

## news release

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### **PredictiveMetrics Receives SAP Integration Certification for AccessLink<sup>SM</sup>**

Tinton Falls, NJ – July 2009 – PredictiveMetrics<sup>SM</sup> the leading provider of statistical decision scoring technology and predictive analytics announces the availability of AccessLink<sup>SM</sup> for SAP. This SAP integration tool kit helps SAP customers easily extract the necessary data to take advantage of utilizing PredictiveMetrics' industry and finance specific and custom behavior scores. SAP customers will also have the ability to seamlessly import PredictiveMetrics' scores and other decision data back into SAP and SAP's Financial Supply Chain Management (FSCM) modules for pro-active portfolio monitoring and decision making for credit and collections workflow automation. PredictiveMetrics' statistical scores can be used to further enhance SAP's accounts receivable, financial reporting, credit and collection functionality by controlling for a customer's payment risk.

"In today's economy, this technological advancement will foster growth for companies using SAP by offering them the capability to incorporate predictive scoring into their credit, A/R or collection system bringing significant market advantages," stated Michael Banasiak, president and CEO of PredictiveMetrics, Inc. "Through this bolt on, SAP customers can improve their overall cash flow and realize cost reductions and operational efficiencies through better resource allocation by developing strategies based on risk. In addition, IT resources will be minimized in deploying this new functionality that is SAP certified."

PredictiveMetrics can now conduct a free retrospective validation analysis (back test) for any SAP customer who has a customer portfolio of more than 2000 active customers. Based on the SAP customer's definition of a BAD customer, PredictiveMetrics' behavior models, using only internal performance data, predict the probability that any GOOD paying customers will become a BAD paying customer at some point during the next six months. SAP customers can now leverage the predictive power of their internal A/R and collection performance information, which is now easily accessible with AccessLink.

PredictiveMetrics offers several portfolio management decision model options for maximizing results by identifying customer risk for collections, credit line management, order release, and calculating loss reserves:

- ♦ Net30Score<sup>SM</sup> – Predicts the probability of any good customer becoming severely delinquent, going to loss, or bankruptcy over a six month period for trade credit, primarily Net/30, 10-day terms, but can be adapted to handle any terms
- ♦ LeaseRiskScore<sup>SM</sup> – Predicts the probability of severe delinquency beyond terms or loss over a six month period for leasing and loan installment debt with monthly or quarterly payments
- ♦ UtilityScore<sup>SM</sup> for Collections – Identifies which accounts are likely to pay, go severely delinquent or to loss within six months for residential and industrial/commercial accounts for electric, gas and water companies
- ♦ Custom Behavior Scoring Model – Tailored to the unique assets of a company's portfolio to predict the probability that a customer will go severely delinquent, go to loss, or bankruptcy over a six month period; Can be designed for B2B or B2C, any type of financing, and all industries

SAP users can develop new and improved relationships with their customers through the use of statistical decision scoring.

### **About PredictiveMetrics**

Founded in 1995, PredictiveMetrics, Inc. (PMI) is the leading provider of predictive scoring and analytical decision solutions using advanced statistical techniques for credit, collections and debt recovery. PMI's predictive decision technology spans many industries, types of financing, and types and ages of debt. PMI's customer focus is to work with clients to create a strategic relationship ensuring their resources are optimally utilized to make automated, knowledge-based, profitable decisions that are proven accurate through statistical validation. PMI has developed proprietary software systems and state-of-the-art hardware that is designed specifically to conduct vigorous and sophisticated analytics coupled with our innovative, advanced statistical techniques provides our customers with the most cost-effective decision solutions delivered through a SAS 70 II environment. By using our customers business expertise combined with our data, modeling, and resource capabilities, PMI provides superior predictive decision technology for companies worldwide. PMI is a privately-held corporation that is self-funded through the profits of the company and headquartered in Tinton Falls, NJ. For more information, please visit [www.predictivemetrics.com](http://www.predictivemetrics.com) or call 732-530-9303.