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The number of commercial products available is even more extensive than the range of consumer products. Commercial products are used where the entity is deemed to be a non personal applicant, i.e. Company, Business etc or as discussed in previous newsletters where the majority of the credit is for commercial purposes. The article is highlighting the different types of data available for Company entities can be quite daunting.

The following section will hopefully help add clarity to some of the key offerings in the market for assisting with commercial assessment.

Enquiries available are for both search/clarification and finance purposes. The defining factor being whether the company has applied for finance. There is no restriction on completing a search on a company.

## **Company Search**

A number of searches can be completed on the Australian Securities and Investments Commission(ASIC) database, either directly from ASIC or through a broker such as ABR, Baycorp Advantage or Dunn and Bradstreet. ASIC is the commonwealth government's independent body responsible for regulating organisations covered by Corporate Law.

The below searches are helpful in confirming the identity and status of organisations and their associated individuals.

- Company name browse

The Company Name Browse gives you online confirmation of the current status of a company. It provides you with the Australian Company Number (ACN), the state and registration status for the company and the official company name.

The major benefit of this service type is the cost free confirmation of the ACN prior to commencing a further bureau enquiry/search on the company and the 'official' name confirmation for documentation purposes.

- ASIC- Current Extract

The ASIC Current Extract provides you with the most current information available on the ASIC database. The report contains information such as address, incorporation, directorship and company secretary details, registered securities plus any external administration details.

The major benefit of this search apart from the detailed report on the company, is the identity of all it's directors.

- ASIC - Historical Extract

The ASIC Historical Extract returns the same information as the Current Extract and also includes any historical data for addresses, company names and previous directors.

It is important to note that although access to the above enquiries can be obtained from multiple providers in a multitude of formats, the data all originates from the same database - ASIC.

## **Finance Enquiries**

Where the organisation is applying for finance, a credit enquiry is also completed on the company entity. Currently there are a number of suppliers of commercial credit within the Australian market, Dunn and Bradstreet ([www.dnb.com.au](http://www.dnb.com.au)), Baycorp Advantage ([www.baycorpadvantage.com](http://www.baycorpadvantage.com)), Australian Business Reporting ([www.abr.com.au](http://www.abr.com.au)) and an additional supplier within the New Zealand market, CreditWorks ([www.creditworks.net.nz](http://www.creditworks.net.nz)). They all provide a number of commercial products.

The main type of enquiry is a Company or Commercial enquiry. This is the base commercial credit enquiry. The Company enquiry provides a credit report for the company available on the provider database. This report assists with determining the credit worthiness of the company applicant and returns the following details:

- Company details
- Trading address
- Directorships
- Shareholder details
- Derogatory data – defaults, petitions, external administration etc

Additional components can be added to this enquiry in the form of:

- Credit scoring
- ASIC extracts (current or historical)
- Analytics for payments, default probabilities etc.
- Director commercial and/or consumer enquiries
- Subsidiary company enquiries
- Comprehensive investigations
- Indepth reporting

ABR can also provide a credit report browse against their database and a variety of reports ranging from low-end credit assessments to comprehensive investigations to manage credit risk.

We specialise in understanding and advising on the correct products, processes, and tools to assist companies manage their credit decisioning process. We also provide comprehensive analysis and monitoring of existing solutions to ensure optimal processes are maintained. Our vast experience in this market coupled with our in depth knowledge of the many bureau services available in the market, allow us to provide unbiased and comprehensive advise to companies in relation to their credit risk assessment.

Contact us to discuss how we can assist you with managing your credit decisioning process.