



Decide with Confidence



# Accelerate Economic Development Within Your State

## Discovering New Opportunities

Economic development is a top initiative for most state and local governments. Departments tasked with discovering new economic opportunities and retaining existing business wealth, are now facing intense competition between communities and states for new economic projects.

D&B can help accelerate economic development initiatives and growth initiatives by providing direct access to over 100 million of business records in our global database. Additionally, D&B can help to identify prospective companies and validate the stability and economic promise of those companies.

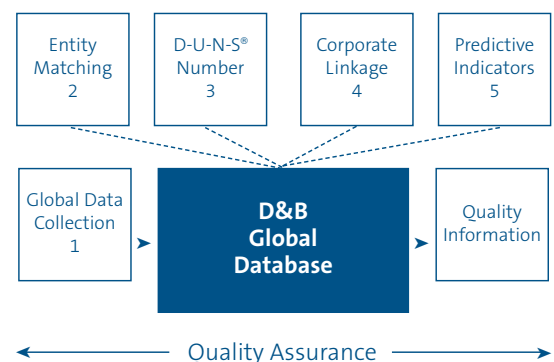
## Key Benefits

- Analyze macro economics of the state, such as industries, size, financial trends
- Understand detailed business information, such as ownership and financial condition
- Target companies for relocation of divisions and manufacturing sites
- Provide site selection assistance to companies planning to move to the state
- Understand foreign affiliations of state businesses for good will and incentive efforts
- Identify global potential of a domestic company trying to export
- Help retain businesses that may be troubled, closing or expanding
- Assist growth of small businesses

## Quality Information = Confident Decisions

Dun & Bradstreet provides government agencies with the highest-quality data available which is the foundation of any of D&B's Government Solutions. DUNSRight™, our patented process for quality information encompasses five quality drivers that work sequentially to aggregate, standardize and enrich agency information. Our global database of over 100 million businesses is updated 1.5 million times a day to ensure accuracy, completeness, timeliness, and cross border consistency. The process works like this:

- Global Data Collection brings together data from a variety of sources worldwide.
- We integrate the data into our database through our patented Entity Matching, which produces a single, more accurate picture of each business.
- We apply the D-U-N-S® Number as a unique means of identifying and tracking a business globally through every step in the life and activity of the business.
- We use Corporate Linkage to enable agencies to view the total risk or opportunity across related businesses.
- Predictive Indicators use statistical analysis to rate the past performance of a business and to indicate how likely the business is to perform that same way in the future.



## Dun & Bradstreet—Trusted Source of Critical Insight

D&B is committed to be the trusted source of critical insight so government entities can decide with confidence. By leveraging D&B's 165 years of experience and our patented DUNSRight™ process; government agencies can transform disparate sources of data into actionable intelligence and insight.

### Prospecting

Sound economic development relies on the understanding the economic promise of industries and companies. D&B can provide both macro and micro business information for analysis.

- What are the business demographics within the state?
- What growing industries in neighboring states should be recruited?
- What growing businesses in neighboring states should be recruited?
- What suppliers or key customers are within state that will help determine site selection?

### Economic Assessment

Not all businesses offer equal economic promise. D&B can help identify prospective businesses that will help grow the state economy.

- What businesses financial stable?
- What businesses have economic promise?
- What businesses are in trouble and/or likely to close and may need retention assistance?
- What small businesses may need economic assistance?

### Corporate Relationships

Uncovering hidden relationships between businesses is difficult. D&B can easily reveal corporate relationships to facilitate targeting of prospective businesses.

- What target companies could relocate headquarters or divisions into state?
- What target companies could relocate manufacturing sites into state?

### Foreign Affiliations

States do not just rely on domestic information. States also need information on international businesses. D&B can provide insight on foreign affiliations.

- What businesses have locations around the world for good will or incentive efforts?
- What is the global potential for a state business trying to export?

*All 15 Cabinet-level departments, most federal agencies and over 75% of state agencies rely on D&B as a trusted partner to make confident decisions.*

## D&B Solutions

Government Solutions  
Risk Management Solutions  
Sales & Marketing Solutions  
Supply Management Solutions

[www.dnb.com/gov](http://www.dnb.com/gov)

Find out how D&B Government Solutions can help you achieve your agency mission. Call us today at 1-800-424-2495.