

DNBi Risk Management for NetSuite (US)

Quickly evaluate and make decisions to mitigate risk and maximize revenue with real-time, best-in-class credit processes – customizable and configurable – directly in your NetSuite workflows

Whether you are the CFO or in a role that manages the credit of your customers and prospects, your mission likely has a greater emphasis on growth than ever before – with a myriad of challenges.

Doing more with less. Accelerating profitability while protecting the organization from risk. Supporting business development by prioritizing sales opportunities. Finding operational efficiencies for cost savings.

KEY BENEFITS

- Increase revenue by finding opportunity within your existing customer base
- Increase profitability by driving efficiencies and consistency in your credit process
- Ensure compliance with documented audit trails and workflows

Overview: DNBi Risk Management for NetSuite (US)

DNBi Risk Management for NetSuite (US) is an intelligent risk-management solution designed to help meet the challenges facing today’s credit managers. Combine your credit policies with Dun & Bradstreet’s world-class data and robust predictive analytics - all within NetSuite - providing the in workflow automation and knowledge needed to make critical decisions quickly.

By optimizing the efficiency and performance of your credit management operation, you can see a company’s current - and future - ability to pay you, provide instantaneous credit decisions to sales teams, validate, pre-screen and decision on new customers applying for credit and much more.

The screenshot displays the NetSuite interface for a customer profile. The customer is identified as 12 GORMAN MANUFACTURING COMPANY, INC. The interface includes several sections:

- Primary Information:** Lists customer ID, company name, type (Company), subsidiary (Outsourced Mfg), sales rep (Alex Wolfe), partner, web address, category, and default order priority.
- Email | Phone | Address:** Provides contact details including email, phone (800) 555-0000, alt. phone, fax, and full address (482 KOLLER ST, SAN FRANCISCO CA 94110).
- Classification:** Shows DUNS NUMBER (2) 804735132, last credit application (FCBA6THYD), and D&B last match date (1/20/2016 7:14:08 am).
- Credit Application History:** A table showing application details:

APPLICATION DATE	APPLICATION NUMBER	STATUS	DECISION DATE	CREDIT LIMIT	PAYMENT TERMS
1/20/2016	FCBA6THYD	Approved	1/20/2016	93,769.5	Net 30

D&B Data Management for NetSuite

DNBi Core with Decision Maker

Have a high number of new prospective customers?

Looking to re-evaluate existing customers?

Make better, faster credit decisions on new and existing applications by applying Dun & Bradstreet information to your credit policies.

THE FORESIGHT REQUIRED TO QUICKLY MINIMIZE RISK AND OPTIMIZE OPPORTUNITY

Decrease days sales outstanding by up to 5 days

Reduce your resource requirement by 75% with automated approvals

Capture 70% of dollars at risk in 20% of your receivable portfolio

*Based on typical results by companies using Dun & Bradstreet data

KEY FEATURES

- Customizable decision scorecard (applies consistent rules to existing applications)
- Combine your credit policy with D&B’s business intelligence and analytics
- User approval limits
- Performance dashboard for application processing trends

KEY BENEFITS

- Apply consistent credit policy across existing accounts
- Create faster and more uniform decision-making processes
- Automate immediate decisions on credit limits and escalation routing
- Conduct full audit trail tracking

Contact your NetSuite Sales Representative or Relationship Manager to learn more about DNB Risk Management for NetSuite (US).

About Dun & Bradstreet

Dun & Bradstreet (NYSE: DNB) grows the most valuable relationships in business. By uncovering truth and meaning from data, we connect customers with the prospects, vendors, clients and partners that matter most, and have since 1841. Nearly ninety percent of the Fortune 500, and companies of every size around the world, rely on our data, insights and analytics.

For more about Dun & Bradstreet, visit DNB.com.