

Decide with Confidence



D&B CONNECT

The customized process platform for evaluating
your business partners in SAP

FAST AND RELIABLE DECISION-MAKING PROCESSES IN SAP

D&B CONNECT IS THE PROCESS MANAGEMENT PLATFORM INTEGRATED INTO SAP THAT YOU CAN USE TO QUICKLY AND RELIABLY CREATE YOUR BUSINESS PARTNERS, EVALUATE AND ANALYZE THEM, AND MAKE THE RIGHT DECISIONS. YOU BENEFIT FROM CUSTOMIZED SYSTEM SOLUTIONS FOR ALL BUSINESS PROCESSES IN THE FIELDS OF RISK MANAGEMENT, PROCUREMENT, MARKETING, AND SALES.

Finding, identifying, evaluating, and monitoring business partners — these are challenges faced by all businesses each and every day. To help you overcome these challenges, D&B Connect offers you up-to-date information on more than 200 million companies in 200 countries, including 4.7 million German companies. By integrat-

ing D&B Connect into your SAP system, you can quickly and easily evaluate this information in the system environment you are familiar with, and set up individual workflows to optimize your processes — whether you are evaluating a business partner for the first time or continuously monitoring them.

D&B CONNECT: YOUR BENEFITS

- Create and identify new business partners
- Access business reports on companies worldwide in real time
- Reduce risks and bad debts
- Optimize payment deadlines and terms
- Identify business potential
- Identify affiliated companies
- Optimize and automate processes
- Cut costs

D&B CONNECT

The screenshot displays the D&B Connect interface within an SAP environment. The main window is titled "D&B Connect - Display Information File" and shows a detailed risk assessment for a company with file number 31-727-3787. The interface is organized into several sections:

- Left Panel:** A tree view showing "D&B Connect File Data" with a list of activities such as "D&B ODM PLUS", "D&B Decision Support", "D&B Compliance Check", and "D&B Enterprise Management". Below this is a "Links" section for "4 D&B Enterprise Management" and "Objects last edited".
- Top Navigation:** Tabs for "Overview", "Company structure", "Legal form", "Risk info", "Financial ratios", "Indicators", "Inquiry", "Tasks", "Events", and "Doc".
- Risk Assessment Section:**
 - D&B Rating:** 2A1
 - D&B Maximum Credit:** EUR 800,000.00
 - D&B Failure Score:** 99
 - D&B Score comment:** Profit per Employee is higher than industry average; Company Type suggests potential lower risk; Payment period figure suggests low risk; Control age or date entered in Dun and Bradstreet files indicates lower risk.
 - D&B Delinquency Score:** (Empty field)
 - D&B Delinquency Score comm.:** (Empty field)
- Further indicators Section:**
 - Financial embarrassment indicator: No
 - Criminal proceedings indicator: No
 - Suit(s) and/or judgments indicator: No
- Score aggregate Section:**
 - Score date: (Empty field)
 - Percentile D&B® Score: 99
 - Calculated score: 1527
 - D&B Score Override Code: (Empty field)
 - D&B Risk Indicator: (Empty field)
 - Probability of failure: (Empty field)
- Industry comparison Section:**
 - Average industry score: (Empty field)
 - Industry incidence of default: (Empty field)
 - Industry norm: (Empty field)
- Payment behaviour Section:**
 - D&B® PAYDEX®: 79
 - D&B® PAYDEX® 3 months prior: 79
 - Total number of payment experiences: 39
 - Average high credit: 8 517,00
 - High credit: 29 727,00

The bottom status bar shows "EC1 (1) 100 DA-SAP01 INS".

GETTING STARTED

D&B Connect can easily be integrated into your existing SAP system – without additional hardware. D&B business reports are accessed online via an XML gateway that is secured using SSL encryption.

WORKING INTUITIVELY AND EFFICIENTLY

You will immediately feel at home when you use D&B Connect – the tabbed system is easy to understand and clearly arranged, allowing you to quickly and intuitively find all of the information about your business partners in the SAP environment you are familiar with.

A SOLUTION THAT IS AS INDIVIDUAL AS YOUR PROCESSES



USING CUSTOMIZED PROCESSES

D&B Connect is a modular process platform that can be customized to perfectly meet your needs. For example, not only can you access D&B business reports in real time, but you can also evaluate the data based on your own criteria, as well as according to individual rules, activities, and scheduled events that are triggered by changes to automated workflows. And it goes without saying that this applies across all areas of business and is fully compatible with other SAP modules such as FI or FSCM.

