

THE
SHOW
MUST GO ON



NACM | Sales & Service
Training

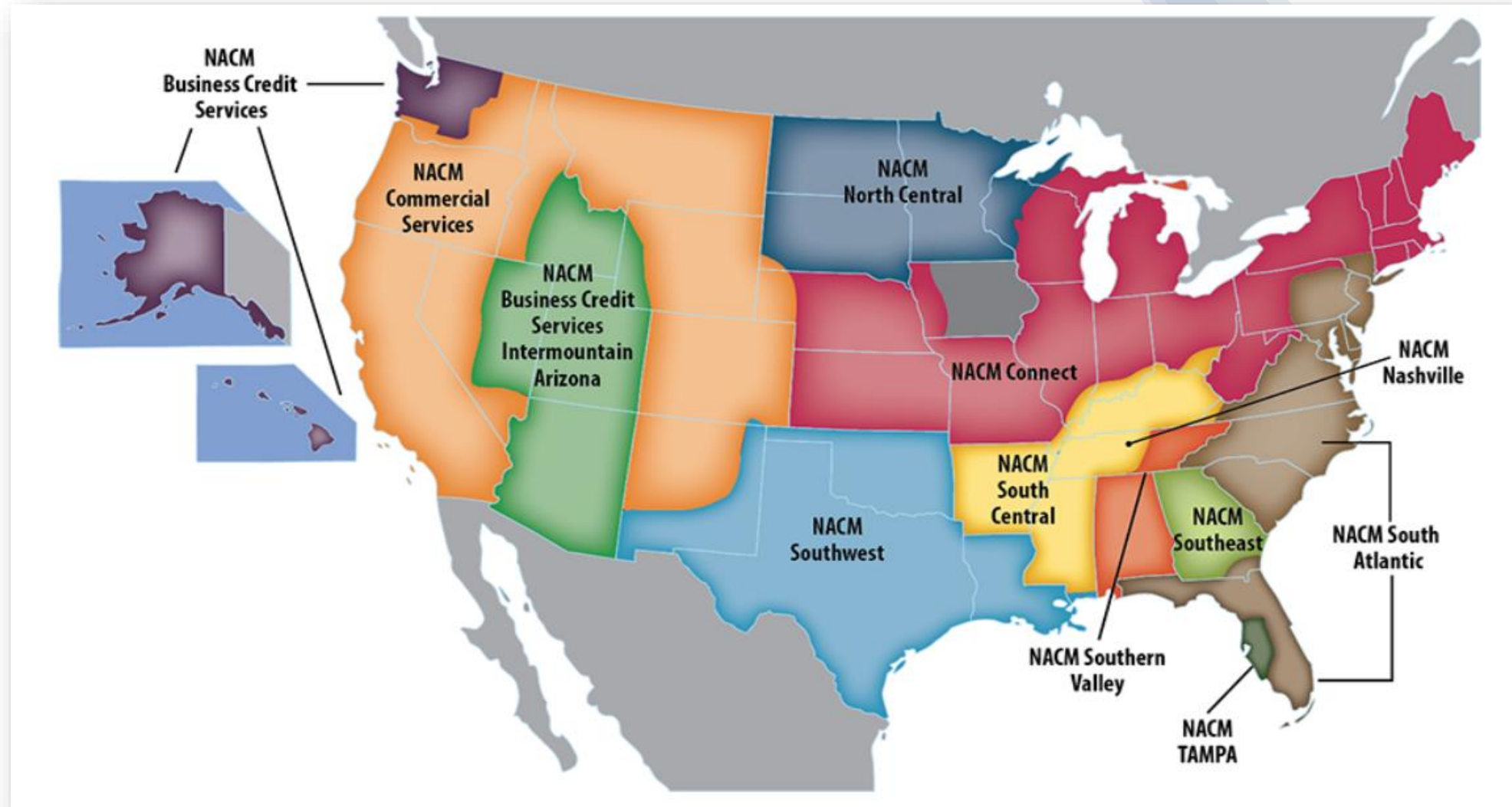
New Technology within WebCMS

July 29, 2020
3:30 pm EST

Session Outline

1. Current Participating Affiliate Map
2. Account Monitor Service (AMS)
3. Industry Analysis Report
4. Portfolio Risk Analysis (PRA) – Level 1
5. Consumer Reports
6. XML Connectivity (API)
7. Insight² Report
8. Equifax Business Credit Industry Report Plus 2.0
9. Member Side Makeover
10. Shortcuts & Favs
11. Q & A

2020 Participating Affiliates



- Member establishes criteria
- Monitor key variables
- Free daily email of accounts meeting their criteria
- Members' AR # included in notification
- Auto-login directly from email notification
- Available 24/7 on Member dashboard

4

Summary	Details	Database/Groups	Profile	Billing	Notes/Docs	Transactions	Misc
DETAILS:		CREATE LETTER					
Status :	Active	Last Update :		12/19/2019	Last Alert :		2/20/2020
Type :	Member Main	Sales Rep :		Gina Calabrese Sylvester, CMP, CGA			
Industry Code :	FENCE MANUFACTURER	Start Date :		02/05/2004	Create Date : 02/05/2004		
Collections :	No	Termination:					
Last TL Update :	6/29/2020	Web Access :		cloudy,3537 (2)	WEB ACCESS INFO		
Ranking :	FCRA : No	Last Update :		06/01/2020			
		ACCOUNT MONITOR					
DATABASE/GROUPS:							
Member #	Database Name	Status	Industry Code				
3537	CIC Shared Database	Active	FENCE MANUFACTURER				
		Database Name	Type	Tradelines			
		CIC Shared Database	Current	274			
		CIC Shared Database	History	5,742			
PROFILE:							
Addresses: (1)		Phones					
BILLING:							
Std \$Unit Chg	CR Pricing	Terms					
Tax Exempt	Tax Pct %	Stmt Type					
No							
NOTES: (3)							
Author / Date	Permanent Note						
(No Permanent Notes on File)							

Modified: 1/19/2016 4:42:03 PM

Monitor Type: Just AR

Monitor Inquired: ☒

Email Address: [REDACTED]

Trade Bucket: 61-90

• Trade Amount: 5000

Alert Code(s): ACS,ATT,BNK,CFP,COD,COL **LIST**

• Alert Amount: 5000

Collections: ☒

• Min Claim Amount: [REDACTED]

UCC: ☒

Public Record Type(s): AJDG,AML,AJD,AJ,AL,BNK,C **LIST**

Bankruptcy: ☒

EMAILS SENT

From: noreply@cicnetwork.com [<mailto:admin@nacmtampa.com>]
Sent: Thursday, May 11, 2017 2:20 PM
To: Jane Doe
Subject: Account Monitor Report Log (Sample Member Company Inc)

Account Monitor Notification Report for 05/11/2017:

NACM ID	SUBJECT NAME & ADDRESS	AR#	REASON
11427982	BOCA RATON REGIONAL HOSPITAL 800 MEADOWS RD BOCA RATON FL	519702	UCC
14489777	EMATTERS INC COD 244 2ND AVE. N. SUITE 9 SAINT PETERSBURG FL	472998	Legal
4259372	FUQUA ELECTRIC INC 2411 CYPRESS GARDENS BLVD WINTER HAVEN FL	197529	Tradeline
2748856	G PROULX INC 3275 SW 42ND STREET FORT LAUDERDALE FL	196968	Tradeline
6290971	HOWARD FERTILIZER 8306 S ORANGE AVE PO BOX 593800 ORLANDO FL	360268	Tradeline
718676	MAR QUIPT INC 3100 SW TENTH ST 231 SW 5TH ST POMPANO BEACH FL	205666	Tradeline
730569	REACH SERVICE & EQUIPMENT 7027 W BROWARD BLVD SUITE 283 PLANTATION FL	374104	Tradeline
560375	SCOTT (MAURICE J) INC 1708 W NORTH A ST 4615 W LOUGHMAN ST TAMPA FL	207568	Legal

Monitoring Criteria:


- Monitoring the Entire AR with \$5,000 in the 31 days and older past due buckets.
- Alert codes that are being monitored are ACS,ATT,BCL,BNK,CFP,COD,COL,CRW,CWO,DEM,DSP,HDS,LEG,LNS,MON,MSC,NSF,NTE,NTR,OOB,P/D,PSP,RTM,SLO,STP, at least \$5,000.
- Liens that are being monitored are
AJDG,AML,AJD,AJ,AL,BNK,CL,CPL,CNF,CJD,05,DJDG,ETL,FTL,FTLR,FN,FCL,ICM,IBK,JDG,JDGR,04,LS,LN,LP,MML,ML,MLR,MUL,NTA,NA,NC,NTL,PR,PRJ,PRL,PL,PTL,RL,R
- Collection claims that are being monitored with an amount of at least \$5,000
- Bankruptcies are being monitored.
- Inquiries are being monitored.
- UCC are being monitored.

