

**Where and How
to screen your business partner**

Ing. Katarína Šebejová, analyst

Trend Holding, spol. s r. o.

Where and How to screen your business partner

Motto

„Regular information gathering is as important for business as a medical checkup is for people.“

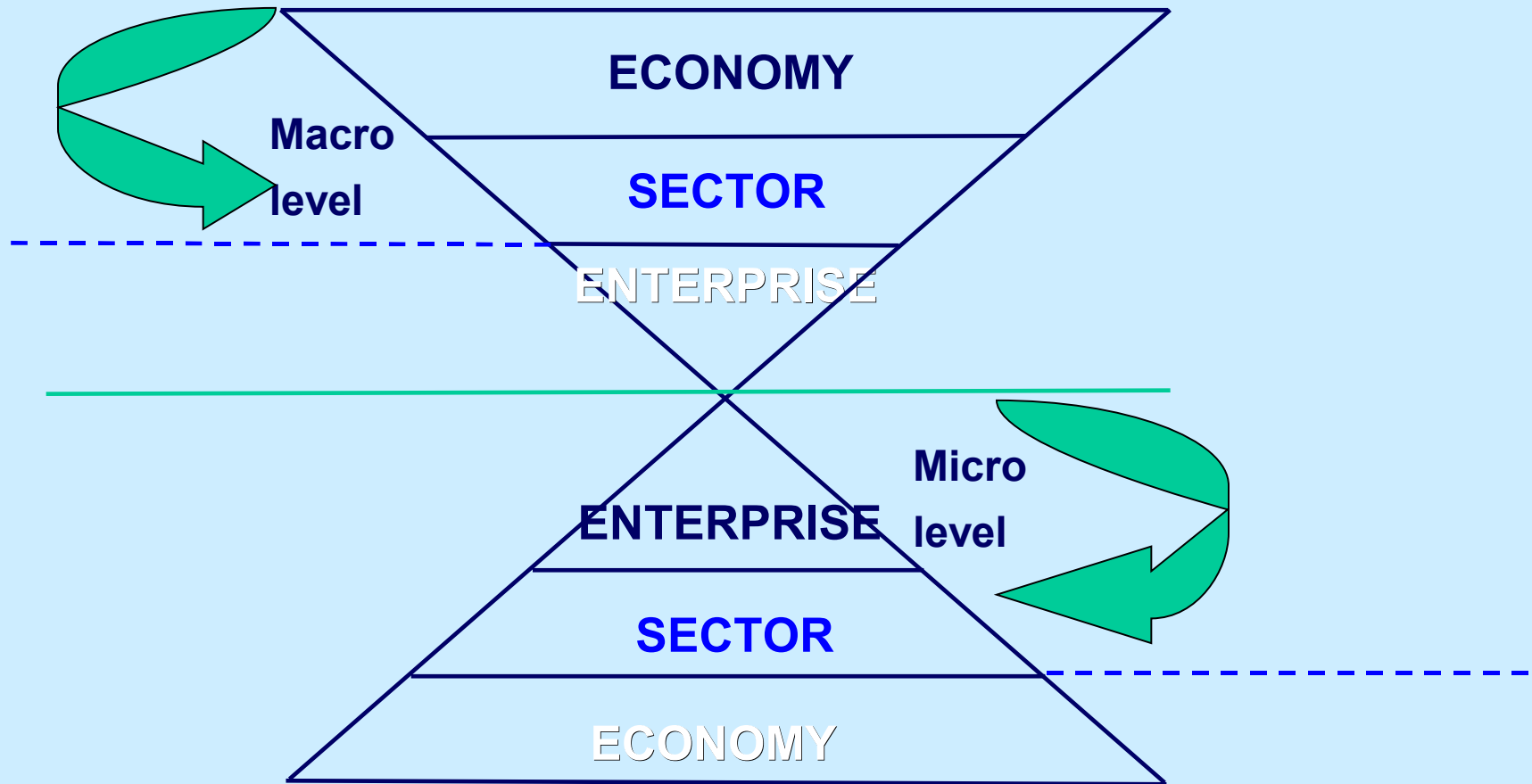
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Theses

- **Where does the information come from**
- **What kind of information do we need**
- **Where do we search for the information**
- **What kind of public information sources we can use**
- **Why are public information sources not sufficient**
- **What are the advantages of commercial information sources**
- **Who offers commercial information sources and how can we choose among them**

