

The PREMIUM List



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Turn your Credit Management Process to the Next Level

Tremendous pressure has fallen to finance professionals to address COVID-19 related disruption. The daily tasks of managing credit risks and expediting the credit decision process has gotten more complex.



Finance leaders are faced with current challenges such as low trade receivable turnover and lack of portfolio management and visibility. Apart from the effects of COVID-19, these challenges are primarily due to long-standing issues such as inefficient collection policies, lenient credit approval process, surmounting bad debts, and outdated legacy systems.

Finance leaders have recognized the need for reducing manual portfolio management and to start investing in digital tools to handle finance operations with efficiency, particularly in the field of credit management.

Effective credit management strengthens an organization's financial position by preventing late and none payment. Implementing a strategic credit management solution brings smarter credit decisions.

But where does one begin? What considerations should a finance manager think about before investing and implementing an enterprise-level credit management solution?

Strategy-based Credit Management

Best-in-class credit management solutions integrate all available data for better management and visibility of accounts. It can automate the existing process and combine it with functional features to speed up credit decisions.



The contemporary challenge of financial professionals is to move from manual, and time-consuming portfolio management, to one that is based on the organizational objectives. Finance professionals should not be siloed and decoupled from the rest of the company's activities. An enterprise-level credit management solution must bring efficiency to make decision-at-speed to help your company accelerate its growth.

Policy-based Monitoring and Assessments of Accounts

Credit teams have their internal scorings and credit policies used in portfolio assessment. Credit management solutions must perform compliance directives, detect fraudulent behaviors, and manage account assessment with real-time monitoring based on internal policies. Credit management solutions should assist credit teams to assess and monitor their portfolio. It must allow detection of potential business growth within the portfolio and support the sales team to pre-check and qualify potential accounts.



Effective Visualization of the Entire Portfolio

By using reporting tools and predictive analytics, credit teams can better understand the behavior of their portfolio. Credit management solutions must empower credit teams to understand their portfolio at a glance. Solutions must empower to make decisions and turn them into action.



CRIF D&B supports every organization's credit and finance operations through **Credity**. **Credity** is a business-to-business credit management solution designed to help medium to large enterprises improve the daily portfolio management of businesses.

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Five Practical, Data-Driven Steps to Get Back on the Growth Track

By Dun & Bradstreet



Over the past year and a half, finance leaders have been in the vanguard of the corporate teams working to contain the impacts of COVID-19-related disruption on their businesses. Amid looming recession and severe economic volatility, CFOs and their teams focused on maintaining and boosting liquidity through creative management of short-term credit, cash flow and resources.

As the economy continues to recover, CFOs can and should start shifting their focus from keeping the business afloat back to helping it grow. CFOs need to establish post-pandemic financial priorities and determine which operational methods and tools will be most useful in meeting the new requirements of global commerce.

This white paper provides constructive advice for finance leaders trying to decide which actions are the right ones to take during this transitional period. We've laid out five carefully considered, practical, data-driven steps to help CFOs reorient their operations to capture and promote new growth in a climate of persistent unpredictability. [Here's a preview:](#)

STEP 1: TAKE STOCK TODAY

Start conducting some basic analyses from both an internal and external perspective. Are there customers — or even entire segments of customers — who are struggling to make payments? Looking beyond your internal payment behavior data, it's helpful to try to get answers to questions such as “How are these customers paying their other suppliers?” and “Who will continue to be able to pay us on time?”

STEP 2: MINIMIZE RISK

After assessing overall portfolio risk, begin to take specific actions at the customer level. Immediate steps may include prioritizing or delaying collection efforts or adjusting credit limits for accounts flagged as high risk. For new customers, the credit team should look to third-party data for additional insight.

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STEP 3: AUTOMATE PROCESSES

One of the best ways to ensure systematic implementation of risk mitigation criteria is to automate processes to the greatest extent possible. Automating processes also helps increase the overall efficiency of the finance organization. Since automation relies heavily on accurate data, specific automation efforts will depend on how far the organization has come on its data management journey.

STEP 4: POSITION YOUR ORGANIZATION FOR GROWTH

Finance can start promoting a growth mindset by demonstrating how its automation initiatives reduce decisioning turnaround time and speed up overall operations. Finance can also help sales and marketing support customer retention and cross-selling by scoring, modeling, and predicting customer behavior and needs. To improve efficiency of marketing campaigns, finance teams can score prospects to refine targeting and evaluate future ability to pay.

STEP 5: PURSUE INNOVATION BEYOND FINANCE

As suggested in Step 4, finance can share its data and analytics with partner functions in ways that benefit the wider business. One altruistic suggestion is to return any budget gained from reducing finance's operating costs to the business to fund strategic innovations. These larger, costly projects tend to get cut first in harder times, but often prove essential for preventing stagnation, outpacing the competition, and increasing business resilience.

The main challenge for businesses at this point in time is to balance uncertainty and opportunity. It's not going to be easy, and it requires careful planning and strategy. The requirements of this balancing act may convince some finance leaders that it's best to take a wait-and-see approach. But while the conservative view isn't necessarily wrong, the opportunities that exist within the current circumstances are actually a gift to finance teams looking to pull their companies ahead of their competition.

Read Dun & Bradstreet's whitepaper to learn more.

Download

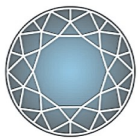
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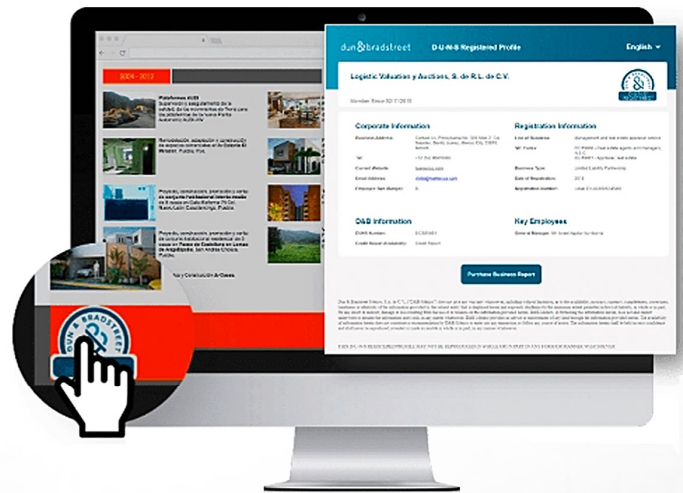


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Payment Trends in Asia

In the new edition of the Payments study, nine Asian markets have been compared, analyzing the differences between their payment performances. This analysis covers the period that spreads from Q4 2018 to Q4 2020 post COVID-19.

On Time Payments, as of December 2020

China (Mainland)	– 25.2%
Hong Kong	– 28%
India	– 53.7%
Israel	– 16.2%
Philippines	– 56%
Singapore	– 41.3%
Taiwan	– 72.5%
Thailand	– 54.8%
UAE	– 35.4%

In the Asian area the best percentages of punctual payers in Q4 2020 are 72.5% for **Taiwan** (-2.6% in relation to Q4 2019), 56% for **Philippines** (+12.7% in relation to Q4 2019) and 54.8% for **Thailand** (+1% in relation to Q4 2019).

In the PHILIPPINES,



Micro-sized companies are the best punctual payers



Almost 30% of **large-sized companies** pay over 90 days



By sector, **construction** companies pay on time compared to other product sectors



Majority of **financial services** in the Philippines pay over 90 days

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