 27, 2024

Dec 31, 2024

Dealer Upload

AI Analyzed

Instant

Deal #27564

Dealer Upload

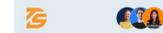
AI Analyzed

Instant

Deal #27598

Dealer Upload

AI Analyzed



Hi there,
How can we help?

Chat now

We typically reply in under 3 minutes

ELIMINATE THE NEED TO WORK WITH 64 COUNTIES.
USE **DTS** AS YOUR SINGLE VENDOR FOR QUESTIONS
AND SUBMISSIONS.

Better Customer Experiences



- Faster plates and registration
- More confidence the deal is truly done
- Less follow-up post-delivery
- Real-time status updates when needed
- Eliminate DMV visits for your customers

DTS STATUS INTERFACE



State Posted

Approved Feb 4, 2026

Transaction Key: 12017123456789

Title Number: 012345678

Issue Date: 2/4/2026

Title State: CO

Lienholder:  CANVAS CREDIT UNION

When can you get access?



Target Launch with DTS

- 1st transactions for leases + buyouts
- Reach out to get started



DRIVES CORE21

Upgrade

DRIVES CORE21 Upgrade: What is it?

- New modern infrastructure - started early '24
- Stronger security & access controls
- Improved usability & accessibility
- Shared system improvements across all Colorado jurisdictions



DRIVES CORE21 Upgrade: What does it mean for you?

- Enhanced EVTR capabilities
 - Leases
 - Lease Buyouts
- Better experience for dealers and consumers
- Day-to-day? Not much, other than the upcoming service interruptions
 - New DRIVES interface for temp tags





Service Interruptions
DRIVES, DMV, County, and EVTR

DRIVES Upgrade Dates



DRIVES downtime starting February 13th

DRIVES Upgrade Dates



DRIVES back online starting February 17th

County Interruptions

County	Mon Feb 16	Tues Feb 17	Wed Feb 18	Thu Feb 19	Fri Feb 20
Adams County	Closed	Closed	Open	Open	Open
Arapahoe County	Closed	Closed	Limited Appts	Limited Appts	Limited Appts
Boulder County	Closed	Limited Appts	Limited Appts	Limited Appts	Closed
Denver County	Closed	Closed	Closed	Limited Appts	Limited Appts
Douglas County	Closed	Limited Appts	Limited Appts	Open	Open
El Paso County	Closed	Closed	Family and Friends	Open	Open
Jefferson County	Closed	Closed	Limited Appts	Limited Appts	Closed
Weld County	Closed	Open	Open	Open	Open



DRIVES Temp Tags Down

Feb 13-17, 2026

Friday - Tuesday

Temp Tags Planned Service Interruptions

- Friday, Feb 13th 4:45 PM MT – Tuesday, Feb 17th 8:00 AM DRIVES System Shutdown
 - Temp Tags can't be created using your login to DRIVES
- Monday, Feb 16th Re-activation for internal development testing
 - (Federal Holiday Presidents Day, State is closed)
- Tuesday, Feb 17th ~8AM MT system available for normal use
- Lookout for resources from the State on how to get access to the new DRIVES system

Process during DRIVES downtime

1. Print **Analog Temporary Registration Permit** PDF template w/ dealer and vehicle details
 - a. Affix to vehicle with standard mounting board
 - b. Provides temporary registration until February 24th, 2026
 - c. Customer must keep DR2407 Bill of Sale in vehicle with them
2. DO NOT PRINT on or after Tuesday, February 17th
3. Issue new Temporary Permit from new DRIVES portal on Tuesday and provide to customer BEFORE the tag expires on February 24th

TEMP TAG PREVIEW INTENTIONALLY REMOVED

A Temp Tag solution over the weekend

- **dealr.cloud**
 - New form added to system, accessible and easy to use
 - DO NOT USE on the 17th, you must use the new DRIVES interface
 - Be on the lookout for updates (HOW)
- **DTS**
 - Form will be available inside of your DTS account in a new analog temp tag printing interface
- **Non-Dealr customers**
 - **Free signup to access easy way to print analog temp tag from a DTS account for verified dealers temporarily - reach out for how to get access**
 - DTS can support independents and franchises

EVTR Planned Service Interruptions February 13-17



4:45 PM MT
**Final Submission
through EVTR Vendors**



4:45 PM MT
**DRIVES system
shutdown**



*State closed for
Presidents' Day*



8:00 AM MT
**System available for
limited initial use**

EVTR + Temp Tag Planned Service Interruptions

FEBRUARY						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	~4:45pm 10 EVTR & DTS Submission Deadline	No EVTR Submissions	No EVTR Submissions	~4:45pm 13 No Temp Tags No EVTR Submissions	14 No Temp Tags No EVTR Submissions
15 No Temp Tags No EVTR Submissions	16 No Temp Tags Submit to DTS!	17 CORE 21 Launch! Temp Tags through DRIVES only	18 33% DTS Volume	19 66% DTS Volume	20 100% DTS Volume	21 100% DTS Volume

