

Why Use the Credit Alert Service?

Not All Alert monitoring services are created equal.

You cannot manage what you do not know!

With PG, each company placed on Credit Alert is assigned to a financial analyst who actively monitors, evaluates, and identifies the changing credit risk of that entity, its end markets, and the segment of the industry it operates in.

We are proactive in our approach, we not only monitor numerous credit information sources, we reach out to the risk (buyers and counterparties), to better understand what is happening in real time, hence uncovering early warning signals.

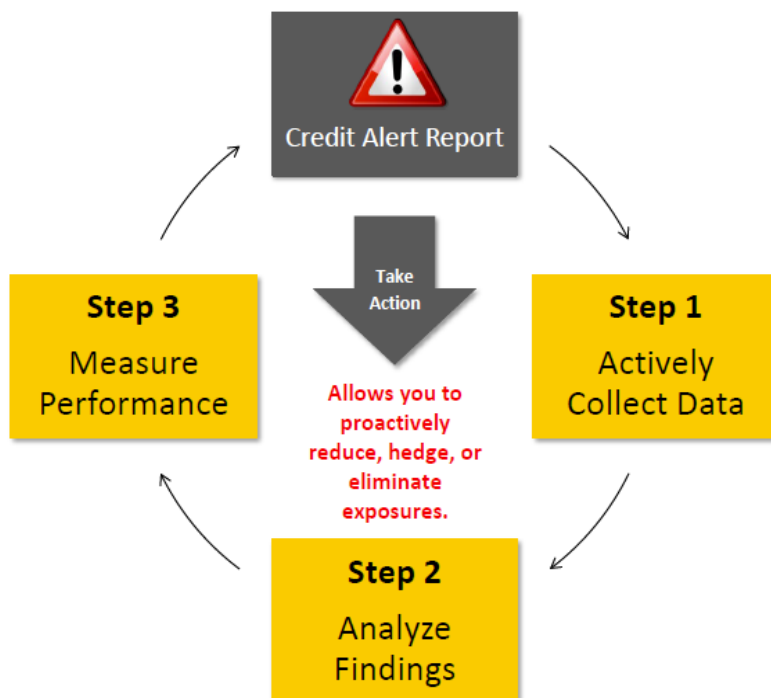
Complacency is common in credit management and it can manifest itself in the form of inadequate monitoring of old and familiar customers, dependence on oral information versus reliable financial data, optimistic interpretation of known credit weaknesses, and ignoring warning signs.

With PG's credit alert service, you can trust the information has been validated, minimize credit risk, and avoid a potential credit loss altogether.

A behind the scenes look at the Credit Alert Service

Credit Alert Monitoring Process

Actively Monitoring Your Customer's Credit Risk



The following list is a sampling of activities completed by our analysts behind the scenes when an account is placed on Credit Alert:

- Our analyst team is actively maintaining and developing relationships with management personnel at debtor companies and contacting them as needed for supporting credit and financial information.
- The analyst stays on top of “macro” industry events that could affect the credit quality of industry participants as a whole.
- On a “micro” level, the analyst evaluates the alert company’s suppliers and its end markets in an effort to uncover up or downstream risk factors that could negatively impact its business operations.
- ProfitGuard analysts are fed local, national, and international news on each debtor company under a major subscription with LexisNexis. This information is reviewed on a daily basis for potential credit risk items.
- The analyst will conduct regular reviews of S&P or Moody’s rating summaries, bond prices, a new bank arrangement, covenant violation, forbearance, and SEC filings among other items.
- The analyst will take part in quarterly earnings conference calls to uncover key information that may not be disclosed in an SEC filing or for additional information.
- Analysts actively secure and analyze financial statements and bank references on private companies, speaking to management, asking probing questions to get the rest of the story.
- The analyst will monitor the monthly payment habits of your customers’ and their suppliers to identify any noticeable trends that could be a red flag to potential financial problems.
- Our team holds committee reviews regularly to discuss upgrades, downgrades, or to affirm credit scores as well as review marginal accounts for near-term concerns.
- ProfitGuard also takes part in periodic site visits to certain debtor companies to meet with management and assess the company’s operations.
- Regular queries are performed to identify any possible new legal items (suits, liens, judgements, and UCC Filings).