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## LATE BREAKING NEWS

### Transparency International Calls On G20 to Deliver On Anti-Corruption Commitments



***Companies to publicly register the names of their real, beneficial owners***

Transparency International called on G20 countries to follow through on their anti-corruption commitments by boosting financial transparency across borders and creating an environment which enables civil society to combat corruption, Transparency International said today.

To deliver on their commitment to tackle financial crime, G20 leaders should agree to make all companies publicly register the names of their real, beneficial owners.

G20 governments can build further momentum by encouraging more countries to join the Global Forum on Transparency and Exchange of Information and the OECD Multilateral Convention on Mutual

Administrative Assistance in Tax Matters, and support the automatic exchange of financial information. For more information on our recommendations for the G20, click [here](#).

**Source:** [Transparency International](#)

### Kreditech: Facebook Friendships May also Determine Creditworthiness

Kreditech, a German payday lender and credit scoring developer, is using data from social media in its assessment of the creditworthiness of borrowers. According to Kreditech, if a Facebook-friend has repaid a loan too late, this may affect negatively the assessment of a credit applicant who interacts with the defaulting party. The plausability of a negative result increases with the frequency of interaction between the two facebook-friends. Another criteria is time it takes to complete the application form. The longer the time required to complete the form it is assumed that the applicant's concentration is an indication of an higher creditworthiness.

**About Kreditech:** Kreditech uses BIG DATA and complex machine-learning algorithms to make better credit decisions. The technology identifies, scores individuals from anywhere on the world in seconds and decides over an instantly paid out credit based on up to 8000 data points (anything that can be found online). Kreditech uses this technology to provide banking products to customers in emerging markets where traditional banks lack 'old-school' scoring data and thus do not serve private customers. On the other hand, modular products (identification, scoring products, and payment options) are available for external B2B customers (e.g. micro lenders, banks, retailers, debt collectors).

Kreditech is a company headquartered in Hamburg, with 50 employees out of 17 different nationalities, with offices in Prague, Moscow, Warsaw, Barcelona and London. The company was founded in 2012

**Source:** [Password Germany](#)

## MEMBER NEWS

### Equifax Contact Link Helps Mitigate Business Contact Data Decay

**Equifax announced the availability of Equifax Contact Link**, its single-source business-to-business e-mail prospecting solution that provides sales and marketing professionals access to an expansive collection of business contact data to better target appropriate buyers and influencers.

**Contact Link serves as an important tool for B2B marketers** to deliver better value with less marketing risk. Using standardized data fields, the tool creates profile hierarchies designed to streamline list building and maximize record matches. Marketing and sales professionals can use the profiles to identify, evaluate and refine audience selection for properly aligned, better performing email campaigns.

"Email prospecting has evolved from pulling prospect lists and sending batch emails only to a much more targeted, precision-driven approach," said Dennis Behrman, Equifax Associate Vice President of Product Management. "Equifax Contact Link delivers the business contact card information marketers and sales people need to target prospects more effectively, including hard bounce-back protection, to help quickly, efficiently optimize campaign performance."

*Equifax Contact Link key benefits include:*

- Ability to target individuals by function and rank within an organization
- Hard bounce-back protection so you don't pay for email addresses that do not exist
- Multiple data format delivery options to fit your business needs and existing technology capabilities
- Single source access to business contact data so there is no need for de-duping, overlap tracking or managing multiple vendors
- Ability to append existing contact data to existing, risk-based lists

*Source: [Equifax](#)*

### Encompass: Overcoming the Hidden Costs of Information Management

**BIIA member Encompass, Australia has recently published a White Paper on ['Overcoming the Hidden Costs of Information Management'](#)**

Many organizations in the financial services, accounting and legal industries rely on commercial information in order to make business critical decisions on a daily basis. Although commercial information is readily available from various sources, the real costs are often hidden. These can include the cost of time and resources required to efficiently use, share and manage data, not to mention the cost of human error in its interpretation.

A data visualization and management platform can offer real value to these organizations by facilitating the search, review, interpretation and management of relevant commercial information, fast. Visualization of information presents a new approach to effectively interpreting and managing commercial data that helps increase operational efficiencies and reduce risks.

