

Contractor risk- assessment services

Better evaluate
contractors to reduce
fraud, waste and abuse



Each year, government agencies disburse billions of dollars to outside contractors and suppliers. To reduce fraud, waste and abuse in spending, procurement personnel must accurately vet and verify prospective contractors to determine supplier responsibility. Thanks to Experian, the process is faster, easier and more comprehensive than ever.

Reduce fraud, waste and abuse

Under the Federal Acquisition Regulation and mandates set forth in recent procurement reform, agencies are required to assess whether prospective partners have the experience, resources and integrity to fulfill contractual obligations. In addition, Washington's focus on spending oversight, accountability and transparency makes comprehensive contractor due diligence increasingly critical. Agencies that accurately determine contractor responsibility reduce their risk and gain numerous operational and economic advantages.

Depth, breadth and quality only available from Experian

There are other responsibility determination products and services but none as comprehensive as Experian's. The methods we use to source, cleanse, match and link data set us apart from competitors, benefiting agency procurement teams and resulting in the most reliable, in-depth information available.

Only objective, third-party-verified data

Instead of using self-reported contractor information, Experian® supplies only unbiased data from reputable, third-party sources. This practice safeguards your agency by reducing risk and facilitating procurement compliance. Unlike competitors, Experian offers no option for risky self-reporting. Each name and address variation from every data source is stored just as it comes from the information supplier. Once in file, rules are applied to create a high-quality, third-party-corroborated composite record.

Superior small and medium business expertise

Given the increased emphasis on small-business procurement, agencies are required to conduct more responsibility determinations on prospective small-business contractors. Yet limited or unreliable data about small companies and their owners can complicate the due-diligence process. Experian's knowledge and specialized expertise in this area — combined with files on more than 44 million total

businesses — ensures that you get the in-depth insight needed to reduce risk and confidently manage all phases of procurement decisioning.

Revealing hidden risk through linkage

Experian's linkage products and services provide government agencies with a complete picture of a business by identifying and supplying information on all related or affiliated entities, revealing unseen risk from the larger corporate "family."

- **Corporate Linkage** — Corporate Linkage identifies (potentially hidden) relationships among businesses. Experian leverages unique data assets and unparalleled search-and-match capabilities to reveal easy-to-miss connections within organizations of all sizes.
- **Business-owner linkage** — Experian's business-owner linkage combines the industry's best small- and midsize business information with the nation's largest collection of consumer credit information, FileOne.SM With linkage, contracting officers can clearly see all affiliations, as well as other details regarding ownership, proprietorship and individuals' positions as principal or key employees.

Get the Experian edge

The strength and accuracy of Experian data comprise the backbone of our products and services. Using robust, third-party-verified data on millions of U.S. businesses and owners, Experian leverages state-of-the-art

technology and more than 30 years of data-management experience. The result is unprecedented insight into the business behaviors and performance of contractors, subcontractors and suppliers.

- Industry-best BizSourceSM platform with best-in-class data storage
- Superior hit rates using TrueSearchSM search-and-match technology
- Freshness and ongoing maintenance of records
- The world's strongest commercial collections data
- Better modeling and scoring, including more recent, relevant and predictive scores
- Flexible pricing options that include pay-as-you-go plans and value-based subscriptions

A full range of products, services and options

Experian's risk scores facilitate quick, consistent and cost-effective responsibility determination decisions. When additional analysis is needed, our in-depth reports provide an objective, up-to-date picture of how a business and its owner(s) handle financial obligations — including detailed trade, public record, collection and background information.

Experian's portfolio-management products and services help you accurately score and monitor your agency's overall contractor base and rank accounts according to risk. They also alert you to new derogatory or new

positive contractor information and help expose potentially fraudulent vendors who warrant additional attention.

Experian's responsibility determination data subset can include:

- Primary name, variations and addresses
- Years in business, number of employees and annual revenue
- Corporate registration and contact information
- Names of key personnel
- Credit summary and in-depth credit history
- Detailed financial payment trends
- Predicted payment behavior
- Banking, insurance and leasing information
- Uniform Commercial Code filing information
- Bankruptcy, judgment and tax lien filings
- Credit inquiries in the past nine months
- Financial information on publicly traded companies

Less risk, more confidence, better results — with Experian

Experian gives agencies confidence throughout the responsibility determination process, from preaward evaluations to postaward monitoring and portfolio management. To find out more, contact your local Experian Government Services representative or call 1 888 414 1120.