



BI reporting

Financial services company

Developed an end-to-end business intelligence reporting suite to monitor and benchmark risk metrics against targets and act as a single source of truth for various functions across the firm such as risk management, operations, sales, and compliance.

Financial services company needs to setup a BI reporting suite

Picture this...

You're looking to help build an end-to-end business intelligence reporting suite that acts as single source of truth for various functions across the firm such as risk management, operations, sales and compliance. Your business model involves financing high-risk customers to generate returns and currently, there is no streamlined monitoring and controls leading to high delinquency and charge-offs rates.

You turn to Accordion.

We partner with your team to develop a business intelligence reporting suite to monitor and benchmark risk metrics against targets, including:

- 1) Risk reporting: Deploying automated real-time reports that monitor borrowing balance, delinquency, cash flow progression during payment cycle, customer risk profile and default predictors.
- 2) Approval performance: Building real-time dashboards to track cash flow and delinquency progression of customers and alerting stakeholders of deviations from benchmarks.
- 3) Predictive analytics: Deploying machine learning algorithms to predict terminal return on cash flow patterns; simulating future performance utilizing the Markov process to predict expected charge-offs and delinquency rates.
- 4) Dealer fraud analytics: Monitoring fraud indicators at dealer and end-customer level by benchmarking payment and purchase behavior vs. expected values and historical fraud occurrences.
- 5) Sales reporting: Creating mobile Tableau dashboards for C-suite and sales representatives to improve lead conversion, tracking performance against targets and generate higher funding volume from network.
- 6) Compliance reporting: Using NLP and text mining to report real-time compliance rates of contracts; identifying non-compliance in underwriting accuracy and statutory requirements.

Your value is enhanced.

- You can monitor and benchmark risk metrics against targets and respond to systematic and seasonal changes in fundamental business drivers.
- Your sales personnel can now monitor and track real-time performance against goals to ensure business growth.

BI REPORTING

KEY RESULT

VALUE LEVERS PULLED

- Credit risk analytics
- Approval model risk analytics
- Dealer/ Intermediary fraud analytics
- Compliance risk analytics

Business intelligence for a financial services company

Situation

- The client's business model involves financing high-risk customers to generate returns. The lack of streamlined monitoring and controls led to high delinquency and charge-offs rates.
- Partnered with the client to help build an end-to-end business intelligence reporting suite that acts as single source of truth for various functions across the firm such as risk management, operations, sales and compliance.

Accordion Value Add

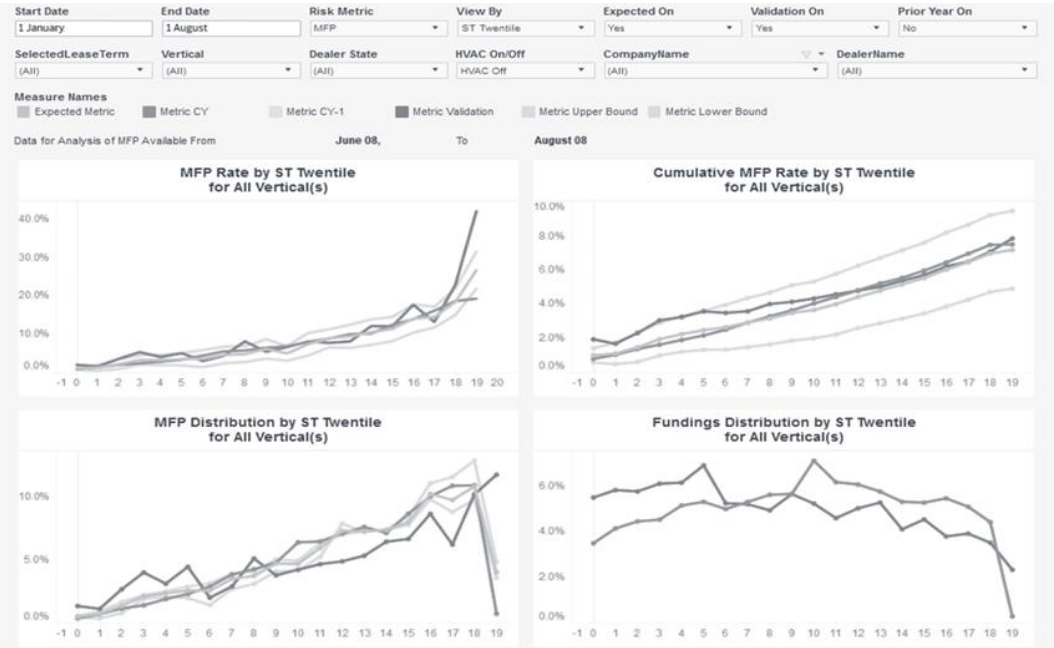
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Impact

- Helped client monitor and benchmark risk metrics against targets and respond to systematic and seasonal changes in fundamental business drivers.
- Enabled sales personnel to monitor and track real-time performance against goals to ensure business growth.

