

news release

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PredictiveMetrics Wins Financial Pacific Leasing As A LeaseRiskScore Client

TINTON FALLS, N.J. – April 2008 – PredictiveMetrics™ a leading statistical-based scoring and analytics company welcomes Financial Pacific Leasing as a customer. Financial Pacific Leasing has been a provider of equipment financing services for businesses nationwide since 1975.

Financial Pacific Leasing decision to implement PredictiveMetrics' LeaseRiskScore was based on two major factors. PredictiveMetrics performed a validation analysis of LeaseRiskScore on Financial Pacific Leasing Score which showed them the impact of implementing predictive collection scoring. The analysis proved how well LeaseRiskScore identifies areas of risk within their portfolio, which will allow them to focus their resources more effectively by prioritizing collections based on inherent risk. The return on investment analysis was the final factor in Financial Pacific Leasing decision to implement LeaseRiskScore as an integral part of their collection strategy.

"During this economic slowdown, many lessors are finding more accounts in collections and slower payments resulting in higher delinquencies and losses," says Michael Banasiak, president and CEO of PredictiveMetrics, Inc. "By implementing collection scoring technology, Financial Pacific Leasing will be able to reduce delinquencies and losses while maintaining staffing levels by knowing which accounts to target."

LeaseRiskScore is designed to quickly and accurately predict the probability that an existing business-to-business leasing customer will become seriously delinquent, bankrupt, or go to loss within 6 months from the date of the score. The model leverages the predictive power of internal leasing accounts receivable and collection performance data and also includes other predictive external information, supplied by PredictiveMetrics.

Access to scoring is easy with LeaseRiskScore. File transfer occurs through encrypted FTP Internet exchange or through PredictiveMetrics' web-hosted ScoreMiner reporting and querying tool, providing greater efficiency with faster turnaround. Scores are straightforward and the advanced reporting and querying through ScoreMiner will allow Financial Pacific Leasing to conduct portfolio monitoring for management reporting, measure the effectiveness of their collection strategies, and create credit watch lists to improve portfolio performance.