



CRISIS CREDIT CONTROL SURVIVAL GUIDE

NIMBLA.COM



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This is your guide to crisis-proof credit control that can help to protect your business against customer nonpayments.

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INTRODUCTION



It has never been more important to understand and mitigate your company's credit risk. The pandemic has pushed two in three businesses to the brink of insolvency. Research commissioned by Nimbla invoice insurance suggests that British SMEs have already written off an estimated £2.2 billion in customer defaults this year.

To help your business navigate this high-risk trading environment, we are offering a free (soft) credit check on all your customers. Nimbla's breakthrough algorithm synthesises multiple sources of credit data to give you the most accurate picture of your customers' credit risk possible. What's more, Nimbla's technology offers you instant access to real-time credit risk information.

Nimbla's credit risk insights synthesise data from credit agencies, company financial performance and past payment behavior to show you the precise credit risk for each invoice or prospective transaction. This is your guide to using Nimbla's free insights to mitigate against customer credit risk, and crisis-proof your business.



1. LOG IN TO NIMBLA



Nimbla's pioneering algorithm builds a precise picture of your customers' credit risk in real-time by synthesising numerous sources of information, from financial performance to payment behaviour.

Unlike credit checking agencies, Nimbla is liable for calculating the credit risk of a business correctly.

You can access leading credit risk insights in seconds, and completely free of charge by setting up an account with Nimbla invoice insurance. This credit check is soft and does not affect your customers' credit score.

To view the customer credit risk of your invoices, simply log into your accounts securely via Nimbla. We support almost all major accounting platforms and you can disconnect at any time.

You'll then be able to see the credit risk across your whole sales ledger in your personalised dashboard.

2. CHECK YOUR CREDIT RISK

Once you've connected to Nimbla, your sales ledger will automatically populate your Nimbla dashboard. You'll be able to view the credit risk for all of your customers all in one place.

Nimbla uses advanced algorithms to rate your customers' credit risk level as 'low', 'medium' or 'high', enabling you to scan your entire sales ledger and identify any problems in seconds.

NIMBLEX CREDIT RISK RATING

The Nimblex Rating compiles data on your customer's credit rating, financial performance, cash balance sheet and payment behaviour to provide you with a real-time view of their ability to pay. You can use this visibility of your credit risk exposure to support corrective actions that reduce the risk to your business.



3. GROW SECURELY

Once you have Nimbla, you'll be able to check whether it's safe to take on more business with an existing customer, or to start trading with a new one in seconds.

To check the credit risk of a prospective transaction, click on 'Quotes' in your Nimbla dashboard, enter some basic details, and Nimbla will tell you how likely you are to be paid.

This will help you to validate your credit decisions, and liberate your sales team to move more quickly on new business opportunities.

Rather than concerns about customer defaults holding your business back, you'll be empowered to extend credit lines to new and existing customers, pivot and grow your business securely.



4. BUILD RESILIENCE

Even in high-risk trading conditions, using Nimbla to guide your credit decisions can help you to grow your business securely. If a prospective customer is low risk, you'll know that you can comfortably offer them longer payment terms. More attractive terms can help you to win more business, as well as building trust and supply chain resilience over time.

If a new customer or transaction is high risk, you'll have the insight you need to shorten your payment terms, or avoid trading altogether where the likelihood of customer default is high. You will know upfront whether a trade is likely to result in losses that would harm your cash flow, and potentially even threaten the continuity of your business.

