

# NAPBS 2010 ANNUAL CONFERENCE

SAN ANTONIO, TEXAS

MARRIOTT SAN ANTONIO RIVERCENTER

MARCH 7-9

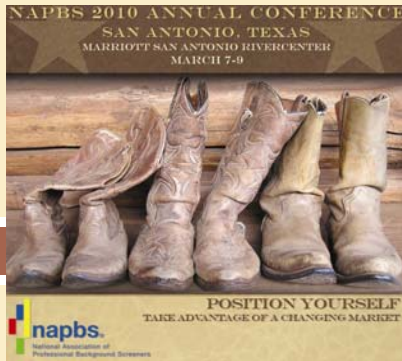


**POSITION YOURSELF**

**TAKE ADVANTAGE OF A CHANGING MARKET**



National Association of  
Professional Background Screeners



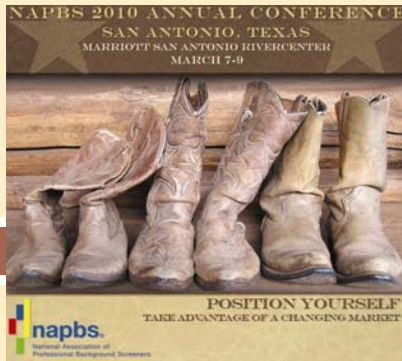
# General Overview

## Providers and CRAs – Can't We All Just Get Connected?

A highlight of past, present, and potential future methods of connectivity between groups.



Bottom Line...How Is YOUR Data Being Transmitted?

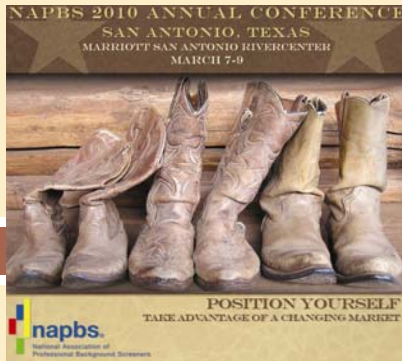


# Let Us Give Thanks...

Brought to you by, The NAPBS Provider Committee

- What Is This Committee You Speak Of?
- Who Are The Members?
- Who Can Join?
- Who Exactly Is A 'Provider' For This Speech?

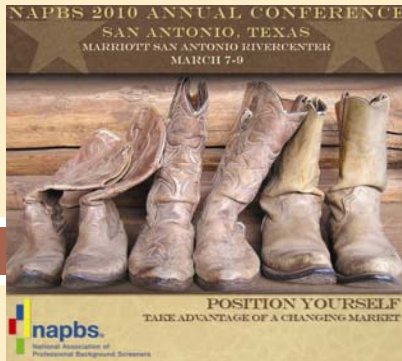




# What Is This Session, Again?

## Just A Quick Note...

- This session, and the educational content within, is dedicated towards the relationship between Providers (Research, Data, Technology) and Consumer Reporting Agencies (CRAs).
- The focus shifts from previous educational sessions dedicated to this relationship, as we move towards how these groups communicate data between one another.
- What are some of the more reliable and efficient methods data can be transmitted? Which methods are currently, or are becoming, outdated and inefficient? Most importantly, how does this all affect the relationship between Providers and CRAs?

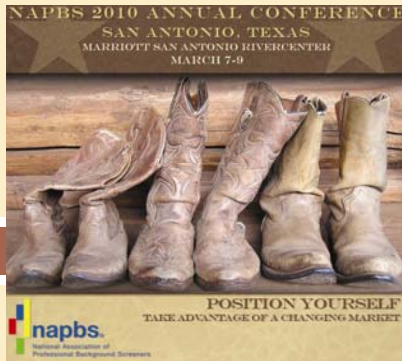


# Hit The Brakes...

Let's change this up a bit...how about this for a slide?

What are we actually NOT going to talk about? AKA your chance to bolt for the door if you're not down with this...

- Security and Technology Guidelines
- What exactly company A,B, or C is doing, exactly.
- Your individual company's best option.
- Exact compliance standards that might be limiting factors.
- Promoting the sense of 'obligation' to do anything.



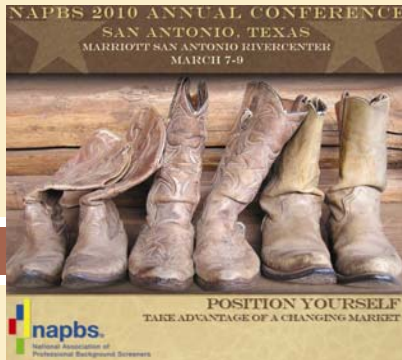
# Welcome to the Show...

