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Unwinding the Labyrinth of Credit Data

Swamped by the amount of credit data to look at the information?

Does it seem like every time you read one of these articles there are so many providers of data with so many products to help you assess applications that it is difficult to determine what value you get from each product.

The following section will hopefully help add clarity to some of the key offerings in the market for assisting with assessing individuals.

The largest provider of credit data in the Australasian market is Baycorp Advantage (Baycorp). Baycorp run the major consumer credit bureaus' in both Australia and New Zealand . Baycorp in Australia is often better known by it old name CRAA and contains over 13 million consumer files. Baycorp offers a wide range of products for helping assess individuals with the main ones being outlined later in this article.

Due to privacy legislation requirements in relation to access to consumer data Baycorp's consumer bureau is split into consumer credit, commercial credit and public record information. The individual commercial credit and public record information can be obtained without the individual's consent however access to the individual consumer data requires the individual's permission.

In line with this the number of services available to access this information from Baycorp is large with over many different services based on the same data.

The main services of interest are the following;

- Individual Consumer Enquiry
- Individual Commercial Enquiry
- Individual Consumer + Commercial Enquiry
- Individual Commercial + Consumer Enquiry
- Individual Consumer Risk Online Score
- Individual Commercial + Consumer Risk Online Score

The important distinguishing point when using the services is to understand the purpose for which the applicant will use the credit. By legislation if the credit is for a commercial purpose, (i.e. property investment, mobile phone or loan for business purposes then the type of enquiry needs to be lodged as a commercial enquiry. Care needs to be taken to ensure you lodge the appropriate enquiry and also receive the complete information in relation to the individual.

The below table details the data returned for each Baycorp enquiry type:

Enquiry Information			Returned Data			
Enquiry	Applicant Type	Application Purpose	Consumer Credit Data	Individual Commercial Credit Data	Public Record Data	Company Credit Data
Individual Consumer Enquiry	Individual	Consumer	√	×	√	×
Individual Commercial Enquiry	Individual	Commercial	×	√	√	×
Individual Consumer + Commercial	Individual	Consumer	√	√	√	×
Individual Commercial + Consumer	Individual	Commercial	√	√	√	×

Dun and Bradstreet commenced their consumer credit bureau in 2002 and have been steadily increasing the amount of data available. Their product suite differs from the Baycorp offerings in that their products are primarily progressive on each other so that you can only pay for the key data items you require.

The following products will return you credit information in relation to consumers;

- Consumer Enquiry
- Consumer Public Record
- Consumer Adverse Enquiry
- Consumer Scored Enquiry
- Individual Commercial enquiries are available through their commercial bureau

The below table details the data returned for each DNB enquiry type:

Enquiry Information			Returned Data			
Enquiry	Applicant Type	Application Purpose	Consumer Credit Data	Individual Commercial Credit Data	Public Record Data	Directorship Info
Consumer Enquiry	Individual	Consumer	√	×	√	√
Consumer Public Record	Individual	Consumer	×	×	√	×
Consumer Adverse Enquiry	Individual	Consumer	√	×	√	×
Commercial Enquiry	Individual	Commercial	×	√	√	√
Commercial Public Record	Individual	Commercial	×	×	√	×
Commercial Adverse Enquiry	Individual	Commercial	×	√	√	×

We specialise in understanding and advising on the correct products, processes, and tools to assist companies manage their credit decisioning process. We also provide comprehensive analysis and monitoring of existing solutions to ensure optimal processes are maintained. Our vast experience in this market coupled with our in depth knowledge of the many bureau services available in the market, allow us to provide unbiased and comprehensive advise to companies in relation to their credit risk assessment.

Contact us to discuss how we can assist you with managing your credit decisioning process.