



Dear Sirs,

In our today's newsletter we will address the second part of the issue of limit handling within **FACT.pilot**. In addition, we will dwell on the IT-world language "Unicode" and its meaning for international factoring software.

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#### 1. The Limit Administration with **FACT.pilot** Part II: Own Assigned Limits

In our previous newsletter we explained how **FACT.pilot** enables you to administrate the credit insurance parameters while fulfilling all conditions precedent to the policy at the same time. Today you will read about the possibility of assigning own limits in addition/independent from those of the credit insurances and you will learn about limit controlled purchase logic of **FACT.pilot**.

##### 1.1 Limit Proposals by the Use of Scorecards

Which amount should/may reflect your own assigned limit in order to provide your customers a high purchase volume on the one hand, and to make your entrepreneurial risks calculable on the other hand?

**FACT.pilot** provides you with a scorecard module for the risk identification of your clients' debtors that submits a limit proposal under consideration of your corporate-relevant parameters.

The scorecard calculates limit proposal per debtor class according to your pre-defined criteria which are for instance:

- Payment history of the debtors per factoring customer (weighted)
- Information of credit agencies
- Limits of the credit insurers
- A database stored questionnaire that has to be filled-out by you which contains questions about topics like the debtor's technical and commercial know-how, its business and sales development, etc.
- Balance sheet data of the debtors
- Securities of the debtor
- Etc.

The debtor assessments are made automatically by the system after your pre-defined events. Those events are for instance: Change of payment behaviour, automatic update of credit agency information, receipt of new years-end accounts, etc. Your risk manager will receive a limit proposal (which can also be an abatement) as the result of those debtor assessments that he can either accept, change or reject (according to his authority).

All limits that are assigned in that way are stored by the system. So you can detect retroactively the development

of each debtor.

## 1.2 Limit-controlled Purchases

Within **FACT.pilot**, various checks are made for the purchase of receivables. In a first check all purchases are controlled by valid limits. The validity of a limit results from the parameters of the credit insurance policy and/or of the amount of your own assigned limit.

First of all the system checks if there is a limit and – if so – the amount of that limit. All limit-influencing business transactions result under consideration of additional purchase criteria to a purchase or a non-purchase of the receivables. As soon as a limit is utilised all subsequent receivables are excluded for the time being until part of the limit has been released by the payment of outstanding invoices. The system then automatically purchases the non-purchased invoices – assumed that they match into the amount of the available limit.

If a supplementary limit increase takes place, all non-purchased receivables will be taken into account up to the new limit amount.

## 2. Unicode – The IT-World Language

### 2.1 What is "Unicode"?

Unicode is an international standard in which for each (!) sign or element of all known script cultures and characters a digital code is determined. Unicode aims a preferably complete registration of all known signs and sign varieties from present and past script cultures.

### 2.2 Why is "Unicode" necessary?

With the support of Unicode it is possible to say a computer „worldwide“ which sign has to be illustrated – no matter if German, Turkish, Japanese or Cyrillic, etc. With Unicode, all data flows in each language can be displayed and understood.

Conventional computer character codes like the well-known ASCII-standard only comprise between 128 and 256 positions, at that in many cases only the English data set is displayed. Due to the rapid development of the Internet and its resulting data exchange, it became necessary to provide a universal character set. These circumstances have led to the establishment of the Unicode syndicate in 1991. Meanwhile, Unicode comprises more than one million characters.

### 2.3 The Meaning of "Unicode" for You and for fidis

The meaning of Unicode for you and for **fidis** is that with **FACT.pilot** a factoring software is provided that can be used in each requested tongue world-wide without any language barrier. This fact is of special interest for international acting factors as the multilingual staffs are enabled to work within their mother tongue and with their familiar characters on only one (!) system.

Because in **FACT.pilot** the language version is coupled with the login of the user, i.e. the program is shown in the language chosen by the user during the log-on.

If you would like to get know more about Unicode, please go to: <http://unicode.org/> or to <http://www.sap.com/contactsap/countries/index.epx>

## 3. fidis "live"

During the next weeks you will get chances to meet parts of the **fidis** team at various events and to inform yourself about **FACT.pilot**:

**7th BCR European Receivables Finance Factoring Conference** in Vienna from 19/03 till 21/03/2007

**IFA Factoring Conference 2007** in New Orleans from 25/04 till 28/04/2007

If you prefer an individual system demonstration, please do not hesitate and contact us under telephone number +49.2131.298 58 50 or email [suleika.hollenhorst@fidis.com](mailto:suleika.hollenhorst@fidis.com) and we appreciate to visit you in your premises.

**Happy Easter!**

## Contact

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