Straight From Our Studio Audience...Let's Hear It!

- So welcome to the conference, right?
- What exactly is the point of this thing?
  - Objectives, Ideas, Networking, Etc.
  - Is it taboo to say..."FUN"?



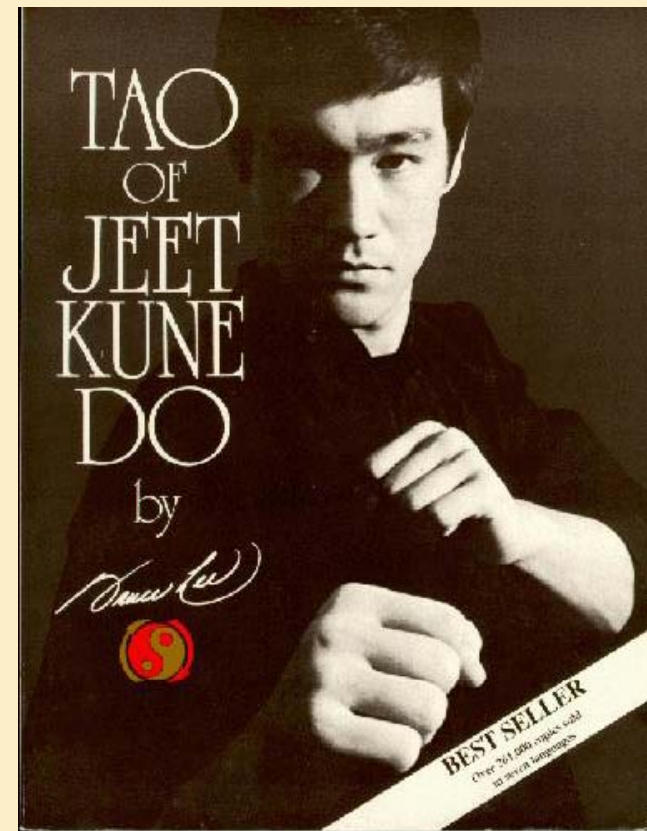
What does this year's theme mean, or represent...as relative to you and your company? Is it just a tagline, or are you here to make it mean something more?

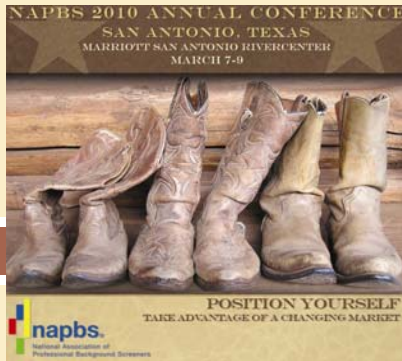


# Proper Position

For All Competition...It's Position Before Movement

- Without Proper Position, The Movement Will Falter. You should be like water, according to Bruce Lee.
- Is Your Movement To Be Just The Same As Others?
  - Learning From These Sessions, Are You Just Following The Status Quo?
  - Just Evening The Playing Field?



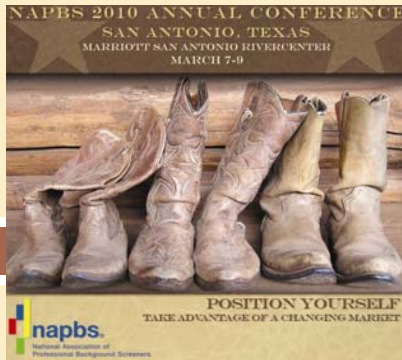


# Proper Position

From a basic competitive standpoint, you want your 'movement' to be leaner, faster, and more efficient than your competitors. This lends itself to a higher quality performance. This permeates into virtually every arena of comparison.



By the way, a major aspect of this, is your data transmission techniques.

