

Dun & Bradstreet Supplier Evaluation Report[®]

The Supplier Evaluation Report (SER) from Dun & Bradstreet (D&B) provides detailed financial and operational information on a supplier's business. The D&B Supplier Evaluation contains information and analysis on U.S. companies and can help you assess the risk of doing business with a supplier.

What it contains

The Supplier Evaluation Report contains payment records, public filings, financial information, socio-economic qualification, special events affecting the supplier's condition, and a description of the supplier's operation.

Applications

- Confirm basic details about the supplier, such as ownership, name, address, DUNS Number, and sales volume.
- Stay aware of bankruptcies, burglaries, fires, and other events D&B learns of that can affect supplier performance.
- Place the supplier in an easy-to-understand risk category so you can assess the risk of doing business.
- Understand certain factors behind the risk rating, including financial, public record, and operational information.
- Assess a supplier's solvency and profitability vs. D&B's industry norms with an easy-to-interpret financial profile.
- Examine top management's business background and corporate relationships.
- Compare a supplier's payment records with others in the industry, for up to two years—to help you spot trends in a supplier's business.

Key Features

Risk Summary: A rating of a supplier's financial strength based on financial, public record, and operational information. The risk rating is on a scale of 1-9 with a 1 being the lowest and 9 being the highest.

Risk Commentary: Details the important factors used to determine the rating. Includes sales, net worth, payments, UCC filings, financials, and operations.

Financial Profile: Shows key solvency/profitability. Ratios of supplier versus industry. This section also includes the financial appraisal ranking scale of 1-4.

Operation: The description of the business and SIC codes, number of accounts and terms, number of employees, description of facilities and location, number of branches, and identification of subsidiaries.

History: Displays the management's business background and any corporate relations. It also includes the date and state of incorporation (if applicable), and the date the business started.

Federal Government: The description of any activity with the U.S. federal government as well as if the company is a possible candidate for socio-economic program consideration. Also details classifications showing minority ownership.

Payment Trends: Compares the monthly payments of the supplier with other companies in its industry for up to a two-year period.

Payment Summary: Learn the company's high credit, number of trade experiences, and how bills are paid in relationship to terms.

Sample Supplier Evaluation Report (SER)

The following report is provided for informational purposes only; the data does not represent a real company.

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If you need any additional information or have any questions, please call the Dun & Bradstreet Online Customer Support Center at (800) 223-1026 from anywhere within the U.S. and Canada.

SUPPLIER EVALUATION

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DUNS: xx-xxx-xxxx          DATE PRINTED:          SUMMARY
                             JAN 28 2000          -----
BEACON SYSTEMS INCORPORATED  CONTROL              1982
  (DEBTOR-IN-POSSESSION)    SALES F              $4,241,446
                             NET WORTH             $39,281
BOX/DRAWER PO xxxxxx        EMPLOYS              60 TOTAL
1xxx SPRING ST STE xxx      6 HERE
SEATTLE WA 98104-0000
TEL: (206) xx-xxxx          PRIMARY SIC NO. 0000
                             COMMISSARY RESTAURANT, JANITORIAL
CHIEF EXECUTIVE: JOE KITTS, PRES  SERVICES AND MAINTENANCE SERVICES.
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SUPPLIER RISK SCORE FOR THIS FIRM = 9

SUPPLIER RISK SCORE

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Lowest Risk                                Highest Risk
  1    2    3    4    5    6    7    8 < 9 >
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The Supplier Risk Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganizing or obtaining relief from creditors under state/federal law over the next 12 months. The score was calculated using a statistically valid model derived from D&B's extensive data files.

SUPPLIER RISK SCORE ANALYSIS

RISK COMMENTARY

- Evidence of bankruptcy proceedings, receivership, settlement with creditors (composition or "workout") - see SPECIAL EVENTS, HISTORY, PUBLIC FILINGS, sections.
- Suits, Liens, and/or Judgments are present - see PUBLIC FILINGS section.

