

INFORMATION SECURITY SYSTEMS

Credit scoring behind Parfip's business growth with Risc Group

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Belgian small-ticket leasing network Parfip Lease has recently expanded the scale of its vendor partnership with French information system security provider Risc Group on the back of the lessor's web-based credit scoring system.

In recent months, Parfip has increased the number of territories in which it provides finance to Risc to a total of eight.

Parfip, which is active in 11 countries, first signed a partnership with Risc for the financing of its core equipment and services – including data safety programs, network and telecommunication operators, virus scans and firewall programs – back in 2001. Risc recently joined the Paris stock exchange.

Risc sells both physical and service-based products through



■ Security: "You're sure of IT," says Risc

lease contracts provided by Parfip, and assesses clients' credit scores through use of Parfip's online scoring system.

According to Parfip president Guy Pariente, Risc chose the network as a result of trialling this scoring system which is said to allow vendors to make finance decisions in minutes and thus close sales at a faster rate.

Another feature of the partnership is the consolidation of all leases written by individual clients into single contracts, with monthly invoices condensing equipment rental, maintenance and service provision into one payment.

- Risc Group SA is a French company active in the security sector, with its main business in developing information system security solutions.

Products offered include data safety software, network and telecommunication operations equipment, anti-virus software and firewall programs.

The company has four subsidiaries – Besdi, eFlag, Ornis and Risc Security – which have operations in Germany, Belgium, Spain, Italy, the United Kingdom and Switzerland, as well as in France.