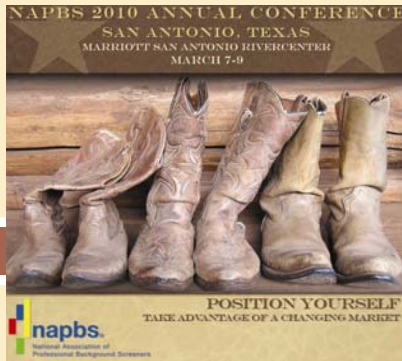


# Relationships Are Work

## Providers and CRAs...Made For Each Other

- This Isn't Our First Rodeo With Education
- Many Previous Topics: The Guidelines, The Exam, Pricing Agreements, Working Agreements, etc.
- It Was A Natural Selection For This Year's Topic, Based On The Annual Theme
- Before You Can Move Towards A Goal, You Need Directions

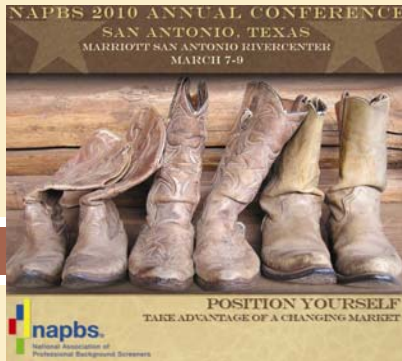




# The Value

## Why Is This Topic, And This Session, Important?

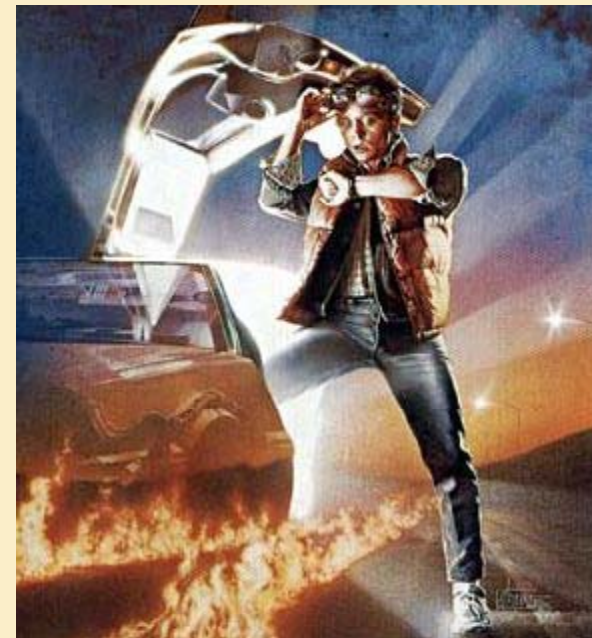
- We're All Dealing With Data In This Industry.
- All Data Isn't Data. Would You Like Someone To Say That About You? ;)
- Is the focus on the transmission, the checks and balances...or is it something else, like Customer Service and Sales?
  - Manual Entry, Potential For Mistakes vs Reduced Errors Across The Board
  - Fixed Schedule For Pick Ups, Hoping They're Never Missed vs Decreased TAT
  - Dedicated Labor Towards Production vs Supplemental Resources That Are Freed

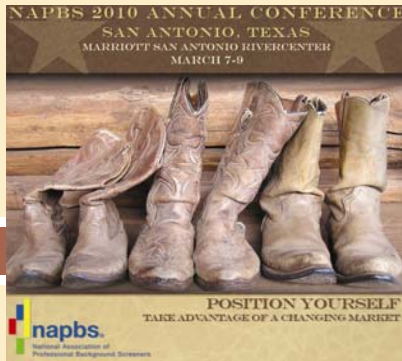


# Let's Take A Trip

I Tried To Rent A DeLorean For This Session But NAPBS Wouldn't Let Me Expense It. That's Just Absurd.

- Let's Go Back In Time Just A Bit...
- Let's See What We USED To Do And See How Far We've Come...
- On Our Way Back, Let's Take A Look At Current Events...
- Then Let's Get Radical And Wax Poetic About The Future...



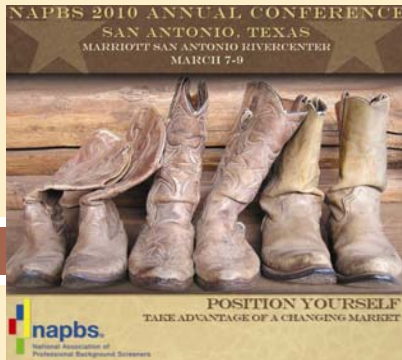


# Going Old School

It Doesn't Get Any Better Than This...Right?

- This fax machine is great even though its from the 70's!
- Thank goodness for highlighters, notes in the margins, and that new cut/copy/paste feature in Windows 95!
- WinFax Pro...The Pinnacle Of Data Transmission
- Wait...did I load enough paper for the fax machine overnight...?!?!



