



Products and Services Pricing 2024

Open Analytics

open-analytics.com.au

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Consultant Daily Rates

Open Analytics consulting daily rates for customised deliverables and resource augmentation are provided below.

Resource Type	Short Term (Under 6 Months)	Medium Term (6 Months)	Long Term (12+ Months)
Director or Partner	2,500	2,250	2,000
Data Scientist	1,750	1,680	1,390
Data Engineer	1,500	1,350	1,250

Long term project discounts are available for purchases of 220 or more consulting days for an individual resource. Short term pricing is applicable to engagements under 120 consulting days per resource allocated.

Customised Model Development Fixed Pricing

For established lenders with sufficient data assets and IT infrastructure, Open Analytics offer on-premise customised models. Customised models are deployed onsite in your infrastructure and you own the customised model IP rights.

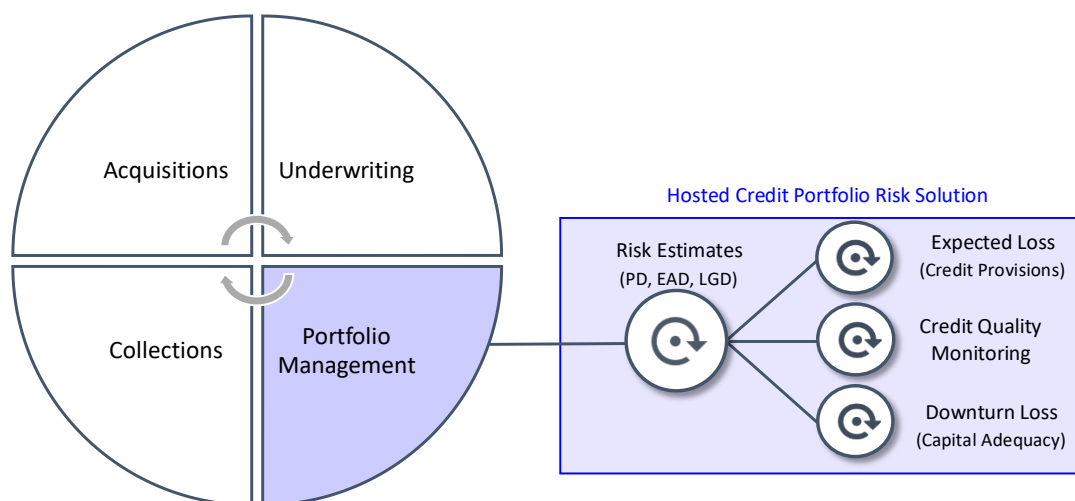
Fixed model development pricing is available for low-complexity model types (scoring and rating models) as per the table below.

Model Type	Fixed Fee (1 Segment)	Per Additional Segment
Behavioural Scoring Model	110,000	25,000
Application Scoring Model	125,000	30,000
Commercial Rating Model (Financials Included)	150,000	30,000
A-IRB Risk Estimate Model (PD, EAD, LGD)	Individually Priced	
IFRS-9 Expected Credit Loss Model	Individually Priced	
Data Sourcing and Data Preparation	Individually Priced	

Fixed model development fees do not include data preparation however data preparation can be augmented with Open Analytics resources on an individually priced basis.

Hosted Credit Portfolio Risk Solution

Open Analytics' hosted Credit Portfolio Risk solution provides **core risk measurement, collective provisions** and **portfolio quality monitoring** for banks and credit providers. The service provides a **foundation for credit portfolio management** by taking care of risk estimation and model management for you, including running models, annual recalibration, support through financial audits and all-important portfolio risk profile monitoring.



The solution is adaptable to any portfolio type and any level of data maturity. For established lenders with significant data assets, risk estimates are calibrated to internal performance data to best reflect your customer base and risk profile. For startups or lenders with limited data, customers can take advantage of Open Analytics' industry benchmark models, fine-tuned with decades of experience developing and managing risk estimate models for the full spectrum of credit providers in Australia and New Zealand.

