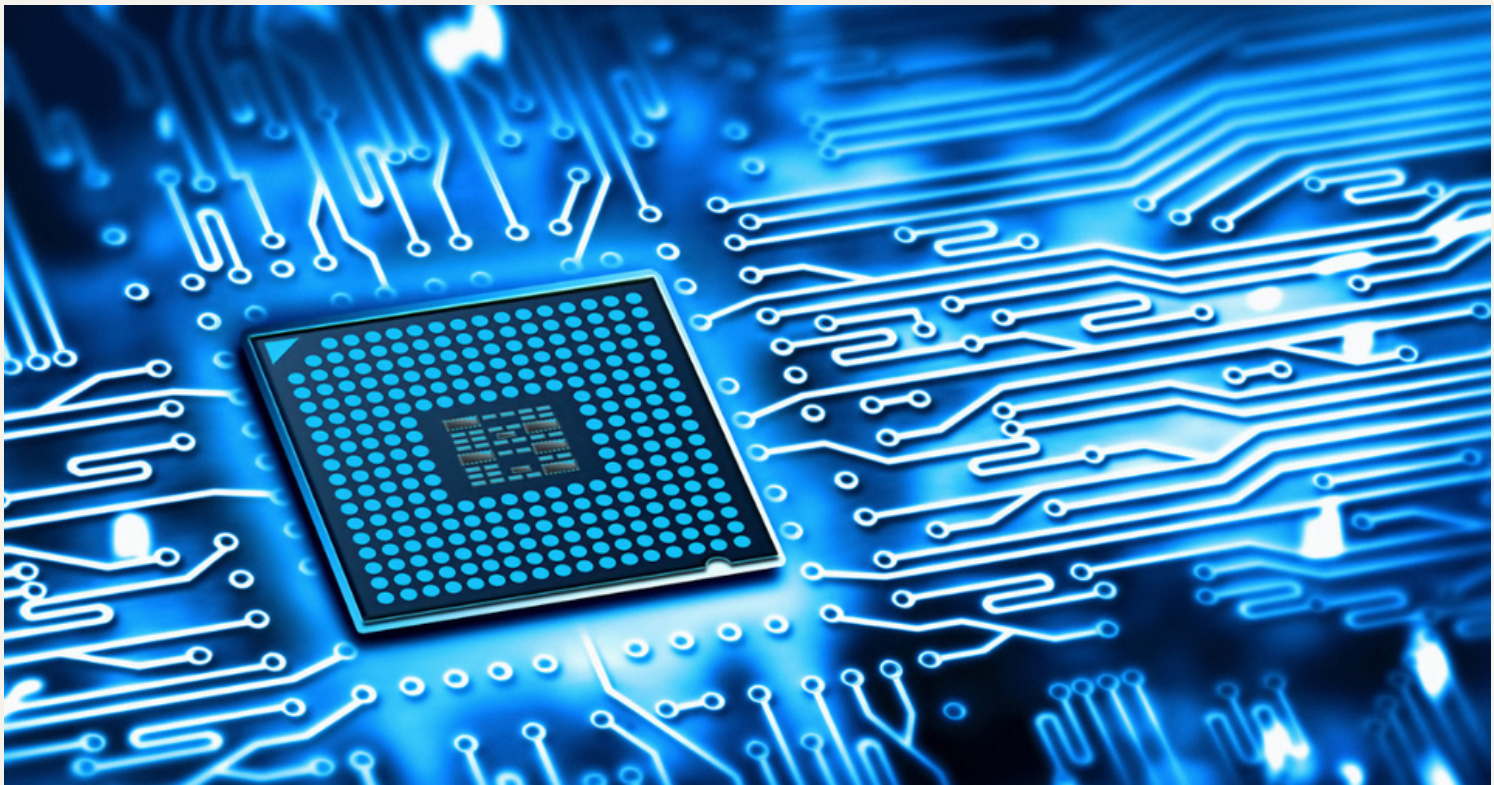# Data integration to better face international business assessment challenges

Speed and accuracy in evaluation processes are now crucial in an economic worldwide environment changing very fast. Be able to take a decision very quickly and at the same time based on most reliable information related to companies is a key success factor Never mind if the assessment is related to a customer or a supplier, if decisions must be automatic as much as possible, if done in different locations or department and time is critical element, it's necessary to put in place processes able to integrate internal information with external ones into current ERP.



