

D&B Payment Performance Insights

Exclusively available to Global Trade Exchange Program providers, this user-friendly platform provides deep insight on global payment information.

D&B Payment Performance Insights blends your company's accounts receivable data with Dun & Bradstreet's industry-leading data and analytics to help you understand customer payment performance and ultimately reduce overall delinquency.



WHEN YOU NEED TO ENRICH YOUR CASH MANAGEMENT STRATEGY

D&B Payment Performance Insights can help you view and analyze your accounts portfolio to enrich your cash management strategy. The Comparative Payment Behavior chart displays your A/R against the Dun & Bradstreet payment universe to show how your customers pay you versus how they pay other vendors and industry peers – not just in the past 30 days but at a 3-month and 12-month view. This level of insight into past payment performance allows you to identify potential collection risks and opportunities. For example, if a customer is paying you on time for smaller invoices but pays other vendors late for larger invoices, you'll be more informed about how much credit you can likely expect to collect in a timely manner.



WHEN YOU NEED TO REFINE YOUR COMPANY'S CREDIT POLICIES

Being able to compare your customers' payment behavior against how they pay everyone else can help your company set more precise credit policies, which are integral to proactive account management and optimizing cash flow. Knowing how others in the industry are getting paid provides a "behind the scenes" look that you can't get anywhere else. So no matter your industry, invoice size, or hierarchy of suppliers, continually refining your credit policy to remain agile and set the most profitable terms is a surefire way to grow as a credit department.



WHEN YOU NEED STRONGER ACCOUNT MANAGEMENT

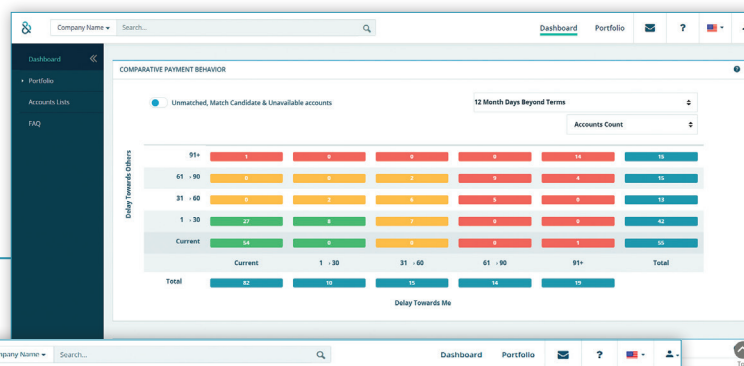
Blending your company's A/R data with D&B's provides a current snapshot of your accounts portfolio at the global level. You can drill down to identify industry and corporate exposure and data is displayed by outstanding dollars and number of accounts. D&B Payment Performance Insights also provides exclusive benchmarking charts such as the Portfolio Days Beyond Terms Trends that maps an account's DBT to you, to others, and to the industry as a whole. Having the ability to view your data against D&B's allows your company to have a greater insight into account management and trends, and ultimately improve customer payment performance and reduce delinquency.



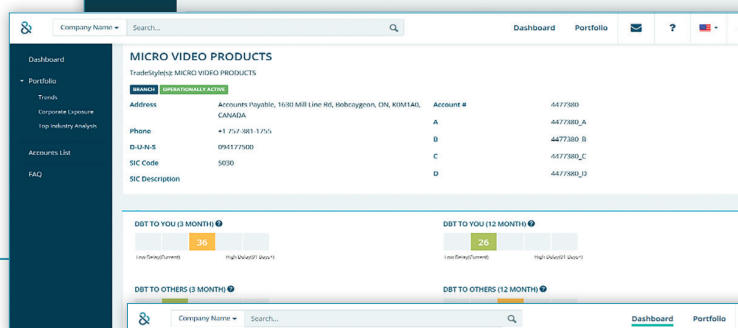
D&B Payment Performance Insights provides exclusive data and analytics to help you ultimately reduce overall customer delinquency.

To learn more about D&B Payment Performance Insights, please contact your Dun & Bradstreet Relationship Manager at 800-463-6362 or visit dnb.com/ca-en/products/finance-credit-risk/global-trade-exchange-program.html

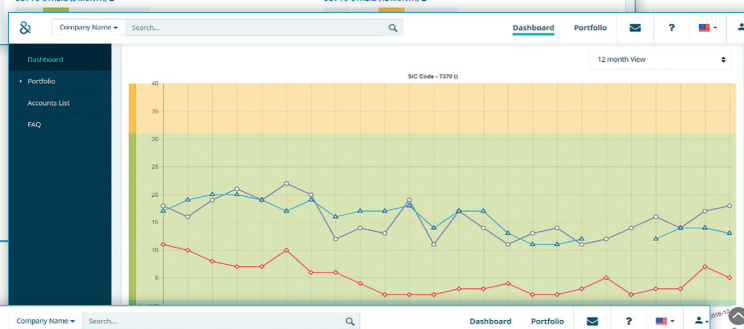
Compare the payment behavior of the accounts across your portfolio against other companies to prioritize collections



Segment and filter your portfolio to quickly understand the exposure and payment performance of your customers



Benchmark how your customers pay you versus how they pay others and your industry over time



View account-level firmographics and details to understand payment performance on an individual customer

Company Name	Account ID	Highest Balance	Total Owing	Amount Current	Total Overdue	Payment Manner	Date of Last Sale	DST to You	DST to Others	Differential
MICRO VIDEO PRODUCTS	4477380	\$477,096	\$204,328	\$30,649	\$173,679	Satisfactory	2016-11-13	35	26	9
FIMEC	4417936	\$434,855	\$161,113	\$8,056	\$153,057	Slow 60-90	2016-11-12	35	26	9
NIR-OR LTD	4497631	\$480,533	\$176,882	\$26,532	\$150,350	Letter Of Credit	2016-10-04	35	26	9
FALCO ELECTRONICS	4415725	\$341,836	\$153,414	\$7,871	\$145,743	Slow 60-90	2016-11-14	35	26	9
RLA TENCOR	4461738	\$487,677	\$142,741	\$0	\$142,741	Letter Of Credit	2016-06-18	35	26	9
EASI SERV PRODUCTS	4408465	\$248,789	\$140,990	\$0	\$140,990	Satisfactory	2016-09-26	35	26	9
CONCIZANT TECHNOLOGY SOLUTIONS	4671805	\$235,709	\$132,959	\$15	\$132,959	Slow 120-150	2016-11-07	35	26	9

ABOUT DUN & BRADSTREET

Dun & Bradstreet (NYSE: DNB) grows the most valuable relationships in business. By uncovering truth and meaning from data, we connect our customers with the prospects, suppliers, 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. Twitter: @DNBUS