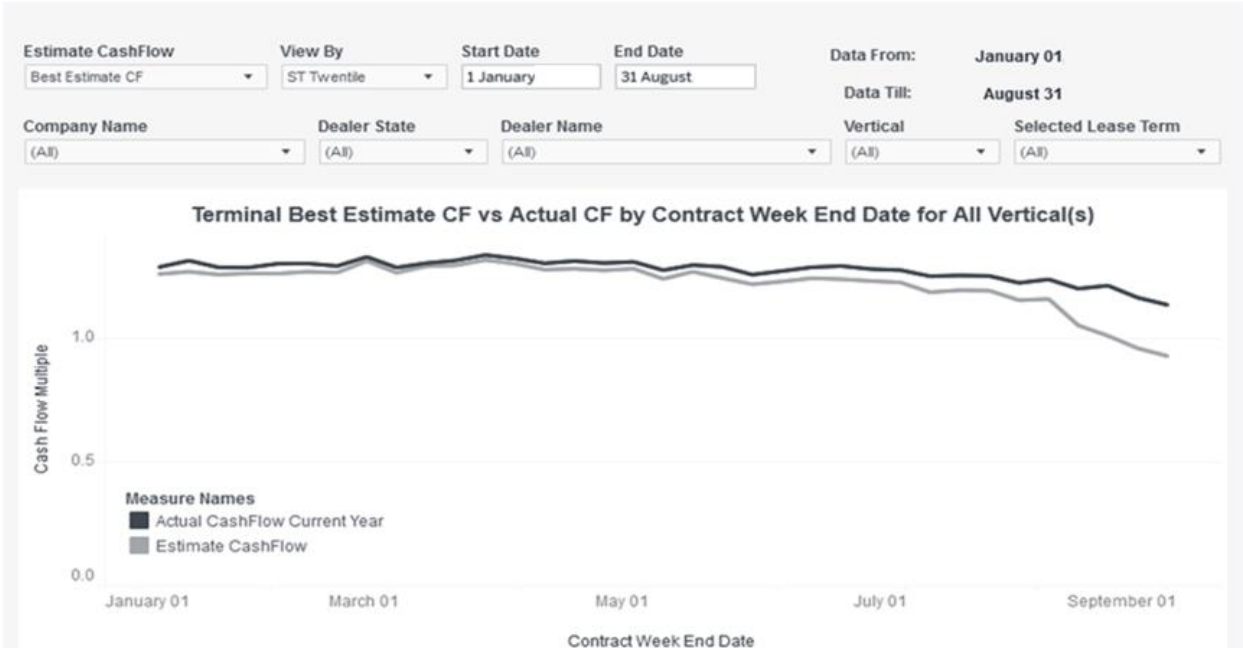
Credit risk predictive analytics – Risk and terminal cash flow prediction

