creditrisk monitor®

CUSTOMER SUCCESS STORY

How Anixter Creates Team Cohesion and Anticipates Risk with CreditRiskMonitor®

Client Profile

A $7.6 Billion Wire and Cable Manufacturer

Founded in 1957, Anixter International, Inc. is a Fortune 500 company and a leading provider of wire, cable, communications and security products. Anixter provides the infrastructure solutions companies need to keep their businesses and digital communications running smoothly.

As Global Manager of Accounts Receivable Risk and Reporting, Mike Ellis helps assess risk and mitigate potential loss across Anixter's customer portfolio. He uses data-driven reporting and consistent account monitoring to support decisions by both management and sales.

ANIXTER

Challenges

Global Credit Risk. Working Capital Demands. Sales Alignment.

Getting paid within terms and protecting working capital are top priorities for Anixter. Ellis and his team need to identify even subtle changes in customers' credit health, stay ahead of at-risk companies on a global scale and work with sales to bring in creditworthy customers.

At the same time, Ellis wants credit to be more than the department that says "no." By giving sales teams clear financial information behind credit decisions, Anixter can bring credit and sales together around a common goal: pursuing opportunities while protecting the business from unnecessary risk.

> *We're **using the sales relationship to accomplish AR goals**, and we're trying to be more engaged with the sales team before an order is placed.*
>
> *— Mike Ellis, Global Manager, Accounts Receivable Risk and Reporting, Anixter International, Inc.*

Solution

Proactive Risk Monitoring with Data-Driven Reporting

Anixter uses CreditRiskMonitor® to continually monitor financial changes involving at-risk companies and incorporate that intelligence into its internal reporting. The result is a more holistic view of customer risk that helps Ellis and his team identify warning signs earlier and make informed decisions before problems escalate.

Key Benefits:

FRISK® Score: Anixter pulls daily reports for portfolio companies with a FRISK® Score of 3 or worse, helping the team focus attention on customers showing elevated financial risk.

Consistent Risk Monitoring: At-risk companies are monitored daily or weekly so Anixter can see whether their financial condition is improving or deteriorating.

Integrated Reporting: CreditRiskMonitor® data is combined with Anixter's internal A/R reports and trend data to create a more complete picture of each customer's risk potential.

High Risk Reports: Ellis uses High Risk Reports and Bankruptcy Case Studies to better understand patterns and trends that may signal financial distress or bankruptcy among customers.

Sales-Supporting Intelligence: CreditRiskMonitor® data helps explain the financial rationale behind credit decisions, giving sales teams greater visibility into risk and helping bridge the traditional gap between sales and credit.

Key Takeaway

With consistent monitoring and actionable financial intelligence, Anixter turns credit risk management into a more collaborative, proactive process. CreditRiskMonitor® helps Ellis and his team identify emerging risk, protect working capital and give sales the data behind credit decisions—helping the two teams work together rather than at cross-purposes.

As Ellis advises other credit teams, "Lead them through the math, and let them think and calculate." Providing sales with the financial information behind decisions helps demonstrate that credit decisions are calculated and backed by data.

> *"By the time something goes wrong, we're able to **scale back on the operations to minimize our risk**, and our sales people are actually thankful for it."*
>
> *— Mike Ellis, Global Manager, Accounts Receivable Risk and Reporting, Anixter International, Inc.*

4 MORE *potential sales calls for every five minutes saved gathering risk data, according to Ellis*

DAILY REPORTS *pulled for portfolio companies with a FRISK® Score of 3 or worse*

Results

Earlier Risk Detection. Better Decisions. Stronger Sales Alignment.

Anixter can spot changes in customer financial health earlier, bring external risk intelligence together with internal A/R data and give both credit and sales teams a clearer understanding of potential exposure.

Earlier Warning of Financial Distress: Daily and weekly monitoring helps identify deteriorating financial conditions well before bankruptcy becomes an immediate issue.

Reduced Risk Exposure: When warning signs emerge, Ellis and his team can scale back operations with a customer before the situation worsens, helping minimize Anixter's potential loss.

Stronger Credit and Sales Collaboration: Financial data gives sales teams greater insight into why credit decisions are made. Rather than functioning as the "center that says no," credit can engage sales earlier and help support responsible growth.

More Efficient Risk Research: CreditRiskMonitor® gathers financial risk information for Anixter, saving Ellis and his team time that can be redirected toward other activities—including supporting the sales organization.

More Data-Driven Decisions: By combining FRISK® Scores, High Risk Reports, internal A/R information and trend data, Anixter can evaluate customers from a holistic perspective rather than relying on a single data point.

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Request a demo to learn how the platform can help you.

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