



Supplier Qualifier Report

Understand the Financial Stability of Your Suppliers

Access Financial Profiles on Key Suppliers

When it comes to sourcing, one of the most time-consuming processes is finding the right supplier. Before the Request for Proposal (RFP), before the Terms and Conditions, before the contract, you have to identify potential suppliers that have the financial stability you require to be a strong business partner. With changing market and supplier dynamics, this is becoming more and more of a challenge for procurement professionals.

Why waste valuable time in the RFP or contract process reviewing companies that show signs of significant weakness? *D&B's Supplier Qualifier Report* helps you evaluate suppliers and potential suppliers according to risk, financial stability and business performance – before you invest too much time. And the information is at your fingertips – easily accessible from your Web browser. You can also identify suppliers who meet your diversity requirements.

Key Benefits

- Access high quality, actionable supplier information
- Identify if any critical suppliers are at risk of going out of business
- Quickly evaluate new suppliers based on their financial stability
- Confirm if any of your suppliers are on any debarment list or involved in fraudulent, bribery or money laundering activities

Quality Information = Profitable Decisions

At D&B we are committed to providing our customers with the highest-quality data available. To do this, we take our data through a process we call DUNSRight™ in which we collect and aggregate data from thousands of sources daily so our customers have confidence that they can use the information to make profitable decisions. The foundation of DUNSRight is Quality Assurance, which includes over 2,000 separate automated checks, plus many manual ones, to ensure the data meets our high-quality standards. The process works like this:

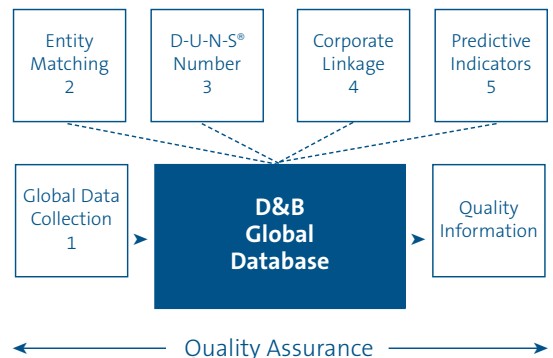
Global Data Collection: Our data collection expertise and our commitment to quality information is demonstrated by our one million database updates daily, which enable you to identify risk associated with new and existing suppliers.

Entity Matching: Our patented matching process quickly identifies if unrelated entities are in fact the same company and whether they have a history of risk or fraud.

D-U-N-S® Number: Our unique identifier tracks business change so you can be alerted to suits, judgments, liens, or bankruptcies that can potentially disrupt your supply chain.

Corporate Linkage: Our unparalleled global linkage capabilities uncover your total risk exposure across an entire corporate family.

Predictive Indicators: Our most powerful predictive indicators in the industry help you identify and manage your risk exposure at a supplier or supplier portfolio level.



Mitigate Risk

Report Components

Business/Risk Overview

Details your supplier's legal structure, years in business, size, Supplier Evaluation Risk Rating and diversity status to help you assess the overall business condition.

Risk Assessment

Predicts the likelihood of a business failing based on volatility of certain markets, management experience, payment experiences and public filings. We provide D&B's Supplier Evaluation Risk Rating, risk commentary and analysis on a supplier.

History and Operations

Details the background of the business and its management team. This includes business structure, affiliate relationships, global activity and recent events.

Products and Services

Details the line of business and primary industry and commodity offerings by standardized codes. We also provide insight into cross-market opportunities.

Payment Information

Details the supplier's payment habits based on payment experiences updated daily. We compare the supplier's performance to industry norms so you can see how they compare to their competitors.

Financial Condition

Details the supplier's financial condition based on balance explanations, key business ratios and historical financial statements when available.

Public Filings

Details any pending, current or documented suits, judgments, and/or liens against the supplier. We also show you UCC filings and government activity, such as whether they are a contractor, have been debarred, or what congressional district they belong to.

Quality Information on Over 100 Million Businesses Around the Globe

With over a million updates daily to our global database, you can be assured of high quality information on your existing or potential suppliers.

Enabling Confident Business Decisions

Before you spend time pursuing a new supplier or assessing an existing supplier, know how stable they are. Answers are only a click away:

- What is the likelihood that this company is going to stay in business for the long term?
- Does this company demonstrate good business practices, such as paying bills on time, avoiding supply chain interruption?
- Does this company have the locations and infrastructure to support my business?
- Is this a stable company?
- Have they shown growth over the past several years?
- Is this company involved in any fraudulent activities?
- Are there any significant changes in this company's business operation I should know about?
- Are there any suits, liens or judgments filed against this company?

Find out how D&B Supply Management Solutions can help you meet your procurement objectives. Call us today at 800-234-3867.

D&B Solutions

D&B Risk Management Solutions
Sales & Marketing Solutions
Supply Management Solutions
E-Business Solutions

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