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Shoutout to the Colorado Department of Revenue

- Big tech changes mean lots of moving parts
 - DMV, counties, dealerships, and EVTR vendors
- Some interruptions are expected
- A little patience goes a long way as we make this upgrade together
- The payoff is a better experience for all



How to Get Started

The Power of EVTR & DTS

- Contracted with the State of Colorado
- Remove the complexity from titling
- Replace manual processes with a digital, providing you accelerated
- Fast lien perfection and resale titles



Better Customer Experiences



- Faster plates and registration
- More confidence the deal is truly done
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- Real-time status updates when needed
- Eliminate DMV visits for your customers

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How do you process electronically?

- ✓ Collect necessary documents (Title, DR2407, DR2395, DR0024/DR0026, etc.)
- ✓ Scan & Upload Deal Jacket into DTS
- ✓ Review Transaction
- ✓ Submit to DTS & DRIVES

Time to submit to DTS ~5-10 mins/title



The Other Way

Old-School Paperwork

- × Drive or overnight docs to the DMV
- × Wait days for mailed correction notices
- × Call DMV to check status
- × No real-time tracking
- × 5-title limit, DMV hours only
- × Risk of delayed lien perfection



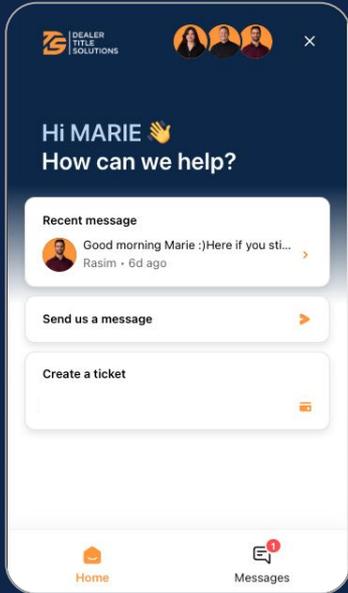
Built for Colorado: Speed, simplicity and control

- ✓ No DMS integration required
- ✓ Submit electronically to the state
- ✓ Titles processed in days, not weeks
- ✓ Track progress in real-time
- ✓ 24/7 access, unlimited submittals
- ✓ Lien perfection in 48 hours

Start Saving Time Today



Next Steps for Current DTS Clients



1. Login to your DTS Account
2. Click on the Orange Chat Bubble
3. Type: Opt-In for Leasing



Connect With Us Anytime!

dealr.cloud

☎ (720) 772-7706

✉ support@dealr.cloud

🌐 dealr.cloud

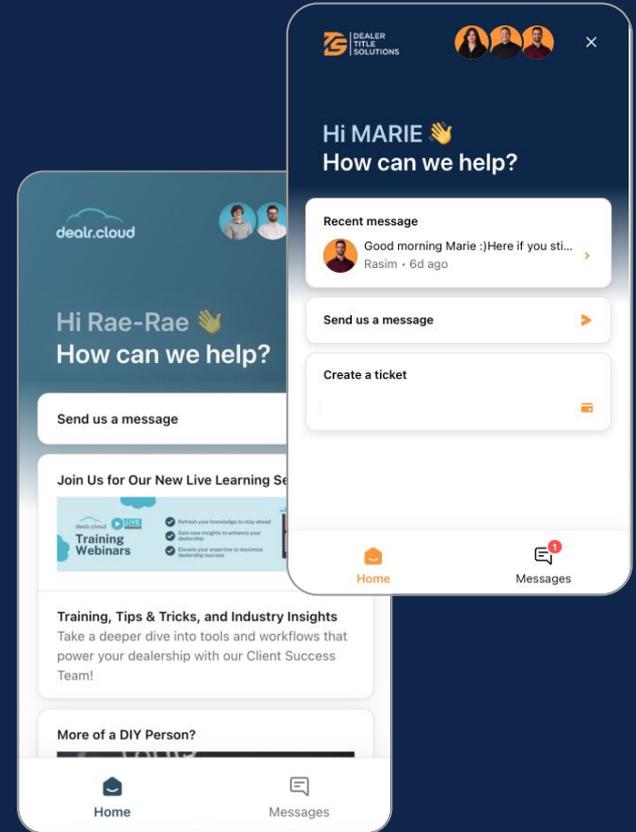
Dealer Title Solutions (DTS)

☎ (720) 776-3326

✉ support@dealertitlesolutions.com

🌐 dealertitlesolutions.com

or chat with us!



Post-Webinar Resources



You will receive an email following the conclusion of this webinar with a ***link to access key resources***

- Webinar recording
- Interruption schedules
- Instructions for activating leasing
- Link to get info on signing up with DTS
- Link to get info on free temp tag interface



Live Q&A
Insights & Answers

Thank You for Joining Us!