- Net worth for the Fiscal year ending DEC, 1996 is Down by 5.4%.
- History indicates business or management. See HISTORY, PUBLIC FILINGS or SPECIAL EVENTS section.
- Average Payments are 19 day(s) beyond terms.
- Average Industry Payments are 5 day(s) beyond terms.
- UCC Filings present - See PUBLIC FILINGS section.
- Financing secured - See BANK/PUBLIC FILINGS sections.
- Financial Appraisal Ranking is 3 based on a scale of 1 (Highest) to 4 (Lowest) compared to the industry. The appraisal is a calculated average based on the firm's quartile ranking.
- Under present management control 15 years.

FINANCIAL PROFILE

(Based On A Fiscal Statement Dated Dec. 31, 1997.)

The Financial Appraisal Ranking of the Supplier = 3

(Calculated average based upon the supplier's quartile ranking in the available ratios. 1 = highest through 4 = lowest)

	PROFITABILITY	SOLVENCY	SHORT TERM	EFFICIENCY	DEBT UTILIZATION
	(Return on Net Worth)%	(Current Ratio)	(Quick Ratio)	(Assets/Sales)%	(Total Liab/Net Worth)%
This Supplier	-	1.0	0.6	17.9	>999.9
Industry Median	27.6	1.1	0.5	28.5	95.0
Quartile Rank (Supplier)	4	3	2	1	4

Key to Quartile Rank: 1 = top quartile through 4 = bottom quartile.

Industry norms based upon 58 establishments.

OPERATION

09/23/99 Commissary restaurant offering full food services, janitorial, and maintenance services.

ADDITIONAL TELEPHONE NUMBER(S): Facsimile (Fax) 206 xxx-xxxx.

Terms are .5%-1.0%/10 net 30 days. Sells to federal government.

Territory : United States.

Nonseasonal.

EMPLOYEES: 80 which includes officer(s). 6 employed here. Most of the employees are located at the commissary sites.

FACILITIES: Leases 1,000 sq. ft. in brick and concrete.

LOCATION: Central business section on main street.

BRANCHES: Maintains three branch locations in the United States.

Standard Industrial Classification (SIC) Summary:

5812 99 05 Commissary restaurant

8744 00 00 Facilities support services

HISTORY

09/23/99

JOE KITTS, PRES

WILLIAM WEST, V PRES

DIRECTOR(S): THE OFFICER(S)

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF 01/21/2000:

BUSINESS TYPE: Corporation - DATE INCORPORATED: 05/23/1983
Profit STATE OF INCORP: Washington

Charter #6010465534.

Business started 1985 by Joe Kitts. 100% of capital stock is owned by Kitts and West.

JOE KITTS born 1942. Active here since 1985. 1979-87 active as a private consultant in Seattle, WA for various clients, including KZZZ Radio, KXXX, other Seattle media, and the Department of Labor; discontinued and successful. 1978-79 employed at SPC Consultant Group, Seattle, WA as a business opportunity specialist. 1969-78 employed by Seattle King County Office of Economic Opportunity, C.A.M.P., Seattle, WA. 1964-69 employed by Boeing, Seattle, WA in personnel.

WILLIAM WEST born 1942. Active here since 1985. 1989 to present also administrator, Seattle School District, Seattle, WA. 1980-85 principal of Drake & Associates, Seattle, WA; discontinued and successful. Obtained PhD in Education in 1972. 1971-80 employed by Seattle School District, Seattle, WA. 1964-71 a schoolteacher in Ballard School District.

