

Business Delinquency Suite

KEY BENEFITS

- » Gain new objectivity into the financial health of prospects, customers and suppliers
- » Use for marketing, vendor evaluation, and risk evaluation for new or existing accounts
- » Take earlier action to resolve problems by using predictive solutions as early warnings of delinquency
- » Eliminate time-consuming manual reviews of individual businesses
- » Implement targeted treatment strategies for businesses based on risk levels
- » Combine the strengths of Business Delinquency and Business Failure products for greater insights into a business's financial health

Spot likely delinquencies before you extend credit to a business of any size.

Will your new customer soon be facing financial difficulties? The time and resources you spend collecting delinquent accounts can quickly wipe out profits—and that's before any losses from write-offs.

To help you reduce exposure and improve account profitability, Equifax offers delinquency scoring solutions that enable better, quicker credit decisions, improved visibility of potential suppliers and healthier leads from marketing campaigns. Each product predicts the likelihood that a business will incur greater than 90 days delinquency, charge-off or bankruptcy over the next 12 months.

Different requirements call for different scoring methods

The Business Delinquency suite offers alternative ways to predict the likelihood that a business will become seriously delinquent over the next 12 months. Within the suite, you can select the products that best fit your planned applications, the level of information you need, the level of transaction risk, and your preference for access method.

Use the Business Delinquency suite for varying business needs

Risk evaluation:

- Use in account origination to vary terms according to financial strength
- Use in account management to evaluate existing customers for early indicators of trouble that may call for modifying terms

Marketing:

- Cleanse lists for direct mail campaigns to avoid squandering resources on weak prospects
- Prioritize marketing lists to identify candidates for cross-selling

Supply chain management:

- Evaluate potential suppliers to assess their financial health
- Monitor existing suppliers before placing new orders

Turning information into money-saving decisions

With the right information, you can predict with surprising accuracy which businesses are likely to become seriously delinquent in the coming year. Rely on our Business Delinquency suite of products to add remarkable predictive power to your risk decisioning processes in account management, marketing, and sourcing.

Equifax recommends using one or more products of the Business Delinquency suite to provide early indicators of a business's deteriorating financial health.

For more information about how Business Delinquency solutions can help solve your toughest risk mitigation challenges, contact your Equifax account representative, call **1-888-201-6879** or visit us at

www.equifax.com/commercial.

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Which scoring approach works best for you?

Equifax has broadened the scope of the Business Delinquency suite beyond its former focus on small businesses. Five products are now available for predicting the likelihood of a business incurring severe delinquency, charge-off or bankruptcy over the next 12 months. The two newest products in the suite measure delinquency risk for all general business credit grantors and lenders, including mid-sized and large businesses.

General Business Risk Scoring

Equifax offers two scoring products that can be used for any purpose—marketing, prescreening, vendor evaluation and basic credit evaluation of new or existing accounts.

- Business Credit Risk Class™ is designed for companies that need a straightforward scoring approach and unrestricted use. Five scoring classifications (“1” for low risk through “5” for highest risk) work well for low-risk, high-volume applications where sophisticated decisioning isn’t required.
- Business Credit Risk Score™ works best for companies that want unrestricted use and more “scoring power” than Business Credit Risk Class offers. Business Credit Risk Score ranks risk from “101” (higher risk) through “660” (less risk) and delivers up to four reason codes to further explain the score.

Small Business Risk Scoring

Members of the Equifax commercial exchanges have access to three delinquency risk scoring products that use highly effective predictive financial trade data from the Small Business Financial Exchange (SBFE). Each product can deliver reports using online or off-line channels, and each is designed exclusively for risk management and other SBFE-acceptable uses.*

- Small Business Risk Class™ is popular for basic assessment of delinquency risks on trade accounts. A population can be segmented into five risk classifications.
- Small Business Credit Risk Score™ for Suppliers enhances risk assessment by predicting the probability of serious delinquency on supplier (trade) accounts. Businesses are scored numerically from “101” (higher risk) through “816” (less risk) with up to four reason codes provided.
- Small Business Credit Risk Score™ for Financial Services helps you assess delinquency risks for financial services accounts. The product scores businesses from “101” (higher risk) through “992” (less risk) and returns up to four reason codes.

Your Equifax representative can help you select the product—or products—most appropriate for your needs.

Parlay the power—put two suites to work protecting your assets.

In a soft economy, many healthy firms deliberately slow down their accounts payable. Therefore, don’t base your risk mitigation decisions solely on business delinquency scores. Watch for the signs that a business may end up in formal or informal bankruptcy. To reveal problems not evident in delinquency scoring alone, complement your Business Delinquency products with products from the Business Failure suite. Your Equifax representative can help you determine the best options in each suite to satisfy your most demanding requirements.

Contact Us Today

Learn more about how Equifax can help you solve your toughest risk mitigation challenges.

1.888.201.6879

* This product is subject to the SBFE Usage Guidelines and may not be used for marketing purposes. Users must contribute to the Equifax Commercial database. Some exceptions regarding data contribution may apply.