

The Cortera Industry Monitors are the most intuitive measures of key purchase, payment and financial trends across major industries. Industry Monitors are created from data on over 10 million companies and over \$1 trillion in business-to-business transactions.

## 1 PAYMENTS

DBT = **5.0** days late

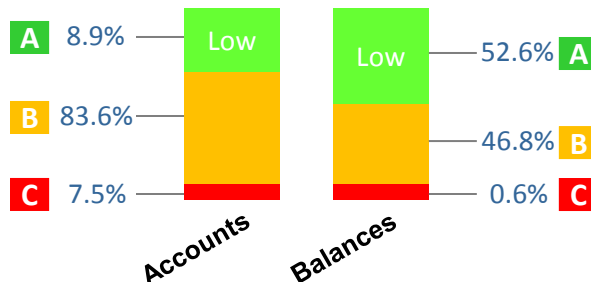
How **FAST** companies are paying Materials providers

DBT = **6.3** days late

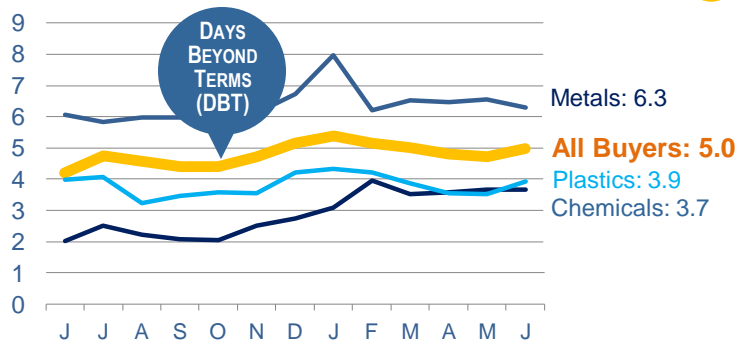
How fast those companies are **PAYING OTHER PROVIDERS**

## 2 RISK RATINGS

How risky are customers of Materials providers?



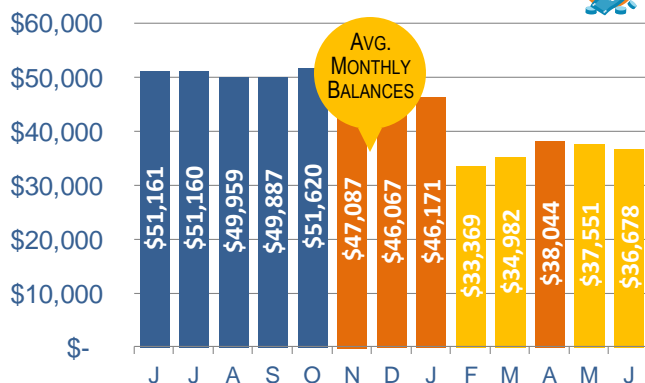
## 3 PAYMENT BEHAVIOR TRENDS



## 4 INDUSTRY RANKINGS

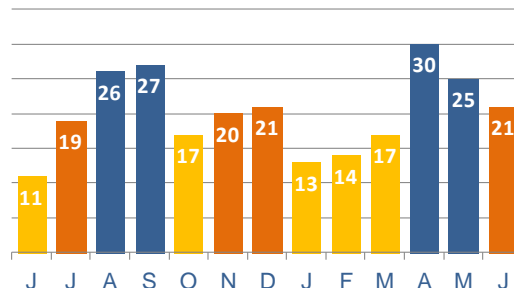
Industry	DBT
<b>Manufacturing Materials</b>	<b>5.0</b>
Food & Beverage	5.8
Industrial Supply	6.7
Transportation	7.5
Apparel & Outdoor	7.7
Building Supply	8.1
Construction	12.6

## 5 CUSTOMER SPENDING TRENDS

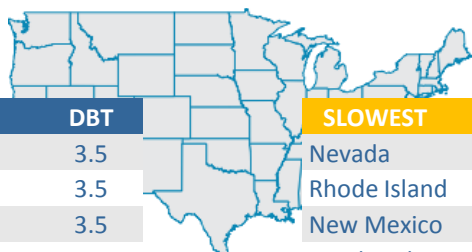


## 6 BANKRUPTCIES

**120** Materials customers have filed bankruptcy in 2014



## 7 GEOGRAPHY MATTERS



FASTEST	DBT	SLOWEST	DBT
Minnesota	3.5	Nevada	13.3
Nebraska	3.5	Rhode Island	13.3
Arkansas	3.5	New Mexico	10.4
Indiana	3.6	South Dakota	10.3
Maine	3.6	Massachusetts	9.2

## 8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$11,000+	4.9 days
\$2,500 - \$11,000	7.8 days
\$700 - \$2,500	10.4 days
\$200 - \$700	16.1 days
<\$200	17.5 days

Don't just monitor your industry. Monitor all of your customers, see insightful trends and get alerts to changes that could negatively impact your revenue. [Click here](#) to learn more or call (877) 340-9123.