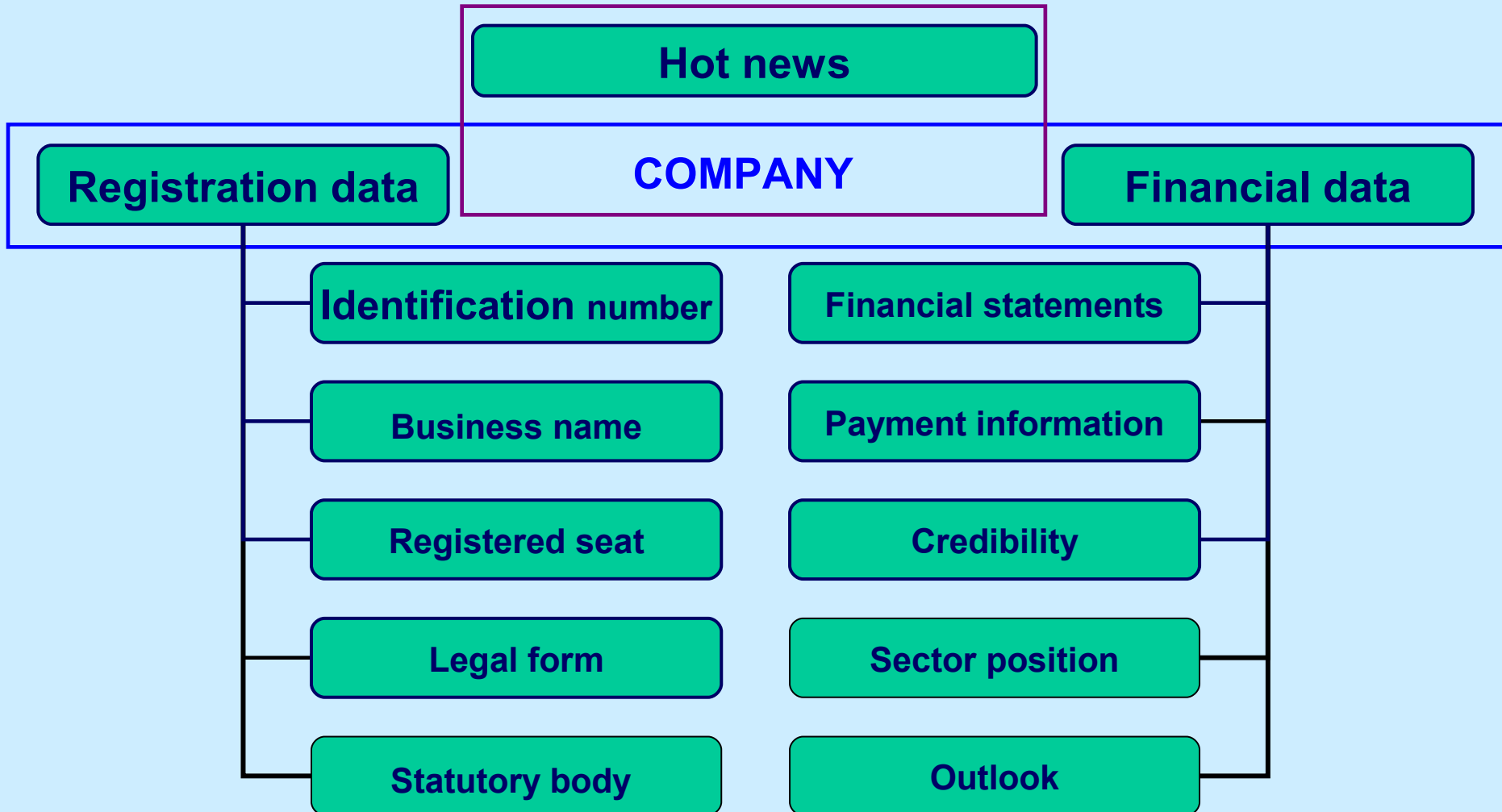
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Where does the information come from



