

# BIIA Newsletter

Market Intelligence - Industry Development & Trends - Information Technology - Regulatory Issues - User Community

BIIA NEWSLETTER ISSUE 07 I - 2017

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## LATE BREAKING NEWS

### BIIA 2017 Biennial Conference Update

# Early Bird Registration Deadline July 31<sup>st</sup>, 2017

It is still time to benefit from the discounted early bird registration fee

**Act Today - To register [click here](#)**

BIIA is delighted to announce the acceptance of his excellency **Dr. Pichet Durongkaveroj, Minister of Digital Economy and Society** to deliver the opening keynote of the BIIA 2017 Biennial Conference.

The task of the Ministry of Digital Economy and Society is to develop the basis for a digital economy to increase Thailand's competitiveness and heighten the people of Thailand's well-being. Specifically, the Ministry is in charge of promote and support business sector to use digital technology and innovation, including supporting the industry development on digital technology as well as adding value to the country's digital technology industry. To promote and support digital society development in order to elevate the people's knowledge and capabilities in applying and creating value added with digital technology.



The overarching theme of the event is **Embracing Digitization** and dealing with the challenges of convergence in the Credit Ecosystem. It is all about technology, digitization of data, financial inclusion of consumers, Micro businesses, SMEs and corporate trade credit providers. BIIA highly appreciates the support of the Ministry of Digital Economy and Society for our conference with the presence of his excellency Minister Dr. Pichet Durongkaveroj.

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## LATE BREAKING NEWS

**BIIA 2017 Biennial Conference Update: View the latest Edition of the [Program](#)**



You may have noticed the BIIA 2017 Biennial Conference is much more than a traditional gathering of credit and business information industry professionals. This is a critical event for our members, customers, policy makers and regulators who are seeking information and insight on current

and future challenges in a fast moving information environment.

The overarching theme of the event is Embracing Digitization and dealing with the challenges of convergence in the Credit Ecosystem: It is all about technology, digitization of data, financial inclusion of consumers, Micro businesses, SMEs and corporate trade credit providers. Last, but not least, the requirements by policymakers to protect the privacy of individuals, protecting their identity, warranting cyber security, complying with Anti-money laundering (AML) and KYC, causes a conundrum for users of information services and our industry because of the lack of access to information. **To Register [click on this link](#). To view the program [click here](#).**

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## LATE BREAKING NEWS

### D&B Teams Up with Microsoft to Reimagine the Power of Data in the Cloud

**Dun & Bradstreet is teaming up with Microsoft Corp. to give companies worldwide direct access to its data through Microsoft's cloud services.**

Together the companies announced the following:

- Dun & Bradstreet has selected Microsoft as a strategic cloud provider to accelerate the company's digital transformation and deliver its customers more efficient and seamless access to its commercial data. Dun & Bradstreet will power core applications and build new services on **Microsoft Azure**, and plans to use Microsoft intelligent cloud services to modernize applications.
- Dun & Bradstreet data will be made available within **Microsoft Dynamics 365**. Leveraging Microsoft's Common Data Service, the industry-standard D-U-N-S ® Number and core business data will be integrated to help joint customers qualify sales leads and stay synchronized with Dun & Bradstreet's global business database of over 265 million business records.
- Dun & Bradstreet will reach Microsoft's commercial users and prospects through a joint, co-sell arrangement focused on Dynamics 365, Dun & Bradstreet's core business data and D&B Hoovers.
- The first offerings are expected to be in market later this year.



Native integrations with Microsoft Dynamics 365 business applications will introduce Dun & Bradstreet to new users and use cases as well as deliver more seamless solutions than previously possible. Today companies use Dun & Bradstreet data and analytics services for business-to-business (B2B) sales and marketing, risk management, supply-chain management, sales lead scoring, and credit history management. Dynamics 365 is the next generation of intelligent business applications that enables organizations to grow, evolve and transform to meet customer needs and capture new opportunities. With this data integration, existing Dun & Bradstreet customers that are also Microsoft Dynamics 365 customers will benefit from data integrated directly into their CRM, streamlining the process so that they are able to access information in a way that saves a significant amount of time and improves productivity. *To read the full release [click on this link](#)*