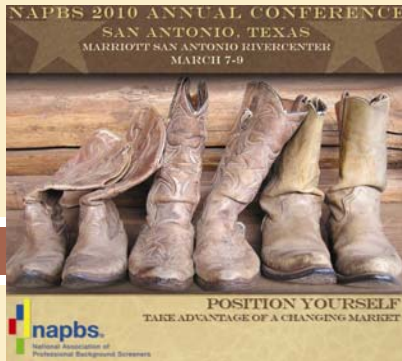


# Current Events

Its Never Going To Get Any Better Than This...Right?

- FTP was around...but now there's "XML", and "HR-XML", and web services galore.
- Websites with secure access, limiting access to PII. A compliance officer's dream come true.
- Everyone has email. Fast email. Communication is instant.
- Aren't there groups within NAPBS dedicated to providing technology-based solutions?



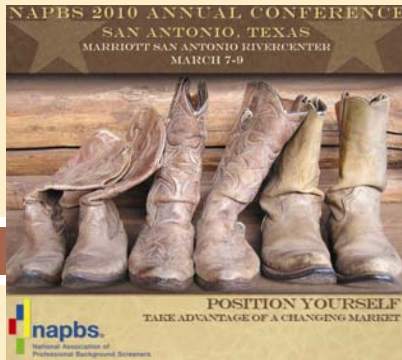


# The Usual Suspects

## Quick Spotlight of Groups Dedicated to the Cause

- Ten years ago, were there this many groups in NAPBS dedicated to technology-based solutions?
- For edification's sake, what should we call these groups, since there's so much more they do, than just giving CRAs and Providers the means to connect?
  - Let's take a quick look, from an editorial point of view. That doesn't mean there won't be humor involved.





# ACCIO DATA

# Accio Data

• [www.acciodata.com](http://www.acciodata.com)

- Located in Dripping Springs, TX
- Exhibiting here, at Booth # 104
- Points of Contact: Barry Boes, or Tron Womack
- Break The Ice: Ask Tron about his much lesser known role as a movie star in western films. Bartender extraordinaire.



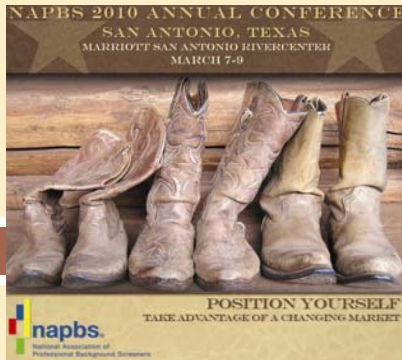
# BackChecked



# BackChecked

The trusted name in background screening software.

- [www.backchecked.com](http://www.backchecked.com)
- Located in Phoenix, AZ
- Exhibiting here, at Booth # 204
- Point of Contact: John Kloos
- Break The Ice: Ask John about his riveting performance of a young rebel scout at last year's closing event at the mid-year conference.



# CLEARSTAR.NET

# CLEARSTAR.NET

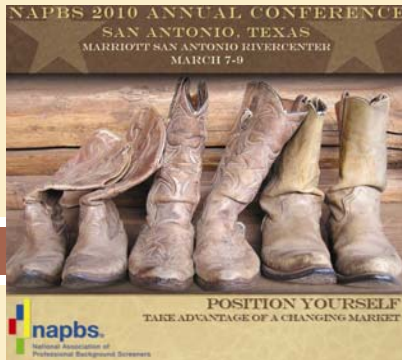
- [www.clearstar.net](http://www.clearstar.net)

- Located in Cumming, GA

- Exhibiting here, at Booth # 101

- Points of Contact: Caryl McMains, Todd Shoulberg

- Break The Ice: Tell Todd his beard looks even better than George Michael's, during his heyday.



# DEVERUS



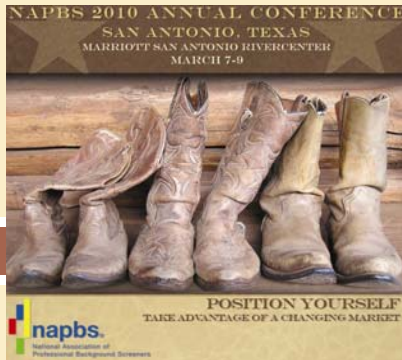
• [www.deverus.com](http://www.deverus.com)

• Located in Austin, TX

• Exhibiting here, at Booth # 121...but it should have its own zip code, right? ;)

• Points of Contact: Tony Cordaro, Tom Bisciglia

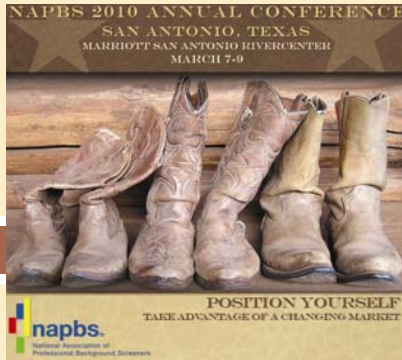
• Break The Ice – I think any comment regarding their booth space would be sufficient.



