Data Sales Program Overview

The BMV and its partners define data sales program types across 6 major categories including: instant, basic, enhanced, limited registration, point to point, and bulk. The definition and general guidelines for each type is outlined below. This document aims to provide clearer delineation on how data can be accessed and the requirements that are set forth for each type of access.

Summary of Program Types

Instant and basic access can be accessed by individuals who take the outlined actions as no personal information is provided. For all additional categories, data is only available to qualified entities who meet the eligibility and use requirements in Indiana Code § 9-14-13-7 or § 9-14-13-8.

Instant Access

The Instant Access service provides individuals a resource to purchase a one-time driver record, title, or registration. To use this service, the requestor is required to input personal information and sign an electronic agreement. Once signed the requestor can search records using either first name, last name, date of birth, and full driver's license number OR first name, last name, date of birth, and full social security number. Per DPPA requirements, Instant Access does not include access to personal information that has not already been provided by the requestor (i.e., Name, Address, DLN, or Physical Description.). The cost per record is $16.32.

Basic Access

To gain Basic Access, the requestor must first create an IN.gov account and electronically sign the IN.gov agreement. All IN.gov account holders are granted Basic Access to BMV Records. Records available through Basic Access can be pulled one at a time or input in a bulk search. Regardless of how the data is input, the search parameters required to pull information include Name, Date of Birth, and DLN or Name, Date of Birth, and SSN. There is a $95 annual fee plus $10 per record fee for these customers. As with Instant Access, personal information that has not been provided is not returned with a search.

Enhanced Access

Enhanced Access provides different search capabilities and returns additional information for verified entities. To be approved for Enhanced Access, entities must qualify and be in one of the categories listed in the Enhanced Access section of the Premium and Enhanced BMV Services page. Specific requirements by category are also listed on that page. Entities must complete Step 1 on the Steps to Subscribe page by submitting the appropriate Subscriber Account Agreement. Upon completion, entities can determine eligibility for Enhanced Access and if appropriate, complete and submit State Form 54373 for review. Once received, the IN.gov Enhanced Services team reviews the application, including all required business documentation. If approved, the entity will receive access based on its category.

Entities approved for Enhanced Access are audited by the BMV. They can pull one record at a time or input in a bulk search, same as Basic Access. There is a $95 annual fee plus $10 per record fee for these customers.

Linked here is additional detailed information on steps to subscribe for both Basic and Enhanced Access.

Limited Registration Access

Parking and tollway enforcement agencies are provided with Limited Registration Access to assist with the delivery of parking citations and tolls. Entities input detailed license plate information, including plate type, plate year, and plate number, and are returned the name and address registered to the license plate. Entities who have Limited Registration Access is limited and requires completion of a contract directly with the State of Indiana. The contract outlines the terms and conditions including, but not limited to, definition of fields shared, fee structure, and sets forth clear parameters on permissible use of the data. Prior to signing a contract, the BMV or Indiana Department of Technology (IOT) reviews the requested information and the entity itself to confirm all information shared aligns with the DPPA. There are also parameters in the contract requiring reporting to the appropriate party should any suspicious activity occur related to BMV data. Once agreements are in place, these entities can complete record lookups.

Point to Point

Entities who have point to point access is limited and requires completion of a contract with the State of Indiana. The contract outlines the terms and conditions including, but not limited to, definition of fields shared, fee structure, and sets forth clear parameters on permissible use of the data. Prior to signing a contract, the BMV or IOT reviews the requested information and the entity itself to confirm all information shared aligns with the DPPA. There are also parameters in the contract requiring reporting to the appropriate party should any suspicious activity occur related to BMV data. Once agreements are in place, these entities can complete record lookups utilizing a webservice.

Bulk

Entities with access to bulk data is also limited and requires completion of a contract directly with the BMV. Like Limited Registration and Point to Point, the contract outlines the terms and conditions including, but not limited to, definition of fields shared, fee structure, and sets forth clear parameters on permissible use of the data. Prior to signing a contract, the BMV reviews the requested information and the entity itself to confirm all information shared aligns with the DPPA. There are also parameters in the contract requiring reporting to the appropriate party should any suspicious activity occur related to BMV data.

Bulk data sharing is processed through a secure file transfer. Entities receive data from the BMV based on the terms of their contract.

Data Sales Report

December 1, 2023

Indiana law requires that certain data be made available to qualified entities who meet the eligibility and use requirements contained within Ind. Code § 9-14-13-7 or Ind. Code § 9-14-13-8. The Bureau of Motor Vehicles and Bureau of Motor Vehicles Commission (collectively BMV/C) follows the requirements set forth in the IC, including the newly required annual reporting contained within Senate Bill 290-2023.

This summary aims to provide transparency regarding how data can be accessed and the requirements that are set forth for each type, all of which include contractual protections. Indiana has made data available to qualified entities who meet the eligibility and use requirements for over two decades and is in alignment with the practices of other states in this regard.

> The BMV and its partners define data sales program types across six major categories. These include instant, basic, enhanced, limited registration, point to point, and bulk. The definition and general guidelines for each type can be found in the "BMV Data Sales General Summary" document included with this report.

Revenue Model

Data Sales Program revenues retained by the BMV/C are deposited into the Bureau of Motor Vehicles Commission (BMVC) and State Motor Technology (Tech) Funds, which support the agency's branches, its team members, and various agency-related initiatives, including technology maintenance and updates. All remaining revenue is managed by the Indiana Office of Technology (IOT) on behalf of the state of Indiana. This portion of revenue goes toward the operation of the IN.gov web portal.

