

Collections Analytics is an on-demand credit portfolio management solution for B2B or B2C organizations that empowers collection teams to reduce receivables balances, increase operational profitability and maintain client satisfaction. Collections Analytics leverages Angoss' industry-leading business intelligence, data mining and predictive analytics capabilities to provide the necessary insight to refine collection strategies by applying a combination of historical trend and collection performance reporting with portfolio segmentation and predictive recovery scoring. Delivered through a business-friendly web portal, Collections Analytics produces actionable dashboards and reports to guide the application of collection strategies and treatments.

Collections Managers can use Collections Analytics to develop and track strategies to reduce receivables balances. By combining recovery probabilities with delinquency balances, collection teams can focus on account segments that have both a high balance and high probability of recovery, while avoiding those most likely to self-cure or those accounts that are potentially fraudulent. Business-friendly reporting highlights trends in accounts receivable balances and recovery performance over time, allowing you to validate the results of your strategies. All report data can be exported for use and integration in other applications.

## Reduce Receivables Balances

Managing collections costs and team productivity is critical to the successful Collection Manager. Collections Analytics includes a suite of interactive reports and

analysis tools to explore key performance indicators (KPIs) related to recovery performance by team and collector hour. These trends are critical indicators of the success of your recovery strategies, designed in part to increase the productivity of collection teams by pinpointing accounts that are likely to repay earlier and in greater amounts.

## Improve Collection Operational Efficiency

Dynamic reporting and interactive dashboards provide powerful analytics tools to develop and monitor strategies to reduce receivables balances.

### Key Features

- Market-proven solution provides a mix of business intelligence reporting and predictive analytics to define strategies to reduce balances, improve productivity and positively impact client satisfaction.
- Business-friendly dashboards and reports highlight trends in A/R balances, team and collector hour productivity.
- Portfolio segmentation and recovery scoring allows teams to quickly and easily identify pockets of accounts that have high balances and high recovery probabilities.
- Monitor your recovery strategies with insightful trend analysis and reporting.

## Improve Client Satisfaction

It's important for collection teams to manage each overdue account with an appropriate protocol. Collections Analytics segments and identifies accounts representing those that self-cure, those that cure with engagement, those that will improve, remain stable, or grow more delinquent. Using Collections Analytics you can assign treatments and protocols to each of your segments depending on the account's recovery score, outstanding balance, and balance age. This ensures collection teams are distinguishing well-intended, "accidental" debtors from those under economic hardship or potential cases of actual fraud. Strategies can be interfaces with client interaction and dialing systems, further enhancing productivity by leveraging and optimizing investments in existing systems and providing a seamless integration to tools already being used to help collection teams.

### Key Benefits

- Improve operational profit by reducing collections costs while improving recovery rates and volumes.
- Gain insight to your debtors' repayment behavior and your account recoverable value – and use this data to build effective strategies.
- As a fully hosted solution Collection Analytics allows you to better manage your technology costs while providing access to your users.



Prioritized call lists developed using Collections Analytics can be interfaced with existing dialers or internal client interaction management systems, driving team productivity and fully leveraging existing investments.

## Flexible Deployment Options

Collections Analytics is available today as a fully hosted or premise-installed solution.

## About Angoss Software

As a global leader in predictive analytics, Angoss helps businesses increase sales and profitability, and reduce risk. Angoss helps businesses discover valuable insight and intelligence from their data while providing clear and detailed recommendations on the best and most profitable opportunities to pursue to improve sales, marketing and risk performance.

Our suite of desktop, client-server and in-database software products and Software-as-a-Service solutions make predictive analytics accessible and easy to use for technical and business users. Many of the world's leading organizations use Angoss software products and solutions to grow revenue, increase sales productivity and improve marketing effectiveness while reducing risk and cost.

### Corporate Headquarters

111 George Street, Suite 200  
Toronto, Ontario M5A 2N4  
Canada  
Tel: 416-593-1122  
Fax: 416-593-5077

### European Headquarters

Surrey Technology Centre  
40 Occam Road  
The Surrey Research Park  
Guildford, Surrey GU2 7YG  
Tel: +44 (0) 1483-452-303  
Fax: +44 (0) 1483-453-303

[www.angoss.com](http://www.angoss.com)