



## **Westlake GPS Tracking & Payment Reminder Program**

### **Program Introduction**

Westlake Financial Services is launching a new program with our dealership partners to have GPS vehicle-tracking/payment-reminder devices installed in the vehicles whose contracts are purchased by Westlake. When you submit a deal to us with a GPS device installed on the vehicle, we will increase your proceeds by **\$500**. We have joined with a leading provider in the GPS vehicle-tracking industry, Procon/GoldstarGPS, and selected a device that includes both tracking and payment-reminder features:

- If the customer is late making a payment, the device will beep a warning every time the vehicle is started.
- If the late-payment situation is not corrected, the device will disable the vehicle ignition. In order to start the car, the customer will need to bring the account current and have Westlake re-enable the ignition.
- Disabling the ignition is administered by Westlake as a repossession event.
- The GPS feature allows for quick and easy location of the vehicle, either before the ignition is disabled or afterwards.
- The GPS feature also allows for 'geo-fences' to be defined, which trigger a alert if the vehicle is taken out of a defined area.

Installation of a GPS vehicle-tracking device has advantages to both Westlake and the dealership:

- The customer is prompted (*right in the car!*) to make timely payments.
- Timely payments = more profit for you, with lower losses and charge backs.
- The vehicle can be easily located if a repossession becomes necessary.
- The customer may be able to get an insurance discount for having an anti-theft device in the vehicle.

**1. Ordering Your Tracking Devices:** You can order devices from GoldStarGPS by using any of these options:

- Call Lender Services at 877-563-0042, or
- Email Goldstar at [westlake@loanplusgps.com](mailto:westlake@loanplusgps.com), or
- Fax an order form to Goldstar at 866-334-1525

Lender Services will process your order and confirm shipment by emailing you the tracking number. The device cost is **\$175**, not including shipping. Westlake will increase your proceeds by **\$500** for any GPS deal submitted and funded.

**Payment:** Participating dealerships can either pre-pay for the devices by credit card, or pay by COD on delivery. Payment arrangements are between Procon and the dealership.

**Shipment:** Devices are shipped within 24 hours of being ordered, and delivered within two business days.

- 2. Managing Your Device Inventory:** Lender Services will provide you with a login ID and password to <http://westlake.loanplusgps.com>, which is the website for the Westlake program. You can access the site to manage your device inventory, including editing the device, locating the vehicle, activating the buzzer, or disabling the ignition. We recommend that once a device is installed, you should edit the device to associate the vehicle and customer details to the device (VIN, make, model).
- 3. Installation of Your Tracking Devices:** You can install your own devices, or you can have them done by a third-party installation service. Installation instructions are provided with the device, and an interior mechanic can easily install the device in 30 – 45 minutes. The device is installed inside the vehicle dashboard, out of sight and not easily accessible to the customer.

The device has a built-in backup battery, an antenna which is also installed inside the dashboard, and a built-in *piezzo* (the beeper).

If the device is removed by the customer, it will create an exception record in our device tracking reports. If the vehicle battery is dead, it will also create an exception report.

If you use the third-party installer, there will be an additional \$50 - \$75 separate charge payable to the installation service, per device.

- 4. Transferring Your Devices to Westlake:** Access the GPS website at <http://westlake.loanplusgps.com>, Choose ACCOUNT ACTIVATION from the menu on the left. Retrieve the specific GPS device from your inventory using the Serial pulldown. Complete the fields indicated and then click Activate Account. You can put anything you want in the Westlake App ID field: Use the App ID if you know it, or just enter the borrower's SSN.
- 5. Submitting the Contract to Westlake:** Submit the contract to Westlake with a signed copy of the GPS Disclosure Statement and Installation Agreement. The customer will own the device, but grants control of it to Westlake through the GPS Disclosure Statement and Installation Agreement. Westlake will increase your proceeds by **\$500** for any GPS deal submitted and funded.
- 6. Westlake's Tracking & Payment Reminder Program:** There are three performance event thresholds with Westlake's program:

- A. Past Due Payment Reminder: The device will beep at ignition-on if the payment is late.
- B. Severe Delinquency Reminder: The device will beep louder and longer if the payment becomes more than 20 days late.
- C. Ignition Disabled: The ignition will be disabled if more than two payments become delinquent. The ignition is disabled only when the vehicle is already turned off; there are no safety issues.

During the recourse period, Westlake will cooperate with you on ignition-disable events, but because Westlake owns the contract, we must be the ones to disable the vehicle, if necessary. Disabling the vehicle is considered to be a repossession event under the UCC (Uniform Commercial Code), and Westlake will need to send appropriate repossession notices to the customer if the vehicle is disabled.

- 7. **Managing Dealer-Retained Devices:** You can install the devices in your own BHPH vehicles and set your own parameters for payment-reminder beeps and ignition disable. If you sell the contract to us, Westlake will control the devices installed on those vehicles, but you will control the devices installed in your own vehicles. You can manage your own devices at the <http://westlake.loanplusgps.com> website.
- 8. **Paid in Full Accounts, Repossessions, and Recycling Devices:** Depending on circumstances, you may be able to re-use a previously installed device:
  - A. If you repurchase the contract from Westlake, we will transfer the device back to your control.
  - B. After payment in full, the customer can assume control of the device. If they choose this option, the customer will need to pay the service fee going forward (Westlake pays this fee during the loan term).
  - C. If the customer brings the vehicle back to you as an early payoff trade-in, we will transfer the device back to you.
  - D. If Westlake repossesses the vehicle, we will retain the device for future use with reinstated accounts.