Data Sales Fund Summaries

Data Sales Revenue

	Actual 1/1/23 - 10/31/23	Forecast 11/1/23 - 12/31/23	CY Forecast 1/1/23 - 12/31/23
BMV/C funds portion of Data Sales	12,952,563	2,590,513	15,543,076
IOT portion of Data Sales	8,424,448	1,684,890	10,109,337
Total Data Sales Revenue	$ 21,377,011	4,275,402	$ 25,652,413

may not foot due to rounding

$21.3M in revenue has been collected in association with the Data Sales Program through October of 2023. Given the current run rate, approximately $26M is projected to be collected by the end of the calendar year with 61% of the total deposited into the BMVC Fund.

Data Sales Revenue and Expense Summaries

Through the first 10 months of calendar year 2023, the BMVC and Tech Funds generated revenue of $119M and $6.3M, respectively. Data sales revenue over the same period accounted for roughly 10% of the revenue deposited into the BMVC Fund and made up nearly 11% of the funding collected in the Tech Fund. The Funds are estimated to generate a combined total of $150.1M by 2023 calendar year end.

BMVC Fund Revenue and Expense Summary

	Actual 1/1/23 - 10/31/23	Forecast 11/1/23 - 12/31/23	CY Forecast 1/1/23 - 12/31/23
Revenue - Driver/Vehicle Services Revenue	106,689,669	21,337,934	128,027,602
Revenue - Data Sales	12,268,079	2,453,616	14,721,694
Revenue Subtotal	$ 118,957,747	$ 23,791,549	$ 142,749,296
Expense	(110,849,834)	(20,512,311)	(131,362,145)
Transfer in / (out) - to Tech Fund	(5,556,150)	-	(5,556,150)
Subtotal	$ 2,551,763	$ 3,279,238	$ 5,831,001

may not foot due to rounding

Tech Fund Revenue and Expense Summary

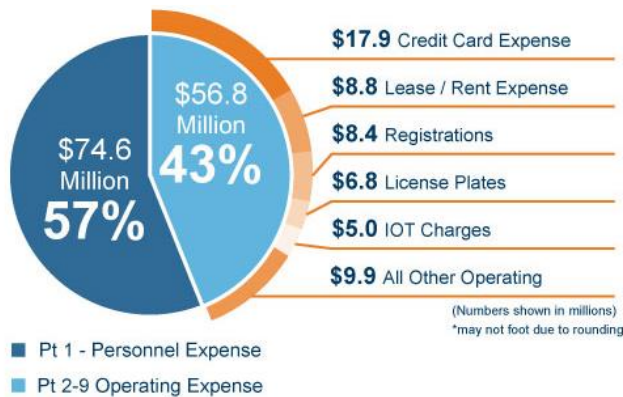|	Actual 1/1/23 - 10/31/23	Forecast 11/1/23 - 12/31/23	CY Forecast 1/1/23 - 12/31/23
Revenue - Transaction fee and other	5,567,335	990,436	6,557,771
Revenue - Data Sales	684,485	134,752	819,236
Revenue Subtotal	$ 6,251,820	$ 1,125,188	$ 7,377,008
Expense - STARS Maintenance & Operations	(6,752,950)	(1,350,590)	(8,103,540)
Expense - Projects	(175,356)	(1,500,000)	(1,675,356)
Transfer in / (out) from BMVC for eTitle	5,556,150	-	5,556,150
Subtotal	$ 4,879,664	$ (1,725,403)	$ 3,154,262

may not foot due to rounding
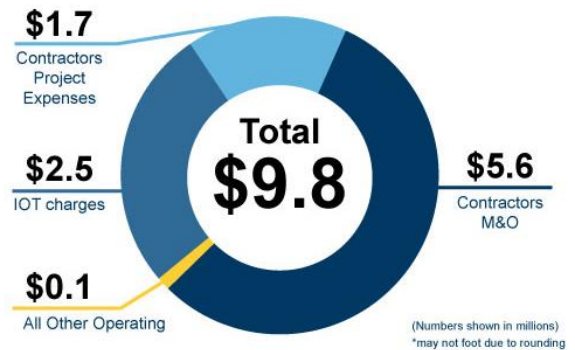
Funding Sources and Expenditures

Both the BMVC and Tech funds have dedicated funding sources. The BMVC Fund's revenue is primarily sourced through fees associated with Driver and Vehicle Services, while the Tech Fund receives $0.50 for each BMVC transaction. The fees that are collected in these funds are not earmarked for specific expense types rather are used to support the operating purposes of the respective fund.

BMVC Fund revenues are used for branch expenditures such as salaries for branch employees, lease payments, security, office, and utility charges, as well as credential production costs and credit card processing fees. Tech fund revenues are used to purchase new technologies as well as make major system upgrades such as E-lien and E-title. Additionally, these resources are used to maintain and upgrade the current STARS Branch System for the continued improvement of secure and accurate services to our customers.

BMVC Fund 2023 Expense Forecast

$56.8 Million 43%
$74.6 Million 57%

$17.9 Credit Card Expense
$8.8 Lease / Rent Expense
$8.4 Registrations
$6.8 License Plates
$5.0 IOT Charges
$9.9 All Other Operating

(Numbers shown in millions)
*may not foot due to rounding

■ Pt 1 - Personnel Expense
■ Pt 2-9 Operating Expense

Tech Fund 2023 Expense Forecast

$1.7 Contractors Project Expenses
$2.5 IOT charges
$0.1 All Other Operating
Total $9.8
$5.6 Contractors M&O

(Numbers shown in millions)
*may not foot due to rounding

Summary

The agency is committed to governing data utilized by internal and external parties by building sustainable, efficient, and innovative systems managed by data and business experts. The BMV/C will continue to follow requirements set forth in IC as well as provide continued transparency on the available programs and requirements of such programs.