In current economic scenario there are some aspect affecting the overall decisional process about business partners. First of all, organization of companies with branches in different countries in the world. At the same time, being able to answer as quick as possible to market request is a key critical success factor. Then, of course being efficient and effective must considered as focus requirements in every organization all over the world.

**www.skyminder.com**

# Data integration to better face international business assessment challenges

It's a fact that companies having relationship worldwide are organized with department located in more than one country and not only in the one of the headquarter. This is necessary to guarantee a higher market proximity, as well as for cost control in delocalization when labor cost is lower.

Different local competence centers or specialized department are very often organized with a central management in one country with operational staffs in other countries. It's clear that in these cases, despite the fact that for the same process are involved professionals located in different countries, to promote an efficient organization, is required to follow same decisional steps. The assessment of a customer or a supplier must follow same criteria despite who and where the decision is taken. It's not an easy exercise, but can be put in place if information available and tools available are homogenous. If complex structures located in different countries, and not only big businesses, are using common IT solutions helping in management of customers or suppliers, it's very often an open point how to guarantee a similar flow in identify and use external information to apply in decisional processes. In fact, if it's years and years that companies are using ERP to standardize assessment process, they're not in the same position to guarantee a unique set on external evaluation information embed in own ERP. Different priority inside the company generate very often a very low focus in find out business evaluation data ready to be embedded in IT systems allowing both the same informative scenario generating decisions and a common result of the assessment. Have an efficient ERP system to take business decisions is mandatory, but if the system isn't able to integrate internal information with external information regarding a business, it's not achieved the target in having a robust, shared, efficient and common everywhere in the world process.

Too often companies regarding a decisional flow underestimate how important is the availability of best in class quality information related to their business partners directly integrated in their own IT systems achieving higher efficiency.

## CRIF
*Together to the next level*

**www.skyminder.com**

# Data integration to better face international business assessment challenges



Considering this last point there are two aspects to consider. The first one has been already partially discussed and it's related to the aim to guarantee the same evaluation process despite where the decision is taken in order to follow assessment policies defined at central level. Second one is related on how the decisional process can be organized. In fact, if a common ERP system is available at worldwide level, if there is a well structured and shared evaluation policy, if internal information related to a business partner are available when possible and finally there is an integrated access to external information, it's easy move forward to the automatization of the overall flow. Pre-defined decisional rules related to business partner profile combined to both internal and external information allow to define how to proceed regarding a particular decision. The aim isn't simply automatizing the process for all decisions but use automatic rules for cases simple enough to get the answer from the system. It means saving time and resources for those case that are requiring more attention and not eligible for an automatized decision.

**www.skyminder.com**

# Data integration to better face international business assessment challenges

This approach has as a final result to be more efficient in concentrating with a higher attention on cases that are requiring additional evaluations and avoid to spend time on cases very easy with a simple outcome. This an exercise that companies everywhere in the world must consider very seriously as the results is also related to a quicker response to market with a connected better competitiveness. As response time, both in term of approval of a new customer or a decision related to a supplier with introduction in supply chain as quicker as possible, is more and more a critical factor, a system able to optimize decisional processes is one of the key factors regarding to companies working with different countries.

To summarize, data integration into an international decisional process means take into account several aspects, apparently independent one to each other but with a better analysis strictly interconnected.