### Cedar Rose Launches EliVator - The first Electronic Identity Verification (eIDV)

**EliVator provides access via API to instant and accurate identity verification data on individuals and companies in developing countries and parts of the globe where information has traditionally and previously been difficult to access.**

Cedar Rose has been compiling information on companies and individuals in the Middle East, North Africa and surrounding countries for over 20 years. It believes that its database is the largest, most comprehensive, accurate and useful of its kind. Through our own database and those of our fully compliant partners in some instances we are able to provide access to data via API for real time identity verification of over 125 million individuals in the Middle East, Africa, Russian Federation and some Eastern European countries – including 100% of the adult population in some cases – verifiable by full name and/or unique identifier such as date of birth or national identity number. EliVator enables instant KYC checks when time is of the essence, leading to faster on-boarding of new clients and opening up new markets which had previously been unverifiable. *Source: [Cedar Rose](#)*

## LATE BREAKING NEWS

### Supply Chain Risk: Just 22% of Companies Address Child Labour in Supply Chain

**Only 22% of companies are addressing child labour concerns in the supply chain.** The results of a new survey of business executives makes for sobering reading, given that there are more than 150 million children engaged in child labour around the world. Only 28% of those surveyed are addressing gender equality in their supply chains, with just 32% actively ensuring they aren't sourcing from areas affected by conflict and violence. Despite this, just 2% of respondents thought their companies had irresponsible supply chains.



**Are we (the information industry) doing enough to create awareness and help clients in reducing their supply chain risk?** Consumers often react negatively to stories about suppliers employing child labour with devastating consequences on brand and profitability. To read the full story click on the link: [Source: \*Global Trade Review\*](#)

### Fintech and the Value of Payment Systems: Worldpay Emerges as a Winner in the War on Cash

**Vantiv's £9bn deal to buy its UK rival Worldpay shows that e-commerce is big business.**

Whether it is waving a contactless bank card to buy groceries in a supermarket or booking a weekend retreat on Airbnb and the flights to get there, people use Worldpay every day without realizing it.

Britain's dominant payment processor, which generates 60 per cent of revenues outside the country, has quietly become one of the most dynamic companies on the FTSE 100 blue-chip index, riding a wave of ecommerce that is transforming its sector from a sleepy backwater of finance to one of its most exciting sources of growth.

Driven by the inexorable shift from cheques and cash to cards and digital payments, Worldpay's revenues have risen over 50 per cent and its operating profits have more than trebled since it was sold for £2.5bn by Royal Bank of Scotland seven years ago. This surging performance has not gone unnoticed. After rebuffing recent takeover approaches from French and US rivals, the technology-focused company based in the heart of the City of London this week agreed to be bought by its US rival Vantiv in a deal valuing it at £9.1bn.

**Interested in the full story, [click on this link.](#)**

**Editorial Comment:** Shareholders can be congratulated for the value generated by this deal. However for Great Britain it is actually a sad story. It was to acquire Vantiv, but the devaluation of the British Pound made this an unaffordable proposition. Instead, Vantiv, buoyed by the sudden favorable exchange rate, turned from being the hunted to being the hunter. In essence Worldpay lost its independence and the FTSE 100 blue-chip index lost a promising Fintech listing as a result of Brexit.

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## MEMBER NEWS

### Encompass Corporation in the News: Fintech Firm Swaps Bondi for Broomielaw

**Encompass's search for excellence brought it half-way round the world to Glasgow.**



It perhaps wouldn't be the most obvious switch, but BIIA member Encompass have made the move from Sydney, Australia, to Glasgow, Scotland. One of the principle reasons for the move has been the support and assistance offered to encompass by Scotland's Economic Development International.

