

## **Management Reports**

A sharper focus on your customers

Get a better perspective on your collections efforts with Experian's Management Reports. Experian compiles external information on your customers' payment choices to help you make smart decisions with late-paying accounts.

## Choose from various reports, including:

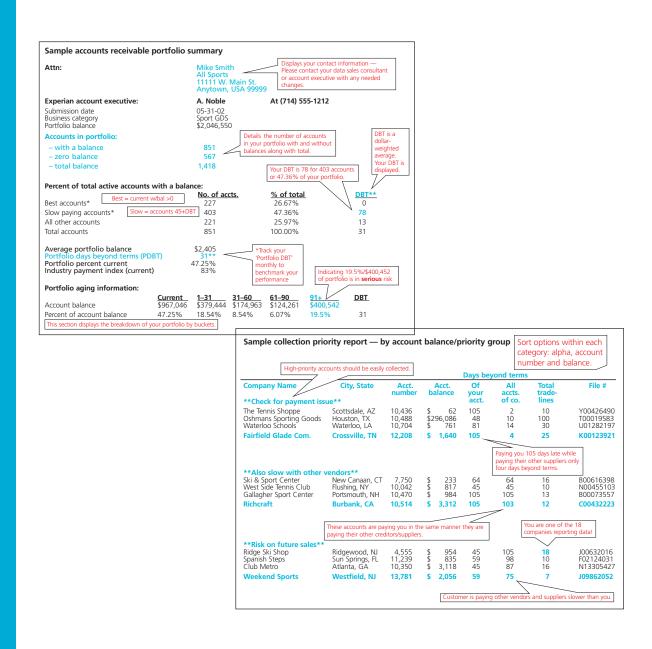
- Collections priority report —
  enables you to prioritize collections
  by revealing how your late-paying
  customers are paying other vendors.
  If they are paying other vendors
  slowly, you can save valuable time by
  sending these customers to collections.
  If they are paying other vendors better
  than you, you still have collections
  potential with these customers while
  saving collections fees.
- Accounts Receivable Portfolio summary gives you an overview of your accounts, with a breakdown of active accounts into categories according to their days beyond terms. It also breaks down your entire portfolio balance by how your accounts are aging 30/60/90/91+ days beyond terms. This summary is also an effective way to benchmark your portfolio over time.

• Marketing report — breaks down your portfolio into dollar and percentage categories according to parameters you select. For example, you can discover how customers with balances of more than \$5,000 are currently paying you. Other types of reports are useful for examining your portfolio, such as aging by ZIP Code™, Standard Industrial Classification code, account size or recent high credit.

## Management Reports notify you about:

- How your late customers are paying other vendors
- How you are being paid comparatively by industry, region or size of business
- Which late-paying accounts should not go to collections





For further details on Experian products, please call **Business Credit Information Inc.** at 1.800.382.1735

## www.businesscreditinformation.com