**www.skyminder.com**

# Data integration to better face international business assessment challenges

First of all, have very clear the decisional policy for both customers and suppliers. Decide when a case can be approved, when rejected and when further analysis is required. Decisional policy must consider several aspects related to the business itself but, in any case, must be applicable to all bodies required to take a decision, despite location. A good decisional policy must have mechanisms able to alert if a revision is required. A decisional policy it's necessary for every company, but it' mandatory if the management of the decision is central but the operational side is de-centralized. And it's the only method to guarantee a homogeneous outcome.
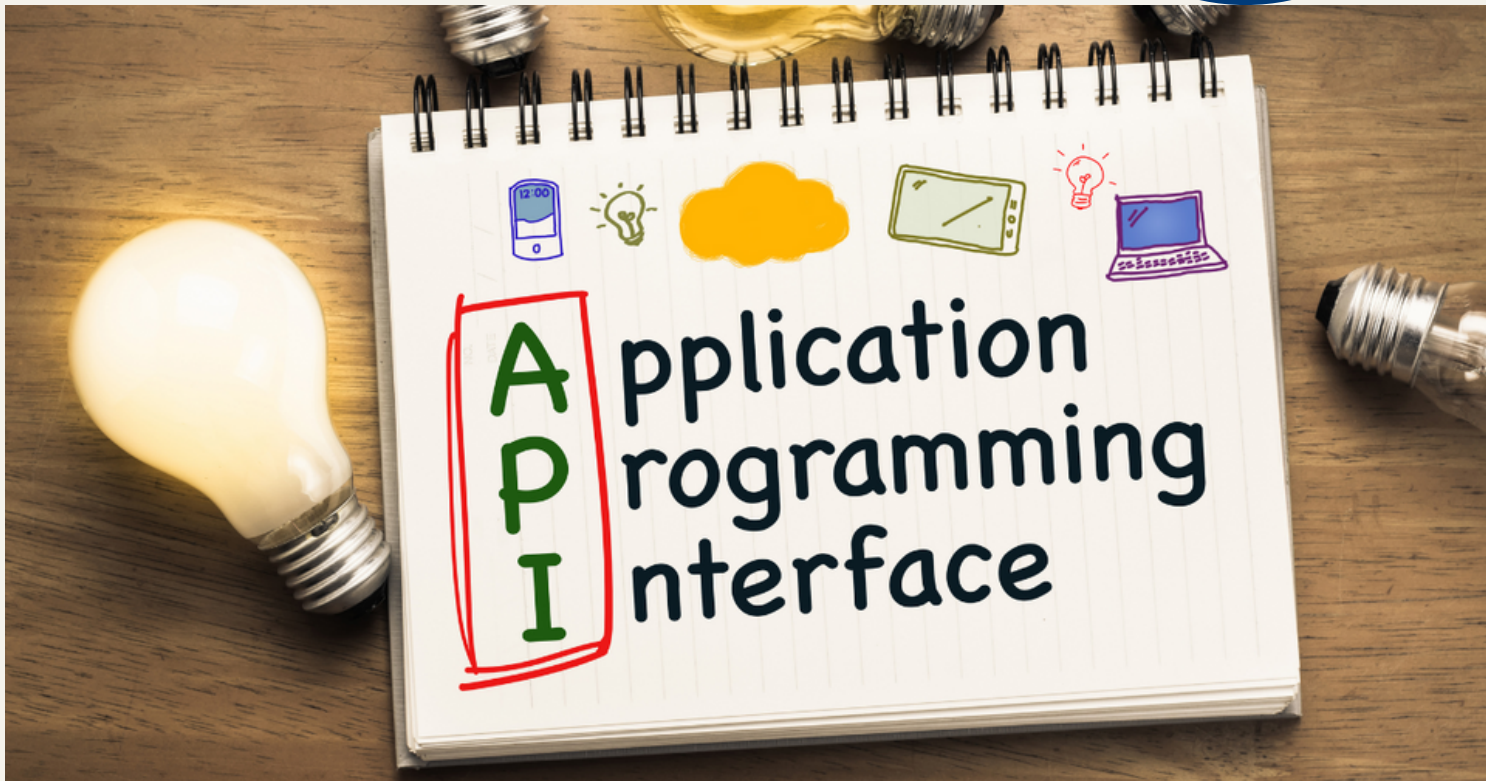
Decisional policy is the main pillar: without it, IT solutions itself, even if very sophisticated, cannot drive an efficient assessment process.

