

# DebtBuyerScore™



## Earn more by knowing more

PredictiveMetrics' DebtBuyerScore™ statistical model for purchasing consumer or commercial bad debt drives results by helping you identify which written-off accounts are likely to pay and which are likely to stay dormant. You can bid the optimal amount to ensure profitability and avoid over bidding on portfolios with little potential for recovery.

### Why Use DebtBuyerScore?

- ◆ **Accuracy:** Measure the propensity to pay a delinquent obligation
- ◆ **Speed:** Reduce turn-around time for determining a profitable purchasing amount
- ◆ **Effectiveness:** Leverage industry specific performance data for cost-effective decisioning
- ◆ **Diligence:** Supplement due diligence process for evaluating a portfolio for purchase

### DebtBuyerScore Produces for You

Implement DebtBuyerScore as part of your bidding strategy and benefit from:

- ◆ Payment Behavior Relationships Specific to Debt Buyers
- ◆ Freedom from Credit Bureau Data Issues or Inquiries
- ◆ Making Faster and More Profitable Decisions

Have PredictiveMetrics conduct a retrospective analysis of DebtBuyerScore for FREE after the purchase of the distressed portfolio to obtain mathematical proof that the score estimated the overall collectability on that portfolio.

### What is the Score?

DebtBuyerScore is an empirically derived multivariate statistical model that is based on more than 10 million charged-off observations that are blended with socio-economic and demographic data supplied by PredictiveMetrics. DebtBuyerScore puts you in the driver's seat by helping you quickly and accurately determine which accounts are likely to pay in the first 6 months after purchase.

### How Do I Obtain and Use the Scores?

The model scores are straightforward and easily accessible via the Internet. File transfer occurs through encrypted FTP Internet exchange, minimizing IT resources. Our ASP scoring service provides both real time and batch scoring.

The scores are used to better evaluate and understand collectability to determine a cost-effective bidding strategy.

## Leveraging Portfolio Data is Simple and Saves Money

You will need to provide the following data to produce and validate DebtBuyerScore:

- ◆ Charge-Off Date
- ◆ Charge-Off Balance
- ◆ Last Payment Date
- ◆ Current Balance
- ◆ Zip Code
- ◆ State
- ◆ Original Account Open Date
- ◆ First/Second/Tertiary/Quad . . . Placement
- ◆ Credit Limit (optional)

To Validate DebtBuyerScore you need to provide the following performance data:

- ◆ Purchase Date
- ◆ Amount Outstanding at Purchase Date
- ◆ Your Date of First Payment
- ◆ Your Amount of First Payment
- ◆ Your Payments Within First 6 Months

Personally identifiable information is not required.

Once PredictiveMetrics receives the data, we cleanse it to develop the scores. The process is designed to handle masked data.

## PredictiveMetrics, Celebrating 14 Years of Predictive Scoring Excellence

PredictiveMetrics turns probabilities into profits. We specialize in providing advanced knowledge-based decision solutions to a variety of companies, markets, and types of financing.

PredictiveMetrics provides custom and industry specific decision tools for debt buying, recovery, underwriting, portfolio management, and precharge-off collections. Our analytical team is comprised of statisticians, econometricians, and actuaries that use state-of-the-art hardware and advanced statistical techniques to help you understand collectability of the portfolio.

For more information about PredictiveMetrics' DebtBuyerScore, call 732-530-9303 and ask to speak with an account representative.



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