

# Payment Performance Data

How timely data can help you reduce your debtor days



The Irish credit industry has always relied heavily on company accounts and CRO data. Whilst important, does this information show you how your customers are performing today? Probably not!



Being able to predict when you will be paid, how your customers pay their other suppliers, and where in the order of payments you fall is essential to effectively managing your debtor's ledger. By working with Experian's Payment Performance scheme you can now get the timeliest information available on a company's payment habits whilst at the same time, your information can assist other businesses and credit insurers make prudent, effective decisions.

#### Information is King

We have all heard the old adage: 'Information is King' but this has never been as true as it is in today's rapidly changing credit market. Accessing timely, accurate and comprehensive information on your clients can be invaluable. In most cases, accounts and CRO data will not show you how your customer is performing today. Some companies you are dealing with may not be required to file accounts at all.

#### First-rate data

Experian is constantly working to bring you and the credit industry the best data in the market to assist you in making informed decisions. We have the largest database of up to date commercial payment data within the information industry with over 6,000 ledgers being processed every month. This database is growing each month with businesses signing up to share information they know can positively affect their day to day trading.

#### Share data with Experian

Taking advantage of this innovative approach to managing and maintaining your debtor ledger whilst at the same time having input into Experian's credit reports could not be simpler. At the end of the month when you run your reports, share your aged balance report or open item file along with your customers name and address and we will:

- Cleanse your ledger
- Provide you with monthly DBT payment score file
- Monitor dormant accounts
- Show both positive and negative information about your ledger
- Append registered numbers to your entire file

Credit insurers like Atradius, Coface and Euler rely on Experian to provide them with up to date payment trend information on companies so they can offer businesses the correct coverage.

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Experian A world of insight		DBT Report August									
Experian Details		Member Details									
Registration Number	Country Code	Customer Number	Customer Name	Current Month DBT	Customer Balance	Sep DBT	Aug DBT	Jul DBT	Jun DBT	May DBT	Apr DBT
1831	IRL	12145	BREENS LTD	8	€ 4,681.00	49	45	35	34	21	13
135151	IRL	10962	LARRYS LAMBS	240	€ 9,029.00	120	120	120	103	103	103
296282	IRL	53997	CLAIRES CUP CAKES	240	€ 7,791.00	87	72	72	83	83	94
37201	IRL	34393	CHARLIES CASTLES	149	€ 3,908.00	33	18	7	0	0	0
234356	IRL	94692	SAMMY SPORTS LTD	118	€ 7,762.00	25	20	17	12	7	0
363028	IRL	65675	CHINA CATERING	88	€ 3,740.00	28	13	5	0	0	0
318197	IRL	33677	FREDDY'S FLIGHT SCHOOL	59	€ 3,626.00	6	5	3	27	45	49
18327	IRL	16551	HAROLDS HOTEL	58	€ 9,325.00	51	49	24	17	18	16
117680	IRL	14354	BRIANS BANANAS	56	€ 3,054.00	0	0	0	0	0	0
88687	IRL	85415	STEVES SERVICE STATION	8	€ 6,082.00	20	21	21	2	0	0
334981	IRL	31390	FINE FOODS LTD	2	€ 3,275.00	26	32	25	34	39	50
74107	IRL	94421	MK DONNELLY	2	€ 4,651.00	18	17	16	17	16	17
41043	IRL	72352	DUBLIN FERRIES	0	€ 2,610.00	109	119	109	86	55	38
296282	IRL	92285	ST COLM'S HOSPITAL	0	€ 9,576.00	87	72	72	83	83	94
389961	IRL	58274	KRINKAS	0	€ 6,083.00	53	60	55	55	44	37
150005	IRL	13051	BURGERMACKS LTD	0	€ 609.00	44	41	30	26	18	13
122481	IRL	75350	SIMPSONS SUPERMARKET	0	€ 3,659.00	33	21	11	0	0	0
207824	IRL	15233	WEXFROD ZOO	0	€ 9,585.00	30	20	14	21	29	39
309522	IRL	48466	LEBANESE CATERING	0	€ 8,408.00	24	34	34	25	15	11
28804	IRL	17110	JIM MURPHY & SON	0	€ 4,838.00	21	16	13	10	11	11

**“By building a partnership with Payment Performance we are able to help you reduce the risk associated with revenue loss through fraud & bad debt”**

#### Timely Data Drives Good Decisions

The data we collect from businesses like you is used not only to create your personal DBT report but also reports anonymously into our credit reporting system. Gathering this payment information will allow Experian to create and advise on industry benchmarks for payment days. The data will also ensure you can see:

- How you are being paid in relation to their suppliers
- Performance of the payer against their industry standard
- Trend of payment days over 12 month period
- Payment trends by size of invoices
- Analyst comments based on payment information

This analysis of data allows you and the larger business world to use our reports to make prudent, effective decisions when it comes to offering credit or in the Credit Insurers case, when offering you insurance coverage on your debtor's ledger.

Almost a quarter of a million reports were requested from Experian in 2010. With such heavy reliance on Experian's reports, you can see how having input into these reports would have a great impact not only on your ledger but on the business world at large.

#### Members Rewards

By building a partnership with Payment Performance we are able to help you reduce the risk associated with revenue loss through fraud & bad debt. The benefits associated with contributing data include:

- Improved understanding of your customer cash flow
- Reduction of debtor days
- Protection from potential bad debts.

As a Payment Performance member all of this is **free!**

**Contact us today to find out more about how Experian can help you make timely & accurate decisions:**

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