Combined to decisional process, adopt the right ERP system able to deal to customer or a supplier from the acquisition, to the management, to assessment policies, to development.
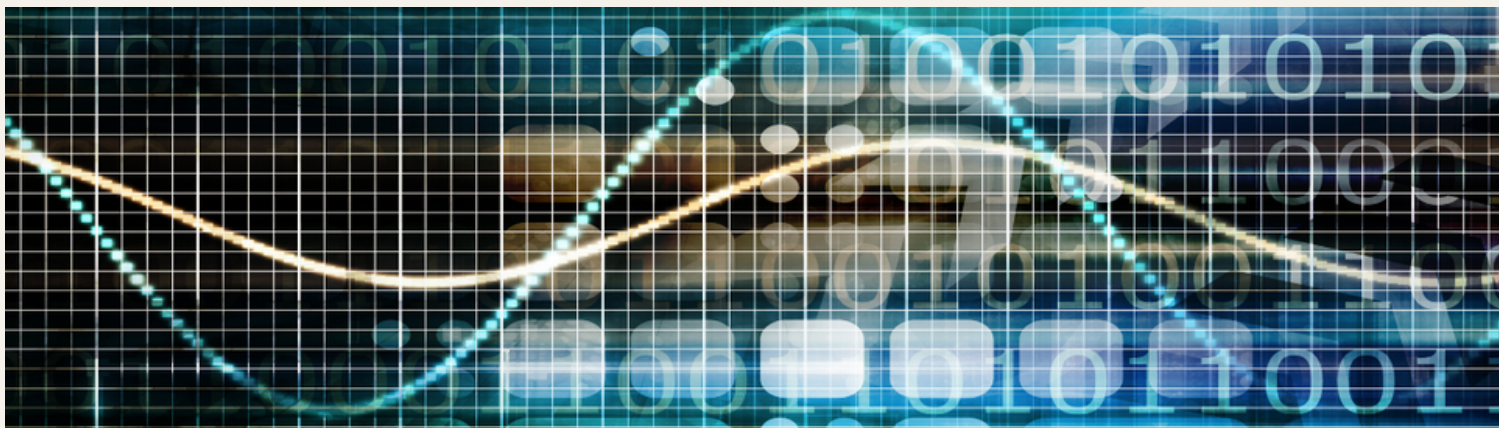
In a business partner evaluation process, ERP must combine decisional policy rules and information related to a business partner. If customer or supplier to analyze is already in portfolio, past history can be a good starting point for the assessment. But it's not enough: external information is crucial in take a decision based on profile of the company. Starting from firmographic information, moving to assessment, financial indexes, company structure and management and negative events. Described information is crucial for business located everywhere in the world, both for existing partners and new ones. Even if data availability is strictly linked to local availability and legislation, to take a safe decision is crucial have access to this information.

Have a robust decisional policy process embed in ERP system allows take great part of the assessment automatically and small part of them with further analysis.

**www.skyminder.com**

# Data integration to better face international business assessment challenges



Again, decisional policy process availability is something that companies have in place, ERP system are accessible in great part of the companies with different level of sophistication, performance history of a partner already in portfolio is stored. But external business information isn't something used by all companies and then is less frequent that this information is embedded in ERP. Without a robust system of external business information, it's clear that also the implementation of an automatic decisional system isn't reliable as too much affected by opinion instead of facts.

