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# Increase debt recovery with analytics

A guide by [receivable.tech](https://receivable.tech)

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# Value your time

Collections attorneys get paid when they recover.  
Time spent on bad debt is less time chasing after  
valuable files.

# Value your (client's) money

Filing suit can be expensive. Sue in cases where  
you have a high chance of collecting.

# 1. Leverage your failures

**Most** firms rely on a store bought scoring model to evaluate propensity to pay. Ours is custom tailored to your firm's performance.

→ **Informed**

Build a scoring model that learns from your mistakes.

→ **Prioritized**

Focus your collection effort on the debt categories you're good at.

→ **Cutting edge**

Take advantage of advances in machine learning to outperform your peers.

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How many of your current  
files are **not making you  
money?**

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# If it's more than zero, you're doing something wrong.

(But don't worry, we can help.)

Our litigation model can  
separate good bad debts  
from bad with nearly **90%**  
**accuracy.**

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## 2. Understand your success

**Our data analytics** can help you understand where you are most profitable.

→ **Evidenced**

Pursue files based on data, not rules of thumb.

→ **Knowledgeable**

Find trends in your ability to recover certain kinds of debt.

→ **Rigorous**

Ask hard questions about your firm's performance, and have them answered.



# Meet Jack.

He likes files that have a second debtor.

He thinks they are easier to collect.

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**Unjustified hunches  
keeps Jack focused  
on the wrong files.**

## Then, Jack discovered receivable.tech.

He uses our models as a decision aide to help him direct his effort.

Now his attention is focused on the files that actually make him money.

## 2. Partnership

As a new analytics firm:

→ **Data hungry**

We are not just looking for clients, but also partners with data to help us engineer next generation analytics.

→ **Long term goals**

We want to expand our suite of models to predict how to approach customers in the most effective way possible.

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# Meet us in Miami.

Thanks for checking out our marketing materials. Please [visit us online](#), call us at 305-333-3255, or see us in person at:

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