

KROLL



May 2007

2006 Background Screening Hit Ratio Report

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Introduction

Kroll's 2006 Hit Ratio Report and Industry Analysis was developed by InfoLink Screening Services, which was acquired by Kroll in March 2006 and is being integrated into the firm's existing Background Screening division.

The Hit Ratio analysis, summarized in the following charts, is calculated based upon the aggregate number of hits* as a percentage of the background screening services clients conducted in 2006. The charts include a breakdown of 16 specific industries and an average across all industries.

Summary of Analysis

Criminal record "hits" increased more than ½ a point from 8.5% in 2005 to 9.1% in 2006. Further, applicants stretched the truth more often in 2006 than in 2005, as proven by increases in past employment verifications and education verifications.

Discrepancies regarding what applicants reported to potential employers regarding their past employment increased from 36.5% in 2005 to 49.4% in 2006; and discrepancies in education verifications increased from 14.1% in 2005 to 21.5% in 2006.

For additional analysis, see [*Kroll Releases Annual Background Screening "Hit Ratio" Report – Report reveals upward trend in percentage of job candidates with "red flags"*](#).

%	Criminal Records	DMV Info.	SSN Trace	Drug Testing	Credit History	Employment Verification	Education Verification	Workers' Comp History
Client Average	9.1	40.4	3.9	3.4	42.4	49.4	21.6	6.8
Automotive	12.6	47.8	3.9	5.9	50.7	36.5	**	4.3
Business Services	9.8	43.0	3.8	5.8	55.9	51.1	20.9	7.1
Construction	16.1	48.9	4.0	1.9	48.1	53.4	33.2	6.7
Education	3.6	30.4	3.7	8.8	30.1	49.3	19.0	7.5
Financial Services	6.7	40.3	3.8	2.3	41.1	47.7	21.0	**
Food Services	12.1	44.0	4.7	4.5	37.7	49.6	22.9	6.5
Healthcare	6.1	36.0	4.0	1.7	38.2	50.1	18.6	5.4
Hospitality	9.4	41.5	5.2	4.6	46.4	51.0	**	**
Legal Services	9.2	35.9	3.2	5.2	28.0	44.8	**	**
Manufacturing	11.6	41.5	3.9	2.5	35.9	51.5	24.0	9.4
Non-Profit	9.2	36.0	3.6	**	33.8	51.6	35.8	**
Real Estate	10.6	40.1	3.9	4.8	51.3	47.9	21.3	**
Retail	12.5	45.9	3.9	2.6	42.3	47.5	23.5	6.7
Staffing	8.4	41.7	3.5	2.6	46.1	51.4	23.0	3.7
Technology	8.2	38.9	3.4	3.0	35.8	48.9	20.2	1.5
Transportation	11.4	43.3	3.9	3.0	40.2	56.5	27.5	8.4

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The following chart displays the three industries with the highest hit ratios in each category

Criminal Records	Construction	16.1	Automotive	12.6	Retail	12.5
DMV Information	Construction	48.9	Automotive	47.8	Retail	45.9
SSN Trace	Hospitality	5.2	Food Services	4.7	Construction & Healthcare	4.0
Drug Testing	Education	8.8	Automotive	5.9	Business Services	5.8
Credit History	Business Services	55.9	Real Estate	51.3	Automotive	50.7
Employment Verification	Transportation	56.5	Construction	53.4	Non-Profit	51.6
Education Verification	Non-Profit	35.8	Construction	33.2	Transportation	27.5
Workers' Comp History	Manufacturing	9.4	Transportation	8.4	Education	7.5

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International Hit Ratios

Criminal Record Searches	4.5
Education Verification	7.8
Employment Verification	15.7

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Notes

InfoLink has released the Hit Ratio Report and Industry Analysis annually since 2002.

Go to www.infolinkscreening.com to view the [2004 Hit Ratio Report](#) or the [2005 Hit Ratio Report](#).

* Hits may include criminal convictions, motor vehicle violations, discrepancies in employment and education verifications, positive drug test results, derogatory credit information, prior workers compensation claims, etc.

** Insufficient data

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