

Assessing Privately Held Suppliers

CASE STUDY



Plitron Manufacturing Inc./Torus Power, a provider of toroidal transformers and toroidal-based products, is a privately held, tier-one supplier of a Rapid Ratings client, a Fortune 500 corporation. Plitron shared its financial information with Rapid Ratings so that Rapid Ratings could assess the company's financial health on behalf of this mutual client. It was a positive experience for Plitron that helped to bolster its relationship with the client.



Thank you for your excellent communication and helpful assistance. I appreciate the flexible and helpful approach the Rapid Ratings team takes in managing this process.

We don't share our financial information openly, and we've spent years developing our strategic relationship with our client. When Rapid Ratings and the client approached us, we were intimidated initially because we didn't know how the rating would work, how we would compare with larger companies, or whether it would help or hurt us. But the team at Rapid Ratings was accommodating, knowledgeable, and easy to communicate with, and the experience was very positive. They were very professional and thorough, and their level of service was refreshing.

Ultimately, working with Rapid Ratings was beneficial for us, and our relationship with our client has grown. Our Financial Health Rating assured the client that we were financially sound and moving in the right direction, and that we would continue to be able to deliver on a long-term commitment. We will have no hesitation about participating again in the future.



— Steve Nolan, Vice President Sales and Operations,
Plitron Manufacturing Inc./Torus Power

Many of the world's best-known brands rely on Rapid Ratings to assess the financial health and operating efficiency of their suppliers, customers, and other counterparties. Rapid Ratings generates quantitative Financial Health Ratings (FHR®) on global public and private companies. Ratings and related reports encourage dialogue that can help both our client and their suppliers minimize risk and maximize business potential.

If our client sees that a supplier is financially strong, this could boost future business. If the supplier's FHR shows areas of financial weakness, it could prompt a discussion to help to support that supplier and ensure continuity in the relationship.