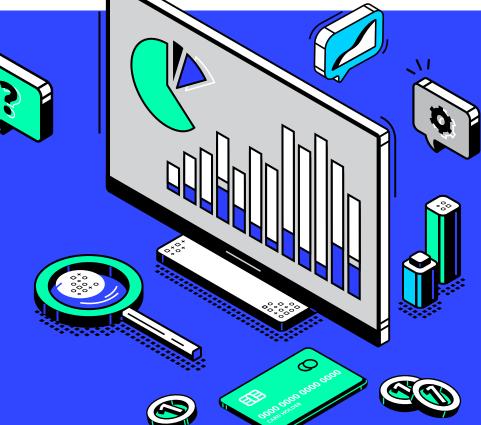
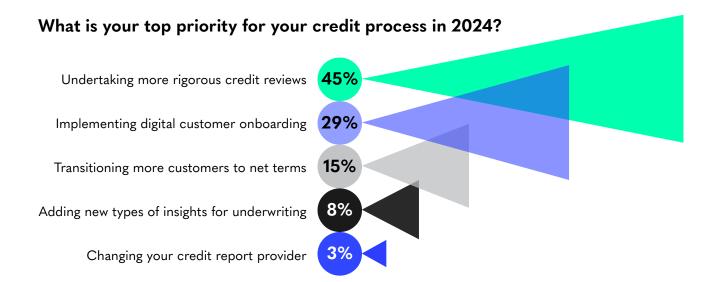


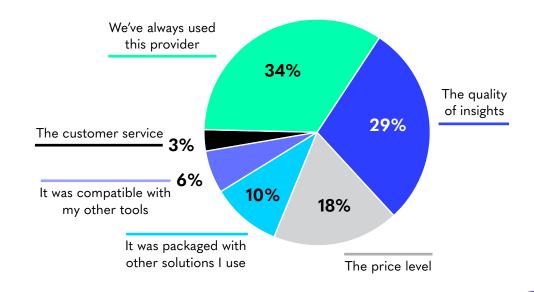
CREDIT INDUSTRY INSIGHTS





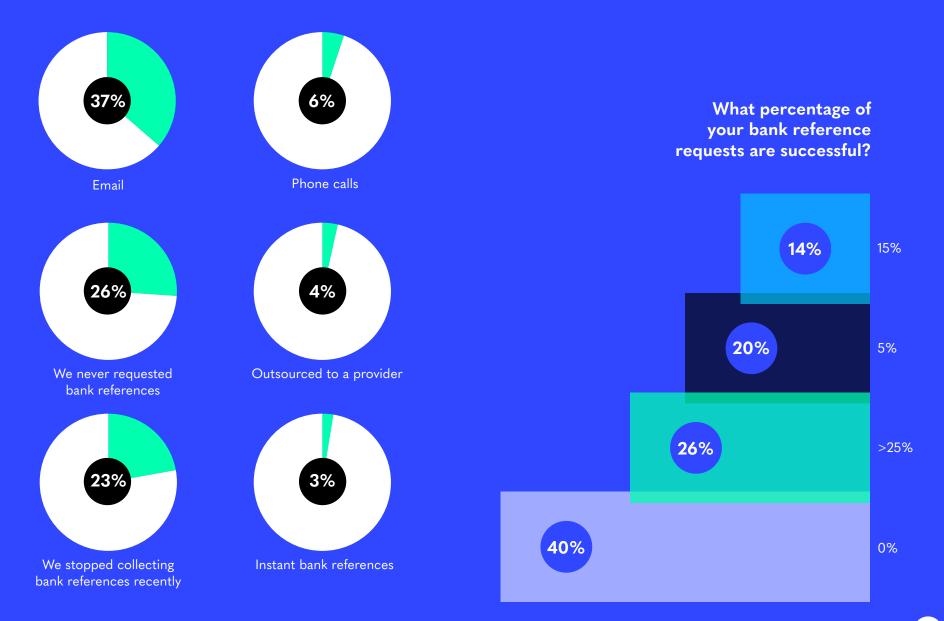


Why did you select your current credit bureau provider(s)?

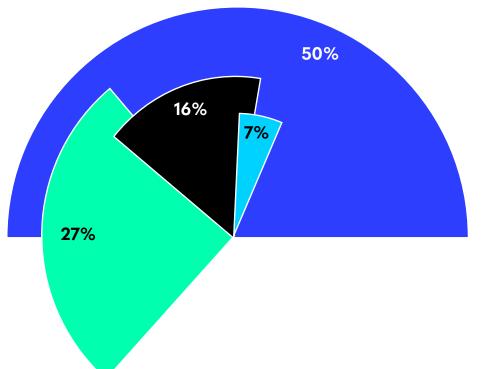




How do you collect bank references?

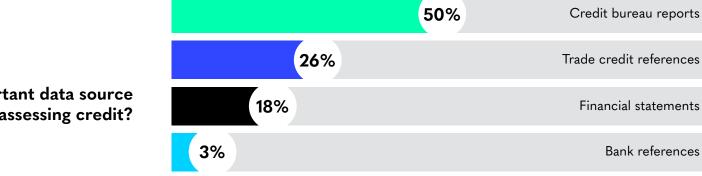






How many trade credit references do you require for approval?





