



TEC Connect™ model

Score more. Decision better. Introducing the brand-new TEC Connect!

TEC Connect™ is Experian's latest scoring innovation. Clients in the telecommunications, utilities and cable industries now have access to the industry-leading tool for targeting and retaining their consumer base — while minimizing their bad rate.

Key value propositions

- Scores 99.5 percent of your through-the-door population.
- Targets qualified consumers — before the competition does.
- Identifies the best new consumers for prescreen campaigns.
- Maximizes retention by alerting clients when existing consumers are eligible for upgrades or additional promotions.
- Alerts clients when existing consumers may be shopping for new services.
- Provides a scoring range similar to traditional scoring models.

Details

TEC Connect analyzes a consumer's credit profile and calculates a numerical score that identifies the likelihood of serious delinquent or derogatory behavior or disconnection due to nonpayment on a telecom, energy or cable account. This performance outcome differs from traditional risk models, which predict the performance outcome on any type of tradeline.

In numerous score comparisons, this product has proven more effective than all other methods for targeting and acquiring the right TEC customers while identifying and reducing bad risk throughout the Customer Life Cycle.

As an added benefit, the new TEC Connect 400 to 900 scoring range matches traditional legacy scoring models, providing clients with maximum ease of use.

Target audience

- Utilities.
- Solar companies.
- Telecoms.
- Cable and satellite providers.

Client challenges TEC Connect solves

- Growing competition places a premium on acquisition and retention.
- There is a lack of models geared to the unique needs of the TEC space.
- Significant numbers of TEC consumers are unscorable by traditional models.

Benefits of TEC Connect

- Improved performance over legacy models.
- Scores 99.5 percent of consumers — significantly more than traditional credit models.
- The 400 to 900 scoring range matches legacy scoring models.
- Combines Experian's industry-leading TEC Connect and Tele-Risk ModelSM into one easy-to-use score for evaluating existing and potential accounts.



Experian
475 Anton Blvd.
Costa Mesa, CA 92626
T: 1 888 414 1120
www.experian.com

© 2017 Experian Information Solutions, Inc. • All rights reserved
Experian and the Experian marks used herein are trademarks or registered trademarks of Experian Information Solutions, Inc. Other product and company names mentioned herein are the property of their respective owners.
03/17 • 1224/1561 • 1112-CIS