You have subscribed to the Account Monitor Service (AMS) from NACM Anywhere, Inc. To unsubscribe or change your parameters please contact us at:

NACM Anywhere, Inc.
P.O. Box 22827
Anywhere, MN 33622
Tel: (813) 555-1234
Fax: (813) 555-4321

Account Monitor List

Subject ID	Trigger Date	Subject Name & Address	AR#	Reason	Last Pull Date
6420911	3/27/2019	21ST CENTURY ELECTRIC 1530 NW 26TH AVE POMPANO BEACH, FL 33069	208208	Tradeline	Never
3679427	3/27/2019	A & G ELECTRICAL TECHNOLOGIES INC 11638 CORPORATE LAKE BLVD SAN ANTONIO, FL 33576-8084	340576	Tradeline	Never
222733	4/5/2019	A & W ELECTRIC CO INC 11111 HIPP BLVD ROCKLEDGE, FL 32955	220701	Tradeline	Never
147030	4/4/2019	A A ADVANCE AIR INC 1920 1ST 32ND STREET POMPANO BEACH, FL 33060	201002	Tradeline	Never
3512199	3/27/2019	A LIGHTING MAINTENANCE CORP 11111 11TH ST FORT LAUDERDALE, FL 33334	200825	Tradeline	Never
12793325	4/4/2019	A-TECH CONSULTING INC 3901 W OSPAYNE AV			
8859881	3/26/2019	AA ACTION ELECTRIC INC 5567 KEDGEWICK LN			
12224271	4/1/2019	ACCESS BUILDERS INC 4748 SW 74 AVE MIAMI			
7158339	4/5/2019	ACE AIR COND.,INC 2985 ENTERPRISE RD SUITE			
13639290	3/23/2019	ACET RECYCLING LLC 4639 S CLYDE MORRIS BL			
1099251	4/2/2019	ACOUSTI ENGINEERING COMPANY OF FL **ALL			
19177175	3/27/2019	ACTIVE CONTROLS ELECTRIC 12087 62ND ST U			




NACM National Trade Credit Report
Distributed By:
NACM Anywhere
123 Main St. - Anywhere, NY 10101
(888) 999-8888

DO NOT DISCLOSE TO SUBJECT

INFILE: N11/2087 5:22:32 PM
ACCESSID: 05/17/2018 06:43:54 PM

DEMO CORPORATION 3271529

12355 MAIN ST
TAMPA FL 33607-1111 UNITED STATES
(800) 666-7777
Fax: (800) 555-1212



SUMMARY OF TOP INDUSTRIES

IND CODE	INDUSTRY TYPE	DBT LINES	BALANCE
HMCR	HOME CENTERS	3 2	\$ 360,053.00
CONC	CONCRETE	0 1	\$ 156,813.00
APLW	APPAREL WHOLESALE	3 7	\$ 101,378.00
PNTS	PAINTS	2 1	\$ 62,218.00
OTHER	OTHER INDUSTRIES	15 26	\$ 125,046.00

OTHER NAMES

NAME	TYPE
SAMPLE, INC.	DBA

TOTAL: 1

RELATED SUBJECTS

RELATED SUBJECT NAME
SAMPLE PROPERTIES INC (4943698)

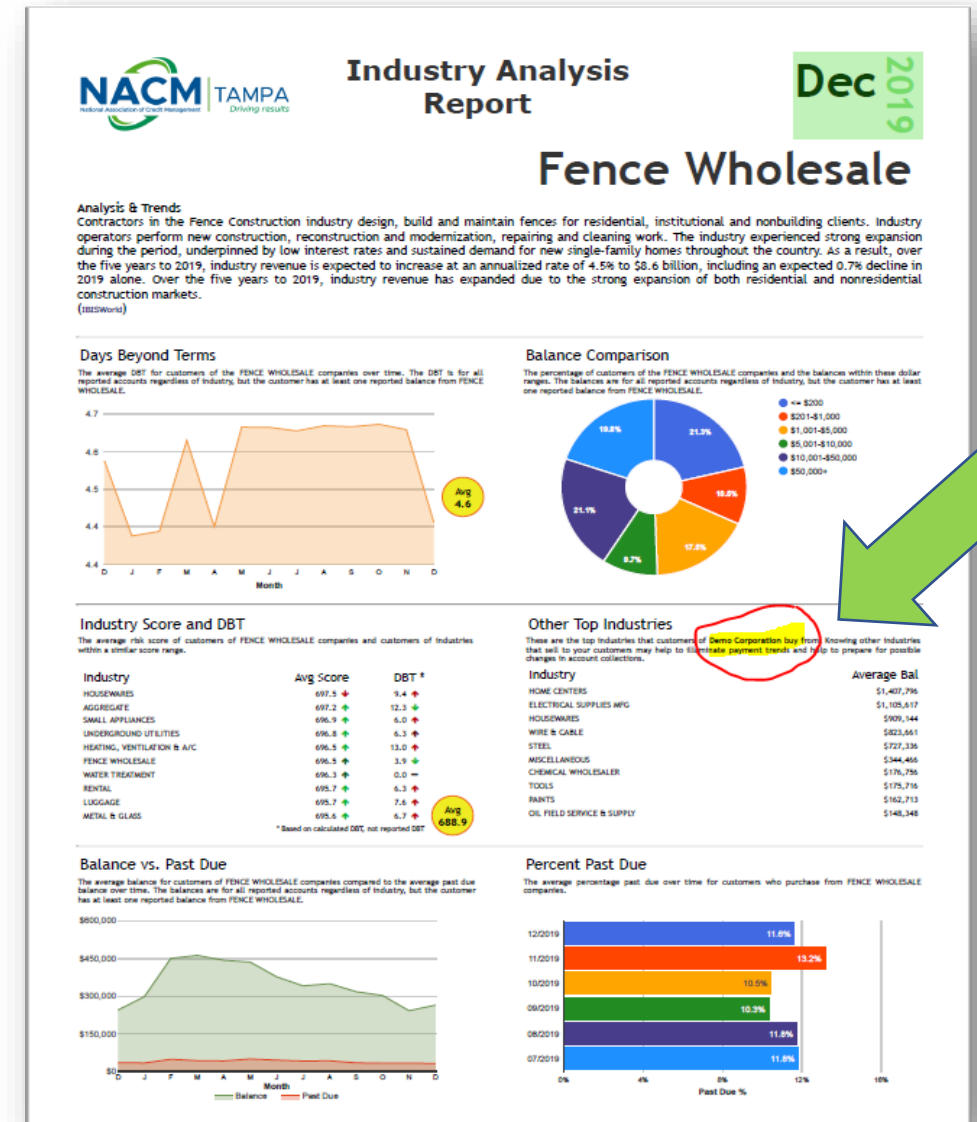
TOTAL: 1

PREDICTIVE SCORE

PREDICTIVE SCORE (RANGE: 450 - 850)	RISK CLASS (1, 2, 3, 4A, 4B, 5)	PREDICTIVE FACTORS	THE SCORE LEVERAGES 12 MONTHS OF HISTORICAL TRADE DATA TO PREDICT FUTURE BEHAVIOR.
 <p>3</p> <p>Low to Moderate Risk</p>	3	<ul style="list-style-type: none"> A firm's higher balances in the current bucket is indicative of lower risk. In a previous 12 months, a firm's high number of reported trade lines is indicative of lower risk. Over previous 12 months, a firm's balances in the current bucket has high variability, which is indicative of higher risk. Score is better than 30.4% of subjects in the database. 	

Industry Analysis Report

- IAR is DIFFERENT than other products = mindset needs to be different
- Majority of your products relate to the **MEMBERS** data (PRA, AMS, etc.)
- IAR provides insight into payment behaviors of **CUSTOMERS** of a specific industry



WHAT DATA IS INCLUDED

- Average balances and past due figures for the last 12 months of the **CUSTOMERS** as well as last due % for the past 6 months
- DBT trends over the last 12 months
- Balance comparison gives a breakdown in the account sizes of customers who purchase from the industry
- Score & DBT changes of **OTHER** industries that, on average, score in the same range
- Gives source (member) specific information regarding **OTHER** industries that purchase from the member's common customers **

***This is the ONLY data that is 100% specific to the member (source) and it makes EACH report unique*

HOW IT WORKS

- Members subscribe to the report
- The report will use the industry code that is defined on the member record > details tab
- The report will be delivered via email on or around the 15th of each month
- The member will have access to ALL industries via their NACM dashboard (they can choose individual reports by industry (helpful to members who sell to multiple industries))
- Create a billing code specific to the IAR so you can track sales & usage
- Create a variable distro code for the IAR report and ADD each contact to that code that would like to receive the report via email
- Under the Web Access Code section, check the Industry Analysis Report option *(needs to be done for EACH access code, per Member, if they want the IAR option on their dashboard)*

AFFILIATE RESPONSIBILITY

- Recommend complimentary 90-day subscription
- Decide on cost for annual subscription
- Create a billing code specific to the IAR to track usage & sales
- Create a variable distro code for the IAR report and ADD each contact to the code that would like to receive the report via email
- Under the Web Access Code, check the Industry Analysis Report option *(needs to be done for EACH access code, per Member, if they want the IAR option on their dashboard)*

- Members receive a push email near the 15th of the month with their IAR based on their industry code linked to your member record with your local participating affiliate
- Members have UNLIMITED access to ALL IAR's on their dashboard (27 different industries)



The screenshot shows a web interface for 'CREDIT REPORTING'. At the top, there is a home icon and a 'CREDIT REPORTING' button. Below this, the 'Industry:' dropdown menu is set to 'FENCE MANUFACTURER'. A large green arrow points from the bottom left towards the 'FENCE MANUFACTURER' dropdown. To the right of the dropdown is a printer icon. The main heading is 'Industry Analysis Report' followed by 'Fence Manufacturer' in a large, bold font. Below this, the section 'Analysis & Trends' is visible, followed by a paragraph of text describing the Fence Construction industry.