This White Paper outlines some of the current issues faced by financial services, accounting and legal sector professionals in the space of commercial data management and how Encompass software can help provide pertinent solutions. [To read the full story click on this link](#)

## MEMBER NEWS

### Veda Receives Australian Business Awards

Veda's Debtor IQ ([www.debtorig.com](http://www.debtorig.com)) has been honored in the prestigious Best New Product, Best Product Innovation, and Best e-Business Product categories at The Australian Business Awards 2013.

Since its launch in November 2012, Debtor IQ has helped Veda's customers improve profitability through better management of credit terms; save on costs through efficiencies in debt collection processes; and reduce bad debt by identifying high risk and poorly performing accounts early, and adjusting credit terms to reduce exposure. Now in its eighth year, The Australian Business Awards is a highly regarded national program with an established set of business and product award categories assessing the core values of business excellence, product excellence, sustainability and responsibility. *Source: [Veda Press Release](#)*

### Veda Presented at the Credit Scoring and Credit Control Conference in the UK

Dr. Ross Gayler, Senior Research & Development Consultant at Veda has been a regular speaker at the Credit Scoring and Credit Control conference. This year he has had a paper selected for presentation and he will also be chairing a session on "changing concepts" in credit scoring

Ross spoke about techniques in combining multiple statistical models that predict different aspects of consumer credit behavior (such as default risk and fraud). Traditionally, credit providers have made decisions separately on these different aspects of behavior. But considering all the behaviors simultaneously can result in more predictive decisions and the development of more effective portfolio management strategies.

The Credit Scoring and Credit Control conference is the premier international conference for credit scoring and related topics. With talks ranging from current industry issues to the latest statistical research findings, it bridges the researcher-practitioner divide and brings together credit providers, industry suppliers, and researchers. It is aimed at hands-on, technical practitioners and regularly draws 400 attendees from leading credit providers and scoring developers throughout the world. The value of the conference is reflected by its longevity – it has been running since 1989. This year's conference was held 28-30 August in Edinburgh, Scotland. *Source: [Veda Australia](#)*

### WAND Releases Human Resource Taxonomy Library

BIIA member WAND released the WAND Human Resources Taxonomy. The WAND Human Resources Taxonomy includes 553 terms and 774 synonyms of human resources related concepts, processes, and documents.

This is a major jump start for any human resources department that needs to build a taxonomy to make its assets more findable. Perfect for internal HR department use and also for a company who may be building an intranet and wants to make human resources information - like forms or benefits documents, for example - more easily located for its employees.

Top level terms include personnel files, company policies, compensation and payroll, employee benefits, HR administration, recruitment, hiring, and termination, and training and career development.

*[To learn more about it click on this link](#)*

## INDUSTRY NEWS

### Penton Media Acquires Aviation Week from McGraw-Hill Financial

**McGraw Hill Financial (NYSE: MHFI) has signed a definitive agreement to sell Aviation Week to Penton, a privately held business information company.** Terms of the all-cash transaction, which is expected to close shortly, were not disclosed.

"**Penton Aviation** owns and operates leading brands in business and commercial aviation including Air Transport World, SpeedNews, Aircraft Bluebook, Air Charter Guide, Airportdata.com and AC-U-KWIK." "The combination of Aviation Week and Penton Aviation creates the largest and most powerful targeted marketing platform for companies and executives in the dynamic and growing global aviation industry," said David Kieselstein, CEO of Penton. Aviation Week serves over 1.2 million professionals in 185 countries and is the largest information and services provider to the global commercial, defense, maintenance/repair/overhaul (MRO), space and business aviation communities. It is anchored by its flagship Aviation Week & Space Technology. **Source:** [investor.nhfi.com](http://investor.nhfi.com)

### LexisNexis® Acquires WorldCompliance

Reed Elsevier, the parent company of LexisNexis® Risk Solutions, announced it has acquired the remaining 55 percent of WorldCompliance<sup>1</sup> to further its commitment to helping organizations prevent financial crimes and potentially millions of dollars in penalties and fines worldwide.

WorldCompliance is a leading provider of customer and vendor screening content used for Anti-Money Laundering (AML) and Governance Risk and Compliance (GRC) solutions. WorldCompliance Politically Exposed Persons (PEP) lists and Enhanced Due Diligence reports are the ideal complement to LexisNexis AML solution, resulting in a leading suite of AML/compliance solutions in the market. In 2011 Reed Elsevier acquired Accuity, Inc., which owned 45% of WorldCompliance. **What Does the Acquisition Mean for LexisNexis Risk Solutions?** [To read the full story click on this link](#) **Source:** [Seekingalpha.com/news](http://Seekingalpha.com/news)

### Fraud Fears Drive Growth for LifeLock

The fear of identity theft and fraud drives the growth of LifeLock, a company which currently offers four different products: LifeLock identity theft protection, LifeLock Command Center, LifeLock Ultimate and LifeLock Credit Score Manager.

