

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 = **5.9** days late

How **FAST** companies are paying Materials providers

DBT = **6.5** days late

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

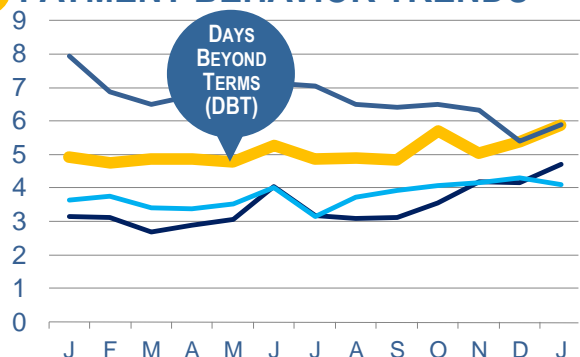
2 RISK SCORES

How risky are customers of Materials providers?

		Avg. Score
Manufacturing Materials	639	-5
Construction	637	-4
Building Supply	624	-6
Transportation	607	-6
Apparel & Outdoor	605	-5
Industrial Supply	604	-5
Food & Beverage	589	-6

More Risk

3 PAYMENT BEHAVIOR TRENDS

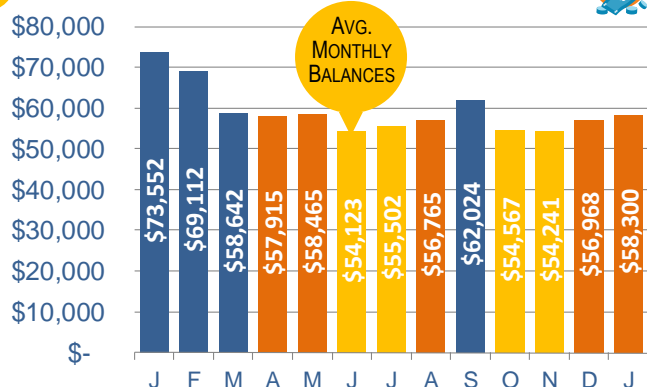


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT	
Food & Beverage	5.7	+0.5
Manufacturing Materials	5.9	+0.5
Apparel & Outdoor	8.0	+0.6
Transportation	8.5	+0.3
Building Supply	8.8	+0.1
Industrial Supply	10.5	+1.6
Construction	13.6	+1.4

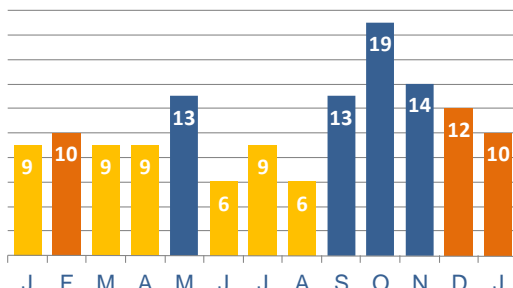
Slower Payment

5 CUSTOMER SPENDING TRENDS

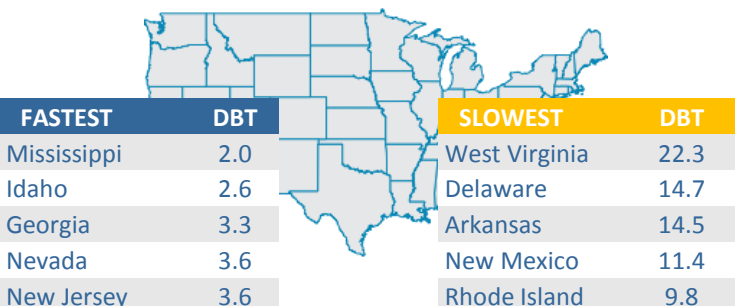


6 BANKRUPTCIES

10 Materials customers have filed bankruptcy in 2016



7 GEOGRAPHY MATTERS



8 PAYMENTS BY BALANCE SIZE



Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$20,000+	5.7 days
\$5,200 - \$20,000	8.4 days
\$1,700 - \$5,200	8.6 days
\$500 - \$1,700	10.0 days
<\$500	12.6 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.