It is two years since Encompass Corporation established its first office outside Australia in Glasgow, taking advantage of a lively and experienced Fintech community, attractive inward investment support and a location that has turned out to be even better than first imagined. Although only launched in 2012, Encompass had already established a hungry market in Australia for its smart software designed to make vital – and often complex --- “know your customer” (KYC) checks for banking, finance, legal and accountancy businesses a seamless and stress-free process. It's technology that is in increasing demand. Compliance and regulatory standards designed to prevent money-laundering, illegal business and terrorism are constantly evolving; making necessary checks with as little staff time wasted as possible key. *To read the full story click on the link. Source: [The Scotsman](#)*

### CRIF Establishes its Brand in Germany

**CRIF merged its German subsidiaries BÜRGE L Wirtschaftsinformationen and CRIF GmbH. The new company will continue its commercial operations under the name CRIFBÜRGE L, registered under CRIF Bürge l GmbH.**

At the start of 2016, CRIF Group acquired the BÜRGE L Group, thus successfully entering the German credit bureau market. This was followed by the acquisition of Deltavista GmbH in July 2016. The merger of the two companies will have retroactive effect from 1 January 2017.

The merger brings together the competences of CRIF's German subsidiaries into a single organization. In addition, the merger creates the conditions required to exploit the extensive synergies offered by the two enterprises – particularly in the market servicing, and data and product management segments, and allow further development of the IT platform. The new company CRIFBÜRGE L, headquartered in Munich, will have about 450 employees. Its main locations will remain as Hamburg and Karlsruhe, with direct offices in the main German cities including Munich.

The long-established BÜRGE L brand stands for a comprehensive, integrated service offering extensive information on companies and private individuals. BÜRGE L has particular expertise in the field of company solvency information thanks to its nationwide research activities and market-leading payment experience pool known as Deutscher Debitoren Monitor.

CRIF GmbH, formerly Deltavista (Germany), is a technologically leading credit bureau, specializing in customized solutions in the credit risk management, fraud prevention, and address management segments. The company has particular specialist industry know-how in e-commerce, payment services, and collection management. *Source: [CRIF Bürge l GmbH](#)*

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## MEMBER NEWS

### Experian Research: Accurate Insight about Customer Experience is Critical for Growth

New research from Experian highlights just how vital accurate customer insight is as it emerged businesses across the globe are now reliant on a combination of data, analytics and technology to ensure they consistently offer the very best customer experience - every time.



A recent commissioned study conducted by **Forrester Consulting** on behalf of Experian, gauges opinion among nearly 400 CEOs and senior business leaders working right across Europe, the Middle East, and Africa. It reveals the true impact of poor customer experience and customer management on commercial revenue.

- Two thirds of all businesses now admit they fail to get a consistent single view of their customers' expectations, habits, or preferences across all channels - with current approaches regarded as ineffective.
- With investment concentrated on consumer acquisition and collections – the beginning and the end of the life cycle – more profitable and active customer experience stages are often being overlooked, or missed completely.
- As a result, more than a third of businesses are also now reporting flat-lining or declining revenues as they miss out on opportunities to better serve customers. At the same time, around two in five (40%) businesses report rising customer acquisition costs and rising cost to serve.
- Four out of five business leaders now see improving customer experience as the key to unlocking more value. But many admit they still have siloed approaches to analytics, data, insight - and continue to be constrained by traditional ways of working.

The research also highlighted how many CEOs are aware of the pressing need to get to grips with consistently delivering a fast, seamless and reliable customer experience amid predictions traditional business models could be defunct within the next five years as they lose ground to digital-savvy competitors. **Source: [Experian Press Release](#)**

### FICO Opens Office for Latin America

**FICO has announced the opening of an office in Miami, Florida to serve Latin America and Caribbean clients. FICO has offices worldwide, including an office in São Paulo, Brazil and a newly opened office in Santiago, Chile.**

"We are experiencing tremendous growth in Latin America, and opened this office to better serve our customers here and expand our support structure," said Alexandre Graff, FICO vice president and general manager for Latin America, who will be based in the office. "This office will serve as our primary hub for operations in northern Latin America." **Source: [BNAmericas.com](#)**

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## MEMBER NEWS

### kompany.com Gets Financial Lift to Accelerate Growth



**ARM Co-Founder and Computer Pioneer Hermann Hauser Leads Expansion Financing in Kompany**

Hermann Hauser's I.E.C.T. Capital Partners, Stefan Schneider and other financial investors place a seven-digit investment in kompany.com, the leading Regulatory Technology (RegTech) provider of authoritative Global Company Intelligence for Know Your Customer (KYC) & Anti Money Laundering (AML) processes. The investment will be used to expand the global footprint to cover 150 million companies worldwide and to develop new leading services such as an international Ultimate Beneficial Owner (UBO) analysis tool.