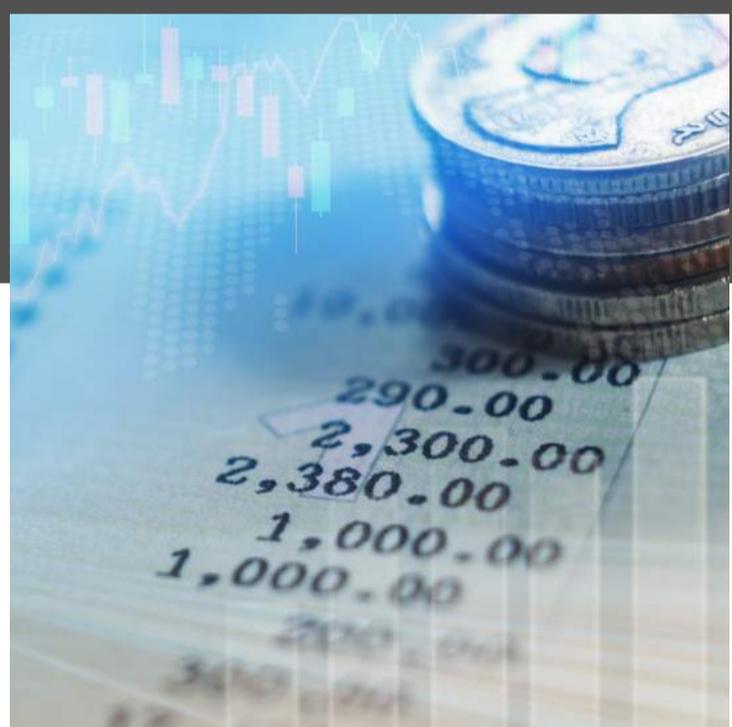
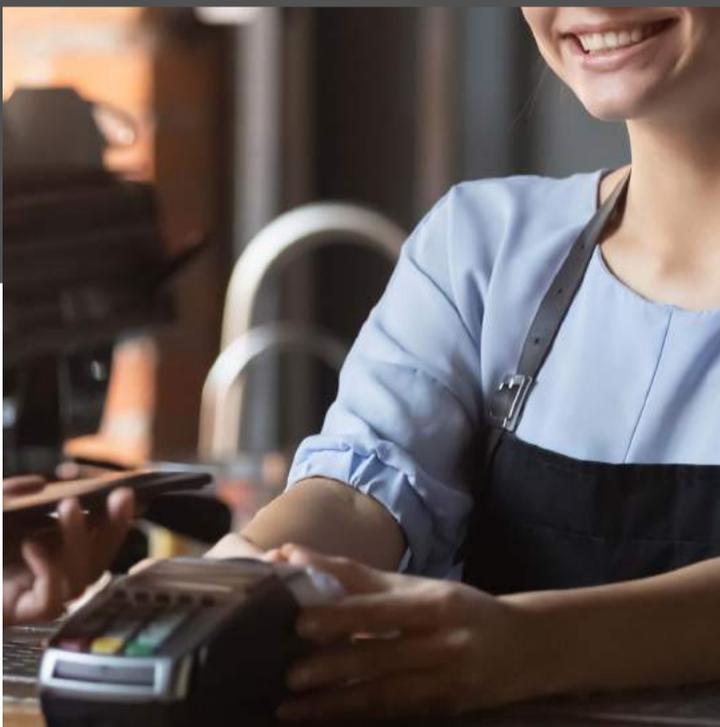


5. GET PROTECTED

In today's global economy, it's prudent to insure your invoices against defaults. UK businesses lose billions each year due to unpaid invoices. Leaving your revenue at risk can even trigger insolvency.



If you want to continue trading with a customer, but you aren't completely comfortable offering them credit terms, you can insure your invoices with Nimbla from as little as 0.2% of the invoice value.



Invoice insurance can be especially helpful if you're concerned about your business becoming overly concentrated in a particular sector or with a handful of customers. In the current high-risk trading environment, it could save your business.

Since Nimbla lets you insure prospective invoices in seconds, you can even include the cost of the insurance in your prices. So protecting your bottom line can be completely free. Why risk your business when you can have peace of mind?

ABOUT NIMBLA

INVOICE INSURANCE

Nimbla gives you fast, flexible protection against not getting paid. Rather than risk a loss that could topple your business, you can now insure your invoices from just 0.2% of their value. Then if the worst happens and your customer becomes insolvent, Nimbla will pay you 90% of the value of your invoices. *

*Subject to reasonable Terms and Conditions



Insure individual invoices in seconds

Designed for small businesses, Nimbla lets you choose exactly what you insure, and enables you to protect your business in seconds. Invoice insurance gives you the safety net you need to trade confidently despite market uncertainty.



Free initial advanced credit check*

Nimbla uses advanced algorithms that synthesise data on your customers' credit score, financial performance and payment behaviour. The resultant real-time insights into whether you'll be paid liberate your sales team to grow your business.



Free expert debt collection

Every policy purchased from Nimbla comes with free debt collection to help you maintain positive cash flow if your customers are late paying. Our experts work with your customers to resolve their cash flow issues and get you paid fast.

*Credit checks are soft and do not affect your customers' credit score.

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