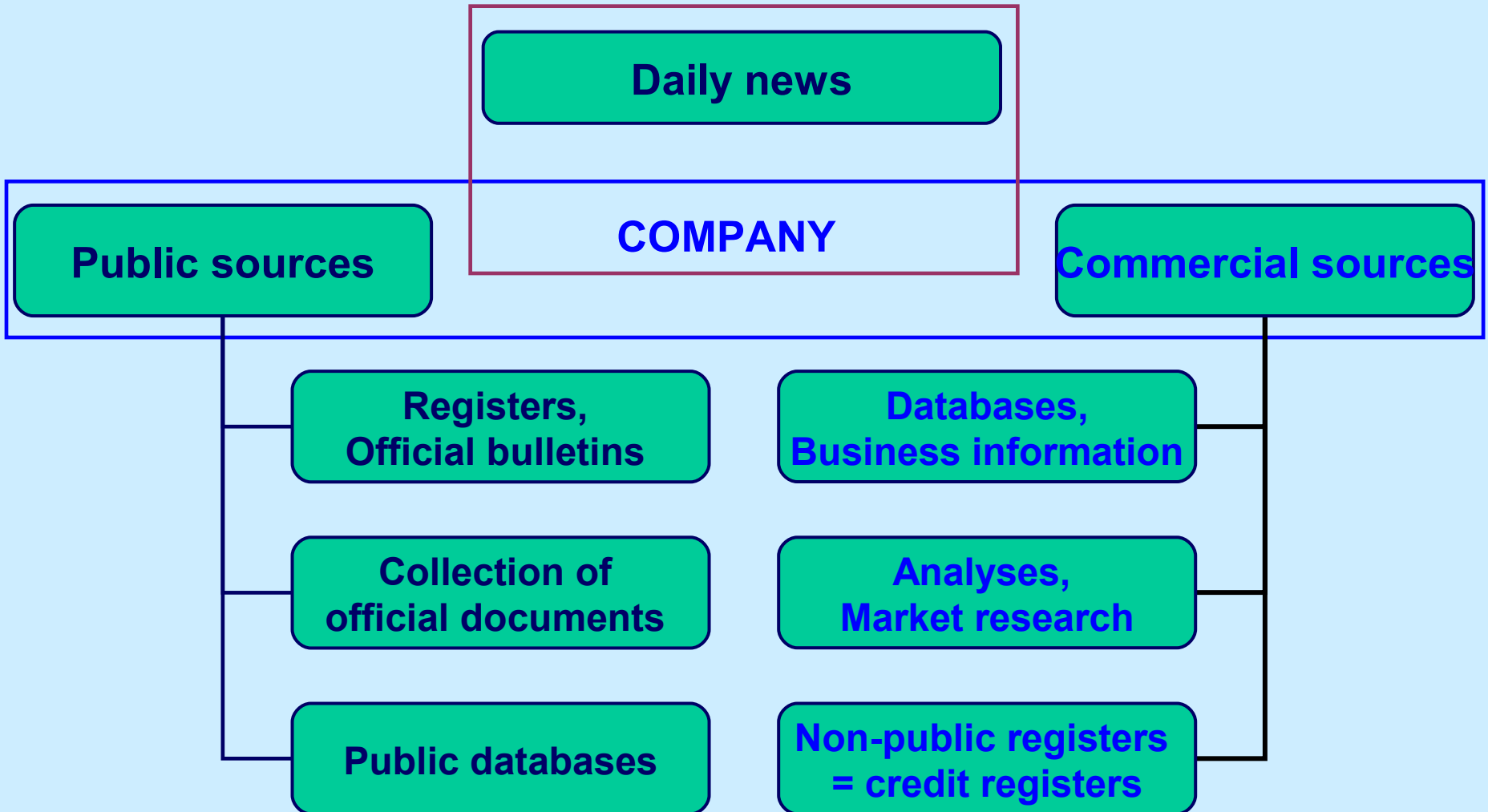
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What kind of information do we need



