

# Canadian Auto Implementation Guide

## Phase 1 Proof of Concept



## Phase 2 Expanded Proof of Concept



## Phase 3 Pilot



## Phase 4 Production



## Phase 1

Proof of Concept  
6-8 weeks



Trust Science supplies the client with analysis and reports. This allows the client to assess and validate the potential value of the Six°Score™ on its through-the-door applicants.



### Data Required from the Client:

- Application Date
- DealerTrack IDs (for Auto Lenders)
- Separated by Funded, Approved Not Funded and Declined



### Trust Science will provide:

- Aggregated report of the overall performance of the Six°Score™
- Performance validation against the matched set of client observations
- Analysis of swap-in potential.

## Phase 2

Expanded Proof of Concept

~12 weeks

\*OPTIONAL based on the client's business decision and ability/comfort level to share the required data.



The client provides additional data to further validate Trust Science's value across Funded, Approved Not Funded and Declined population use cases.



Deliverables that may/can be provided by Trust Science.

- Swap-Out and/or Pricing Analysis of Booked Loans
- Expanded Analysis of Non-Booked Loans (Funding Rate)
- Expanded Swap-In Analyses
- ROI Analyses
- Strategy Recommendations Surrounding the Use of Six°Score™

## Phase 3

Pilot

3-6 months



The proposed pilot involves running Trust Science alongside existing client decisioning systems simultaneously, without relying on Trust Science outputs. This trial will be conducted using real-time applicants to verify the effectiveness of both scoring and strategy.



At this stage, it is recommended to integrate Trust Science's Anna™ into the client's Decision Risk Engine.

## Phase 4

Production

Ongoing



The client will utilize Trust Science in a manner determined to be suitable and efficient, relying on the analyses and validations conducted on real applications. This integration will involve using Trust Science scores and decision outcomes as part of the process.



Trust Science will offer regular performance monitoring and reporting to the client and, if possible, provide recommendations for optimizing outcomes over time.