

Decision Essentials™ for collections

An effective collections strategy involves more than just curing accounts. It's about maximizing your resources and navigating increasing regulations. Decision Essentials™ for collections can help reduce charge-offs and improve efficiencies by increasing your right-party contact rate.

Overview

Right-party contact rates are at record lows and continue to be impacted by the proliferation of mobile devices and an increasingly regulated environment.

Traditional, risk-based approaches have become less effective over time and lack the targeted strategies needed to successfully reach customers. It's a real problem, but we can help. Want to know more?

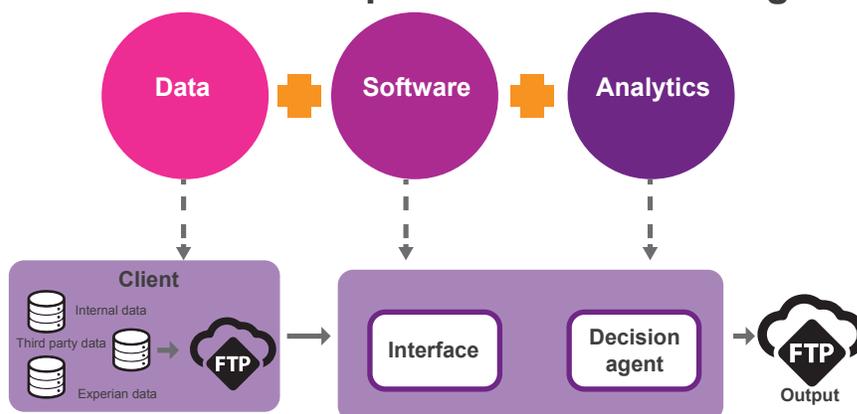
Make better decisions with the right data

Experian's Decision Essentials for collections is designed to address the unique challenges experienced with collection efforts. Our centralized decision management platform enables you to deploy effective collections strategies and increase efficiency. We work with you to combine our industry expertise, unique data assets, advanced analytics and industry-leading software into a solution designed specifically to meet your objectives.

Decision Essentials

Decision Essentials™ is a suite of solutions that brings together our best data, analytics, software and expertise to solve specific market problems and uses optimized deployment strategies for faster time to market and near term revenue.

Collections expertise and consulting



Decision Essentials™ for collections

Increase right-party contact rates

Communication has changed. But the way lenders communicate with delinquent customers has remained the same.

Decision Essentials for collections helps you increase the chances of reaching customers by recommending the best contact method.

Benefits

Collections efforts require much more than an outbound dialer strategy. And when done correctly, you can realize a number of benefits. Decision Essentials for collections can help you:

Deploy faster — Based on business requirements created with industry expertise, our templated design allows quick, easy access to our comprehensive solution so you can start making better decisions today.

Build better strategies — Take advantage of our industry-leading data assets and advanced segmentation capabilities to apply dynamic, analytically driven strategies.

Improve efficiency — Centralize strategy development and align collection tactics across communication channels to make more consistent decisions.

Increase cure rates and reduce bad debt — Leverage customer contact preferences to identify and incorporate the ideal communication methods into your strategies, increase contact rates and improve the likelihood of collecting.

Allocate resources appropriately — Prioritize accounts and optimize collections efforts by focusing resources where they are needed most.

Capabilities

We're really proud of our winning core system capabilities. But what exactly are they? In short, Decision Essentials for collections offers:

- Segmentation by customer contact preference and various collections stages
- Deployment of up to 10 scorecards
- Advanced Champion/Challenger testing
- Assisted strategy design and reporting

Decision Essentials for collections is an advanced, comprehensive solution that works across the collections life cycle.

The guidance you need

Our consultants have partnered with hundreds of organizations to design and deploy profitable strategies. Let us show you how our exceptional credit risk-management insight can help you develop sophisticated, advanced collections strategies.

Are you ready for a comprehensive, analytically driven approach to improve your collection efforts? To find out more about Decision Essentials for collections, contact your local Experian sales representative or call 1 888 414 1120.