

## Commercial Recovery Score<sup>SM</sup> Plus Driven By D&B Data

*Is proven to be more predictive for managing late stage and bad debt collections and allows more accounts to be scored.*

### What Is Commercial Recovery Score Plus?

Commercial Recovery Score Plus is a statistical commercial collections management model that predicts which severely delinquent, charged-off, or collection agency placed accounts are likely to pay and how much will be paid. This recovery model helps businesses providing trade credit, banks, and financial services companies determine which accounts to keep, work, sell, or outsource for agency management. For collection agencies, this model helps prioritize collections based on a traditional probability of payment and an expected payment amount and for debt buyers it aids in determining purchase price and assists with the due diligence process.

### Scoring Is Not A One Size Fits All Technology

The primary scoring methodologies are judgmental/rules based and statistical based. However, there is a lack of statistical based scoring technology designed specifically for commercial debt recovery except for Commercial Recovery Score Plus Driven By D&B Data.

### What Type Of Scoring Provides Greater Benefits For Commercial Collections Management?

	Judgmental/Rules Scorecards	Bureau/Generic Scorecards	Commercial Recovery Score Plus
Designed for commercial late stage collections	Rarely	No	<b>Yes</b>
Designed for commercial debt collections and debt buying	No	No	<b>Yes</b>
Statistically validated on your accounts to prove performance	No	No	<b>Yes</b>
Leverages the predictive power of your internal data	Sometimes	No	<b>Yes</b>
Score and decision commercial bureau "no-hits"	Sometimes	No	<b>Yes</b>
Validates traditional probability of payment	No	No	<b>Yes</b>
Calculates expected payment amount	No	No	<b>Yes</b>

### New Commercial Recovery Score Plus More Predictive, Better Results Because It's Driven By D&B Data

This ground-breaking commercial debt recovery scoring model was developed to meet companies demand to have a collection management tool specifically designed for late stage delinquencies and charged-off accounts. The powerful combination of internal performance data blended with D&B data, makes this the most predictive scoring model on the market today.

### Commercial Recovery Score Plus Benefits

- ◆ Designed specifically for commercial debt for creditors and collection agencies
- ◆ Increases the efficiency of operations through better resource allocation
- ◆ Superior collection prioritization by knowing traditional probability of payment and the expected dollars to be paid
- ◆ Using the advanced expected dollar amount to be paid allows you to maximize liquidations on the more valuable accounts and minimize cost of collections on less valuable accounts
- ◆ Greater predictiveness by blending internal account performance data with D&B commercial bureau data
- ◆ Scores more accounts, small, mid-size, and private company accounts (no hits) by using your internal data

## Commercial Recovery Score Plus Reports

- ◆ Segmentation reporting of probability of payment
- ◆ Segmentation reporting of expected payment amounts
- ◆ Collection effort simulation
- ◆ Expected profitability/Cost benefit analysis reporting tool
- ◆ Segmenting accounts with a combination of available data – Value, probability, state, etc.

Commercial Recovery Score Plus easily integrates with ERPs, collection software, D&B risk management software including DNBI and eRAM/RAM.

## Commercial Recovery Score Plus Validation Report

To prove Commercial Recovery Scoring Plus is the most predictive scoring solution available, we offer to a FREE Validation Analysis to help you evaluate how well, using your own internal account data blended with D&B commercial data predicts future payment performance.

Below is a sample report that shows the accounts allocated into 11 groups based on the dollar rating. This analysis is intended to show the model's ability to differentiate future problem payers from future timely payers and quantifies how accurately Commercial Recovery Score Plus predicted future customer payment behavior.

Dollar Rating	Account Scoring Distribution			Actual Results					
	Number	Distribution	Balance	Incidence of Payment	Payments to Balance	Payment(s) per Account	Payments	Cumulative Accounts	Cumulative Payments
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)
A1	6,261	1.25%	\$80,240,079	17.60%	<b>1.79%</b>	\$229.74	\$1,438,392	1.25%	15.93%
A2	8,424	1.68%	\$47,907,451	19.69%	<b>1.85%</b>	\$104.97	\$884,253	2.94%	25.72%
A3	16,034	3.21%	\$61,935,431	16.07%	<b>1.93%</b>	\$74.46	\$1,193,918	6.14%	38.94%
B1	28,153	5.63%	\$69,676,870	12.17%	<b>1.87%</b>	\$46.39	\$1,306,012	11.77%	53.40%
B2	46,474	9.29%	\$74,862,716	9.33%	<b>1.67%</b>	\$26.98	\$1,253,780	21.07%	67.28%
B3	62,797	12.56%	\$71,219,571	7.31%	<b>1.57%</b>	\$17.75	\$1,114,771	33.63%	79.62%
C1	70,020	14.00%	\$53,771,315	6.12%	<b>1.51%</b>	\$11.59	\$811,390	47.63%	88.61%
C2	67,624	13.52%	\$39,212,258	5.88%	<b>1.21%</b>	\$7.00	\$473,181	61.16%	93.85%
C3	57,313	11.46%	\$24,483,286	5.02%	<b>1.05%</b>	\$4.49	\$257,552	72.62%	96.70%
D	49,359	9.87%	\$18,139,229	3.78%	<b>0.74%</b>	\$2.70	\$133,447	82.49%	98.18%
F	87,541	17.51%	\$17,024,402	2.56%	<b>0.97%</b>	\$1.88	\$164,554	100.00%	100.00%
<b>Total:</b>	<b>500,000</b>	<b>100.00%</b>	<b>\$558,472,606</b>	<b>6.59%</b>	<b>1.62%</b>	<b>\$18.06</b>	<b>\$9,031,249</b>		

**To Request A Free Retrospective Validation To Evaluate How Well  
Commercial Recovery Score Plus Works On Your Portfolio Contact Michael Colasurdo  
Of PredictiveMetrics At 732-530-9303 ext. 111 (mcolasurdo@predictivemetrics.com)  
Or Andy Kahn Of D&B 410-489-6774 (kahna@dnb.com)**

### About PredictiveMetrics

Founded in 1995, PredictiveMetrics, Inc. is a global leader in providing predictive scoring and analytical decision solutions using advanced statistical techniques for credit, collections and debt recovery. Turning probabilities into profits, PredictiveMetrics' decision technology spans many industries, types of financing, and ages of debt. By using our customers business expertise combined with our data, modeling, and resource capabilities, PredictiveMetrics provides superior predictive decision technology for companies worldwide.



106 Apple St., Suite 110, Tinton Falls, NJ 07724  
Tel: 732.530.9303 • Fax: 732.933.9267  
www.predictivemetrics.com

### About D&B

D&B (NYSE:DNB) is the world's leading source of commercial information and insight on businesses, enabling companies to Decide with Confidence® for 167 years. D&B's global commercial database contains more than 150 million business records. The database is enhanced by D&B's proprietary DUNSRight® Quality Process, which provides customers with quality business information. This quality information is the foundation of D&B's global solutions that customers rely on to make critical business decisions.

