Collections Prioritization

Optimize your collection efforts to prevent bad debt and improve cash flow. Use risk scoring to focus on the accounts most likely to pay. Depend on D&B intelligence for a comprehensive view of each customer’s financial profile, corporate relationships, risk analysis, social media activities, news, and more.

Example Workflow

1. Pull a company from your records
2. Cleanse and match that record against D&B’s 225M company records
3. Get the latest detailed company information, risk scores, suits & liens, and more
4. Prepare a list and utilize the updated record to prioritize collections, while providing seamless data for your ERP system users

Recommended D&B Direct Products for Collections Prioritization

Predictive Bankruptcy & Payment Risk
Gain predictive payment insight to determine a supplier’s future business standing. Indicators received include Commercial Credit Score (CSS), Financial Stress Score (FSS), Supplier Evaluation Risk (SER) and Debarment indicator.

Corporate Linkage
Linkage provides a family tree overview of branches, divisions, and subsidiaries without the expensive and time-consuming research. D&B offers the largest and most accurate database of corporate family trees.

Suits, Liens, Judgments & Bankruptcies: Details
Access a comprehensive source of critical, detailed information on US suits, liens, judgments, Uniform Commercial Code (UCC) filings, bankruptcies, and business registrations.

Detailed Company Profile
Enrich your records with detailed data on more than 225 million companies. The D&B database allows you to deliver precise insight to support new and existing account decisions.

D&B Viability Score
The D&B Viability Score is a new evaluation tool that offers a comprehensive assessment of whether or not to do business with a company. It combines the most comprehensive measures of risk to deliver a highly reliable rating.

Financial Statements
Get the latest comprehensive financial information to evaluate a company’s fiscal strength. Access data on sales, revenue, assets, and liabilities, plus predictive analytics on future performance and more.

- Available in Standard, Enhanced and Premium
- Available in Standard and Enhanced
- Monitoring services available

For further details about D&B Direct, please visit http://developer.dnb.com