Home CREDIT REPORTING

Industry: FENCE MANUFACTURER

Industry Analysis Report

Fence Manufacturer

Analysis & Trends

Contractors in the Fence Construction industry design, build and maintain fences for residential, institutional and nonbuilding clients. Industry operators perform new construction, reconstruction and modernization, repairing and cleaning work. The industry experienced strong expansion during the period, underpinned by low interest rates and sustained demand for new single-family homes throughout the country. As a result, over the five years to 2019, industry revenue is expected to increase at an annualized rate of 4.5% to \$8.6 billion, including an expected 0.7% decline in

SAMPLE EMAIL

Subject: Roofing Supplier Industry Report

Please find the custom July 2019 Industry Report for ABC Supply Company Inc

Included in the report:

Days Beyond Terms:The average DBT for customers of the ROOFING SUPPLIER companies over time. The DBT is for all reported accounts regardless of industry, but the customer has at least one reported balance from ROOFING SUPPLIER.

Balance Comparison:The percentage of customers of the ROOFING SUPPLIER companies and the balances within these dollar ranges. The balances are for all reported accounts regardless of industry, but the customer has at least one reported balance from ROOFING SUPPLIER.

Industry Score and DBT:The average risk score of customers of ROOFING SUPPLIER companies and customers of industries within a similar score range.

Other Top Industries: These are the top industries that customers of **ABC Supply Company Inc** buy from. Knowing other industries that sell to your customers may help to illuminate payment trends and help to prepare for possible changes in account collections.

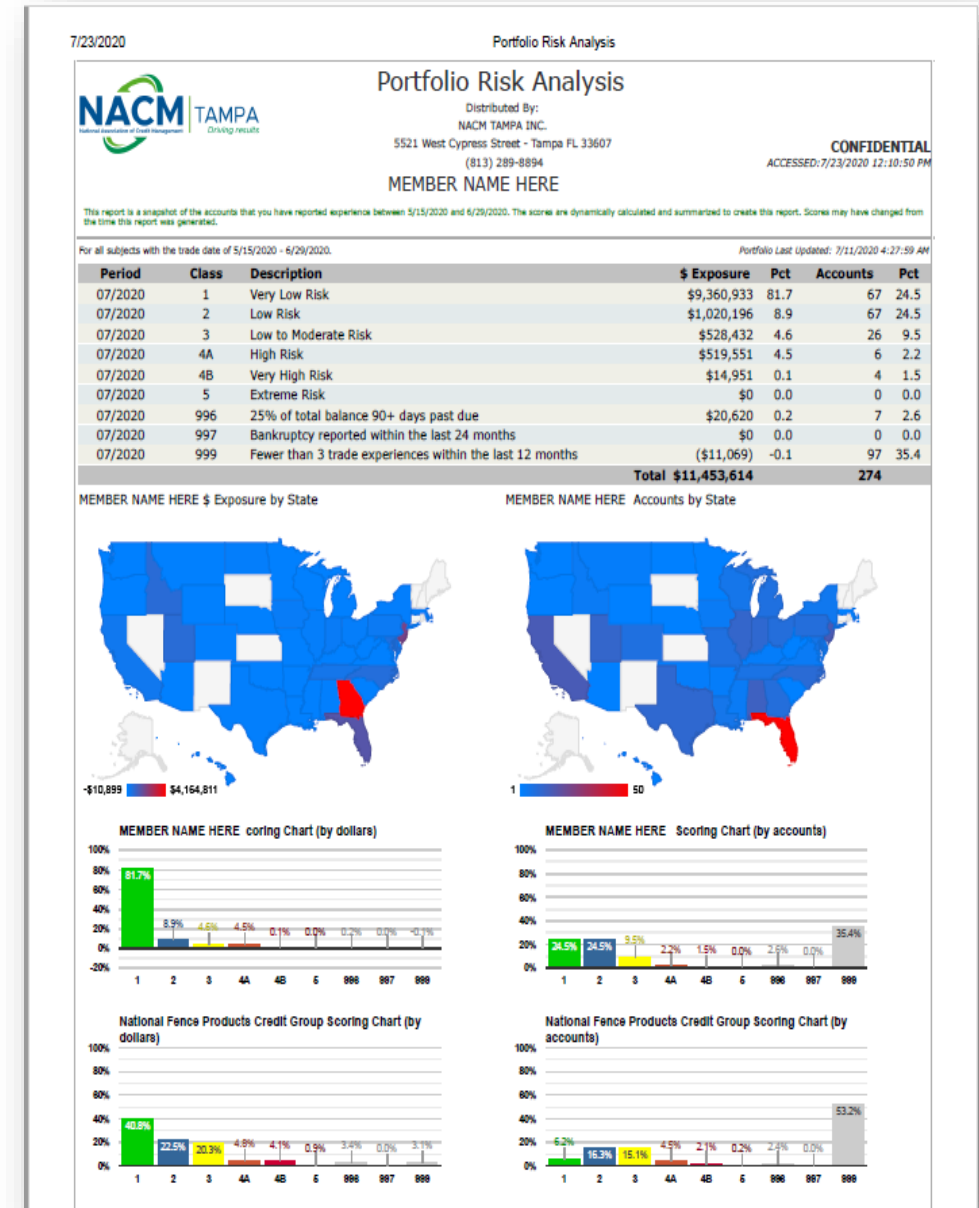
Balance vs. Past Due:The average balance for customers of ROOFING SUPPLIER companies compared the the average past due balance over time. The balances are for all reported accounts regardless of industry, but the customer has at least one reported balance from ROOFING SUPPLIER.

Percent Past Due:The average percentage past due over time for customers who purchase from ROOFING SUPPLIER companies.

[Unsubscribe](#)

Portfolio Risk Analysis (PRA)

- Free benchmarking/segmentation by statistical risk class – Level 1
- Compare performance against groups, industry & other NACM contributors
- Protect your company from repeat orders from high risk customers
- Credit custom presentation-worthy reports
- Performance review material



Level 1

(15 Data Fields)

- Date of Export
- Date of Score Refresh
- Date of Trade
- Risk Class
- Risk Class Description
- Account #
- Account Name
- City
- State
- Zip
- Country
- Exposure
- NACM ID #
- Tradeline Count
- Active Link to NTCR

Level One (L1)	
Basic information on health of account. Includes Risk Class, dollars outstanding and number of members reporting.	
Date of Export	12/15/2016
Date of Score Refresh	12/10/2016
Date of Trade	11/30/2016
Risk Class	4A
Risk Class Description	High Risk
Account Number	47896754
Account Name	Bloomington's Inc
City	New York
State	NY
Zip	01290
Country	US
Exposure	\$2,255,492
NACM ID	7084070
Trade Line Count	103
NTCR Link	(direct to report when member is logged in)

AGRICULTURAL TL: 2,798



Portfolio Risk Analysis - Demo

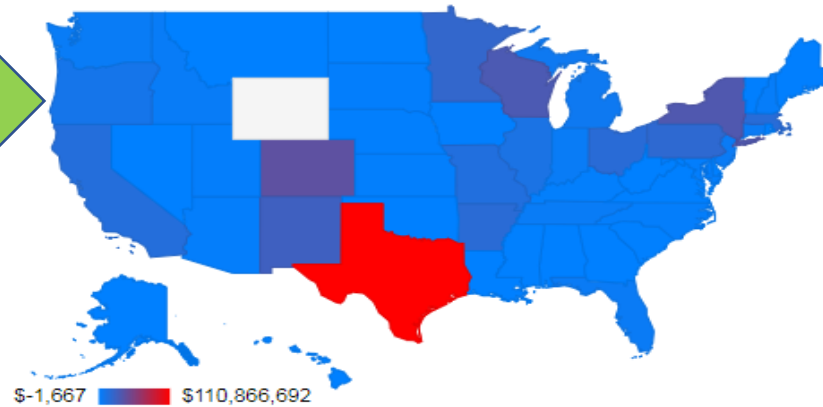
Demo Company

For all subjects with the trade date of: 3/15/2018 and after. ?

