

**PWC Report on Debt Collection dated January 2015 A new normal in consumer debt collections and recoveries
Focusing on compliance while delivering results**

Stat Analytics product platform comply with all the recommendations made by PWC as new norm of debt collection for delivering results

SL No	PWC Recommendations	CreditNirvana: Compliance
1	Align Consumer collection strategies & practices with your organizational strategies, structure and priorities	CreditNirvana platform uses your enterprise data along with relevant alternate data and recommend , priorities, contextual collection strategies and treatments using the power of Machine learning
		CreditNirvana product platform provides Pre-emptive predictive and Prescriptive collection intelligence using your Financial data along with other relevant Alternate data. The automated pre-emptive real time predictive outputs on your expected collections helps organizations to accurately align their business activities with the over all credit risk appetite based on expected losses (or collections) . Hence you would be able to make better data driven decisions on your monthly provisions, cash flow strategies, investment plans etc.
2	Improve collection decision making with Advanced analytics and Alternate Data	Using proprietary developed 2000 plus unique data variable set and tested and proven Predictive analytics Machine learning algorithms, CreditNirvana provides real time collection intelligence

	<p>Relying on Account balance or/and Credit Scores are not good enough to prioritize delinquent accounts and determine accurate collection strategies</p>	<p>CreditNirvana provides real time Predictive Analytics outputs using your enterprise data and alternate data leveraging the power of Machine learning. CreditNirvana uses large number of data variables (internal and external) including account Balance and Credit score.</p>
	<p>Behavioral Analytics to determine probability for collection and expected collection amount is required to decide accurate collection strategies</p>	<p>Ability to understand and predict real time dynamics of behavioral economics of each customer is one of the most valuable uniqueness of CreditNirvana</p>
	<p>Incorporating various factors (variables) in the decision models to guide decisions for collection strategies to apply at individual situations</p>	<p>Credit Nirvana's major IP is the 2000 plus feature engineered unique variable set we have created and tested . These unique variables are being tested and validate in various statistical models for their utility and precision</p>
	<p>The factors identified above can be used to develop a borrower behavioral profile. This can help guide risk tiering for account placement and determine specific loan-level treatment.</p>	<p>CreditNirvana uses these unique data variables (factors) in the Machine learning modeling to arrive the collection risk profiling of each customer and identify the customized specific customer level & loan level treatments</p>
	<p>Leveraging predictive modeling for forecasting each borrowers likelihood to repay as a function of each strategy will help in determining over all loss exposure. This will in turn facilitate in determining the ideal collection strategy.</p>	<p>CreditNirvana uses its unique ML Algorithms for real time prediction of the propensity of a customer to repay and recommend the personalized collection treatment/strategy for each customer</p>

3	Increase your customer-centric focus within the collections function	CreditNirvana provides real time recommendation of personalized collection treatment for each customer based on dynamic customer behavior
	It is important to understand your customers' full relationship with your organization and to assess the overall exposure of that relationship	CreditNirvana has inbuilt data models & algorithms and has developed 2000 plus unique variable set to assess the customers behavioral economics dynamically and compute the patterns, trends and anomalies in customers behavior. CreditNirvana also provides a real time customer life time value which is a significant parameter for assessing the individual exposure and respective collection treatment.
	A customer-centric focus is important throughout all stages of debt collection for increased debt collection with optimized collection costs	Based on the individual customer behavior and personalized recommendation engine, CreditNirvana facilitates real time customer centric debt collection process
4	Streamline collections workflows and operational structure	CreditNirvana is an automated platform for providing collection intelligence and facilitate in streaming the collection process through accurate data
	By automating certain components of the collections process, you can achieve even greater efficiencies, freeing up collectors' time for value-added work	CreditNirvana automates the collection intelligence process leveraging the power of Big data and Machine learning. This is one of the unique value proposition of CreditNirvana platform

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5	Effectively incorporate third parties to strengthen your collections performance	CreditNirvana has built in API's to integrate with third party collection agencies process
6	Enhance debt sale processes, controls, and analytics for debt sale strategies	CreditNirvana platform provides real time collection/Recovery score , accurate information on collection intelligence and in turn facilitate to implement effective debt sales process and other control process in debt collection