DNBi Risk Management

Advanced rules-based capabilities to automate and standardise credit policies and account management
DNBi offers advanced rules-based capabilities to support complex credit risk management needs. Its configurable modules provide end-to-end risk management coverage that combine your own company data with Dun & Bradstreet’s business intelligence on more than 300 million company records worldwide—letting you make decisions on new credit applications instantly, standardise your credit review processes, conduct advanced portfolio and account analysis, and manage your account portfolio more effectively.

WITH DNBi, YOU’LL BE ABLE TO:

• **Automate & Standardise Credit Reviews**
  Leverage rules-based capabilities to automate routine credit decisions and account reviews to support needs for efficiency and growth.

• **Perform Advanced Portfolio and Account Analysis**
  View and analyse your A/R combined with Dun & Bradstreet’s intelligence. Use one-click analytic reports for risk, exposures, and segmentation to evaluate portfolio performance and enrich your account management strategy.

• **Improve Your Customer Service**
  Connect credit with business information platforms to deliver faster sales, business process efficiencies, and a superior customer experience.

KEY FEATURES OF DNBi:

• Dun & Bradstreet’s powerful predictive scores and ratings that transform data into insight on future business performance

• The latest financial statements, trade payment data, and business news that refresh every time a Live Report is accessed

• Configurable dashboards and summaries for at-a-glance intelligence on company information; as well as a range of customisable variables and filters

• Proactive monitoring for changes in a customer’s financial strength

• Robust corporate linkage information that provides deeper insight into family tree connections with other companies

• Trend reporting that displays payment behaviour and financial performance of individual companies over time

• Integrates with Salesforce for immediate pre-qualifying credit decisions on new requests from salespeople

MODERN FINANCE FOR A CHANGING WORLD

DNBi is designed to help you to meet the challenges facing today’s credit professionals - being asked to do more with less. While you continue to focus on protecting your organisation from risk, you are also being tasked with accelerating profitability, supporting business development by identifying sales opportunities, and reducing costs through operational efficiencies. DNBi gives you the right knowledge and tools to make support those expanded goals.

DNBi delivers three components critical to optimising the efficiency and performance of your credit department:

**BUSINESS INTELLIGENCE**

Company information and predictive analytics on more than 300 million companies and their current—and future—ability to pay you, for comprehensive credit risk assessment.

**ACCOUNT MONITORING**

Configurable dashboards, filters, and alerts that track financial status changes and deliver business condition updates so you can take immediate action on accounts to mitigate risk.

**PORTFOLIO ANALYSIS**

Segmented views of your portfolio by risk distribution help you pinpoint areas of risk and opportunity.

**BETTER DECISIONS BEGIN WITH WORLD-CLASS DATA**

Get the right data on the right companies—all in one place. Dun & Bradstreet has helped companies confidently make crucial decisions for more than 170 years. DNBi directly integrates from the Data Cloud, which offers the world’s most comprehensive business data and analytical insights The Data Cloud encompasses more than 300 million business records, which represent the companies that make up the majority of the world’s GDP, as well as small businesses Dun & Bradstreet also makes 2 billion yearly updates to our global trade database (the largest in the world); these map to 200 million unique trade experiences, shining a light on companies’ ability to pay. These and other financial attributes allow us to deliver best-in-class predictive scores that help you manage financial risk.
In addition to basic history and operations information for each company, the Data Cloud includes a unique combination of:

- Payment and bank experiences
- Financial statements and more than 70 financial ratios and data elements
- Public filings (includes suits, liens, judgments, and bankruptcies)
- Company and trade payment history
- Corporate linkage view of related entities
- Local database records from around the world
- Daily updates to ensure the most timely, accurate and complete

## A CONFIGURABLE CREDIT SOLUTION TO MEET YOUR UNIQUE NEEDS

<table>
<thead>
<tr>
<th>WHO USES IT?</th>
<th>D&amp;B DECISION MAKER FOR DNBI</th>
<th>D&amp;B ONLINE CREDIT APPLICATION FOR DNBI</th>
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<tbody>
<tr>
<td>DNBi customers with a high number of new prospective customers</td>
<td>DNBi customers who require a fast, uniform way to create and process credit applications</td>
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<tr>
<th>WHAT ARE ITS BENEFITS?</th>
<th>D&amp;B DECISION MAKER FOR DNBI</th>
<th>D&amp;B ONLINE CREDIT APPLICATION FOR DNBI</th>
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<tbody>
<tr>
<td>Make better, faster credit decisions on new applications, by applying Dun &amp; Bradstreet information to your credit policies</td>
<td>Improve productivity and accuracy for faster credit processing and improved customer service</td>
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### KEY FEATURES

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<tr>
<td>– Customisable decision scorecard (applies consistent rules to existing applications)</td>
<td>– Customisable credit applications</td>
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<td>– User approval limits</td>
<td>– Internal automatic alert when an application is submitted</td>
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<td>– Equifax bureau access</td>
<td>– Customisable terms and conditions</td>
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<td>– Ability to input trade and bank references</td>
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### KEY BENEFITS

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<tr>
<td>– Apply consistent credit policy across existing accounts</td>
<td>– Create customised credit applications</td>
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<td>– Create faster and more uniform decision-making processes</td>
<td>– Brand credit applications with your company logo</td>
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<td>– Automate immediate decisions on credit limits and escalation routing</td>
<td>– Easily publish applications on your company website</td>
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<td>– Conduct full audit trail tracking</td>
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Dun & Bradstreet helps improve business performance through data and analytics. For more information about DNBI, please call us at (800) 463-6362 or visit dnb.ca/dnbi-solutions.

### ABOUT DUN & BRADSTREET

Dun & Bradstreet, the global leader in commercial data and analytics, enables companies around the world to improve their 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. Twitter: @DnBUS

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