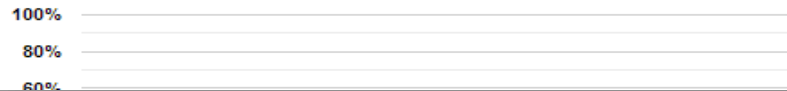
Portfolio Last Updated: 5/16/2018 3:34:41 AM [REFRESH](#)

Period	Class	Description	\$ Exposure	Pct	Accounts	Pct
05/2018	1	Very Low Risk	\$139,260,345	29.3	173	17.1
05/2018	2	Low Risk	\$145,489,333	30.6	216	21.4
05/2018	3	Low to Moderate Risk	\$43,569,317	9.2	152	15.0
05/2018	4A	High Risk	\$91,171,970	19.2	69	6.8
05/2018	4B	Very High Risk	\$3,506,686	0.7	7	0.7
05/2018	5	Extreme Risk	\$1,197,253	0.3	4	0.4
05/2018	996	25% of total balance 90+ days past due	\$3,800,941	0.8	11	1.1
05/2018	997	Bankruptcy reported within the last 24 months	\$16,106	0.0	2	0.2
05/2018	999	Fewer than 3 trade experiences within the last 12 months	\$47,892,433	10.1	376	37.2
Total			\$475,904,384		1,010	

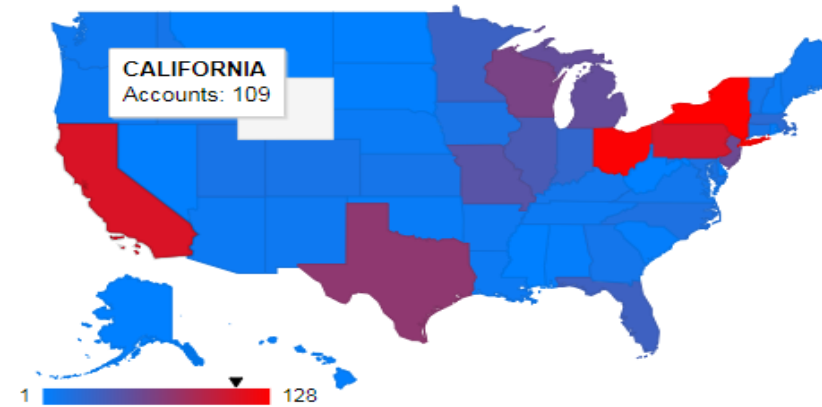
Demo Company \$ Exposure by State



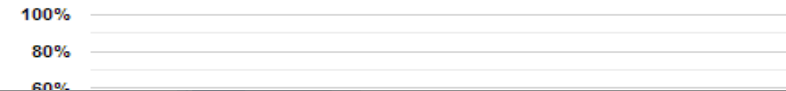
Demo Company Scoring Chart (by dollars)



Demo Company Accounts by State



Demo Company Scoring Chart (by accounts)



Export Option, Interactive Maps & Access to NTCR

For all subjects with the trade date of: 3/15/2018 and after. ?

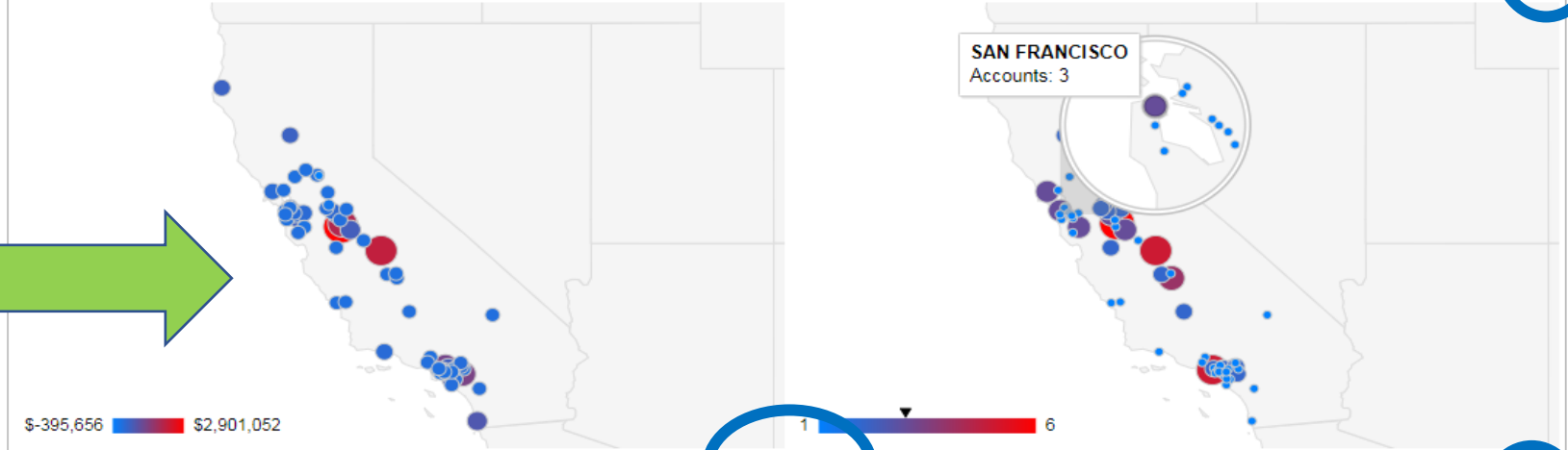
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Total			\$475,904,384		1,010	



Demo Company \$ Exposure for CA

Demo Company Accounts for CA



State CA									
#	Subject ID	AR#	Subject Name	City	St	Country	\$ Exposure	TradeDate	TL
1.	1120932	10671	Subject 1	HILMAR	CA	US	\$2,901,052	4/29/2018	21
2.	7445098	102134	Subject 2	FRESNO	CA	US	\$1,549,869	4/29/2018	22
3.	1438603	10431	Subject 3	EL MONTE	CA	US	\$1,120,882	4/29/2018	17
4.	11240743	10630	Subject 4	CORONA	CA	US	\$1,101,392	4/29/2018	19
5.	1107072	11071	Subject 5	HAYWARD	CA	US	\$979,334	4/29/2018	9

PRA Level 2



22 Data
Elements



Includes **Level 1** Data
Elements
PLUS
Total Dollars
Outstanding on NTCR,
and Amount of Alerts
& Collection Claims



Refer to Additional
Handout for Details

PRA Level 3



77 Data
Elements



Includes **Level 1 & 2**
Data Elements
PLUS
Summary of Industry
Group Stats &
Calculations



Refer to Additional
Handout for Details

PRA Monthly Subscription Service

- Subscription-based service of up to 50+ data fields delivered monthly to member's Inbox
- Three subscription levels, simple pricing plans
- Sell more to good members - identify potential upsell opportunities – using your own independent investigation
- Member protects their company from repeat orders from high risk customers
- Augment existing data sources and easily determine when NACM is the right fit
- Easily manage their portfolio and determine when additional review is needed, on whom and when



PRA Subscription Pricing

Information Level:		Level 1				Level 2				Level 3			
Description:		Basic information on health of account. Includes Risk Class, dollars outstanding and number of members reporting.				Includes Level 1 data <u>plus</u> total dollars outstanding on NTCR, number and amount of Alerts and Collection Claims.				Includes Levels 1 & 2 data elements <u>plus</u> summary Industry Group Stats and calculations.			
Customer Range		Automated Delivery				Automated Delivery				Automated Delivery			
Number of Customers	Up to 999 1,000 to 4,999 5,000 to 9,999 10,000 to 24,999 25,000 to 49,000 50,000+	Select Customer Range	Month to Month		Annual PrePay	Select Customer Range	Month to Month		Annual PrePay	Select Customer Range	Month to Month		Annual PrePay
			Per Month	Yearly Cost			Per Month	Yearly Cost			Per Month	Yearly Cost	
			\$50	\$600	\$510		\$100	\$1,200	\$1,020		\$150	\$1,800	\$1,530
			\$100	\$1,200	\$1,020		\$200	\$2,400	\$2,040		\$250	\$3,000	\$2,550
			\$150	\$1,800	\$1,530		\$300	\$3,600	\$3,060		\$500	\$6,000	\$5,100
			\$200	\$2,400	\$2,040		\$400	\$4,800	\$4,080		\$1,000	\$12,000	\$10,200
			\$350	\$4,200	\$3,570		\$1,000	\$12,000	\$10,200		\$1,500	\$18,000	\$15,300
			\$500	\$6,000	\$5,100		\$2,000	\$24,000	\$20,400		\$3,000	\$36,000	\$30,600

