



CUSTOMER VOICE

# D&B Finance Analytics

The Sigh of Relief at Swisslog



# The Challenge

Thanks to D&B Finance Analytics, Swisslog has mastered its international project business - both on the supplier and customer side.

"We finally got what we've been talking about for years." For Bruno Zingg, Head of Strategic Purchasing at Swisslog, the introduction of D&B Finance Analytics was a great relief in many respects.

The predecessor product e-Portfolio lacked many essential functions. "If someone had drawn a Credit Report, the others had no access to it," remembers Zingg. D&B Finance Analytics has eliminated these and many other weaknesses.

It is web-based and makes it possible to work in a team and share reports and information. That's completely according to Bruno Zingg's taste.



D&B Finance Analytics shows us the financial risk rating of suppliers and customers we assess in the project business.

**Bruno Zingg**

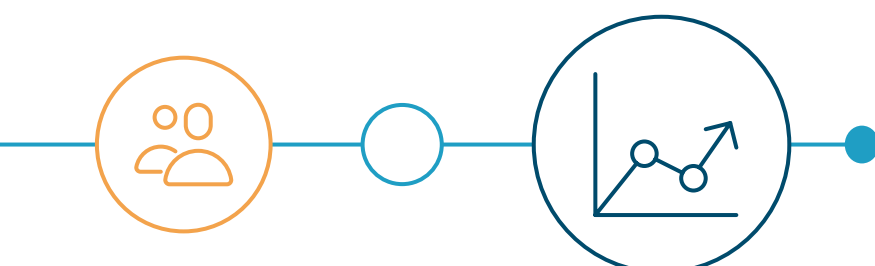
Head of Strategic Purchasing  
Swisslog

## ABOUT SWISSLOG

„We are shaping the future with intelligent automation solutions.“

Swisslog implements leading automation solutions for future-oriented hospitals, warehouses and distribution centres. For our customers, we improve logistics processes with our leading technologies, backed by world-class customer service and support. Implementation is carried out by our competent, local teams - with locations in over 25 countries worldwide.

[www.swisslog.com](http://www.swisslog.com)







# The solution

## Checking of suppliers

Swisslog is the leading provider of automation solutions for hospitals and is also active in logistics automation. Swisslog is therefore active in the project business and does not manufacture any series products.

For Bruno Zingg, it is crucial in this context that everything runs smoothly. Because every supplier who does not deliver bears the risk of endangering an entire project. For this reason, Swisslog keeps a close eye on all suppliers and obtains information on the financials of these companies from D&B Finance Analytics.

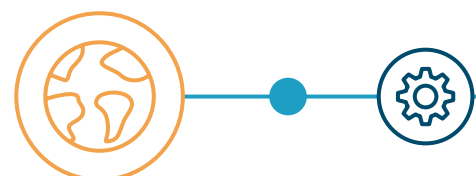
For example, if an order worth CHF 1 million is placed and according to D&B Finance Analytics the credit recommendation is CHF 50,000, this corresponds to a factor of 1: 20 - the supplier automatically receives a red flag. In such a case Swisslog requires payment and execution guarantees. In this way, they want to prevent the advance payment from being lost in the event of the supplier's bankruptcy.

Each of these suppliers undergoes a thorough check, regardless of whether they are already working with the company or are still unknown. For this purpose, Swisslog checks the financial position and draws the necessary Credit Reports in D&B Finance Analytics. If a supplier looks bad, it is not suitable for cooperation.



In the case of larger projects, we consider at an early stage which suppliers might be suitable for the implementation.

**Bruno Zingg,**  
Head of Strategic Purchasing, Swisslog



## Global cooperation

Swisslog is active all over the world. The teams are situated at 12 locations in Europe, America, Asia and Oceania, where they handle the projects locally. "I definitely have to rely on the local project purchasers," says Bruno Zingg.

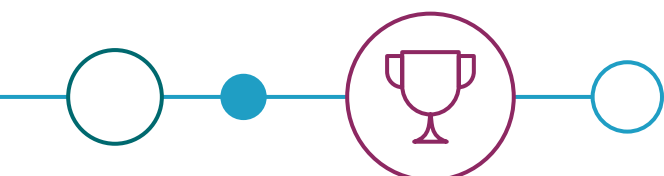
As Head of Strategic Purchasing, he does not handle the projects himself. There are his people at the locations who manage the demand for the projects. Accordingly, they are the ones who work with D&B Finance Analytics and draw the reports. Zingg fully relies on the local people and that they always have the necessary information at hand and are able to make the right decisions. One of the most important aspects are the financial risks based on the Credit Reports that the D&B Finance Analytics teams receive.



## The decision for D&B Finance Analytics

"Yes, we are very satisfied with D&B Finance Analytics," reveals Bruno Zingg. He managed the business with e-Portfolio and has since looked at several other solutions from other vendors. He had noticed that his competitors were also using Dun & Bradstreet's data. This showed him that D&B was the market leader in the quantity and quality of credit information processed worldwide. "No one else does that on this scale," Zingg explains.

Was it difficult to switch from e-portfolio to D&B Finance Analytics? "No, it was rather a relief. Now we finally have it the way we imagined it would be". This is how Bruno Zingg sums up the change Swisslog successfully made a good year ago.



# Swisslog's reasons for switching to D&B Finance Analytics

- ✓ D&B Finance Analytics is **web-based**.
- ✓ **The group view:** If an employee draws a report, it is also available to all others.
- ✓ **Simple user administration:** Central control of access.
- ✓ **User guides:** Thanks to the comprehensive documentation, new employees learn how to use D&B Finance Analytics very quickly.
- ✓ **International:** Information such as payment index or credit rating is harmonised in D&B Finance Analytics. This ensures that everyone speaks the same language in an international context.
- ✓ **Family Tree:** With just one click you can see the business connections of your business partners and have better cards in your hand during negotiations.



## D&B FINANCE ANALYTICS

Optimise risks and make wise and profitable decisions. D&B Finance Analytics gives you access to credit information from around 300 million companies in over 200 countries. Use it to secure your credit decisions and exploit potential. D&B Finance Analytics is the top risk platform with the best and most up-to-date data - worldwide.



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Dun & Bradstreet, a leading global provider of data and analytics, enables companies around the world to improve decision-making and business performance. Dun & Bradstreet's Data Cloud fuels solutions and delivers insights that empower customers to accelerate revenue, lower cost, mitigate risk, and transform their businesses. Since 1841, companies of every size have relied on Dun & Bradstreet to help them manage risk and reveal opportunity.

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