Due to increasing regulatory requirements (e.g. the 4th Anti-Money-Laundering Directive) and a higher commercial need to manage risk in cross-border transactions; the cost of compliance is continuously growing. RegTech aims to alleviate the growing burden of compliance by automating processes, mitigating risks and exposure, and enabling significant time and cost savings.

Founded in 2012, kompany provides real-time access to official and authoritative commercial register data, including company filings from more than 100 million companies in 150+ jurisdictions. The proprietary core engine ARTSS (Adaptive Real-Time Semantic Search) connects government registers and other KYC & AML sources worldwide. Value added services such as Politically Exposed Person (PEP) & Sanction list checks, enhanced VAT and IBAN number verifications and monitoring & alerting complete the cloud offering. The service can be instantly accessed via web or integrated into internal ERP or CRM systems through an API.

kompany operates under government licenses. The service fulfills the strongest regulatory requirements by providing an audit trail and documentary evidence of company status, ownership, management and history.

Source: [kompany Press Release](#)

### Thomson Reuters Q1 Revenues Up 2% (BFX), Operating Profit Up 43%

Thomson Reuters (TSX /NYSE: TRI) reported revenues were up 1%, compared to down 1% in the prior-year period. Before currency, revenues were up 2%, compared to up 1% in the prior-year period. Operating profit increased 43%, from \$310 million to \$444 million. Adjusted EBITDA increased 17%, with the margin increasing 430 basis points to 31.1%. Diluted earnings per share (EPS) were \$0.41, an increase of 21%, or \$0.07 per share. Adjusted EPS was \$0.63, an increase of 37%, or \$0.17 per share.

Financial & Risk business grew by 1% (it should be noted that the Risk segment of Thomson Reuter produces double digit growth rates masking the relative poor performance of the Finance segment. The Legal segment grew by 1% and the Tax & Accounting segment grew by 6%.

The company repurchased 6.8 million shares at a cost of \$284 million and re-affirmed its 2017 full-year outlook.

Source: [Thomson Reuters Earnings Release](#)

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## MEMBER NEWS

### Thomson Reuters Launches Startup Incubator in Switzerland

Thomson Reuters announced the launch of [Thomson Reuters Labs™ – The Incubator](#).

Located in Switzerland, the Incubator will host early-stage entrepreneurs building next-generation products in big data, advanced analytics, distributed ledgers, artificial intelligence, machine learning and other transformational technologies. As part of the official program, startups will receive access to Thomson Reuter's world-class data and content sets, mentoring from experienced executives and networking opportunities for investment and commercialization.



The Incubator is the next horizon of the company's significant investment in the Thomson Reuters Labs network. With locations in innovation ecosystems around the globe, the Innovation Labs collaborate with customers, universities and startups to rapidly prototype and validate solutions using data science and lean experimentation to develop products and solutions to quickly meet evolving market demand.

The Incubator has officially enrolled two startups focused on Fintech.

Open Mineral is an early stage Swiss start-up disrupting the commodities market. The team has developed a multi-sided platform which will directly connect the mines and smelters of physical commodities such as copper, zinc and lead, increasing transparency and lowering fees.

WealthArc is a cloud-based Software-as-a-Service (SaaS) platform for the \$120 trillion investment management industry offering digital client interaction and real-time new generation investment management for family offices, wealth managers and private banks. The platform handles the integration of data, consolidation of assets and digital reporting as well as a robo-advisor offering to clients.