PRA Process & Pricing

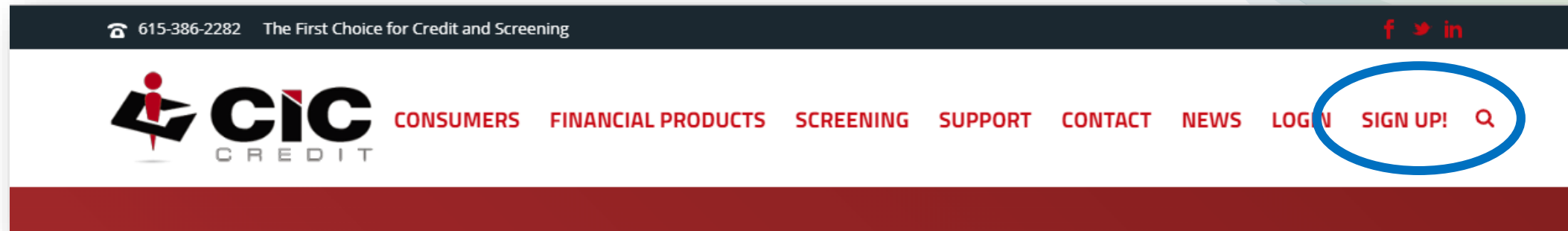
- Review options with member
- Indicate level of data and estimated # of accounts by circling on the form/sign up sheet
- Complete all the boxes so we know where to send the info and who to copy at the affiliate
- Pricing is MSRP to allow you full flexibility in negotiation
- Does Member want to pay up front or monthly
- Affiliate will receive 60% of gross fee
- Tampa will receive 40% of your final gross fee to member
- Tampa will bill Affiliate monthly for the 40%



Consumer Credit Reports via CIC Credit

- No Contracts
- Must have on-site inspection
- Billing is between Affiliate and CIC Credit
- Tampa has NO involvement other than to assist with integration & help set up billing in WebCMS
- CIC Credit Contact: Blake Browder
bbrowder@ciccredit.com
615-257-7642

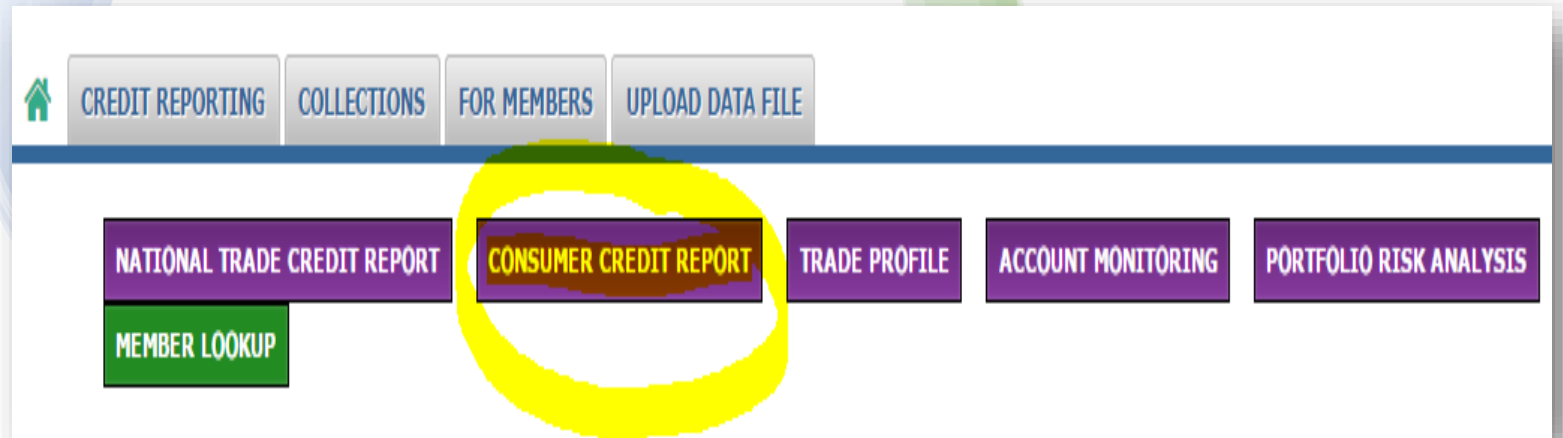
Step 1: Participating NACM Affiliate can help the member complete the application OR the member can SIGN UP at **CIC Credit** and complete the Master Service Agreement/User Application at <https://www.ciccredit.com/>



Step 2: CIC Credit informs both the Member and participating NACM Affiliate the application has been approved

Step 3: Participating NACM Affiliate updates the member's Web Access Code credentials and the option to purchase consumer reports will be available on your participating NACM Affiliate Dashboard

Consumer Credit Reports Available on WebCMS Dashboard




Consumer Credit Report Login

Login credentials for the consumer credit report service are issued by CIC Credit.

CIC Credit Password

This is the password issued by CIC Credit, not your password for NACM Tampa, Inc..

Login

AGENT
ONLINE 
Ask your question

Consumer Credit Report Search

Company

Applicant

☐ Joint Applicant

Address

☐ Canadian Address

Credit Bureau

☐ Equifax

☐ Experian

☐ TransUnion

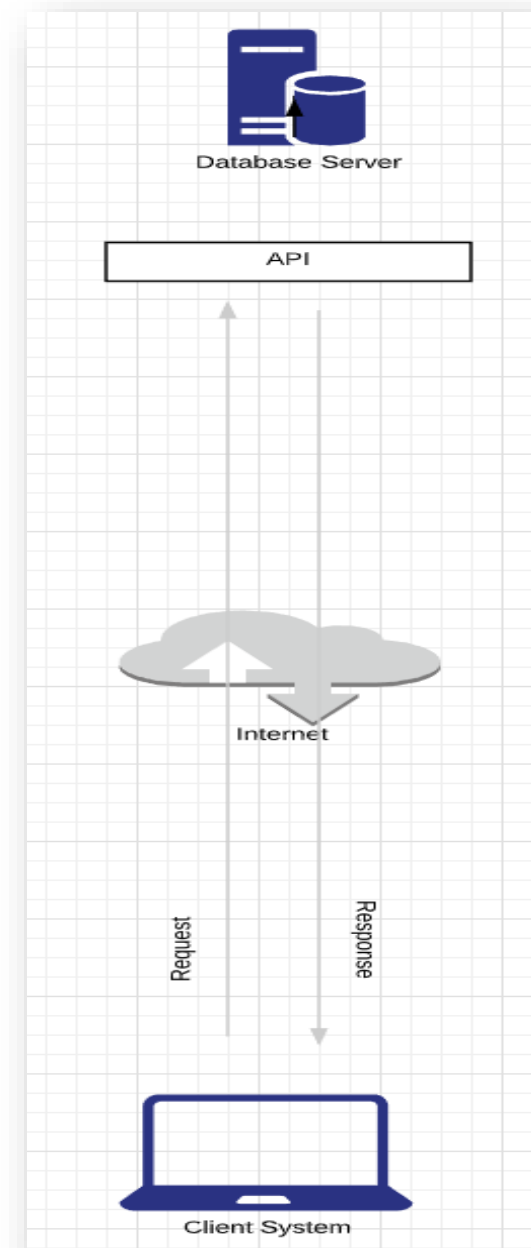
☐ I agree to that results of this report have been gathered in good faith from a third party data source, but no representations can be made as to the accuracy of the information gathered and contained in the report. This bureau disclaims liability for the negligence of any person or entity resulting in an inaccuracy in the report. This report is prepared and distributed for use in the extension only of commercial and business credit.

Submit

Reset

XML / API Connectivity

- XML = e**X**tensible **M**arkup **L**anguage is standardized format for storing & sending data
- API = **A**pplication **P**rogramming **I**nterface is a set of definitions and protocols that allow one application to communicate with another application
- APIs allow computers rather than people can manage the work. Through APIs, users can update work-flows to make them quicker and more productive.
- APIs allow content to be embedded more easily. This guarantees more fluid information delivery and an integrated user experience.



API – How it Works

- In short, we give the member/source access to the data upon approval
- Access code is **CRITICAL** to access and should be isolated to just XML and NOT mix with User logins
- Execute an XML Connectivity Agreement between affiliate and member

ADD NEW

VIEW MEMBER

Access Code: * Auto

IYFNM,XML

Assigned To: ?

Bectran XML

None

Database:

CIC Share

Billing Code: *

1 - CREDIT REPORT

Other Database(s):

☐ CIC Share ☐ AGCHEM ☐ TDIST

Billing Matrix: * ?