# EPIC CONCEPTS



- [www.epicconcepts.net](http://www.epicconcepts.net)
- Located in Louisville, KY
- Exhibiting here, at Booth # 301
- Point of Contact: Gary DeWitt
- Break The Ice: Tell Gary you're a huge fan of John Callipari and UK Basketball.

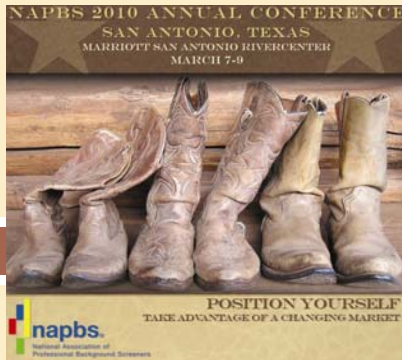


# FRS



- [www.frsoftware.com](http://www.frsoftware.com)
- Located in Monroe, NC
- Exhibiting here, at Booth # 211 (Imagination Technologies)
- Point of Contact: Rob Stewart

Break The Ice: Ask if FRS stands for 'Friendly Rob Stewart' or perhaps something more sinister.



# ISS



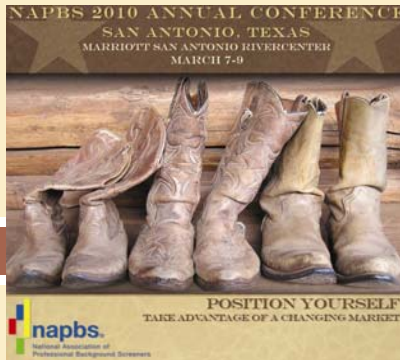
- [www.issnetwork.com](http://www.issnetwork.com)

- Located in Louisville, KY

- Exhibiting here, at Booth # 112

- Point of Contact: Tim Brothers

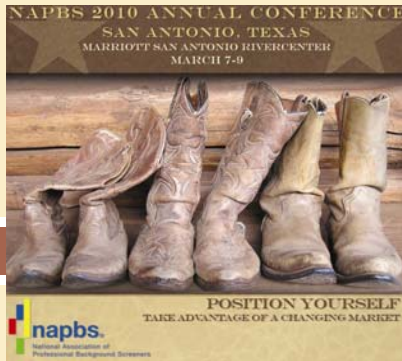
- Break The Ice: Ask him how much a polar bear weighs. When he says how much, you say 'enough to break the ice'...and BAM, you're in.



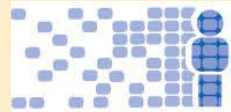
# TAZWORKS



- [www.tazworks.net](http://www.tazworks.net)
- Located in Draper, UT
- Exhibiting here, at Booth # 315
- Points of Contact: Barton Taylor, Paul Feyereisen
- Break The Ice: Ask Barton if he has taken any good pictures recently of 'moonsets', instead of sunsets.



# TEAMSCREEN SOLUTIONS

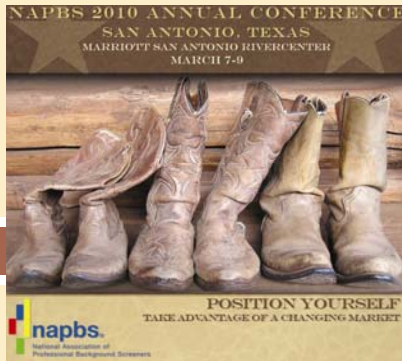


## TeamScreen Solutions

[www.teamscreen.biz](http://www.teamscreen.biz)

Toll-Free: 866-367-8555

- [www.teamscreen.biz](http://www.teamscreen.biz)
- Located in Overland Park, KS
- Exhibiting here, at Booth # 122
- Points of Contact: Starr Wolfe, Steve Wolfe
- Break The Ice: Remark that Starr's name may be letter for letter the coolest one at this conference.