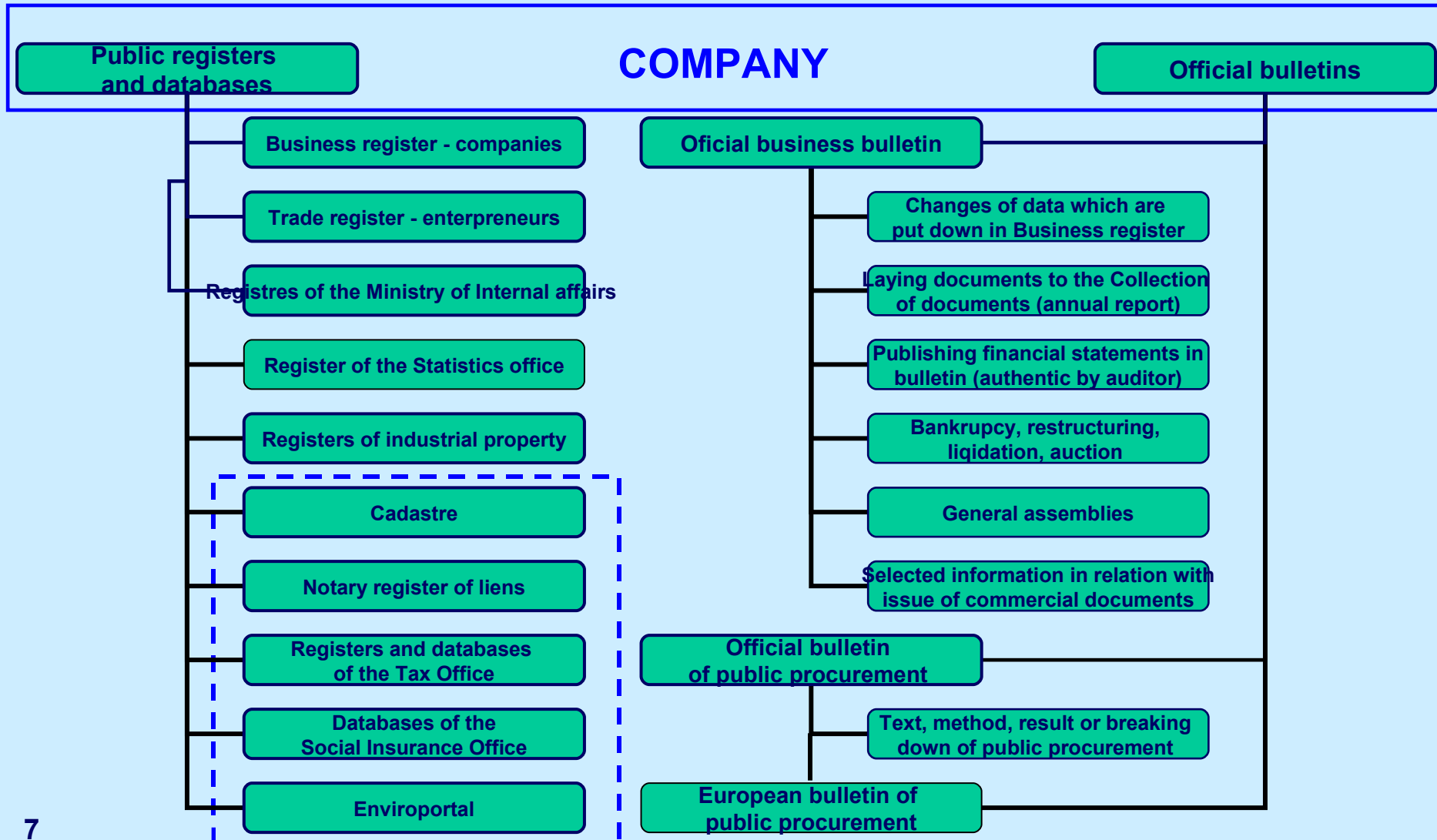
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Where we can find the information



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The scale of public information sources



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Public sources are not sufficient



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...why?

- **Public registers are neither interconnected among themselves nor with business bulletin => information defects**
- **Public sources function as individual applications**
- **Public registers do not contain data from financial statements found in document files**
- **We are not able to carry out a large-scale data export based on public sources**
- **Public information do not contain analytical instruments**
- **There is a lack of electronic communication in public information sources**