LifeLock identity theft protection consists of identity threat detection technology based on information supplied by multiple vendors including ID Analytics. LifeLock provides a \$1 million guarantee in the event of identity theft. The guarantee is that LifeLock will spend up to \$1,000,000 on legal and associated fees necessary in restoring a customer's identity. LifeLock has more than 2.6 million retail members, up 20% from a year ago. In March 2012, LifeLock bought ID Analytics, jump-starting its enterprise business. It now helps about 250 companies — including cellphone providers and credit card issuers — analyzes risks and makes credit decisions about their customers. That unit generates less than 10% of sales but is growing rapidly.

[To read the full story click on this link](#)

## INDUSTRY NEWS

### Acxiom and 4Info in Partnership for Mobile Retargeting and Attribution at Household Level

Acxiom announced a partnership with 4Info to offer companies the ability to retarget their customers with mobile ads and offers. In a partnership with mobile ad tech provider 4Info, Acxiom customers will be able to match their first-party CRM data against 4Info's database of devices. By targeting a mobile ad campaign only to their own customer base, the marketer should then be able to see the impact of the campaigns on users through actual sales, the companies say.

"We have 152 million devices in 101 million homes," says 4Info CMO Chuck Moxley. The company uses a wide range of historical data along with geolocation to associate devices with specific households. In a client's Acxiom Collaboration Targeting Suite, the 4Info AdHaven Bullseye product will be available to match CRM data against these households and deliver campaigns to the devices in them.

While the 4Info platform does not identify specific users within a household, Moxley says that the model usually maps well against the household level tracking that CPGs and other consumer brands often use. "In most cases we find purchase decisions are household decisions," says Moxley, although an advertiser can also target demographic segments within a household. 4Info says that by matching devices against households rather than people, the approach does not expose any personally identifiable information. *Source: [Mediapost.com](http://mediapost.com)*

### Acxiom Launches New Consumer Portal 'AboutTheData.com'

Acxiom® announced the unveiling of AboutTheData.com, perhaps one of the first online consumer portals of its kind that allows individuals to view and update core data elements that are part of the information Acxiom makes available to advertisers for digital marketing.

In its website 'AboutTheData.com' Acxiom states: "If you want to get the best advertising delivered to you, based on your actual interests, start here. Tell us who you are so we can show you the information used to fuel many of the marketing offers you receive from advertisers using Acxiom's digital marketing data."

"If this is your first time here, visit the New User section. To make sure we are accessing information about the correct person, we ask for some personal information, which we then compare to our Authentication system. We do this for your protection so that we can verify that we are only giving access to Acxiom's digital Marketing Data about you."

AboutTheData.com represents another step in Acxiom's continued journey to empower consumers by giving them new educational tools to gain a better understanding of how marketing data is used, and the ability to update the marketing data Acxiom has about people according to their preferences. This will result in more relevant offerings and better online experiences for the consumer.

*Source: [Finance.Yahoo.com](http://finance.yahoo.com)*

As soon as the announcement was published privacy advocates attacked Acxiom's good intention by calling it a "disingenuous" attempt to "sanitize" the perception of Acxiom's operations. "This is an attempt to engage in disinformation!" [To read the full story click on this link.](#)

## INDUSTRY NEWS

### CoreLogic Acquires Bank Of America's Flood Zone Determination And Property Tax Processing Assets And Business Operations

CoreLogic® (NYSE: [CLGX](#)) announced the Company has purchased flood zone determination and tax processing services assets and operating platforms from Bank of America and entered into a services agreement to continue to provide these services to Bank of America.

Bank of America's flood zone determination and tax servicing operations will be integrated in CoreLogic's existing flood and tax servicing business units and the combined financial results will be reported within the Company's Mortgage Origination Services segment. The purchase transaction closed on July 1, 2013 and was funded by cash on hand.

Source: [CoreLogic](#)

### Salesforce.com Launches New Salesforce Chatter Mobile

Salesforce.com [NYSE: CRM], launched the new Salesforce Chatter Mobile. With the fourth generation of Chatter Mobile, employees will be able to edit records, view dashboards and take any business action. New actions in Chatter Mobile are fully customizable and allow companies to extend custom business processes to make mobile employees more productive in every micro-moment.