A - Basic

Active:



SubDomain:

☐ staging ☐ demo ☐ dev

Memberside HTML

ACCOUNT MONITOR

Expires: ?

Access: ?

Credit Reporting

☒ Credit Reports

☐ Do Not Show Confirmation

☐ NTCR/Merge Relate (beta)

☐ Consumer Credit Reports

☐ Member Documents

☐ Members Only

☒ Allow XML Access

☐ Member Lookup

☐ View Invoice History

☐ Insight Report

☐ Industry Analysis

☐ Equifax Flat File

☐ Enable Third Party Searches

☐ Upload Data File

CREATE

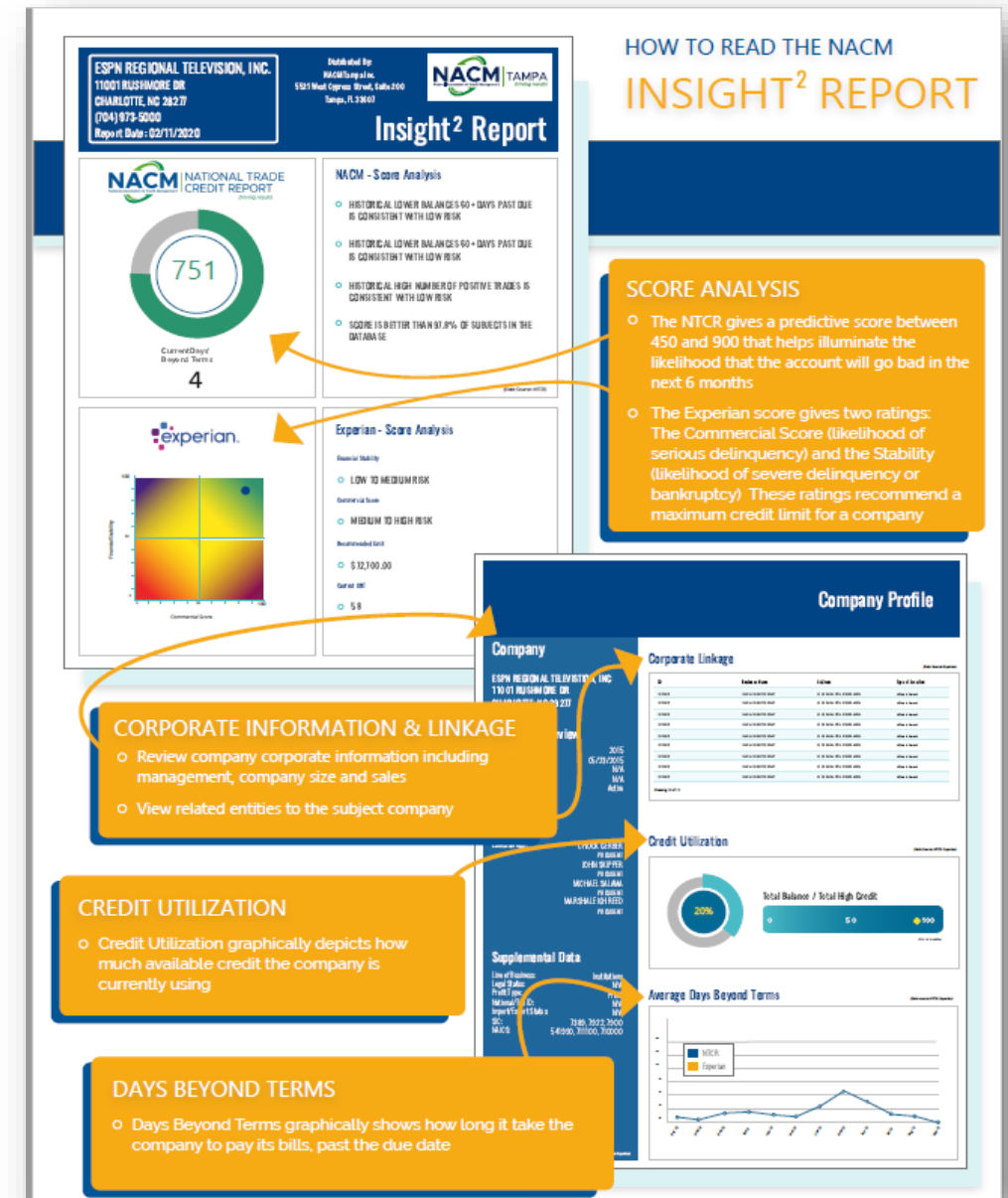
CANCEL

* Required Field

Web Access Statistics

Insight² Report

- A comprehensive report that includes **NTCR** data elements as well as detailed data from **Experian**
- 3 scores; Predictive (NTCR), Commercial & Stability (EXP)
- Corporate information & linkage (EXP)
- Credit utilization (EXP)
- Six-month DBT trends (NTCR) & Quarterly trends (EXP)
- Trade from both sources
- OFAC (Office of Foreign Assets Control)
- ...and more



National Trade Credit
Report

Insight²
Report

Consumer Credit
Report

Trade
Profile

Account Monitoring
Service

Portfolio Risk
Analysis

Industry Analysis
Report

Equifax Flat
File

Insight² Report

Merge credit information from NACM's National Trade Credit Report and Experian into a single comprehensive report.

Our website has been optimized for viewing in a common, modern web browser (e.g. Firefox, Safari and Chrome) with JavaScript turned on. If you are running any other browser or older browser versions, you may encounter problems with certain sections of the website.

Just fill out this simple form with the name and address of the business. It only takes up to a few minutes to generate the report.

ESPN



11001 RUSHMORE



📍 11001 Rushmore Drive Charlotte, NC, USA

📍 11001 Rushmore Drive Panama City, FL, USA

📍 11001 Rushmore Drive Baton Rouge, LA, USA

📍 11001 Rushmore Ct Jacksonville, FL, USA



Insight² Report

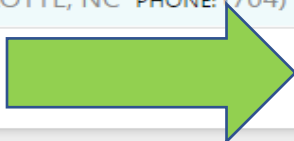
Merge credit information from NACM's National Trade Credit Report and Experian into a single comprehensive report.

Our website has been optimized for viewing in a common, modern web browser (e.g. Firefox, Safari and Chrome) with JavaScript turned on. If you are running any other browser or older browser versions, you may encounter problems with certain sections of the website.

