

Effective business decision-making with E-Risk Management

Credit risk is a core issue for businesses in these challenging times. To manage your credit risk effectively, you need an accurate overview of the financial health of your customers. Exact's Risk Management module, powered by Dun & Bradstreet (D&B®), is a powerful tool for optimizing business decision-making and discovering sales opportunities. By carrying out customer risk profile analyses and validating accounts based on the most up-to-date information, you can reduce bad debts and boost the profitability of your company.

Benefit from a leading team

Dun & Bradstreet Corporation (D&B) is the world's leading source of commercial information, providing detailed credit information on businesses, both locally and globally. So that you can develop conclusive and fact-based risk management strategies, Exact has integrated D&B products into its Exact Globe and Exact Synergy Enterprise solutions to help perform a wide range of business analyses using a standard D&B solution products portfolio. Our powerful cooperation enables you to turn information into insight.

Risk management tailored to your daily needs

Exact's Risk Management solution allows you to automate the integration of D&B

information into your financial and customer relationship management environment within your Exact system. By retrieving D&B's address data or risk profiles, such as company characteristics, payment behavior and company financials, you can flexibly pursue your own risk management strategy. You also have the option to automate alerts and company restrictions, such as credit limits, using Exact Event Manager.

How to activate effective decision-making within your company

The following diagram shows how easy it is to set up a risk management process in your company. All it takes to get started is a D&B User ID and password from your local D&B office. Once you define which



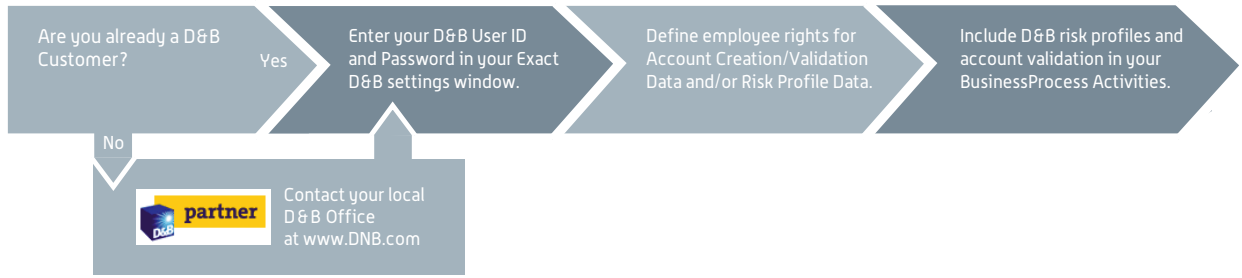
With Exact's Risk Management you can:

- 1 Pre-qualification of potential customers using a risk profile
- 2 A structured process for credit checks on customers and vendors
- 3 Optimal customer life cycle initiation with account master data validation
- 4 A risk profile report optimized for each business case
- 5 All D&B data integrated into your Exact system for real-time access
- 6 Up-to-date critical business indicators

= exact

And it all comes together.





resources have the right to retrieve D&B data, you are ready to make better, more informed and customer-focused business decisions.

Real-time data for optimal decisions

Embedded into Exact Globe or Exact Synergy Enterprise, Exact’s powerful Risk Management solution enables you to optimize credit decisions, reduce bad debts and discover sales opportunities. Your finance and procurement departments can retrieve comprehensive business and financial information, enabling more intelligent credit and purchasing decisions, and your sales and marketing departments can create new accounts based on complete and reliable real-time information.

Benefits deriving from

Exact’s Risk Management solution include:

- Reduce your credit risk
- Make more intelligent credit and purchasing decisions
- Build fact-based strategies for risk management
- Minimize bad debts
- Improve your customer intimacy
- Discover new sales opportunities
- Initiate customer life cycles with complete and reliable master data
- Share information within your company

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To find out more about Exact’s Risk Management, contact your local Exact representative or visit www.exact.com