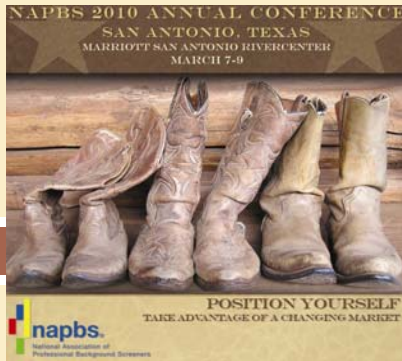


# Are You Wearing Shades?

## The Future Is Bright, After All...

- So we've looked back and seen just how far this industry has come in terms of technological advancements that enable successful processes.
  - Is there another new wave? Or just improving the current model?
  - What if you have your own back-end solution for providers?
    - What if you don't?
- We used to think what we were doing, was the best it was going to be for a while...



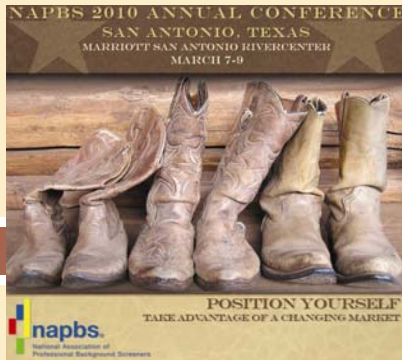


# Crystal Ball Time...

Why Is There So Much Variance? Will There Always Be?

- Everywhere you turn, its all about 'best practices' and 'recommended standards'.
- Isn't there some accreditation program or something?
- Is it too soon to think data transmission is outside the realm of recommended best practices?
- Is it possible to develop a Universal Specification?

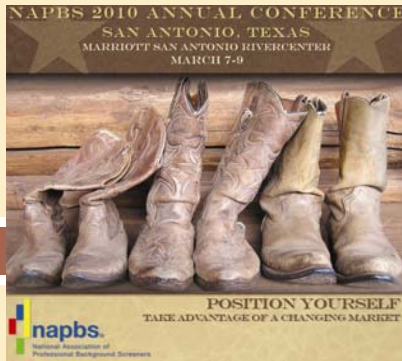




# Let's Put A Bow On It

## Again, Its All About Relationships

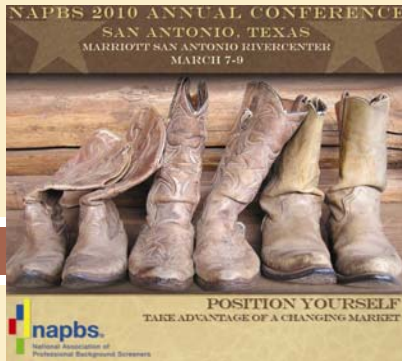
- When issues regarding outdated forms of data transmission and communication are put aside, (such as manual entry errors, zero assurance a transmission was sent/received, and increased TAT from just waiting for data to transmit after being updated, entered, etc) The only thing left is the basic interaction between party A and party B.
  - This whole industry is built upon quality and accuracy. In utilizing the methods of data transfer that are fast becoming, and basically are current industry standards, we're eliminating 'waste' in the form of errors or slow TATs that affect a high quality product from being yielded.
- The whole point of streamlining solutions is to make processes more efficient, which means they're faster, leaner, and more productive, with less direct effort involved.
- Is your group in position to take advantage of these practices? Are you maintaining your position with seeking improvements on current practices?



# In Closing...

## Three Things I Hope You Take Away From This Session

- 1- All data isn't data. How the data is transmitted is one of the biggest X Factors in determining the quality of data you're getting. Is it fast enough, lean enough, and efficient enough as your competitor's?
- 2- If you're not on board with current standards of communicating data, either as a Provider or CRA, use this session as a springboard into action to position yourself properly. Didn't we just go over all the groups within NAPBS that can help you?
- 3- There are other solutions out there, beyond this session. Direct integrations between groups exist, and proposed specifications making this task easier are starting to take shape within NAPBS.



# Q and A Session

That Awkward Silence When He Asks For Questions And No One Bites For A Few Moments....Here It is.

- No such thing as stupid questions.
- Make a valid comment, that's a demonstrative statement...we can still talk about it and make ourselves sound educated.
- Be sure to thank your Ambassadors throughout the conference, they do a great deal of work to make sure this experience is organized, professional, and enjoyable.