

## Take the guesswork out of lending to small- and mid-sized businesses

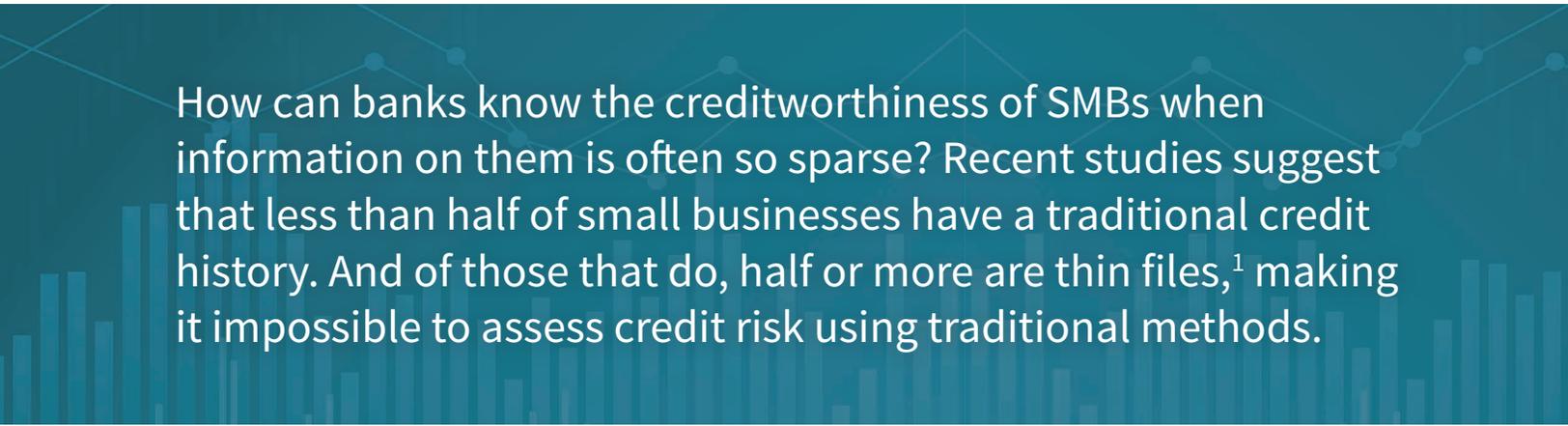
Access critical intelligence for evaluating companies and their owners in uncertain times.



### Risk assessment for small businesses

Often called the backbone of the country, small- to mid-sized businesses (SMBs) play a large role in fueling the U.S. economy. SMBs provide valuable services to their communities, and financial institutions have the unique opportunity to help them sustain their businesses during challenging economic times.

Strict lending guidelines obligate banks to be increasingly vigilant in their due diligence. Market volatility, lingering unknowns on the trade front and struggles related to the COVID-19 pandemic can quickly increase risk levels.



How can banks know the creditworthiness of SMBs when information on them is often so sparse? Recent studies suggest that less than half of small businesses have a traditional credit history. And of those that do, half or more are thin files,<sup>1</sup> making it impossible to assess credit risk using traditional methods.

### Alternative data offers new insights

LexisNexis® Risk Solutions can bring many thin-file and no-file small businesses into the financial system using non-credit, alternative data sources. That information will always be important to help better assess SMB risk, but is especially critical during times of economic uncertainty to ensure that SMBs receive the assistance that they need.



**We offer a full array of products that can help you thoroughly vet and lend to SMBs while minimizing risk:**

 <b>Targeting</b>	<b>Small Business Marketing Suite</b>	<p>Better target small businesses and the people connected to them for customer acquisition, up-sell/cross-sell and risk mitigation.</p>
 <b>Underwriting</b>	<b>InstantID® Business</b>	<p>Offering superior small business and sole proprietor coverage, InstantID Business helps you verify a business and up to five associates. Quickly see linkages between the business and authorized agent—and be alerted to any red flags that warrant further inquiry.</p>
	<b>FraudPoint®</b>	<p>Go beyond business verification to assess the likelihood that fraud is being attempted. FraudPoint can detect fraudulent applications and synthetic or stolen identities.</p>
	<b>Small Business Blended Score</b>	<p>Obtain a creditworthiness score along with insights into derogatory events on a business and its associates.</p>
	<b>Small Business Credit Score Report</b>	<p>Get a score based on the business and its authorized representative with data that goes well beyond traditional credit sources.</p>
	<b>Find a Business</b>	<p>Get all the details on a business including phone, address, contact person, franchise data, FEINs, industry classification and business status. Find a Business can also uncover relationships that may not be evident but are essential in assessing risk.</p>
 <b>Onboarding</b>	<b>SmartLinx® Business Report</b>	<p>Uncover information such as bankruptcy, judgments, liens, UCC filings, executives, property and other details needed for sound decisions.</p>
	<b>SmartLinx® Person Report</b>	<p>Type in a name and instantly get a report of all people, businesses, assets, civil/criminal matters, professional licenses and other details connected to that individual.</p>
 <b>Account Management</b>	<b>Small Business Monitoring</b>	<p>Receive notifications when customers are at risk so you can minimize the damage. Small Business Monitoring continuously tracks 23 elements including changes in credit scores, judgments and more.</p>

## Make lending decisions with confidence

LexisNexis Risk Solutions offers extensive coverage on businesses regardless of size and the people connected to that business. Comprehensive customer insights support intelligent decision-making.

**Our vast data resources from more than 10,000 reliable sources combined with our proprietary linking technology connect the dots so you can truly know who you're lending to.**

## Target small businesses for growth

The U.S. has 30.7 million small businesses in this country, which comprise a whopping 99.9% of all United States businesses.<sup>2</sup> For financial institutions, they offer the chance to capture greater market share, increase profits and build valuable long-term relationships. But lenders must be able to discern a viable opportunity from one posing risk, especially in times of economic uncertainty.

LexisNexis Risk Solutions meets that challenge with a variety of integrated decisioning and scoring tools. Our solutions enable you to accurately assess the creditworthiness of a business and its representatives. With better insights, you can extend offers to more small businesses with good profit potential while steering clear of risk.



**For more information: Call 800.897.1644  
or visit [risk.lexisnexis.com/SMBRisk](https://risk.lexisnexis.com/SMBRisk)**

### About LexisNexis® Risk Solutions

LexisNexis Risk Solutions harnesses the power of data and advanced analytics to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe. We provide data and technology solutions for a wide range of industries including insurance, financial services, healthcare and government. Headquartered in metro Atlanta, Georgia, we have offices throughout the world and are part of RELX (LSE: REL/NYSE: RELX), a global provider of information-based analytics and decision tools for professional and business customers. For more information, please visit [www.risk.lexisnexis.com](http://www.risk.lexisnexis.com) and [www.relx.com](http://www.relx.com).

<sup>1</sup> <https://www.prnewswire.com/news-releases/new-small-business-credit-risk-assessment-tools-are-now-available-for-lenders-to-more-accurately-identify-and-assess-thin-file-companies-300446234.html>

<sup>2</sup> <https://www.fundera.com/blog/small-business-employment-and-growth-statistics>

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