**www.skyminder.com**

# Data integration to better face international business assessment challenges

Thanks to SkyMinder is possible to embed best in class business information at worldwide level into ERP systems. SkyMinder is CRIF platform for in-depth credit and financial data on companies all over the world. API capabilities allows access to SkyMinder solutions coming from 40 provider in the world and able to cover every assessment need. From credit and financial risk, to company structure and ownership definition, anti-bribery, corruption and financial crimes assessment and cyber risk attacks. Solutions available via SkyMinder are:

- **Full Report and Slim Report**: Information, with different level of details, related to all companies in the world, including firmographics, credit limit, risk indicator, management, shareholders, negative events etc.

- **Full Monitoring**: Detailed information about changes affecting a company as soon as happened. Combined possibility to request for free updated report.

- **Alert**: Information related to the area involved by a change as soon as an event happened.

- **Planned Revision**: Scheduled revision with updated report including company's changes if applicable.

- **Verification Report**: List of shareholders to understand company's structure.

- **Compliance Report and Extended Check Report**: Anti Bribery and Money Laundering lists checks related to financial crimes.

- **Cyber Risk Report**: Assess the level of risk related to a business partner in being involved in a cyber attack.

Thanks to SkyMinder API capabilities, SkyMinder solutions are available into most popular ERP systems in plance for credit and financial evaluation like we.trade, SAP/4 Hana Cloud for Credit Integration, Dynamics, Salesforce and Ready4 Credit Management Integrated in SAP, Credity.

**www.skyminder.com**

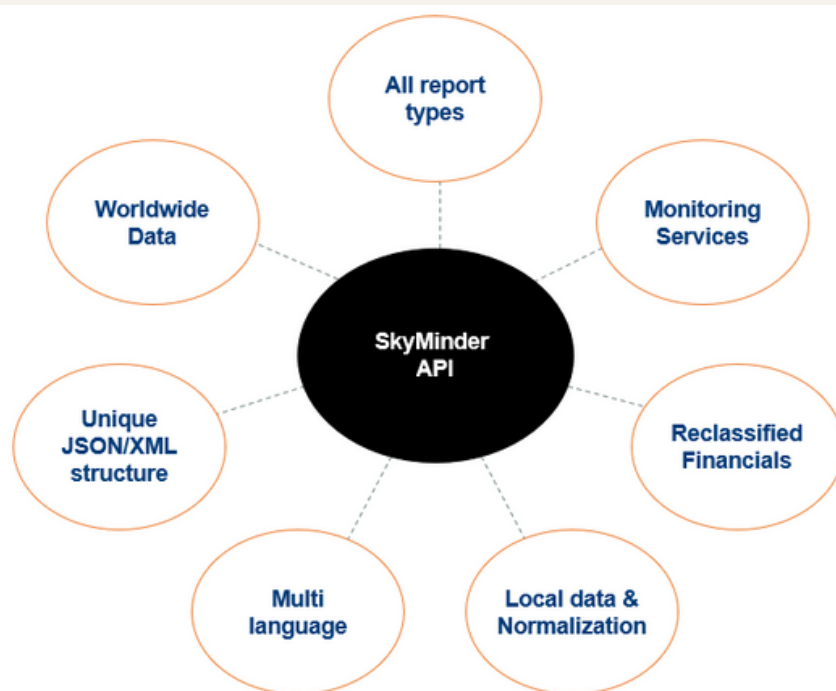# Data integration to better face international business assessment challenges

SkyMinder API is designed to support interoperable machine-to-machine interaction, where a client can access the company data in a full integrated mode. API can be called by various programming languages and provide flexibility to get information, import, edit and represent data based on client needs.

API is available in two different web services technologies, one SOAP XML and one REST JSON, both covering all services. Client is free to choose who better fits with its local framework.

API functions are designed to provide simple and standard integration experience cross countries. Normalized domains and online configurations provide the client a full set of instructions to support the different countries specifications with low implementation impact on client side.

Web documentation, accessible via secure authentication, provides use cases and collection projects ready for download and use in most common webservice formats (swagger, SoapUI, Postman) and speed up the analysis and integration process.

API services allow optimizing elaboration time, supporting dedicated tasks to deliver structured data and PDF generation, with final result of better user experience.

**www.skyminder.com**