Implementation costs are a one-off fee paid on completion of solution deployment whilst the annual subscription is payable in quarterly instalments.

Product Segment	Implementation Fee	Annual Fee	Quarterly Instalment
Standard Solution - Unsecured Lending	30,000	55,000	12,500
Standard Solution - Secured Lending	40,000	65,000	16,250
Premium Solution - Unsecured Lending	40,000	105,000	26,250
Premium Solution - Secured Lending	50,000	115,000	28,750
Benchmarking - Unsecured Lending	35,000		
Benchmarking - Secured Lending	45,000		

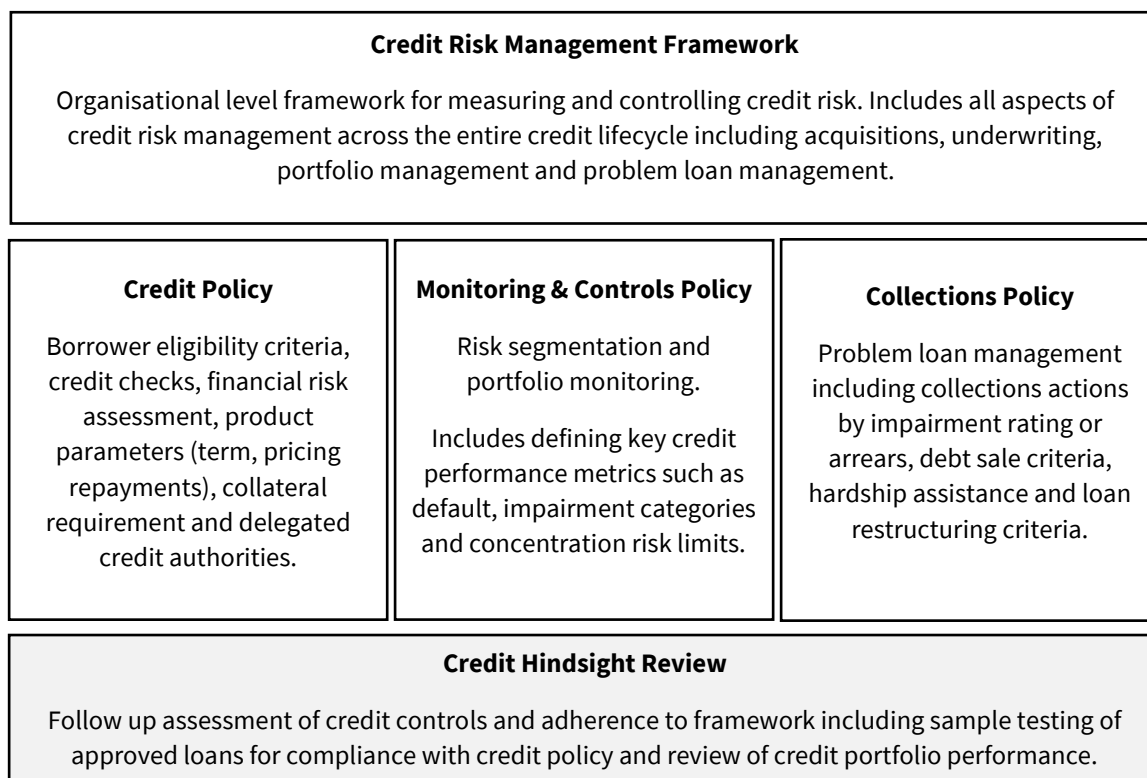
The table below provides details of the hosted risk estimates and provisioning solution product features and standard versus premium product criteria.

