

## **Update & Automate LiftFund Scorecard**

**Goal:** Ability to run all business loan applications submitted online and entered via CRM through the LiftFund risk model automatically as soon as customer clicks “submit” and staff completes loan application. The automation of score would create a customer message (via email) of a preliminary approval within minutes of applying. The risk model should also have the ability to plug in the model on different sites/places/systems. Lastly, the model should have relearning capabilities.

### **Project Description:**

LiftFund is seeking a firm that can scope out the following project and execute the update and automation of the risk model in a timely fashion:

#### **1. Statistical Model Updated using Predictive analytics:**

- Data mining of LiftFund Data
  - Gather, Clean and Prepare Data for analysis in SAS or SPSS or any similar software
  - The integrity of the data is critical.
- Build model(s), test, validate
- In the past we have used Decision Tree in the building of the model however this model does not allow for “projected probability of default individually”, which is a desire for the next level.
  - Open to new statistical procedure to evaluate the credit risk
- Ideally, would like a connection to automatically relearn based on repayment data reported back to the model.
  - PIF or Write off

#### **2. Need automated credit pull:**

- We currently use TransUnion credit report and we will need to continue using TransUnion credit report but
- Would like the ability to also pull Experian and Equifax credit reports for additional information and to start gathering data that will improve the model in the future.
- We currently use Sarma Data Systems to connect and populate the credit report from TransUnion to our system.

### **Current Model:**

- Uses information from:
  - Processed details in the Credit Report, as transferred to our CRM
    - This process is currently done manually, someone needs to login to Sarma to pull credit report and export it to CRM.
  - Information provided by applicant in the online application, also currently stored in our CRM
    - This includes Calculations made from information provided

- The model is currently and API connected to CRM that reads the information described above, but the model does not run automatically, someone needs to run the model to obtain the result. The result of the model is then transferred to CRM.
- Systems:
  - Our Customer Relationship Management is Microsoft Dynamics CRM where we store all the data from loan applications, and some key points from credit report.
  - Credit Report data and the existing model are stored in a SQL database outside of CRM.
  - Loan Management System- we use Northridge Loan Servicing Software where we store loan repayment details but with the use of an API we transfer some key elements of the loan back to Microsoft Dynamics CRM.

### **Statement of Qualifications**

Statement of qualifications should include:

1. Briefly identify your organizational structure and support resources available to complete the scope of work detailed previously in the RFQ, including similar projects and experience in technology assessments and planning.
2. List the qualifications of key personnel who would be assigned to this project including related experience, education, certifications and professional affiliations.
3. Provide a minimum of two references including names of organizations and phone numbers for recently completed projects of a similar scope.
4. Briefly describe a work plan to develop and lead a technology assessment process and plan for LiftFund with estimated cost for your work.

### **Interviews**

Respondents may be required to participate in a meeting with the selection committee to review their response to this solicitation and to assist in the further definition of the scope of work to be completed as a result of this request.

Following the definition of the scope of work, a final selection of the most qualified applicant will be determined and successful negotiations would result in the recommendation of a contract award. LiftFund reserves the right to accept or reject any or all proposals and to waive informalities and irregularities in proposals or qualification procedures, and to accept any proposal determined by LiftFund to be in the best interest of the organization.

### **Submission Requirements**

Please submit response and inquiries via email with RE: Request of Qualifications for Technology Plan Update/Assessment to: Celina Pena, Chief Program Officer, to [ITproject@liftfund.com](mailto:ITproject@liftfund.com).

**Project Milestone Timeline:**

<b>Item</b>	<b>Date</b>
<b>Issuance of RFQ Technology</b>	November 22, 2016
<b>Technical/Business Questions/Inquiries</b>	November 22, 2016 till January 3, 2017
<b>Vendor Responses to RFQ:</b> <b>1. To include Qualifications</b> <b>2. Recommended Scope of Work (after business questions)</b> <b>3. Past Projects</b> <b>4. References</b>	January 9, 2017
<b>Decision</b>	January 31, 2017

Element	