

**From:** Marisa Crawford <mcrawf@gov.sc.gov>  
**To:** Marcia.Adams@SCDMV.net; Marcia.Adams@SCDMV.net  
**Date:** 12/1/2004 9:55:26 AM  
**Subject:** RE: Portal

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FYI - My understand is there would be nightly deposits for record purchasing. Don't know if that matters.

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>>> <Marcia.Adams@SCDMV.net> 12/1/2004 9:55:10 AM >>>  
I will talk with NIC about #2 and #3, but I have very strong feelings about #1. Driver records are the major source of revenue for DMV, and I don't want to lose control over the sales data. This deal has the potential to have a major impact on the DMV revenue stream, both the amount of revenue and the timing of the revenue stream. For DMV, this is a do or die issue, especially as we move from state funds to other revenue funds. This may be a good deal for other state agencies, but I have to be concerned about DMV at this point. This should not be a major issue for NIC. I understand that it is in the contract, but I don't understand why this should make a difference. At the very minimum, the \$6 could be deposited in a state account at the time of sale. I would think that this should not be a problem. We already do this at DMV with the funds that we have to distribute to other agencies.

Marcia

-----Original Message-----

From: Marisa Crawford [mailto:mcrawf@gov.sc.gov]  
Sent: Wednesday, December 01, 2004 9:25 AM  
To: Marshall Evans; Chad Walldorf ; Marcia.Adams@SCDMV.net  
Subject: Re: Portal

Marcia - Chad and I feel # 2 and # 3 are very reasonable. If you would deal directly with NIC on these, that would be great. We have a concern about #1. I don't think it is doable per the contract that was signed already with NIC. Talk to NIC, but we don't want this to die over #1.

Thanks.

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>>> <Marcia.Adams@SCDMV.net> 11/29/2004 11:03:25 AM >>>  
Marisa, Chad, and Marshall.

I wanted to follow up on my conversation that I had last Wednesday with Marisa about the portal. I still have concerns about the way NIC prices its services, but if the governing board is set up correctly, those issues can be handled.

I think that if the State goes with this portal, we should take the \$1.25 option to make it a little easier on the insurance industry. There are several things that we must get in order for this contract to work smoothly for DMV and the State.

1. NIC would like all of the revenue to be deposited into their account and then they will distribute the funds to the State. This supposedly saves the State in its accounting function. Driver record revenue is the main source of funding for DMV. I don't want to lose control of the sales for this product. It would be much easier for DMV to deposit the \$1.25 for each record sold into an account for NIC. By doing this, DMV retains control of the sale data, which is much needed information for budgeting purposes.

2. NIC wants to control the contracts for the sale of driver records.

DMV wants to retain its own contract management function because of the privacy of this information. You may recall the issues that arose several years ago from the sale of photos. DMV must control its own contracts for the sale of information to any entity.

3. The only DMV product included in the portal is driver records. DMV has already developed several other web applications that are ready to go.

NIC should help other agencies develop applications to include in the portal and move away from other DMV products.

These three items are non-negotiable. We must get them to protect DMV as well as the State. Thanks for your help.

Marcia

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