The team is currently reviewing a pipeline of additional applicants for the six month program. Applications can be submitted direct through the online website [here](#). **Source:** [Thomson Reuters](#)

### Thomson Reuters KYC Managed Services for Africa

Standard Chartered Bank will join the African KYC managed service, which Thomson Reuters launched in July 2016 with design partner banks Barclays Africa, Rand Merchant Bank (a division of FirstRand Bank) and Standard Bank of South Africa. All four banks are committed to using the Org ID service to perform KYC and wider due diligence on their populations of corporate and institutional banking clients. Standard Chartered Bank is expected to go live towards the end of this quarter.

As part of its commitment to the service in Africa, Thomson Reuters is working closely with the design partner banks, adapting the service to incorporate specific regulatory requirements in South Africa. **Source:** [Thomson Reuters Press Release](#)

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## INDUSTRY NEWS

### Blockchain: Small State – Big Step

Recently, the US State of [Delaware](#) passed amendments to state legislation that, once signed into law by the end of July, will give corporations registered in the state the right to issue and trade shares on a blockchain platform.

**A small state tackling a big issue:** While this may on the surface sound like a small modification, it is a big deal. [Companies](#) and [exchanges](#) around the [world](#) have been [investigating](#) how [distributed ledgers](#) could [help with](#) issuance, execution and settlement ([some have](#) even [issued shares](#) on a blockchain). However, they have been doing so under a cloud of regulatory uncertainty, unsure of whether the stakeholders – including the relevant governing bodies – would allow the innovations to take hold.

**For the first time, businesses will be able to experiment with new processes knowing that they have the protection of the law.** This is likely to pave the way for the entire life cycle of a share – the issuance, custodianship, trading, shareholder communication and redemption – to be enacted on a blockchain. The result could be a reframing of the global securities network, one of the cornerstones of our modern capitalist economy. *To read the full story [click on this link](#)*



**Editorial Comment:** The State of Delaware is working on a project to move company registrations on to a distributed ledger.

### CoreLogic Q1 2017 Revenue Down 3%

**CoreLogic® (NYSE: CLGX), one of the leading global providers of property information, insight, analytics and data-enabled solutions, reported revenues of \$440 million, were down 3%.**

Operating income from continuing operations of \$33 million was down 44% as operating gains in insurance and spatial solutions; international operations and RMW partially offset lower mortgage application volumes, cost management program-related charges, and the timing of technology and compliance investments. Net income from continuing operations of \$13 million, down 54%.

During the quarter, market share and pricing-related gains as well as contributions from new products in both the Property Intelligence (PI) and the Risk Management and Work Flow (RMW) segments helped to offset the impact of an estimated 20% decline in U.S. mortgage application volumes, lower demand for project-related advisory services and the wind-down of non-core product lines.

PI revenues declined 6% to \$227 million in the first quarter driven primarily by lower valuation solutions revenues due to reduced U.S. mortgage application volumes and planned vendor diversification by a significant appraisal management client. PI revenues were also impacted by lower demand for project-related advisory services. PI revenues attributable to insurance, spatial solutions, realtor solutions, and international were higher in the first quarter.

RMW revenues totaled \$214 million, consistent with 2016 levels, as the benefits from organic growth offset the unfavorable impacts from lower mortgage application volumes and the wind-down of non-core product lines.

**Source:** [CoreLogic Earnings Release](#)

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## INDUSTRY NEWS

### Transparency at Bay: Fraudsters Target UK Directors Via Companies House

#### Company directors are twice as likely as others to be victims of identity theft

Company directors are twice as likely as other members of the public to be the victims of [identity theft](#), with criminals using data in Companies House to target their victims. One-fifth of all victims of identity fraud between 2012 and 2015 were company directors, who are being “disproportionately targeted”, according to research by **Cifas**, which operates the National Fraud Database, and LexisNexis Risk Solutions.



Barbara Judge, chairman of Cifas and the Institute of Directors, said the availability of directors' details in the Companies House register was partly to blame. Directors' names, addresses and dates of birth are usually freely available to members of the public online. “There will always be more publicly available information about you if you run your own business compared to other individuals,” said Lady Judge, who warned directors to be scrupulous in separating, as far as possible, their personal and corporate lives.

Alongside details logged with Companies House, directors were likely to have a media or online presence which included a photograph, she added, as well as details logged with banks, insurers, utilities and business services companies. Directors are likely to attract the attention of fraudsters if they give the impression online of having significant assets and established careers, the report found, and fraudsters often make an attempt to obtain credit files as an easy source of further information.