You searched for
ESPN
11001 RUSHMORE DRIVE, CHARLOTTE, NC

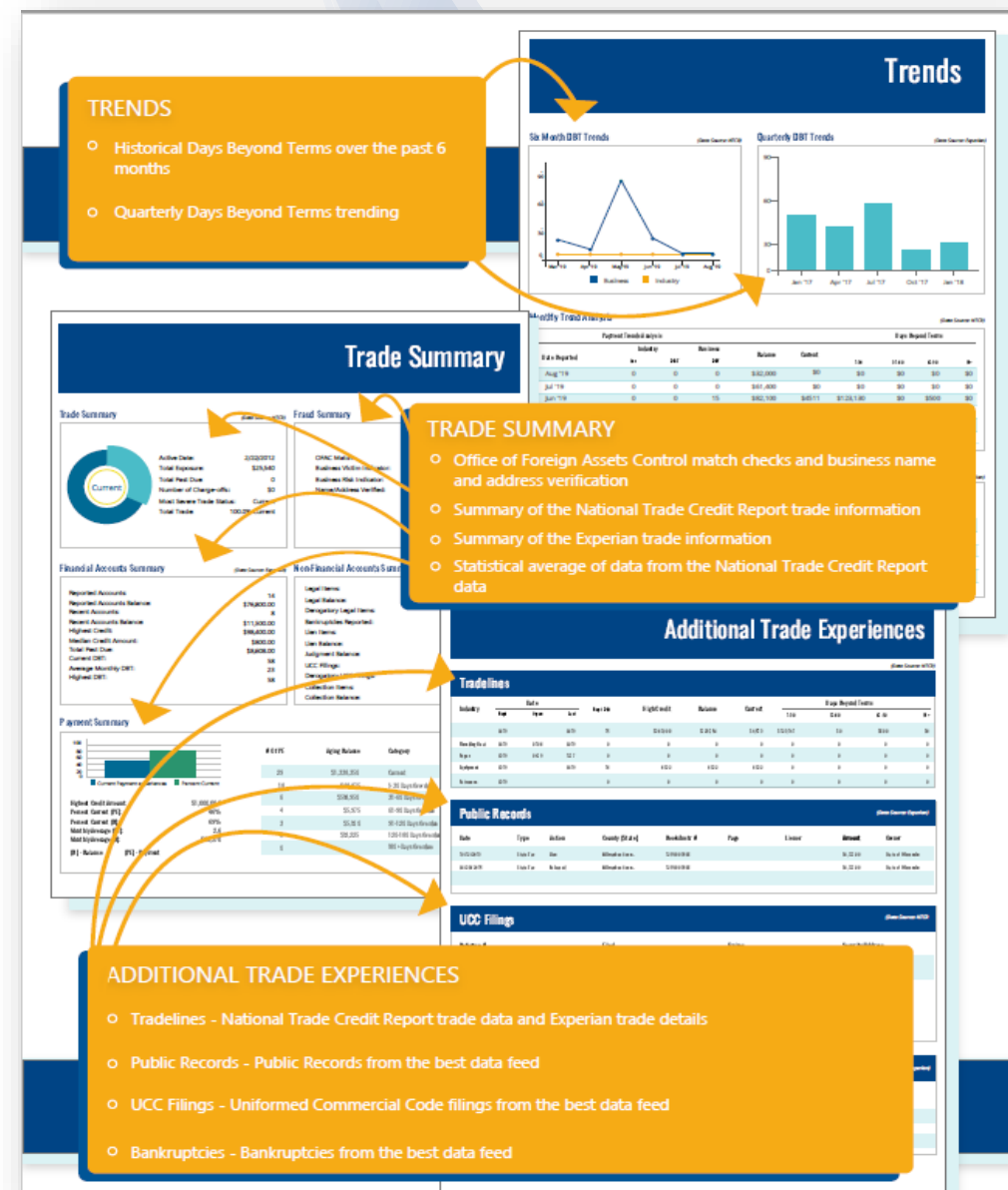
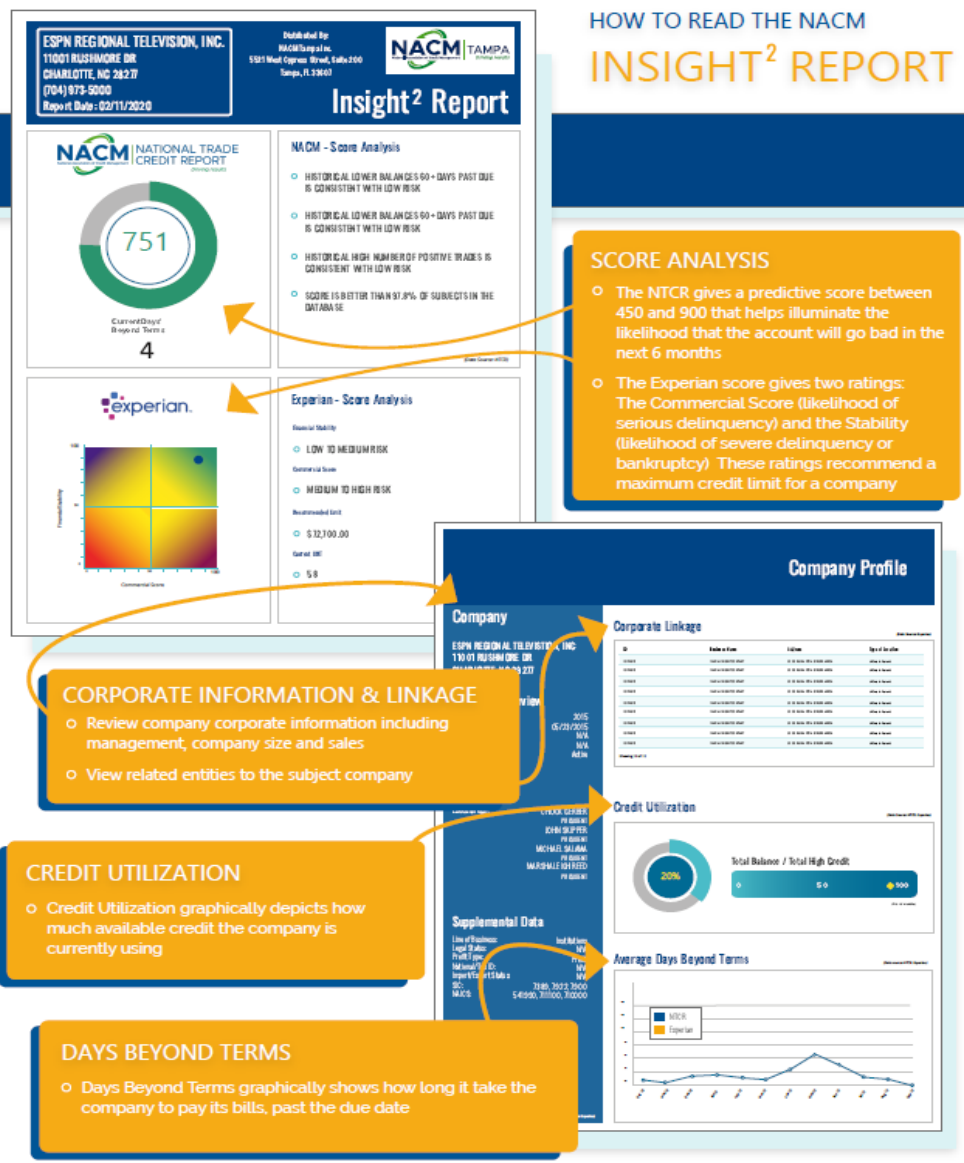
We found the following results from our providers. Please review these carefully. Once submitted, you will be charged at your affiliate level for the report.

 1	BUSINESS NAME/ADDRESS							.TL	FL	B	P	U	C	O
	<input checked="" type="radio"/> ESPN PRODUCTIONS INC 11001 RUSHMORE DR, CHARLOTTE, NC, US PHONE: (704) 973-5000							3	0	0	0	0	0	1
 1	Experian only provides the number of tradelines for each subject. More data may exist after pulling a report on a subject.													
	BUSINESS NAME/ADDRESS													.TL
<input type="radio"/> ESPN EVENTS 11001 RUSHMORE DR, CHARLOTTE, NC PHONE: (704) 973-5000													7	


\$37.25

Search Again

Submit



- 
- Standalone product - independent of other contracts
 - Pricing
 - Tampa to Affiliate = \$32.00
 - MSRP Affiliate to Member = \$37.00*
 - Affiliate create billing code
 - Tampa bills affiliate for reports
 - Affiliate bills member directly



Equifax Business Credit Industry Report Plus™ 2.0

- A comprehensive report from Equifax Commercial Products
- Includes Company Profile
- Business Delinquency Score
- Payment Index
- Open & Closed Financial Accounts
- Balance Trends
- ...and more

HOW TO READ THE
EQUIFAX BUSINESS CREDIT INDUSTRY REPORT PLUS 2.0

EQUIFAX BUSINESS CREDIT INDUSTRY REPORT PLUS 2.0 September 5, 2019 11:29 AM EDT

COMPANY PROFILE

- Provides the business name and address that most closely matches your inquiry information

BUSINESS FAILURE SCORE

- Predicts the likelihood of a business incurring a 90 days severe delinquency or charge-off over the next 12 months

PAYMENT INDEX

- Provides a dollar-weighted index of a business's current and past payment performance based on all payment experiences in the Equifax Commercial database

REPORT HIGHLIGHTS

- The report highlights summarizes credit data on the legal entity into financial and non-financial metrics. The graph allows you to quickly assess the risk level of the business by providing 52 key metrics.
- Activity Since section:** This section highlights credit-related activity which has occurred within the 3 months prior to the date of inquiry
- As of Section:** This section provides a snapshot of how the business is performing today based on accounts reported or closed within 24 months of inquiry
- Open Account Analysis Section:** This section summarizes credit performance on open accounts reported within 24 months of inquiry date

REPORT HIGHLIGHTS

Category	Equifax	Industry
Credit Active Since	03/20	04/19/2008
Accounts Updated	5	10
New Accounts Opened	0	0
Recent Account Closures	0	1
New Delinquencies (Non-Charged-Off)	0	0
New Charge-Offs	0	1
Charged-Off Amount	\$0	\$123.11
Number of Inquiries	0	7
Most Severe Status	121+	Charge-Off
Single Highest Credit Extended	\$1,000	\$215.18
Number of Accounts	8	20
Open	4	16
Closed	4	4
Charged-Off	0	2
Charged-Off Amount	\$0	\$1,000
Total Paid Due	\$241,404	\$620,400
Most Severe Status	Same 121+	Charge-Off
Total Current Credit Exposure	\$7,111	\$881,754
Single Highest Credit Exposure	\$225	\$115,581
Open Account Analysis		
Total Balance	\$17,058	\$881,754
Median Balance	\$4,840	\$1,725
Average Balance	\$43,997	\$55,105
Current Portion of Balance Due	(\$5,406)	\$473,316
Delinquent (Non-Charged-Off)	1	0
Total Paid Due	\$241,404	\$408,438
At Risk Balance	\$205,950	\$873,048

At Risk = None reported or most recent data available to compute

National Trade Credit
Report

Insight²
Report

Consumer Credit
Report

Trade
Profile

Account Monitoring
Service

Portfolio Risk
Analysis

Industry Analysis
Report

Equifax Flat
File

Equifax Business Credit Report Plus™ 2.0

Search for a Business Credit Industry Report Plus™ 2.0 from Equifax Commercial.

