

# CORY

## Abrahamsen Gindin LLC deploys Cory for enhanced collection outcomes

### Abrahamsen Gindin LLC

Abrahamsen Gindin LLC (“AG”) is a multi-state collections operation, headquartered in Pennsylvania and New York. AG’s team has over 80 years of experience in managing and servicing consumer receivables, ranging from charged-off credit cards to fintech loans.

AG’s agents have been servicing Concora Credit receivables for clients since 2020, in which time they have serviced more than \$35 million worth (face value).

In 2023, AG partnered with Heka to roll out Cory across its Concora servicing operations, starting with the **Concora23 Portfolio**.



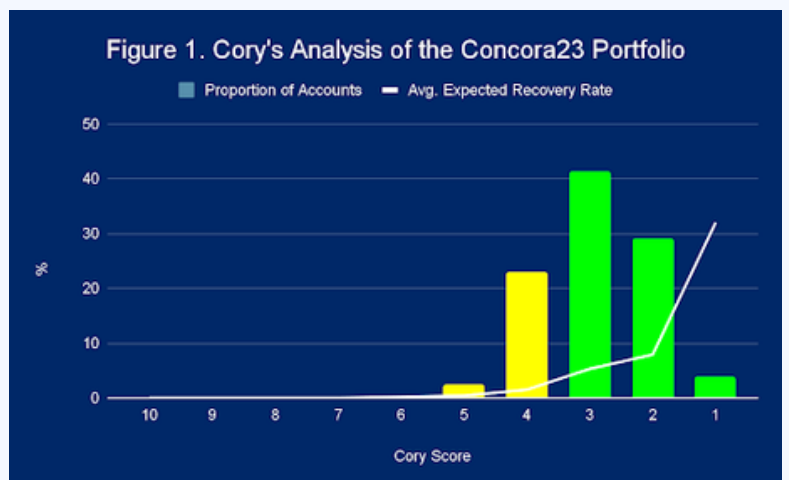
**4.8%** lift in liquidations

**17%** acceleration in cash flow realization

**10%** cost savings

### Cory’s Insights into the Concora23 Portfolio

Cory scored the revenue potential of each account in the Concora23 Portfolio, to determine where collection efforts ought to be targeted, before generating servicing recommendations for each account.





**Cory revealed** that the Concora23 Portfolio contained a greater-than-average concentration of accounts with **high expected recovery rates: almost 75% of the accounts** in the portfolio achieved a Cory Score of 1 to 3, and were sent for digital-first amicable collections with a partner agency.



**Cory identified** the **3.52% of cases not suited to amicable collection strategies**, which were fast tracked for legal processing.

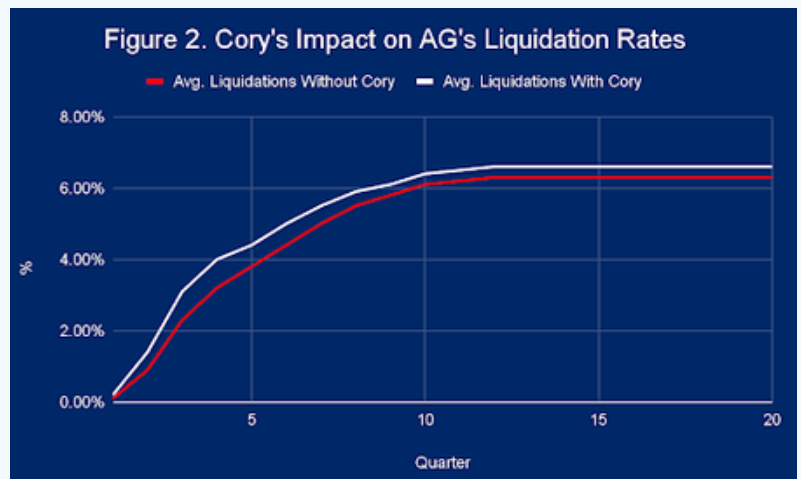


**Cory isolated** the almost **30% of cases with low expected recovery rates**, which represent a potential drag on profitability, and earmarked them for minimal collection efforts.

## Cory's Impact on AG's Collections

Cory is on track to deliver a 4.8% lift in AG's liquidations, whilst accelerating cash flows by 17%.

At the same time, Cory is helping to achieve cost savings of approximately 10%, by targeting collection resources where they are most effective.



**“Cory’s a game-changer for how we think about efficient servicing. Precisely identifying high value accounts - and how to unlock that value - makes all the difference when it comes to maximizing liquidations”**

- David Schlee, COO, Abrahamsen Gindin LLC

### About Heka

Heka is a US-Israeli start-up that provides advanced consumer intelligence for financial institutions. Our team comprises 25+ professionals from the worlds of tech, intelligence and compliance. Heka is backed by institutional investors and VCs from the US, UK, and Israel.

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