Risk Metric Prediction



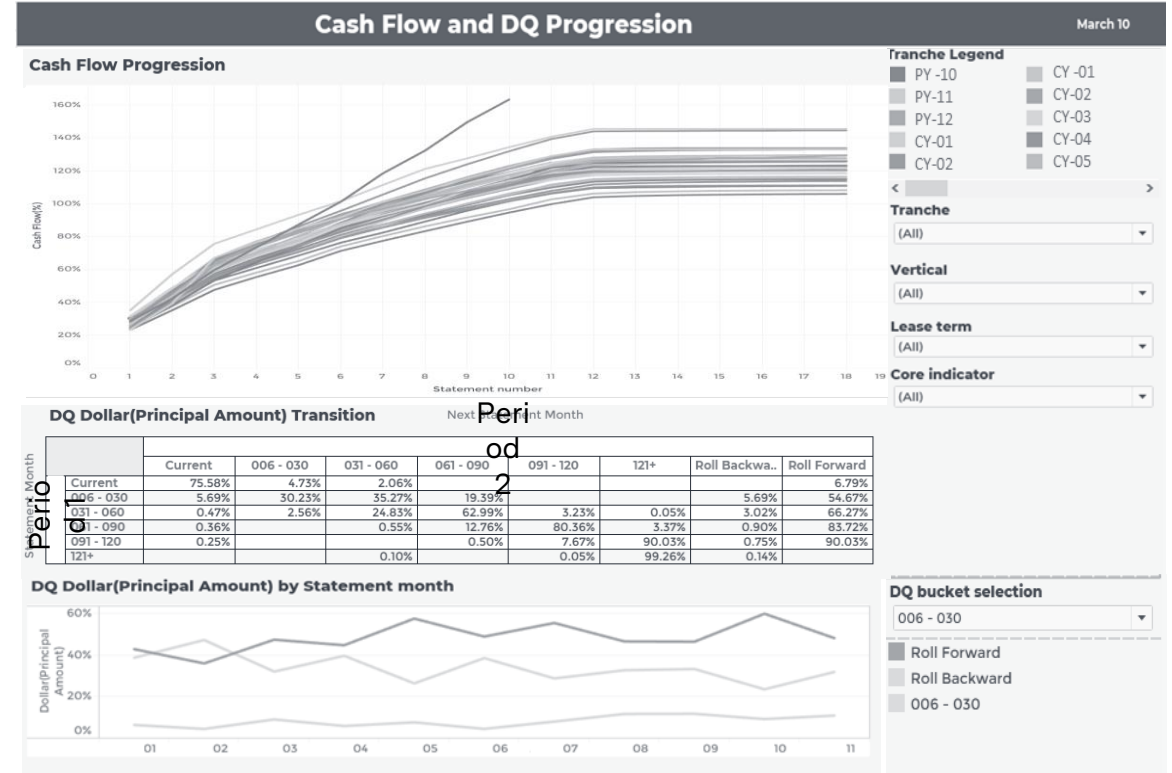
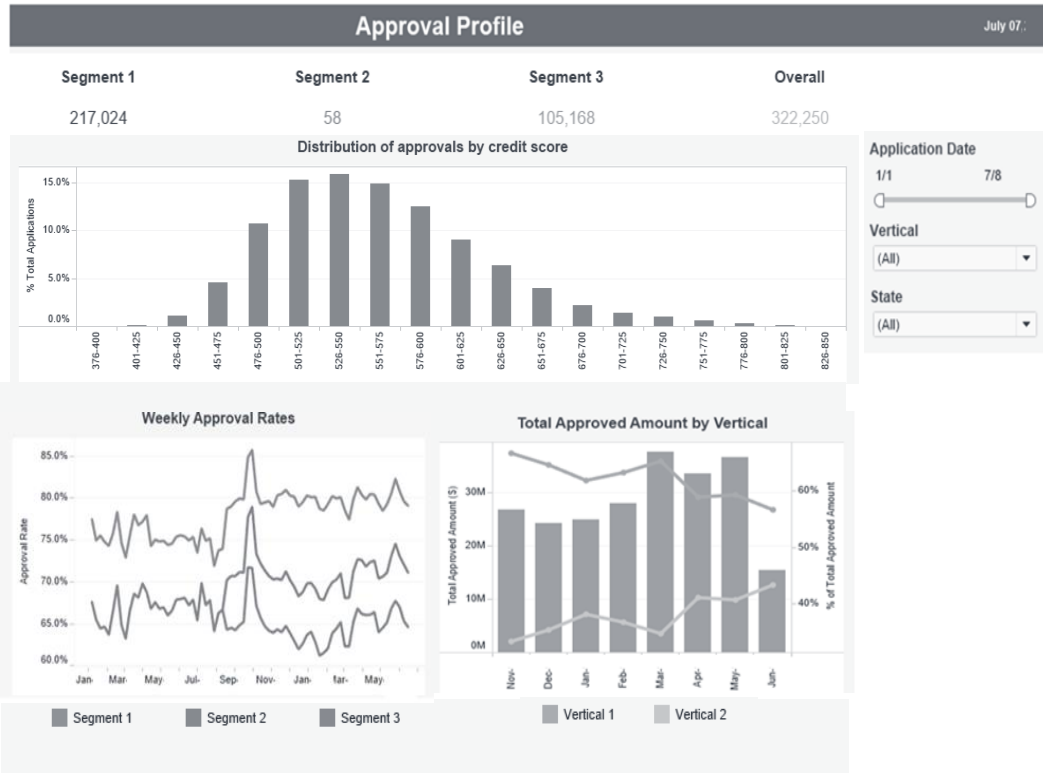
- Predicted expected values and control limits for risk metrics based on historical performance of credit accounts by their risk bucket.

Terminal Cash Flow Prediction



- Predicted terminal return on funded amounts based on cash flows received in the initial phase of customer tenure and aggregated expected returns to weekly tranches.
- Utilized predicted cash flows to i) assess profitability, ii) aid in the budgeting process, and iii) flag systemic changes in customer base and identify outlier funding tranches.

Visualization of credit score distribution, approval rate & amount trends



- Monitored risk profile stability by assessing the distribution of approvals by credit scores.
- Evaluated volatility in weekly approval rates and monthly approved amounts by verticals to check for divergence and monitor seasonality.

- Monitored cash flow progression to evaluate cohorts and DQ progression across tranches.
- Identified systemic shifts in tranche characteristics caused by changes in cash flow progression patterns.