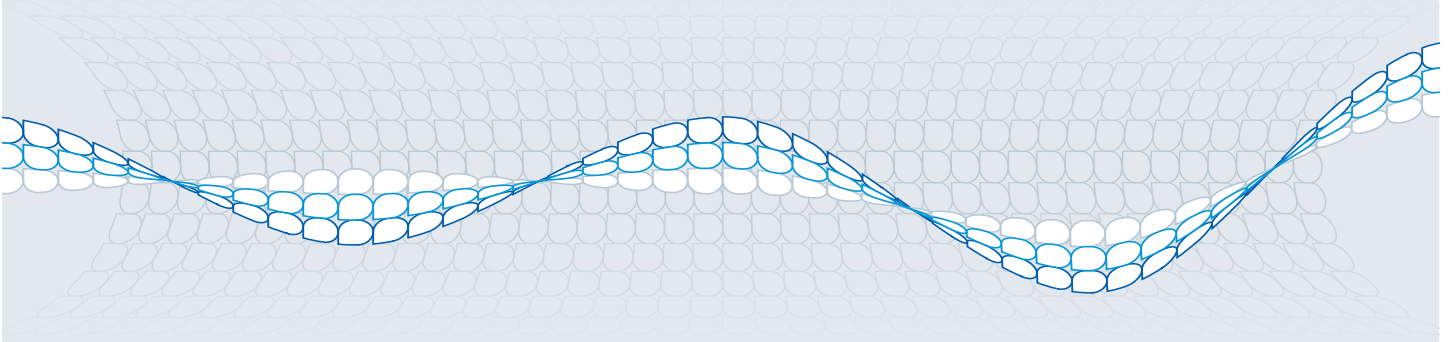


Strategic Review to identify opportunities to maintain market-leading performance



Client

- A major DCA and debt purchaser in an emerging market

Sector

- Debt purchase

Situation

- The client was experiencing increased competition and reducing margins and they wanted to ensure they were doing everything possible to retain their market-leading position.

TDX solution

- A **Strategic Review** providing the client with a deep-dive, end-to-end review of their approach to debt purchase and debt collection.

Commercial Model

- A project fee

Length of contract

- 10 weeks

The project

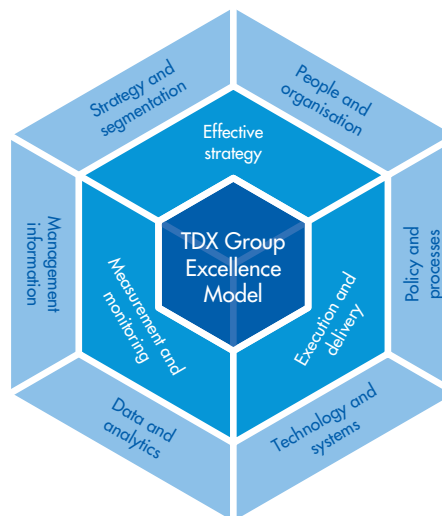
Over a 10-week period, the TDX Group Advisory team conducted a Strategic Review of the client's portfolio management and operational execution.

TDX Group benchmarked their existing strategy and capabilities against international best practice in order to identify gaps and areas of improvement.

Results

- TDX Group identified a series of opportunities to improve activity targeting and segmentation to provide a potential increase in collections by 15% and profitability by almost half.
- An analytical proof of concept was undertaken to help the client realise the value.
- The client built the recommendations into their strategic plan and, to ensure they fully achieved this, retained TDX Group to provide on-going advice to the board and senior management.

TDX Group Excellence Model



Contact us today for full details: info@tdxgroup.com