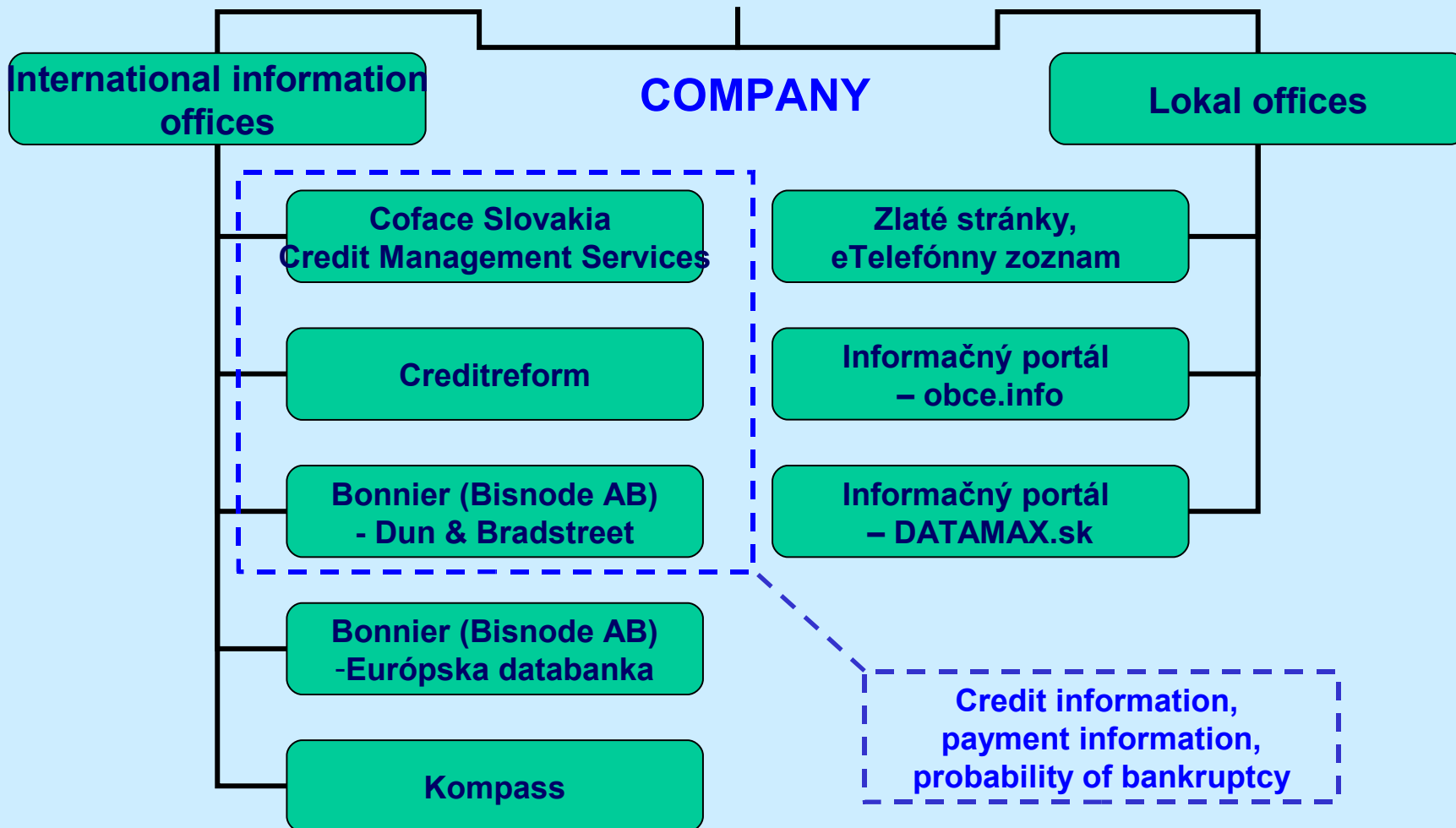
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Deficiencies in public information sources

- **After a merger the new owner of the ending company is not recorded in the Business register**
- **It is possible for two companies for some time to use the same name with different identification numbers in the Business register after a merger or a purchase**
- **Another case is when the business name of a company remains the same but the identification number changes only in some information sources**
- **Late change of company name or address, it is not registered in the old or the new law court register => does it exist at all?**
- **Statistical register is late with establishing, canceling or changing companies compared to the Business register**
- **Identification numbers of organizational components of a company are not written down in Business register.**