PUBLIC FILINGS

There are no Suits or Judgments present in D&B's file.
Excluding UCC Filings that may be listed below, there are no Liens present in D&B's file.
The following data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

* * * BANKRUPTCY * * *

STATUS: OPEN BANKRUPT SUBJECT: BEACON SYSTEMS, INC
DATE STATUS ATTAINED: 05/04/1999 XXXX SPRING STREET
DATE BANKRUPTCY FILED: 05/04/1999 #100
LATEST INFO RECEIVED: 05/07/1999 SEATTLE, WA 98104-1358
CHAPTER NO: 11 ATTORNEY: JAMES BENNETT
TYPE: VOLUNTARY SEATTLE, WA
WHERE FILED: US BANKRUPTCY COURT
1200 6TH AVE
SEATTLE, WA 98101
DOCKET NO: 99-xxxxxx

* * * LIEN(S) * * *

A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

FILING NO.: 9808xxxxxx
AMOUNT: \$11,021 STATUS: Released
TYPE: State Tax DATE STATUS ATTAINED: 03/08/1999
FILED BY: STATE OF WASHINGTON DATE FILED: 08/13/1998
AGAINST: TRACTION SYSTEMS INC LATEST INFO RECEIVED: 04/22/1999
WHERE FILED: KING COUNTY-COUNTY AUDITOR,
SEATTLE, WA

FILING NO.: 9728xxxxxx
TYPE: State Tax STATUS: Released
FILED BY: EMPLOYMENT DEVELOPMENT DEPARTMENT DATE STATUS ATTAINED: 12/04/1997
AGAINST: TRACTION SYSTEMS, INC DATE FILED: 10/06/1997
WHERE FILED: SECRETARY OF STATE/UCC DIVISION LATEST INFO RECEIVED: 12/22/1997
SACRAMENTO, CA

There are 24 Open and/or closed UCC's in Dun & Bradstreet's file that Dun & Bradstreet has matched to this supplier at this address. Details are available by calling 1-800-DNB-DIAL.

The public record items contained in this report may have been paid, terminated vacated or released prior to the date this report was printed.

FEDERAL GOVERNMENT (As reported to Dun & Bradstreet by the Federal Government and other sources.)

Congressional District: 07

Activity Summary:

Borrower (Dir/Guar): - NO
Administrative Debt: - NO
Contractor: - YES

Possible Candidate for Socio-Economic Program Consideration:

Labor Surplus Area: - N/A
Small Business: - YES (1999)
Women-Owned: - N/A

Grantee: - NO 8(A) Firm: - N/A
 Party Excluded from Minority Owned: - YES (1999)
 Federal Program(s): - NO

PAYMENT TRENDS

SUPPLIER VERSUS INDUSTRY PAYDEX

Supplier	PRIOR 4 QTRS				CURRENT 12 MONTH TREND												
	'98	'98	'98	'98	'99	'99	'99	'99	'99	'99	'99	'99	'99	'99	'99	'99	'00
	MAR	JUN	SEP	DEC	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	
PAYDEX	69	68	66	66	70	71	71	72	72	71	71	71	71	68	65	65	
Industry (Based on 4,541 establishments in SIC 5812)																	
PAYDEX																	
UP QRT	80	80	80	80	80			80			80					80	
MEDIAN	75	75	75	75	76			76			76					77	
LO QRT	66	66	66	66	66			66			66					67	

PAYDEX scores are updated daily and are based on up to 13 months of trade experiences from the Dun & Bradstreet trade file.

PAYMENT SUMMARY

KEY TO PAYDEX

Average High Credit:	\$816	PAYDEX	PAYMENT
Highest Credit:	\$2,500	-----	-----
Placed for Collection:	-	100	ANTICIPATE
Cash Experience(s):	-	90	DISCOUNT
No. of Trade Experience(s):	18	80	PROMPT
		70	SLOW TO 15
		50	SLOW TO 30
		40	SLOW TO 60
		30	SLOW TO 90
		20	SLOW TO 120
		UN	UNAVAILABLE

Accounts are sometimes placed for collection even though the existence or amount of debt may be disputed.

Contact D&B Customer Support Center at 1-800-234-3867 for further information or for help in your search strategies. Or call Dialog Customer Support at 1-800-334-2564 or in the U.K. call +44-61-455-5119.