

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 \$1.2 trillion in business-to-business transactions.

1 PAYMENTS

DBT = **8.4** days late

How **FAST** companies are paying Industrial Supplies providers

DBT = **6.5** days late

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

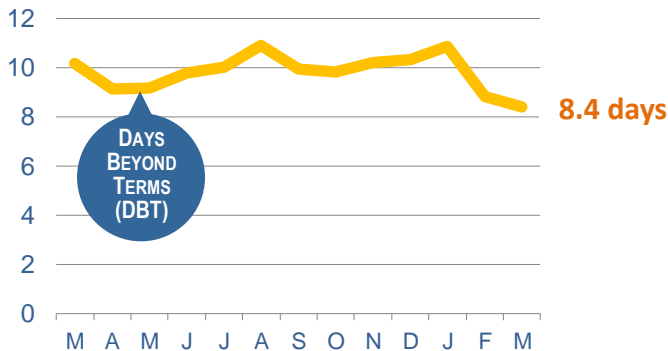
2 RISK SCORES

How risky are customers of Industrial Supplies providers?

	Avg. Score
Manufacturing Materials	670 -
Construction	658 -
Building Supply	656 +1
Transportation	641 -
Food & Beverage	634 +2
Industrial Supply	628 +2
Apparel & Outdoor	628 +5

More Risk

3 PAYMENT BEHAVIOR TRENDS

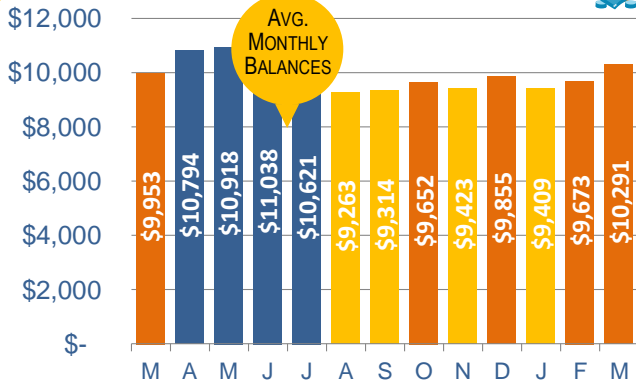


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	4.4 -0.7
Food & Beverage	4.8 -0.3
Apparel & Outdoor	6.5 -3.1
Transportation	8.1 -0.3
Industrial Supply	8.4 -0.4
Building Supply	9.4 -0.2
Construction	13.4 +0.3

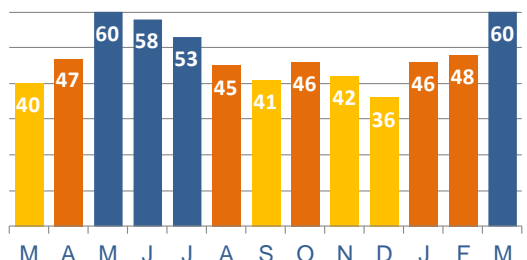
Slower Payment

5 CUSTOMER SPENDING TRENDS

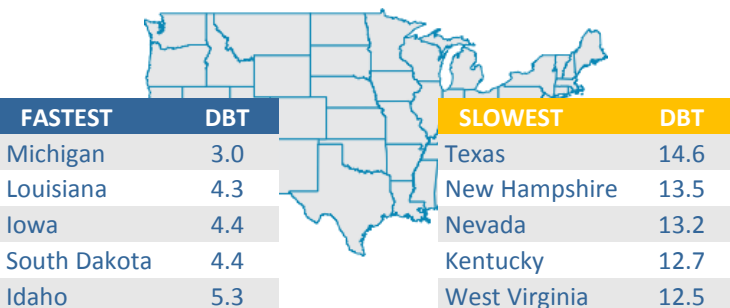


6 BANKRUPTCIES

154 Industrial Supply customers have filed bankruptcy in 2017



7 GEOGRAPHY MATTERS



8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$2,900+	8.4 days
\$800 - \$2,900	9.5 days
\$300 - \$800	10.3 days
\$100 - \$300	10.9 days
<\$100	10.2 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.