



The Intelitech Review

2nd Quarter

June 2008

Upcoming Shows

ACA International

July 2008
Hollywood, FL

Art of Success

October 2008
Portland, OR

Upcoming Events

Intelitech will be conducting conference-style training calls for the following 4 topic areas:

Scoring

June 16, 9:00 am
June 23, 9:00 am

Reporting

June 18, 9:00 am
June 25, 9:00 am

Costing

June 16, 11:00 am
June 23, 11:00 am

Dashboard

June 18, 11:00 am
June 25, 11:00 am

all times are PST

The calls are open invitation to anyone within your organization. If you would like to participate in any of the available times, please RSVP to client_care@intelitechgroup.com

The Power of Strategy Introducing the Z Score

Bryan Houston, CIO

The summer months are lining up before us and I, like many of you, wonder what lies along the immediate horizon for our great nation's economy.

Today's economy necessitates working accounts in an even more effective manner than before. It is simply not enough to hope that arbitrary effort applied today will work well across a given debt portfolio.

I recently saw the film *Bobby Fischer*, referring to the famous American-born World Chess Champion. I was intrigued by some aspects of the film and have since learned a little regarding the game of chess.

Chess is widely known as a game dealing with tactics and strategy.



The players who have established themselves as the elite are those who refuse to settle for short-term gains, but rather base their decisions off of a careful and well-thought strategy.

A strong strategic plan sets the stage for a solid foundation for which an advanced player can rely to find success at the end of the game.

We can learn a lot from the elite players of chess.

As a basis for debt collections,

strategy enables an agency to maximize results while expending equal or less effort and resources.

We would like to introduce a recently added tool that will improve the strategic planning process.

Presenting the Z score

The Z score, also known as medal strategies, brings together the dominant functionality of the rank score with the predicting power of the probability score to form a clearer and more improved technique for segmenting accounts.

This new score divides accounts into four separate categories (or buckets) known as platinum, gold, silver, and bronze.

Platinum Accounts – yield the most dollars using a combination of high balance and high likelihood of payment.

Gold Accounts – yield the highest collection rates using a combination of lower balances and high likelihood of payment.

Silver Accounts – combine higher balances with lower likelihood of payment.

Bronze Accounts – combine lower balances with lower likelihood of payment.

Allocation of time, effort, and resources has never before

Medal Strategies



been this easy.

This innovative way of segmenting accounts makes the implementation of collection strategies easier to do while making those strategies more efficient than before.

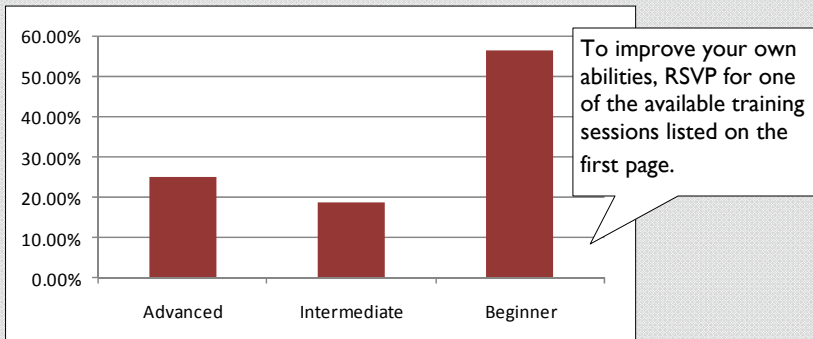
Through the aid of the Z score, we will be able to create a strategic plan to use as a solid foundation to ensure that at the end of the game, we will find success.

Did you know...?

- Total U.S. consumer debt reached \$2.52 Trillion (not including mortgages) - February 2008
- Total consumer net worth (assets - liabilities) at the beginning of 2008 reached \$57.7 Trillion - Fed Reserve
- Out-of-pocket healthcare costs are projected to increase by 10.5 percent in 2008 - MM Index

Acumen! Survey Results!

Question: Please rate your own ability with Acumen! reporting.



Question: Which of the following report areas do you use within your company?
(Multiple Answer)

- | | |
|---|--|
| 17.6%: Score Reliability Verification (<i>Tests Acumen!'s scores</i>) | 35.3%: Revenue Generation (<i>Examines recoveries by agency, client, and score</i>) |
| 35.3%: Costing Profitability (<i>Tracks real costs of collection efforts using cost-to-revenue ratios</i>) | 11.8%: Recovery Effort (<i>Monitors Expended Collection Efforts</i>) |
| 29.4%: Collector (<i>Monitors collections by desk or collector</i>) | 47.1%: Ad Hoc (<i>Ability to create your own reports</i>) |

Welcome New Clients!



Helpful Hint

A Reminder On Business Object Filters

Jeremy Cunningham, Senior Business Analyst

BO filters can be used in discovering those areas which are the least/most valuable to your company. As an example, you can rank the top (or bottom) 10 most valuable clients to your organization. Simply click on a column of the report that you wish to filter, click the menu-bar icon that resembles a three-column graph, choose your settings, and click OK.



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**Win
a \$50 Gift
Card to**

Amazon.com

Question:

**Which
state has
the most
credit card
debt per
card
holder?**

**Everyone who
emails the cor-
rect answer to
[client_care@
intelitechgroup.com](mailto:client_care@intelitechgroup.com)
within 24 hours
will be entered
into a drawing**