MANAGING INFORMATION PERFECTLY

All of D&B's information on your business partners can be comprehensively expanded to include your own data. D&B Connect works using records that give you a detailed overview of all events, and which can be used to directly manage tasks, scheduled events, and documents. For optimum efficiency, all events, related data, and an overview of the most recently edited records are also clearly displayed.

INCREASING DATA TRANSPARENCY

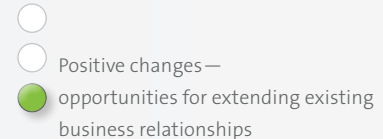
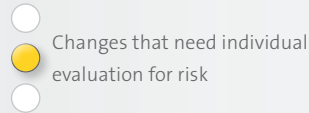
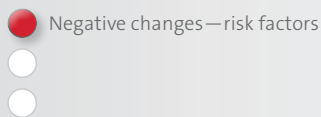
Integrating D&B Connect into your system immediately optimizes the transparency of your data — thanks to the D&B D-U-N-S® number. Every company in the world receives this unique nine-digit numeric code from D&B, which can be used to clearly identify it at any time. With this code, you can avoid double entries and identify existing ones, recognize affiliated businesses, and combine databases trouble-free.

IDENTIFYING RISKS EARLY ON

Monitoring your business partners is incredibly simple. A special “traffic light” early-warning system immediately informs you of any changes using the colors red, yellow, and green. You can easily incorporate your own evaluation criteria and filters into the monitoring system. Trends in existing risks within your customer base are also displayed graphically.

In addition, to ensure that you are in compliance with current regulations for preventing money laundering and combating terrorism, you can use the integrated D&B Compliance Check feature to see if your business partners are on any of the most important international “black lists.”

Early-warning alert in D&B Connect



EXAMPLE OF AN EARLY-WARNING ALERT IN D&B CONNECT

The screenshot displays the SAP D&B Connect interface. The main window is titled "D&B Connect - Display Information File". The left sidebar shows a tree view with "D&B Connect File Data" and "Links". The main content area shows a monitoring alert for a company name change. The alert details are as follows:

Message date	Change time	Field Name	ID	Old value	New value
21.02.2012	07:38:51	Company name	000	MUSTERFIRMA	MUSTERFIRMA

The interface also shows a monitoring ID of EC1000000000000398 and an expiry date of 03.01.2013. The status indicates "Monitoring registration is active für Enterprise Management".

D&B CONNECT IN PRACTICE:

- Create and automate individual workflows
- Identify double entries
- Create reports and analyses
- Receive early-warning alerts with the “traffic light” system
- Monitor compliance risks
- Automatically update the database in the event of changes
- Continuously access data packages online and offline

CONDUCTING SPECIFIC ANALYSES

D&B Connect offers you a wide variety of reporting tools to support the ABC analyses of your business partners. Every analysis you wish to conduct can be displayed in lists according to individual criteria. Double-clicking on an individual entry in each list takes you to a detailed view of the respective business partner.

Criteria available:

- D&B business reports accessed
- All business partners currently being monitored
- Credit reports not assigned to business partners
- New customers/accounts receivable for planned reports
- Existing double entries or business affiliations
- Customer-specific dialogs
- Your business partners’ risk cluster
- Industry evaluations
- Companies that are part of a corporate group and cumulative expenses/revenues per group

ALL BUSINESS UNITS, ONE SOLUTION



THE D&B CONNECT MODULES

D&B Connect is a modular system, which means that it can be set up to meet your individual needs – in all of your business units. Ideally, this means you can encompass your company's entire value chain and gain complete transparency over your business partners.

All modules are compatible with one another, which means that business reports you have already accessed can be called up and used at any time in all modules. In addition, all processes and workflows generally work in all modules as well. Furthermore, all modules can be customized individually.

The following modules are currently available for D&B Connect:

RISK MANAGEMENT	PROCUREMENT MANAGEMENT	SALES AND MARKETING
Access risk reports on current and potential customers	Identify supplier risks and areas with potential in the field of procurement and purchasing	Identify potential customers and acquire new customers
MASTER DATA MANAGEMENT	DUNTRADE®	GLOBAL DECISION-MAKER
Identify double entries, create and update entries	Link internal information with external payment experiences	Make credit decisions for global transactions in seconds based on individual rules

D&B DEUTSCHLAND

Identify what's important. Acquire the knowledge needed to gain a decisive advantage over your competitors for your business success—with innovative solutions built on the world's largest database. This is the way to reduce the risk of bad debts, tap customer potential, and optimize your procurement activities.



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