



Data Integration Products

Increasing efficiency and cost-effectiveness enterprise wide

Obtaining the high quality information you need *just when and where you need it* can make all the difference when you're making critical business decisions. D&B's globally available Data Integration Products are designed specifically to make integrating data directly into your own systems and applications easy, quick and cost-effective, using standard Internet technologies.

Available exclusively via the Data Integration Toolkit, Data Integration Products give you a wider choice of information levels, so that now you can populate your systems with just the information you need. *The Data Integration Toolkit* also provides a solution to one of the most challenging aspects of data integration - the ability to obtain *consistent*

data from around the world, which minimises local and regional differences, via one unified platform. Translate and share information in a choice of languages* saving on the cost of managing multiple information sources, and you can improve the accuracy and efficiency of your decision making processes wherever you are doing business.

* These globally available Data Integration Products are available in Dutch, English, French, German, Italian, Portuguese and Spanish

Country Data Products, providing a greater depth of data are also available to customers in a number of countries in local language.

Data Integration Products

I want to...

...simply identify businesses

Business Verification™

Identify a company and check its location with background information such as primary name, address, 'phone number, SIC code, branch indicator and D-U-N-S® Number.

...check out a business at a glance

Quick Check™

Perform low risk credit assessments and pre-screen prospects with D&B's core credit evaluation data. Information includes company identification, payment activity summary, public filings indicators, and the Rating.

...assess the risk of doing business

Decision Support

Improve the timeliness and consistency of your credit decisions and help prioritise collection efforts, by matching your company's credit policies and conditions with D&B credit scores and ratings.

...gain a unique insight into suppliers

Vendor Management

Help ensure the stability and efficiency of your supply chain with detailed business information on your suppliers such as headquarters and parent company identification, risk indicators, payment information and risk scores.

...receive the most in-depth data on an organisation

Enterprise Management

Retrieve business and financial information ready for implementation into your ERP or other proprietary system. Using enhanced information, you can make more intelligent credit, purchasing and marketing decisions across the board.

...drill down into a company's finances

Financial Standing

Assess a company's financial strength with data such as sales volumes, net worth, assets and liabilities.

...quickly determine the risk of delinquent payment

Delinquency Score

Help predict the likelihood of a company paying invoices in a severely delinquent manner (90+ days past terms) over the next 12 months so that you can make faster, more informed decisions on whether to accept, set terms, or reject an account.

...set credit globally

Global Failure Risk Score

Implement a globally-consistent credit policy using this specialised product in combination with the local country score, to standardise and automate your credit decision-making processes. (To maximise your objectives, consultation with our scoring experts is recommended).

...develop a consistent decision strategy

Global DecisionMaker

Implement a globally consistent risk management policy by setting your own decision rules which use D&B data to deliver almost instant decisions that meet your determined level of risk.

Global DecisionMaker Plus

As above, delivering your decision, together with all of the D&B data used in fabricating the decision, including the D&B Credit (Delinquency) Score Aggregate, the Failure Score Aggregate, the PAYDEX and/or the Rating.

...identify new customers

WorldBase Marketing ID*

The most efficient way to gain basic marketing information about a potential prospect such as business name, address, D-U-N-S Number, fax, phone and trade style.

...plan and execute highly targeted campaigns

WorldBase Marketing Plus*

The same information included in WorldBase Marketing ID plus business intelligence such as executive names and titles, financials, number of employees, import or export code, branch indicator, and more.

...optimise new sales opportunities by leveraging corporate family relationships

WorldBase Marketing Plus with Linkage*

The same information included in WorldBase Marketing Plus, with the addition of corporate family relationships.

...determine a business' parent organisations and subsidiaries

Family Tree® Basic*

Determine a business' family members to help uncover new selling opportunities, negotiate global purchasing agreements and perform merger and market analysis.

...gain a more detailed insight into corporate family members

Family Tree® Enhanced*

Identify worldwide family members with more detailed information on each business. Leverage relationships among family members, target prospects or detect possible conflicts of interest.

Data Integration Reports

The Data Integration Toolkit also provides a range of traditional, text based reports designed for you to deliver via the customised interface you have developed using the Data Integration Toolkit to view online or print out, for review.

I want to...

...evaluate a business

Business Information Report

Perform critical analysis of a firm's operations, profitability and stability based on detailed financial and business information.

...evaluate a business in detail

Comprehensive Report

Delve deeper into a company's history and performance to analyse critically its characteristics as a business partner.

...make informed decisions fast

Compact Report

Make more informed decisions quickly, using concise information. Up to three years' financial comparisons, the Rating and a 'maximum credit recommendation' are included to help you set credit limits.

Notes:

- The Business Verification and Family Tree Data Integration Products, and the Business Information Report, are available from more than 200 countries.
- All other globally available Data Integration Products, excluding the Delinquency Score and the Global Failure Risk Score are available from more than 70 countries.
- The availability of the Delinquency Score, the Global Failure Risk Score and other Reports is limited according to the availability of local data.
- The Compact Report is available to European customers on European business only.

* Sourced from WorldBase. Data may differ from D&B's real time data due to different update schedules. Trade ups will not be implemented for WorldBase Marketing data.

For full details of product and report availability by country please contact your D&B representative.

Visit our Web site <http://toolkit.dnb.com>



Decide with Confidence

D&B Solutions

Risk Management Solutions
Sales and Marketing Solutions
Supply Management Solutions
E-Commerce Solutions

www.dnb.com