Once they have assumed the identities of directors, fraudsters often use their details to sign up to multiple mobile phone contracts and to buy consumer goods online. In one-third of cases, the identities of directors were used to set up online retail accounts, compared with a fifth of cases more broadly.

Fraudsters are less likely to use the identities of directors to sign up for credit or debit cards than they are for the average victim. The Cifas report suggested that applying for credit online is “so efficient” that identity thieves “may have concluded that it is not worth the effort to single out company directors for this particular purpose”. **Source:** [Financial Times](#)

### ESMA Fines Moody's for Credit Ratings Breaches

The European Union's markets regulator has fined Moody's ([MCO.N](#)) 1.24 million euros (\$1.4 million) for failing to give investors sufficient information about how ratings on major institutions such as the EU were compiled.

The European Securities and Markets Authority (ESMA) said Moody's German and UK branches “negligently committed two infringements of the Credit Rating Agencies Regulation regarding their public announcement of certain ratings,” ESMA said in a statement on Thursday.

The failures relate to 19 ratings issued between June 2011 and December 2013 for nine international bodies, including the European Investment Bank, the European Investment Fund, the European Stability Mechanism, the European Financial Stability Facility, and the European Union itself. **Source:** [Reuters.com](#)

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## NEWS FROM CHINA

### China's Regulators Strive to Keep up with Fast-growing 'Fintech'

If regulators stay out of the financial technology explosion, the popularity of non-conventional financial services may make the state-backed financial system irrelevant. That can create huge risks, as was the case in 2015's stock market rout. But if regulators step in too deep, intervention can easily kill new services and wipe out the **advantages China enjoys as a global Fintech leader**, researchers and industrial executives said at a conference in Beijing early this week.

A "cashless" society is quickly emerging in China. Services provided by Alibaba and Tencent are forcing regulators to impose restrictions and promote the state-backed China UnionPay system to catch up with new payment methods, such as those based on QR code technology. **In the credit information field, players like Alipay are accumulating personal credit data quickly, although China's central bank has declined to issue any formal license.**

Sun Guofeng, head of the research institute with the People's Bank of China, said at the forum on Monday that China has followed a model of "massive regulation after rapid development" in Fintech, meaning regulators have awakened to a completely new type of technology-enabled business. **Source: [South China Morning Post](#)**

### Ant Financial Enters Hong Kong Market with Alipay Mobile Wallet

Ant Financial, the finance arm of Chinese e-commerce giant Alibaba, on Wednesday became the latest player in Hong Kong's competitive mobile payments market after it announced the launch of its mobile wallet for Hong Kong users.

The mobile wallet and payments app, dubbed AlipayHK, is similar to its Chinese counterpart Alipay – registered users are able to top up their mobile wallets and make in-store payments that are settled in Hong Kong dollars at merchants such as Watsons, Fortress and at supermarkets like ParknShop.

Cashiers need only scan a QR code generated by the user's Alipay app and the amount will be deducted automatically from the wallet. According to Ant Financial, the app can also be used offline as it automatically generates dynamic QR codes that allow payments to be made even without an internet connection. **Source: [South China Morning Post](#)**

### Alibaba Turns to Blockchain in Fight Against Food Fraud

Alibaba has teamed up with PwC to develop a system to reduce food fraud using blockchain tech.

The Alibaba Australia project, which also includes AusPost and nutritional supplement maker Blackmores as partners, is aimed to improve the way foods are tracked, cutting down on the risk of counterfeit products on the market.

The so-called 'Food Trust Framework' effort will see the partners build a pilot blockchain platform in Australia that will track products from producer to consumer. **Source: [Coindesk](#)**

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## CONSUMER CREDIT INFORMATION

### Credit Reporting Agencies Remove Most Judgment and Lien Information from Credit Reports

**Beginning July 1, 2017, the three largest nationwide credit reporting agencies, Experian, Equifax and Transunion, will delete certain civil judgment and lien information from the databases they use to create credit reports?**

On July 1, 2017, these credit reporting agencies will begin to implement new enhanced public records standards and related requirements as a result of an enforced settlement agreement between the credit reporting agencies and more than 30 state Attorneys General. These changes will significantly affect the ability to evaluate creditworthiness based on the information obtained solely from these credit reports.

