



Navigating today's global trade environment is challenging for companies currently exporting products abroad or for those firms seeking to enter the export market. Compliance with existing regulations and laws is one of the top challenges exporters face, and when combined with the likelihood of increased regulatory controls, the demands are significant. This is particularly the case in the global food, pharmaceutical and medical device industries. Public opinion has also shifted to the side of caution – as a widespread anxiety has developed around products manufactured abroad. This lack of confidence in both products and the suppliers that produce them is reflected through foreign regulatory and border control agencies relying heavily on targeting systems and data integration to monitor global trade networks.

Exporters are expected and often required to be fully transparent with their company information and compliant with all regulations and laws if they are to maintain the flow of goods abroad. In addition, due to the abundance of competition, exporters need to go beyond maintaining their global markets and expand into new markets. As laws and regulations continue to change and become more stringent, it is imperative for exporter to have its business verified by a trusted third-party organization, and be willingly transparent and accountable to regulatory agencies.

D&B's **DUNS Verified Solution** can help exporters meet existing and anticipated requirements from global regulators through a focus on transparency and accountability, as well as reach new markets as a member of a global supplier registry. Specifically, D&B can provide:

- **Third party verification through a DUNS Verified Report** – which can aid in navigating the regulatory environment with a detailed report on key company information
- **A detailed profile on the DUNS Verified Global Registry** – which allows importers an exclusive list of suppliers who and have been verified and are transparent in their business functions.

DUNS Verified Benefits

Through the DUNS Verified Solution, D&B verifies a company's information by developing supplier profiles from available data sources and onsite visits—to create a **DUNS Verified Profile Report**. Benefits to an exporter include:

- Increased transparency of corporate functions and information, aiding in compliance of laws and regulations
- Preparation for participation in government “trusted trader” programs
- Improved competitive advantage through an exclusive footprint on a global registry, allowing potential importers visibility into a select list of verified companies
- Increased trust from your existing suppliers due to transparency and visibility
- Improved protection for the brand

Complete Supply Chain Control

The DUNS Verified Solution should be combined with the applicable safety standard for the specific industry (e.g., the Global Food Safety Initiative or GSFI for food processors), and is used in conjunction with other regulatory standards and laws. While a safety standard provides key requirements for a specific industry, the standard only provides a snapshot at a point in time and may not provide the importer or regulatory agencies with sufficient information. DUNS Verified, however, provides an up-to-date profile of an exporter, including company facts, primary product lines, in-country registration and certifications, management details, and operations summary. Using DUNS Verified combined with an industry safety standard provides a complete picture of an exporter to a potential importer or regulatory agency.

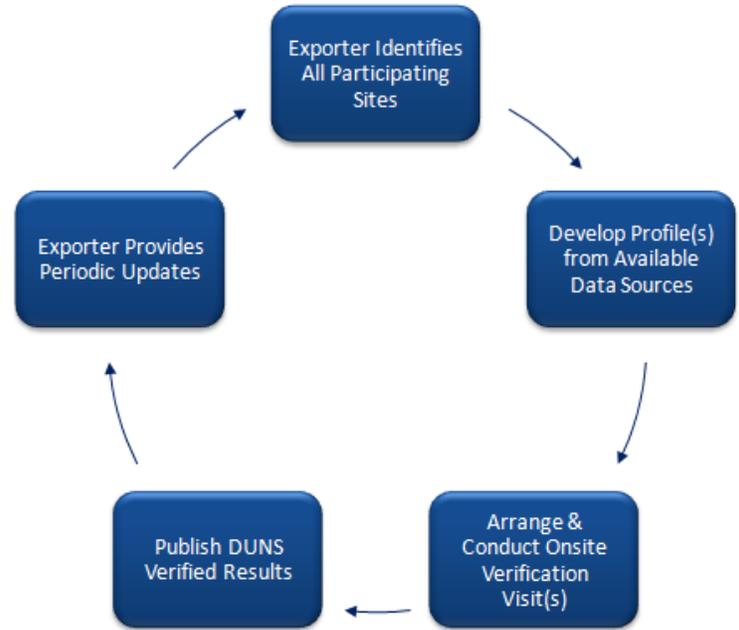


Decide with Confidence

Lifecycle of DUNS Verified Solution for Exporters

There are many elements that comprise the lifecycle of the DUNS Verified Solution, starting with identifying all participating sites within a supply chain all the way through the process of updating the status of a supplier. Once a supplier enters the DUNS Verified Program, a supplier profile is created for each company using D&B's global database of over **210** million businesses and utilizing additional available data sources. Onsite visits are performed to verify the supplier's information, confirm the presence of a facility through exterior and interior photographs of the manufacturing site and to ensure that legitimate and appropriate operations are being conducted at this site. Once all the information has been verified, a DUNS Verified Profile is published in report form and listed on D&B's Global Registry of Suppliers. Finally, the DUNS Verified Solution allows for periodic updates, so the information in each company's DUNS Verified Report remains up to date on all the changes a business experiences.

Lifecycle of DUNS Verified Exporter Solution



DUNS Verified Profile Features

Each DUNS Verified Profile includes detailed information about the company, including the following data when available and is organized into the following categories.

Basic Information	Facilities	Headquarter Facility
Company Name	D&B D-U-N-S® Number	Full Headquarter Address
D&B D-U-N-S® Number	Address	Operations Summary
Tradestyle	State & County	Review of operations
Address	Location Type	Description of product lines
Location Geographic Coordinates	SIC Code	Operational status
Phone Number	Profile of company sales by line of business	Exporter status and markets
Fax Number	Registration	Certification/Memberships
Website	Dates Applicable	Certification/Membership Name
Email	Legal Structure	Registration Number
Location Management	Registration No.	Issuing Authority
Name	Co. Identification No.	Date of Registration
Current Title	Corporate Linkage	Expiry Date
Contact No	Headquarter	Photographs
Qualification	Domestic Ultimate	Exterior Photographs
Related Experience	Global Ultimate	Interior Photographs

