

Clarifications

1. Can you specify what kind of persons are considered for Legal Persons for this project? Are corporates excluded?

Legal Persons shall include Organisations registered as Companies and Partnerships with the Registrar of Companies in Malta. Therefore, corporate are included.

2. What data sources are expected to be provided and which format for the development of the Credit Management Scoring System? For example,
 - Central Credit Register – can you provide us sample of credit reports for natural and legal persons?

In line with the proposed Central Bank of Malta (CBM) Directive 15, once a Credit Reference Agency is officially licenced it would be able to make a request for an anonymised granular data download to calibrate its scoring engine. Please refer to the attached schema to be used whilst viewing also a sample file of such dataset to prepare accordingly:

Schemas and Sample Files

- > Upload Schema
- > Upload File - Sample
- > Download Schema
- > Download File - Sample
- > Anonymised Data Download Schema
- > Anonymised Data Download File - Sample

The zipped file which will be around 100MB will be generated by CBM officials and made available for download by the official CRA token holders through the Central Credit Register Portal; this process will be audit trailed from the CBM's end. Downloadable file would be zipped and password (PW) protected; PW would be sent in a separate email. An unzipped XML file will be between 2GB – 3GB.

The file will include the following:

- 1-year anonymised data (i.e. 12 reference periods starting off from last available reference period)
 - Anonymisation would be done at identifier level
 - Ordering within the file will be done by reference date
 - Attributes made available in the file are in line with the CBM Directive 14
- Financial Statements

The Financial Statements (scanned copies of the original) can be downloaded from the Registrar of Companies in PDF Format.

- Public information (Register of companies, VAT information, Government Gazette, etc.)
- Etc.

This data will be accessed from the source via web services API and some other data is held by MACM. The Government Gazette data is held in PDF format (Scanned image from the publication)

3. What history of each data source is available and will be provided (e.g. from 2016)? Is it possible to construct e.g. snapshot January 2019 from the provided data?

Data which correspond to unsettled dues is kept for a period of 6 years. Settled dues are kept for a period of 18 months. This is in accordance to the local Data Protection Regulation.

4. Referring to Technical Specification, it is not clear if the solution should predict Good payer and Bad payer (defaulted) to maturity or for a specific time (e.g. 12 months). There are two paragraphs that describe the performance window definition:

“The credit scoring system shall utilise statistical procedures to classify the target person, as a ‘good’ and ‘bad’ risk. It shall estimate, at the time it is carrying out the request, what will be the behaviour of the target person’s credit to maturity, through a predictive model by a score that measures the risk of a borrower and/or of the transaction.

The Credit Score should be a snap shot as date of inquiry based on historic data available.

5. Definition of requirements

The second stage is understood to refer to the definition and mapping of the technical requirements to optimise the prediction, that is the probability that a target person will not default on one’s payments. This step will build on the outputs of the data analysis and validation and ensure that the developed model captures variables which facilitate contract performance analysis within a specific time-period, considering the worst default status therein. The expected performance of the target person (default/non-default), and hence one’s credit score, is to be derived from the assessment of one’s credit history within a specific time-period (observation window). The latter shall be optimised through the testing of different cut-off dates, as well as by assessing possible impacts of exogenous variables (such as but not necessarily limited to customer rejects).

Can you clarify it?

Based on the data available, the credit score should result to give a clear picture of the target person’s ability to pay.

6. The software solution shall source data from different open and own internal sources, analyses it and gives each person (whether a natural or a legal person) a credit score indicating that person's credit risk and risk of defaulting.
The potential bidder making clarification doesn't include in the decision engine a layer for orchestration and integration, is it requested to include also a workflow manager and integration framework in the RFQ, or do you have your BPM or orchestrator?

MACM do not have Workflow Manager, BPM or orchestrator.

7. Is the Software to be installed on site or are you interested in a cloud solution?

Software to be installed in a cloud Solution complying fully with GDPR and other legislation that may apply.

8. From a financial perspective for the Licenses do you prefer a rented solutions (with an annual fee with everything included) or a permanent license with yearly maintenance fee?

Please quote for both options seperately.

9. Related to point 18, The potential bidder making clarification doesn't provide third party software neither Hardware. Is this mandatory? In this case have you a preferred local vendor to ask for a proposal to be bundled?

Yes, local vendor will assist in this.

10. How many inquiries/year do you expect?

This is a new service being introduced in Malta. Hence, it is difficult to predict the number of inquiries.