New Chatter Mobile is the world's first social and mobile application that will allow employees to take any business action instantly, from anywhere. Built on the world's #1 CRM platform, Chatter Mobile will enable employees to view dashboards and edit records in real time to be more productive on the go. With the new customizable publisher, companies will be able to create actions that empower employees to perform custom business activities, as well as key sales, service, marketing or collaboration actions.

Source: [Salesforce.Com](#)

### Salesforce.com Delivers Sales Performance Accelerator

Salesforce.com [NYSE: CRM], the world's #1 CRM platform, delivered Salesforce Sales Performance Accelerator, empowering customer companies to grow revenue by unlocking peak performance within sales teams. Sales Performance Accelerator is a newly integrated solution that combines the world's #1 sales app, the Sales Cloud, with clean, targeted lead and customer data from Data.com and coaching and feedback tools from Work.com.

With the new Sales Performance Accelerator, sales teams can now seamlessly connect and access everything they need to supercharge their performance, empowering them to close more deals, faster, both at their desks and on the go. Leading customer companies such as CareerBuilder, DocuSign and Enterasys are using Sales Performance Accelerator to maximize sales performance. Source: [Salesforce.com](#)

**[News from the Regulatory Front by Regulatory Strategies Ltd.](#)**

## NEWS FROM CHINA

### China: Detained British Fraud Investigator in Public Confession

***This case demonstrates that investigation of individuals and companies in China is a highly hazardous business.***

According to the [Financial Times](#) the Chinese state television aired a highly unusual public confession from Peter Humphrey, a British fraud investigator, detained for several weeks in the midst of a corruption probe into the activities of multinational pharmaceutical companies in China. It is not unusual that disgraced public officials accused of crimes frequently make apologies, but broadcasting one from a foreigner on national television was regarded as unusual.

Peter Humphrey was arrested in Shanghai beginning on August while working for a pharmaceutical company. Humphrey is the founder of Hong Kong-based risk advisory company ChinaWhys, which he co-founded with his wife, a US-educated fraud examiner. The company specializes in fraud investigations and risk management services to help international companies comply with bribery laws such as the US Foreign Corrupt Practices Act. He is a former journalist and previously worked as China country manager for Kroll, US risk consultancy and as head of China investigations at PwC, the professional services group.

Legal experts said China's laws on personal data privacy and state secrecy are broad enough to be used to justify his continued detention, even if Mr. Humphrey and his wife procured the personal information involved only in the course of conducting an investigation on behalf of GSK.

**Source:** *Financial Times*

**BIIA Comment:** *This case demonstrates that the collection of information on individuals and companies in China is a highly hazardous business. On March 15<sup>th</sup> 2013 an ordinance for credit information came into effect. It was hoped that the law would avoid situations such as in the case of Mr. Humphrey and others.*

*While the law is now more specific on what type of data can be collected or what is off-limits, the ordinance still lacks sufficient specificity which may keep information professionals out of jail. Guidelines of how the law should be interpreted have not been published and much of the data which is off-limits and considered as state- or commercial secrets are in the public domain in market economies but not yet in China. This retards transparency and makes business transactions risky. As we said before, for information companies it will be still a hazardous, if not an impossible undertaking to collect reliable and accurate data in China. BIIA is in contact with regulators.*

### Alibaba.com Launches Credit Service to E-Commerce Companies

Alibaba Group's B2B e-commerce subsidiary, Alibaba.com launched a financing program "e-Credit Line" in January this year to provide Open Account-style financing to China-based suppliers and their international customers regardless of their size. The extended payment terms offered by Alibaba lasts 60, 90 or 120 days.

Alibaba.com's venture relies on its partnership with the Bank of China, OneTouch, an Alibaba-affiliated import/export service company, and the China Export & Credit Insurance Corp. (Sinasure), a government trade-financing agency.

**Source:** *Business Strategies Group Hong Kong - [www.bsgasia.com](http://www.bsgasia.com)*



## NEWS FROM CHINA

### Alibaba Group Management Structure Revealed Ahead of IPO

It was reported that Alibaba has once again restructured its management team following a similar exercise in January this year. Company chief executive Jonathan Lu will head the company's mobile Internet business, under which sees the newly formed mobile communication unit, Taotao Diandian – focused on Alibaba's online-to-offline business, and the formation of a digital entertainment business unit focused on music, video, books and other entertainment business.