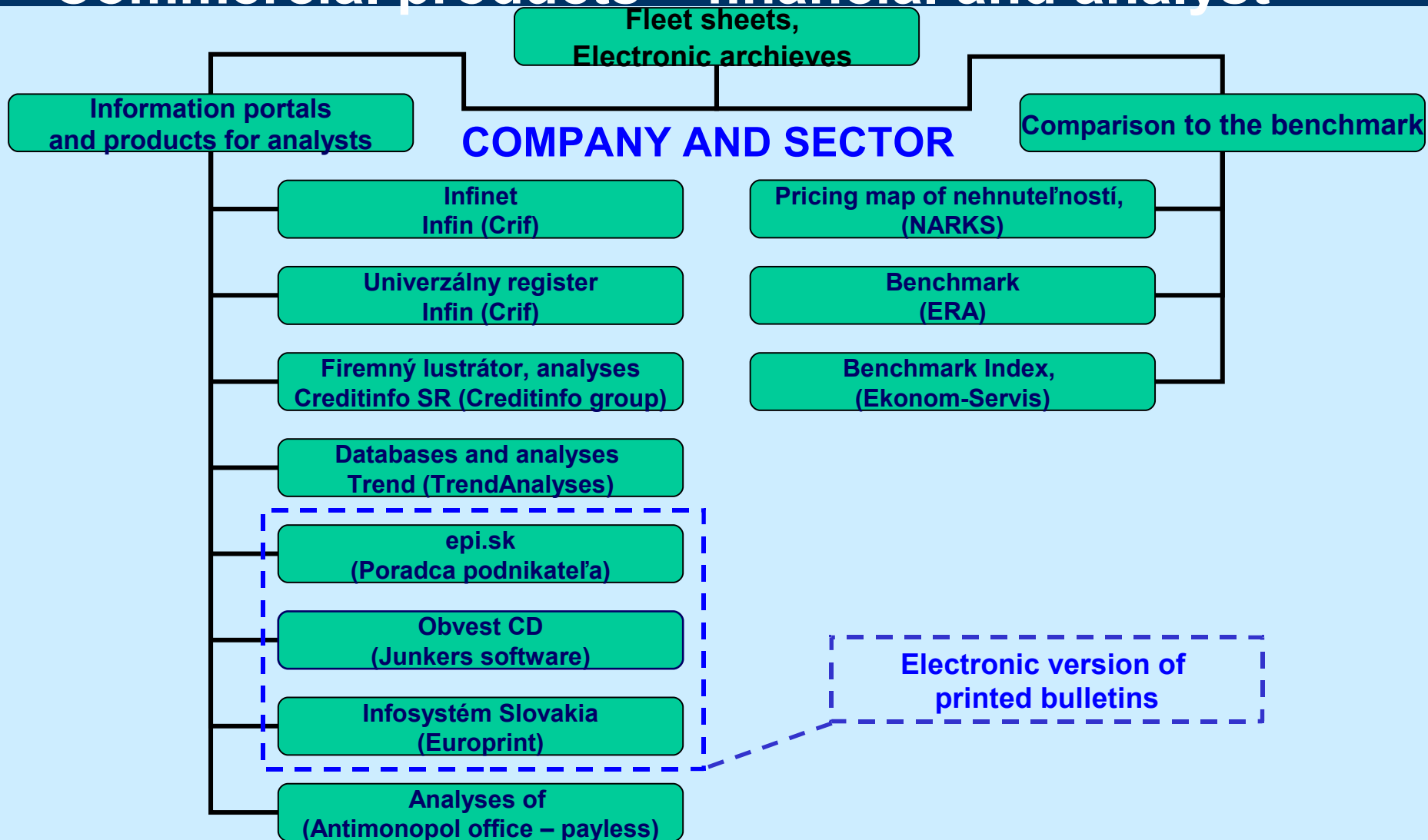
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Commercial products – marketing



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Commercial products – financial and analyst



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Advantages of commercial products

- **They interconnect the most important sources of company data through identification number**
- **They are often more current in comparison with public sources**
- **They also allow to scan historical data very often in many databases**
- **They offer other advantages such as scale of criteria for data scanning, outputting and additional services (monitoring of screening companies over a year)**
- **They bring additional value by analytical output**
- **They react more flexibly to user demands and to technological changes**

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Criteria for choosing

Content	It is comprehensive ? Is there no duplication of existing sources? What about the quality of data? Are the data correct? Is the source reliable and respected? What is the frequency of updating?
Access	Is there choice of criteria sufficient? Is it easy to use? It is possible to get information quickly? Are the source funds used effectively?
Functionality	Is the stability of the sources guaranteed? Is the source attractive in some way? Are there failures due to defective service?
Origin of data	Are the data sources reliable? Are there the data sources legal? Is the provider well-known?

Where and How to screen your business partner Contact



**Ing. Katarína Šebejová,
Trend Holding, spol. s r. o.**

Mobil 0904 415 469

sebejova@trend.sk