

CUSTOMER SUCCESS

# Auto Credit of Austin

“ Before partnering with Spireon, we were searching for our customers and chasing late payments. Now that we have implemented GPS tracking devices our customers are in DAYS before their payments are due. It is hassle free, and GoldStar GPS works. It would be irresponsible of me to roll a car without one, knowing what I do about the results I’ve seen.”

– Sam Cox, General Manager – Auto Credit of Austin

## ABOUT AUTO CREDIT OF AUSTIN

Auto Credit of Austin has a number of Buy Here Pay Here dealerships throughout the Austin, Texas area. A Spireon GoldStar GPS client for over 7 years, they don’t finance a vehicle without the asset protection provided by Spireon GPS vehicle tracking.

## CHALLENGE

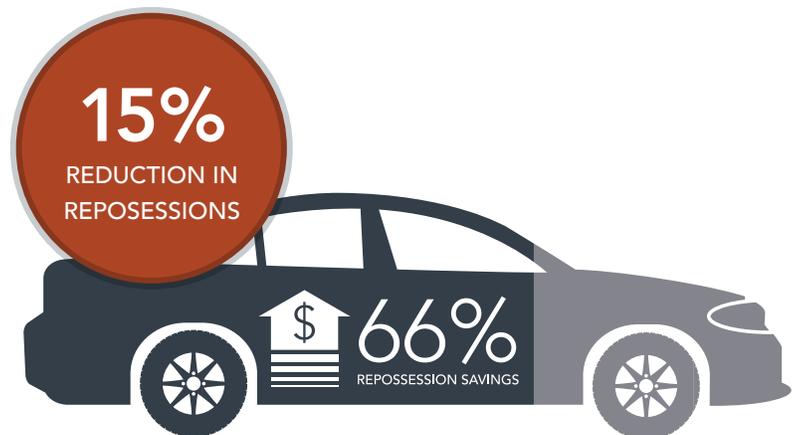
The dealership wanted to reduce the costs typically associated with a prolonged repossession: bailiff and legal, towing, storage, and the auction selling fees – on top of lost revenue from skipped payments.

## SOLUTION

Spireon GoldStar GPS devices in all vehicles, along with 100% full disclosure about their use of GPS vehicle tracking to their customers.

### This powerful combination delivers:

-  More on-time payments
-  Faster, easier vehicle locates
-  Reduced loan default costs
-  Lower repossession costs
-  Less manpower and time spent



## RESULTS

- Reduced repossession rate by **15%**
- Average repossession cost before GoldStar GPS: **\$450**
- Average repossession cost after GoldStar GPS: **\$150**

Auto Credit also asks their recovery specialists to include the removal and return of the device as part of the services performed, which enables them to use the device on another vehicle.