



PRODUCT COMPARISON TABLE⁽¹⁾

BENEFITS / CAPABILITIES	Impact Areas: Legal/CCCFA (L) Cost to Operate (C) User-Friendliness (U) Loan Performance (LP) Business Continuity (B)	VERIPAY™ CODE BASED SERVICE (ON TIME®) 	WIRELESS DISABLING PRODUCTS 
Vehicle can be immobilised and re-mobilised anywhere	L, U, LP	Yes	No
Compliant w/ EMC/RSM - you may be liable for \$200K fine/jail if not	L, B	Yes	?
Customer always knows exactly when & where vehicle will be disabled	L, U	Yes	No
Customer given means to accurately track loan status at all times	U, LP	Yes	No
Customer always given positive reinforcement for timely payment	U, LP	Yes	No
Customer always given audible final warning prior to disablement	U, LP	Yes	No
Customer receives automated missed payment advice by phone	U, LP	Yes	No
Customer has reliable means to use car in an emergency	L, U	Yes	No
Vehicle and contract management process is automated	C	Yes	No
Vehicle and system "at risk" reports available to lender	LP	Yes	No
Customer (phone) tracing service available (at no additional cost)	LP	Yes	No
Same day on-site installation service	U, B	Yes	No
Full user instructions and disclosure signing performed by supplier	L, U	Yes	No
Product replacement warranty applies for full term of all contracts	C	Yes	?
Inventory management fully taken care of by supplier	C	Yes	?
Ability to disable without warning		No	Yes –if in coverage
24/7 free phone helpline service operated by supplier for all users	C, U	Yes	No
Cost & coordination of in-field technicians/service calls included	C, U	Yes	No
Infrastructure/database professionally managed in A1 facility	B	Yes	?
Wireless tamper resistant feature available	LP	Yes	No
Cost to replace destroyed/tampered products borne by supplier	C	Yes*	No
Diagnostic feature built in for easy identification of product faults	U	Yes	?
Legal documentation/templates provided for users to sign	L, C	Yes	?
Cost/Invoicing based on performance of product	C	Yes	No
Full cost able to be charged to borrower transparently (CCCFA)	L, C	Yes	?
Product and Supplier have established histories in NZ market	B	Yes	No
Number of years product has been tested in field	B	8 USA 3 NZ	?
Number of products in field to date	B	300,000+	?
Supplier has both funding support and public liability insurance cover in excess of \$1 million	B	Yes	?
COST PER LOAN TO OPERATE FOR 24 MTH AVERAGE TERM (excluding gst, installation, staff time spent on code/txt management, etc). Assumes 20% arrears rate.		\$336 PP rental plan \$456 PAYG rental plan \$444 Performance plan	?

CONSIDER THIS: EVERY 1% MOVEMENT IN LEDGER PERFORMANCE BASED ON AN AVERAGE \$10,000 LOAN PRINCIPAL WILL EFFECTIVELY ADD OR DEDUCT UP TO \$100 TO/FROM PRODUCT COST.

(1) Prepared January 2007. DISCLAIMER: This comparison chart is provided for discussion purposes only. The information above is based on VeriPay's investigations at the time this document was prepared and applies to New Zealand only. VeriPay disclaims any and all liability as to the accuracy of the information in respect of specific Wireless Disabling Products without further investigation first taking place. © VeriPay Limited 2006 - This document is not to be reproduced or distributed without the express permission of VeriPay Limited. VeriPay and design are trademarks of VeriPay Limited. ON TIME® and design are registered trademarks of Payment Protection Systems Inc. *provided VeriPay's supply terms are adhered to.