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Reset

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EQUIFAX		BUSINESS CREDIT INDUSTRY REPORT PLUS 2.8		Section
REPORT HIGHLIGHTS				
	Enquiry	Score	Rating	
Credit Active Since	03/29	e	D4192009	
Activity Since: 06/10/2010				
Accounts Updated	5	0		
New Accounts Added	2	9		
Recent Account Closures	0	1		
New Delinquencies (Non Charged-Off)	0			
New Charged-Offs	0			
Charged-Off Amount	\$0	\$12,311		
Number of Inquiries	1	121*	Charged-Off	
Most Recent Inquiry	06/10/2010			
Single Highest Credit Extended	1,900	\$21,516		
As of 06/03/2010				
Number of Accounts	2	30		
Open	2	4		
Closed	0	26		
Charged-Off	0	2		
Charged-Off Amount	\$0	\$0.00		
Total Paid On	\$24,484	\$610,000		
Most Recent Status	30s 121*	Charged-Off		
Total Current Credit Exposure	\$5,174*	\$801,754		
Single Highest Credit Exposure	\$23,000	\$220,000		
Open Account Analysis				
Total Balance	\$37,000	\$891,754		
Market Balance	\$4,680	\$1,725		
Average Balance	\$43,087	\$55,100		
Current Portion of Balance Due	(\$5,000)	\$477,310		
Delinquent Portion of Balance Due	0	0		
Total Paid Due	\$24,484	\$410,430		
At Risk Balance	\$220,000	\$377,640		

* All = None reported or insufficient data available to compute
 ** All = None reported or insufficient data available to compute

OPEN FINANCIAL ACCOUNTS

- Access summarized open financial accounts by account type, with a date reported within 24 months of inquiry

CLOSED FINANCIAL ACCOUNTS

- Access summarized closed financial accounts, by account type, with a closed date within 24 months of inquiry



BALANCE TRENDS

- An overview of accounts receivable data on open accounts which have been reported by the creditor within the most recent 24 months




DECISIONING DETAIL

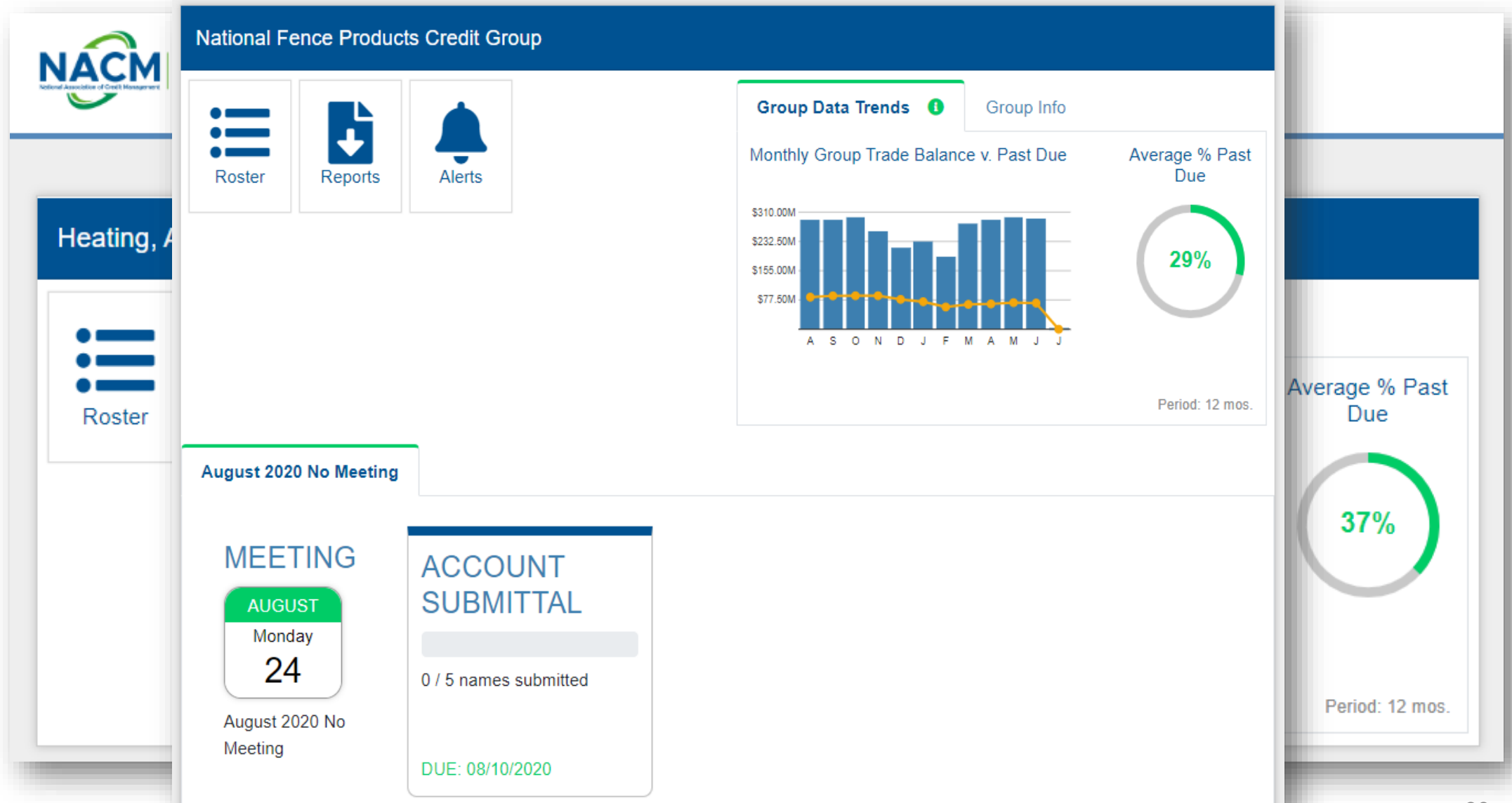
- Displays the definition, the numeric value and reason codes for each score appended to the business folder
- Includes Delinquency and Failure Scores



The Equifax report offers valuable and extensive information helpful for managing business credit decisions and minimizing risk

- 
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 - Affiliate bills member directly

Member Side Makeover



Member Side Makeover



GROUPS CREDIT REPORTING COLLECTIONS MEMBERS ONLY UPLOAD DATA FILE

NACM Tampa Inc

Tue, Jul 28, 2020 3:47 PM

National Trade Credit Report Insight² Report Consumer Credit Report Trade Profile Account Monitoring Service Portfolio Risk Analysis Industry Analysis Report Equifax Flat File

Reports

30-Day Credit Report History

Alert Submittal History

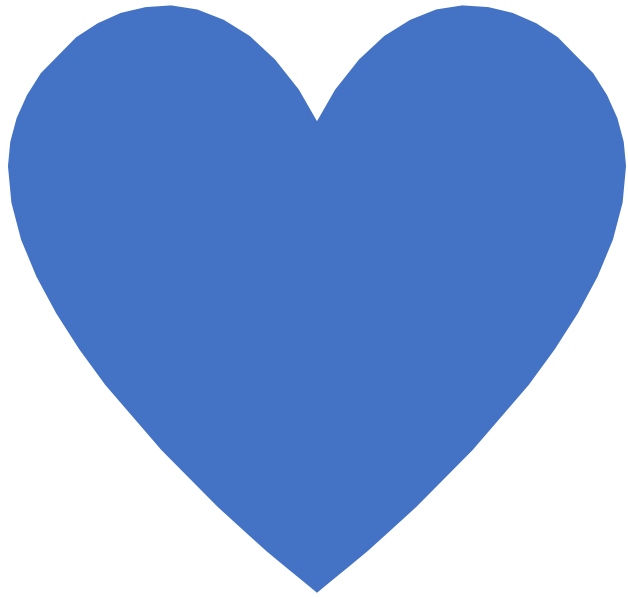
Credit Question History

Information Request History


Suspicious Activity History

Member Documents

No Member Document(s)



Shortcuts & Favs

- Quick Jump feature
- Calendar shortcuts
- Member search (right side search box)
- 7-Day Queue
- Notes & ability to manage calls from the calendar
- Stock notes
- Map It! 
- Hyperlink to login using the member's access code

- eData Page (grid & list views)
- Reports (credit reports, meeting material reports, prospects)
- Ability to publish reports from the current page you're working on
- Search by contact name or phone # (member & prospects)
- Billing – creating invoices; how easy it is to send a one-off invoice
- Control Lookup



**Would like
to know
more...**

- Education Module (merge student records & creating forms)
- Accounting functions
- Any future updates to make notes & follow up more user friendly?
- More training to understand what information is available

Q & A

