

Financial Dialogue

Rapid Ratings' Financial Dialogue identifies and prioritizes the most relevant financial questions you should be asking your suppliers. Concisely delivering the top five financial health questions as a guide for your financial evaluation will substantially decrease prep time and effort for supplier reviews. Straightforward discussion points and informative content surrounding financials will help you digest the information and assess potential impact to your business. We provide the questions - you get the answers.



"Identifying the most significant financial items was the biggest benefit. Instead of spending time analyzing results to figure out what questions I want to ask my suppliers, I can get on the phone and start going."

**Major Supply Chain
Logistics Company**

"Our goal is to arm our people with a tool that can guide an intelligent conversation about the supplier's current financial status and what's driving it. This product helps drive that conversation."

**Fortune 100 Manufac-
turing Company**

Prioritization of Top 5 Financial Issues

Efficiently manage supplier risk despite challenges of time or financial expertise required to prepare a deeper discussion on financial health. The Financial Dialogue prioritizes and concisely presents the most significant financial issues to address during a financial discussion with a supplier. The key questions we identify offer a balanced perspective, from the supplier's unique challenges to their notable strengths.

Business-Focused Discussion Points to Guide Conversation

Strengthen communication and collaboration with suppliers by engaging in the right kind of conversation using our open-ended questions based on solid financial data. We provide concise discussion points for each key question in a way that is easily digestible by individuals. The Financial Dialogue serves as a conversation guide to lead intelligent discussions on financial health.

Education on Financial Impact to a Business

Increase your understanding of the significance of financial issues regardless of your financial background. The Financial Dialogue provides a detailed explanation of the impact and relevance of financial ratios, how those numbers affect a supplier, and why certain questions are important for that supplier, allowing you to focus on questions about business activities underlying the financials in order to get to the root of the issue or concern.

Business Benefits

The Financial Dialogue provides valuable benefits to your supplier risk management process:

- Enable procurement and supply chain professionals with various levels of financial expertise to engage confidently with their suppliers in financial health reviews
- Substantially decrease time spent analyzing financials and preparing talking points for these reviews
- Create a trusting and collaborative relationship with suppliers by providing a balanced agenda of targeted key concerns while acknowledging notable strengths

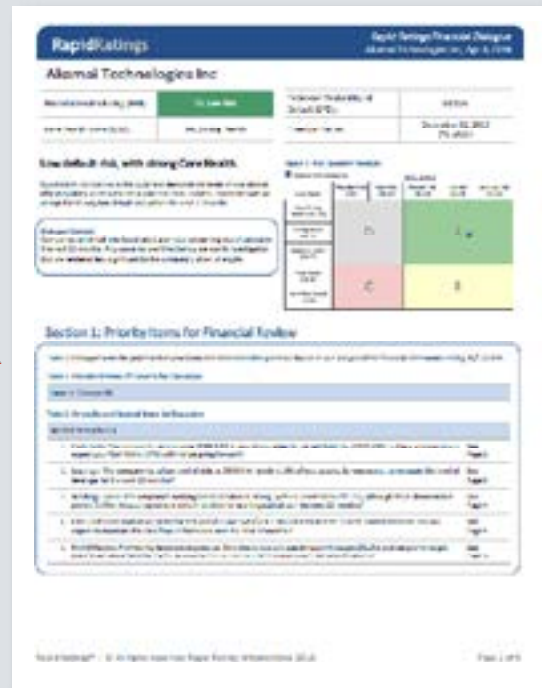
Financial Dialogue Features

Overall Risk Analysis

The company's financial risk level and probability of default is clearly identified at the start of the report.

Priority Discussion Points

Presents critical information and the top 5 talking points. Concise, business friendly commentary is presented to support your conversation with the supplier on their financial condition.



Educational Background

Deeper reading is provided for each of the top 5 discussion points flagged in the report.

Know in advance:

- Why is this information important?
- What should you be prepared to hear in response?

Rapid Ratings International is the creator of the proprietary FHR® (Financial Health Rating), the industry's leading assessment of public and private company financial health. Our disruptive methodology, scalable solutions, and unparalleled support enables businesses to effectively manage risks associated with the financial health of counterparties including customers, trading counterparties, suppliers, vendors, and investments.

Hundreds of leading organizations across industry verticals rely on the FHR's® data visualization and detailed reporting tools to provide visibility and early warning of financial deterioration. Rapid Ratings International is the only company to rate public and private companies, globally and with the same depth of analysis.

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