Amid reports of the Alibaba Group's anticipated initial public offering (IPO), company founder and executive chairman Jack Ma revealed in a company e-mail details about the Alibaba Group management's "partnership system".

The issue was brought into the spotlight as the company considers an IPO in Hong Kong or New York. In Hong Kong, the stock exchange does not allow a dual-class share system for new listings such as those offered in New York. Alibaba is seeking an exemption in order to maintain control of its board of directors post-IPO.

*Business Strategies Group Hong Kong - [www.bgsasia.com](http://www.bgsasia.com)*

## CONSUMER CREDIT INFORMATION

### LifeLock Survey: 75% of Teens Share Too Much Personal Data

*Three out of four teens overshare personal information that can make them more vulnerable to online crime, according to the results of a survey released today by LifeLock, Inc. (NYSE: LOCK), an industry leader in identity theft protection.*

Many teens share data that can leave them susceptible to identity theft and other dangers. Several types of personal information are being shared too often: 29% of those surveyed said they display their full date of birth online; 33% said they display part of their birth date, such as the month and year. 23% reveal part of their home address and 6% show the full address 63% share the name of the school they attend. While they're aware of the danger of oversharing, they don't think they're the worst offenders: Only 11% say they reveal too much about themselves, while 46% say their friends share too much.

"With 75% of teenagers including some type of personal information on their social media profiles, it's clear that they don't understand the potential danger of oversharing," said Hilary Schneider, President of LifeLock. "As parents we need to engage in regular conversations with our teens about online behavior and set boundaries."

Schneider suggests that parents explain identity theft and other online crimes to their teens, discuss the risks, and have thoughtful conversations about smart ways to be safe while being active in social media.

*Parents and educators may find more information about identity theft and its impact at <http://www.lifelock.com/education>*

## PEOPLE ON THE MOVE

### D&B Appoints Robert Carrigan as President, CEO and Director

D&B announced the appointment of Robert Carrigan as President, CEO and Director of D&B, effective October 7, 2013. Sara Mathew, the Company's current Chairman and CEO, who had previously announced her intent to retire, will step down from the Board and her executive positions the same day, and will continue with D&B to facilitate a smooth leadership transition through year-end.

Carrigan recently served as CEO of IDG Communications, Inc., where he led the company's media operations, including online, print and events in 90 countries. Under Carrigan's leadership, IDG transformed from a print publisher to a leading digital media company and the worldwide leader in the technology event and media space. In 2009, Carrigan was named the CEO Innovator for large business publishers by Media Business. He is also a member of the Media Industry Newsletter (Min) Digital Hall of Fame and Min Sales Hall of Fame. Carrigan currently serves as a member of the Board of Directors of IDG.

Prior to becoming CEO of IDG Communications, Inc. in 2008, Carrigan, 47, held senior leadership roles of increasing responsibility at IDG, including President and CEO for its business units in the U.S. Previously, Carrigan spent four years at America Online, Inc., where he was Senior Vice President in the Interactive Marketing Group. He began his career at IDG's Digital News as an intern while a college student at Boston University. Carrigan graduated from Boston University with a bachelor's degree in business administration.

Source: [D&B Press Release](#)

### Christopher Coughlin Appointed as Chairman of the Board of the Dun & Bradstreet Corporation

Mr. Christopher Coughlin, D&B's current Lead Director, was appointed non-executive Chairman of the Board effective October 7, 2013, thereby separating the roles of Chairman and CEO. Mr. Coughlin will continue to be compensated at his current level of compensation for his service as Lead Director.

### Sara Mathew, Current Chairman and CEO of D&B to Retire December 31<sup>st</sup>, 2013

Ms. Sara Mathew, our current Chairman of the Board and Chief Executive Officer, will step down from the Board and her executive positions effective October 7, 2013, and will continue with D&B in a non-executive role to facilitate a smooth leadership transition until she retires from D&B on December 31, 2013. Ms. Mathew previously announced her intention to retire in May 2013.

### CFO change at BISNODE

Fredrik Åkerman is leaving his post as CFO of Bisnode. Carina Erlandsson, who is Group Business Controller, has been appointed as Acting CFO until a replacement is in place. Source: [BISNODE Press Release](#)

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