In 2015, Experian, Equifax and Transunion announced the **National Consumer Assistance Plan** as an initiative to improve the accuracy of credit reporting information and provide a better consumer experience when dealing with these credit reporting agencies. To meet the requirements of this plan, the credit reporting agencies will only accept and report civil judgment and tax lien data from counties which provide the (1) name, (2) address and (3) either date of birth or social security number in association with the judgments and liens. Currently, most data being submitted to these credit reporting agencies do not include a date of birth or social security number and, therefore, will be removed from the credit reports. In fact, preliminary analysis has shown that Transunion will be removing all civil judgment public records data and will be removing 60% of tax lien public data from its databases. Experian, in its preliminary analysis, has shown that approximately 96% of civil judgment public records data will be removed and as much as 50% of tax lien data will be removed.

**The removal of this data may significantly affect the evaluation of creditworthiness for consumers who have civil judgments or tax liens against them.**

Indeed, judgment and lien information may be some of the most important factors in evaluating credit because they constitute affirmative determinations that money is owed from the debtor to another creditor. By excluding this information from credit reports, a consumer's credit score may appear much higher than it otherwise should be. While these credit reporting agencies are excluding this data from credit reports, judgment and lien information is available via other sources. Unfortunately, most of these sources require a subscription to utilize their searching capability. If you suspect that a judgment or lien is not included in a credit report, we suggest that you contact your attorney to conduct a more thorough search to help evaluate creditworthiness. **Source: [JDSUPRA](#)**

### Experian to Provide Access to Depersonalized Consumer Data for Investors

Experian® and Orchard Platform, the leading provider of data, technology and software to the online lending industry, have joined together to announce a strategic collaboration that will give institutional investors access to Experian's depersonalized consumer credit data. Orchard's institutional clients can use depersonalized credit data for ongoing monitoring of borrower creditworthiness for loans in existing portfolios. Experian also will provide access to anonymized historical data sets for enhanced credit modeling, analytics and reporting. **Source: [Experian Press Release](#)**

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## PEOPLE ON THE MOVE

### Stefano M. Stoppani Appointed CEO of Creditinfo Group

Stefano M. Stoppani was recently appointed CEO of Creditinfo Group, the international credit information, risk management services and solutions provider. He replaces the company founder and former CEO, Reynir Grétarsson, who remains as active Chairman of the Board and majority shareholder of the company.

"I've known and monitored Stefano's brilliant career for a long time. He is a top-level executive with a 20-year track record of proven results on global basis, who has lived in 10 countries, worked in 4 continents and dealt with both mature and emerging markets while serving large multinationals. I've been in the business for 20 years myself and have trust in Stefano, as a highly qualified, skilled, charismatic and experienced leader, who will benefit Creditinfo Group and lead our group of companies to the next level of our expansion phase." – says Reynir Grétarsson, founder, majority shareholder and Chairman of the Board of Creditinfo Group. **Source:** [Creditinfo Chronicle](#)



### Encompass Corporation Appoints Paul Charmatz as Managing Director



One of the leading compliance data enablement platform, **encompass corporation**, has appointed **Paul Charmatz** (center) as Managing Director to focus on their go to market strategy.

Paul will be responsible for managing encompass's continued growth globally in both the Financial Services and Professional Services sectors. encompass corporation delivers KYC automation for banking, finance, legal and accountancy sectors. Enabling data aggregation and visualization of multiple data suppliers and robotic updates, dramatically improving onboarding time and automating updates to comply with regulation.

Paul joins encompass from Avention OneSource Solutions, which was recently sold to Dun and Bradstreet. Previously Senior Vice President, International and Global Head of Financial Services, Paul led the global strategy in the aggregated data compliance space, securing banks in London, New York and Asia Pacific with both Master Data Management (MDM) and data processing solutions.

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