Product Feature	Standard Hosted Solution	Premium Hosted Solution
Assets under management	Less Than \$1b (Less Than \$5b Resi Mortgage Portfolios)	\$1b OR Greater (\$5b OR Greater Resi Mortgage Portfolios)
Maximum number of product segments	3	6
Reporting cycle frequency	Quarterly	Monthly
Expected Credit Loss: Estimated credit losses for AASB-9 compliant credit provisions refreshed on a quarterly or monthly reporting cycle	Y	Y
Probability of Default: Estimated likelihood of a facility entering default (90 days or more in arrears) in the future	Y	Y
Exposure at Default: Estimated outstanding balance at time of default, should a credit facility enter default	Y	Y
Loss Given Default: Estimated loss as a percentage of exposure at default, should a credit facility enter default	Y	Y
Downturn Credit Loss: Estimated credit losses under severely stressed economic conditions, suitable for stress testing and capital adequacy	Y	Y
Geographic Risk Model: Location risk for consumer credit providers, classifying risk associated with the borrower's postcode	Y	Y
Portfolio Credit Quality Monitoring: Comprehensive monitoring including distribution by key segments, migrations and portfolio concentrations	Y	Y
Back Testing: Risk estimates and portfolio performance monitoring provided on a quarterly or monthly cycle	Y	Y
Peer Benchmarking: Portfolio PD, EAD, LGD and ECL benchmarks including non-bank lending and banking peer comparison	Y	Y
Models are calibrated to your internal performance data (where available) including arrears roll-rates (for PD) and cure rates (for LGD)	Y	Y
Client selects their own scenario probability weights and has flexibility to adjust downturn scenario severity each reporting cycle	Y	Y
Annual model recalibration	Y	Y
Audit support (support through annual reviews by financial auditors)	Y	Y
Option for customisation of reports and additional analytical customer support		Y

Credit Risk Management Framework

Open Analytics' **Credit Risk Management Framework** service is designed to help creditors establish an end-to-end credit risk management capability. This service was developed for start-up and emerging credit providers who are either just starting their ACL or RAD1 accreditation journey or who are looking to expand their product set and customer base to take on an increased level of credit risk.

Our Credit Risk Management Framework encompasses all aspects of credit risk management needs including credit risk management strategy, acquisitions screening, underwriting (decisioning), portfolio management, collections, risk segmentation and risk appetite setting. The framework consists of four core components and an optional credit hindsight.



How it Works

We have a set of “out-of-the-box” credit management frameworks with associated policies designed for consumer and commercial lending. Our standard framework and related policies are customised to each individual lender’s business model and risk appetite through a series of collaborative workshops with the customer. We also offer an optional credit hindsight review service conducted on a quarterly or bi-annual basis by an experienced credit manager, providing an additional control and independent assurance that credit risk management is executed in line with the framework and the organization’s risk appetite. Pricing for our Credit Risk Management framework is provided below. All prices are in Australian dollars exclusive of GST.

Credit Risk Management Framework	Price
Bank	75,000
Non-Bank Lender	55,000
Credit Hindsight Review	10,000

Model Validation

Open Analytics offer independent model validation for credit models including behavioural scoring, application scoring, A-IRB risk estimates (PD, EAD and LGD) and IFRS-9 Expected Credit Loss models. We focus exclusively on models which can be objectively assessed through empirical analysis and a measurable performance outcome (for example we do not validate stress testing, expert judgement or scenario-based models).

Our deep expertise in credit risk management and data-science, combined with our extensive experience developing models for creditors of all shapes and sizes allows us to provide assurance that models are fit for purpose and meet a lender's business objectives.

Standard pricing for an Open Analytics model validation is provided below. All prices are in Australian dollars and exclusive of GST.

Item	Fixed Fee (1-Segment)	Per Additional Segment
Behavioural Scoring Model - Retail or SME Retail	20,000	10,000
Application Scoring Model - Retail or SME Retail	30,000	10,000
Commercial Financial Rating Model	45,000	
A-IRB Risk Estimate Models (PD, EAD, LGD)	Individually Priced	
IFRS-9 Expected Credit Loss Model	Individually Priced	
Data Validation	Individually Priced	

Contact Details

For any questions regarding Open Analytics products and consulting services, please contact:

James O'Donnell, Managing Director Open Analytics.

Email: james.odonnell@open-analytics.com.au

Phone: +61(0) 410 266 119

For general enquiries please email us at:

contact@open-analytics.com.au