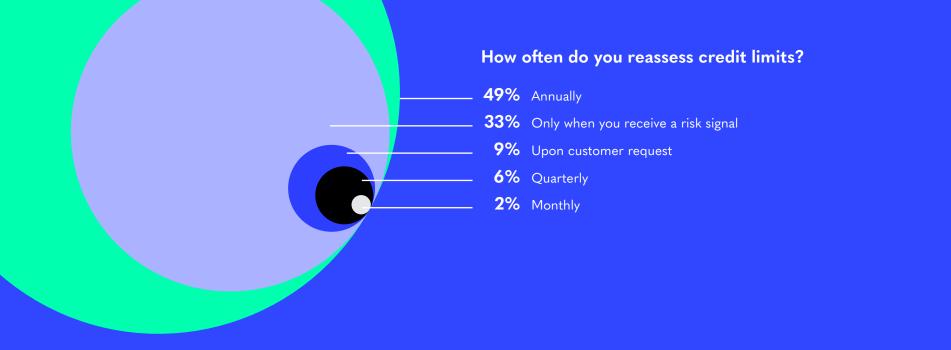
3%

What is the most important data source when assessing credit?

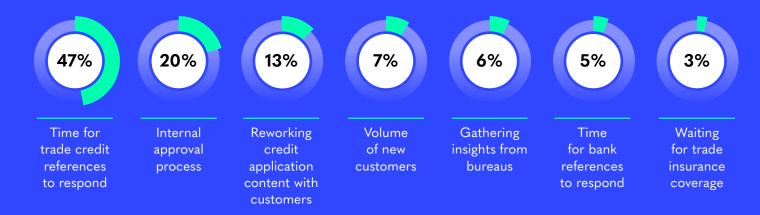
Bank references

Firmographics (company age, employees, etc)



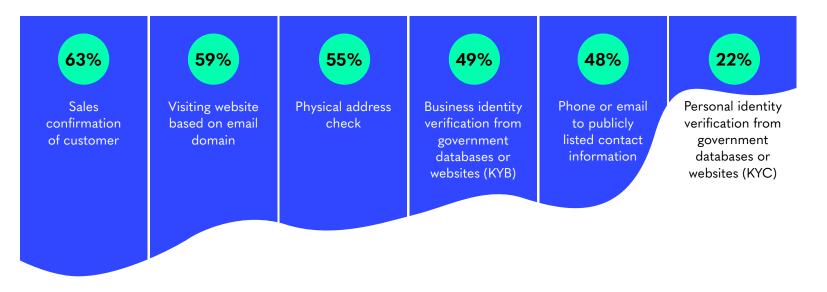


What causes the greatest delay in approving net terms?





Which fraud prevention mechanisms do you use today? (select all that apply)



What are the major hurdles to doing business online? (select all that apply)

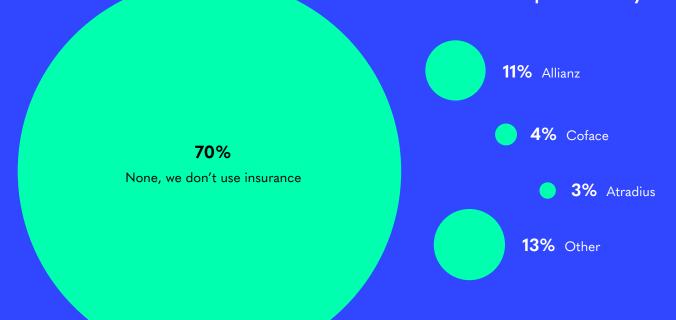




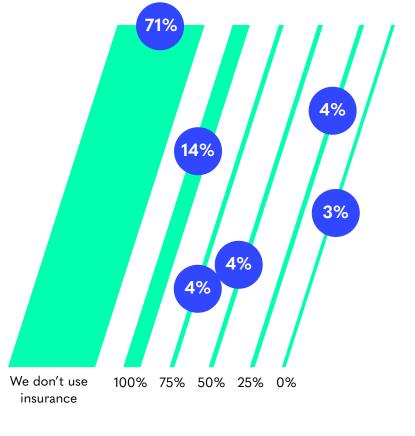
How often do you detect fraud attempts?

18%	17%	22 %	22%	26 %
Never	▲ Every week	Every quarter	Every month	Every year

Which insurance provider do you use?

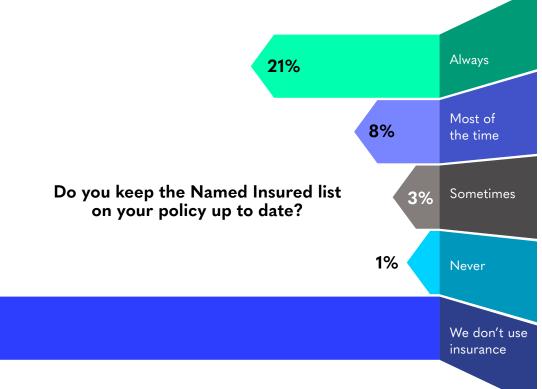






67%

What percentage of your claims are successful?



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