



Decide with Confidence



Risk Management  
Solutions

Sales & Marketing  
Solutions

Supply Management  
Solutions

# D&B Business Information

Look before you leap.



# D&B Business Information

## Highlights:

- High data quality
- Up-to-date information available
- Broad information range and depth

D&B Business Information will give you a transparent, objective overview of the situation your customers and suppliers are in.

We have information on more than 120 million companies in more than two hundred countries across the world. As you might expect in this age of online trading, you can access our data online via our order and delivery system – D&B Access for the Internet (DBAI) – wherever you are, whenever you want.

We continuously extend our data volume and ensure that our information is kept fresh by continuous investment in new technology and ideas.

## D&B – we talk to our customers

A close relationship with the market is the most important factor in developing new, innovative products and functions.

We at D&B have established forums for discussing suggestions, ideas and experiences from real-life application. We use these discussions as inspiration for our innovations.

This has culminated in a completely new information generation – D&B company reports. Close to your requirements, these reports are clearly structured, concise, thorough and up-to-date.

## D&B Business Information Reports

Business decisions have a major and far-reaching impact, no matter how large the company is and the national or international orientation of its business involvement.

This makes a solid source of information to base your decisions on all the more important – information that you can access at any time, information that is absolutely reliable.

Say farewell to sifting out useful information from a growing plethora of facts and figures when you use D&B Business Information Reports. Depending on the decision you have to reach, you can target the exact report that tells you what you need to know.

D&B Business Information Reports – for current and reliable information in a clear layout.

## D&B Business Information Reports deliver the information you need to succeed:

- Reduce your days sales outstanding
- Increase your liquidity
- Increase your ROI



# We have the information, you have the choice

## **D&B Business Information Reports – the new information generation**

The information you need depends on the decision you need to make.

We have put together a variety of report types for you to use:

- **D&B Comprehensive Report** – for business decisions based on company analyses
- **D&B Standard Report** – for business decisions based on consolidated Business Information
- **D&B Compact Report** – for business decisions hinging on main risk factors
- **D&B Out-of-Business Report (OOB)** – special report on temporary or permanent business closures, with information on successor companies where applicable
- **D&B Modular Report** – for decisions that require specific information with the option of compiling the report according to your requirements (German companies)

Available online wherever and whenever you want – our D&B Access for the Internet (DBAI) order and delivery system.

There are specialised reports for queries on companies inside or outside Europe.

## **The D&B Monitoring Service – action instead of reaction**

Around 80% of all bad debts come from regular customers. Knowing about changes in your regular customer base early is an important part of risk management enabling you to act before the damage is done.

Our D&B Monitoring Service will give you the edge on awareness:

- Always fresh information on the companies registered for monitoring service
- Breaking news on changes in the company you need to know about by e-mail and the e-Portfolio function in DBAI
- Free and unlimited access to up-to-date D&B Business Information Reports during the twelve months monitoring service period, including graphic presentation of the company's risk profile (View & Review rights)

### **You decide how much information you need:**

- Complete reports
- Combined modules



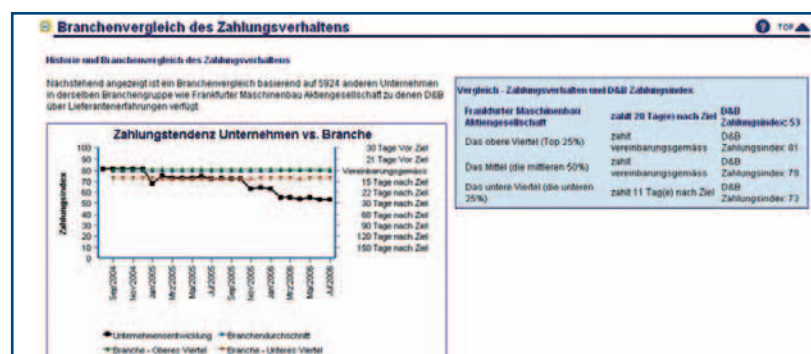
# Exclusive report functionality – only at D&B

We have developed a host of innovative functions for D&B Business Information Reports to create a solid basis for your decisions:

- **Risk assessment** in trend and industrial comparison for information on:
  - The credit worthiness of the company compared to other companies in the same field
  - Credit worthiness over the last twenty-four months
- **Stock-exchange information** on the company for:
  - Combining classical financial information with assessment from analysts and shareholders
  - Assessment of the company's stability by presenting trends
- **Growth rates** give you an analysis of the company's key financial indicators
- **Payment habits** of the company as a trend, and in comparison to the field or speciality indicate potential liquidity issues or impending insolvency
- **Comparison between payment habits and credit worthiness** compared to companies in the same field and country reveals:
  - Deviations from the standard in the field or other companies
  - Whether a bad credit worthiness is the reason for poor payment performance
  - Whether supplier credit has been taken to the supplier's expense

- **Management stability** in the company reveals information on:
  - Management turnover
  - Principal positions in other companies held by management members
  - Principals' financial involvement in other companies
  - Adverse factors affecting the manager in person
- **Global corporate linkages** represent the company's family tree – including direct subsidiaries, branch offices and operations across the world (Global Family Tree)
- **Financial information from the earnings statement and balance sheet compared by year** reveal:
  - Standard, banking and insurance-related presentation of the balance sheet and earning statement as well as a short summary balance
  - Standard, banking and insurance-related key financial ratios from the balance sheet going back up to five years

- One glance is enough for a decision – all of the relevant information is right there, on the first page
- Help function in every part of the report
- Questions and direct research may be made right from the report



D&B Business Information Reports – information on payment habits

# Don't take our word for it – find out for yourself

## Already a D&B customer with access to DBAI?

Sample reports can be downloaded under  
the following D-U-N-S® Numbers:

- **31-727-3787**  
Frankfurter Maschinenbau AG  
(standard business)
- **34-224-9695**  
Frankfurter Maschinenbau GmbH  
(Out-of-Business Report)
- **50-710-0431**  
Kasteler Bank AG  
(bank institute)
- **50-710-0407**  
Bernbacher Hagelversicherung-AG  
(insurance company)

## Not yet a customer at D&B?

We have prepared a selection of sample  
reports that can be viewed at  
**[www.unternehmensberichte.info](http://www.unternehmensberichte.info)**



# Exclusive report functionality – only at D&B

Here is a data sheet on the individual sections and descriptions of D&B Business Information.

We have prepared content on sections and data elements at:

[www.unternehmensberichte.info](http://www.unternehmensberichte.info)

and

[www.dnbgermany.de](http://www.dnbgermany.de)



Risk Management  
Solutions

## D&B Solutions

Risk Management Solutions  
Sales & Marketing Solutions  
Supply Management Solutions

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