



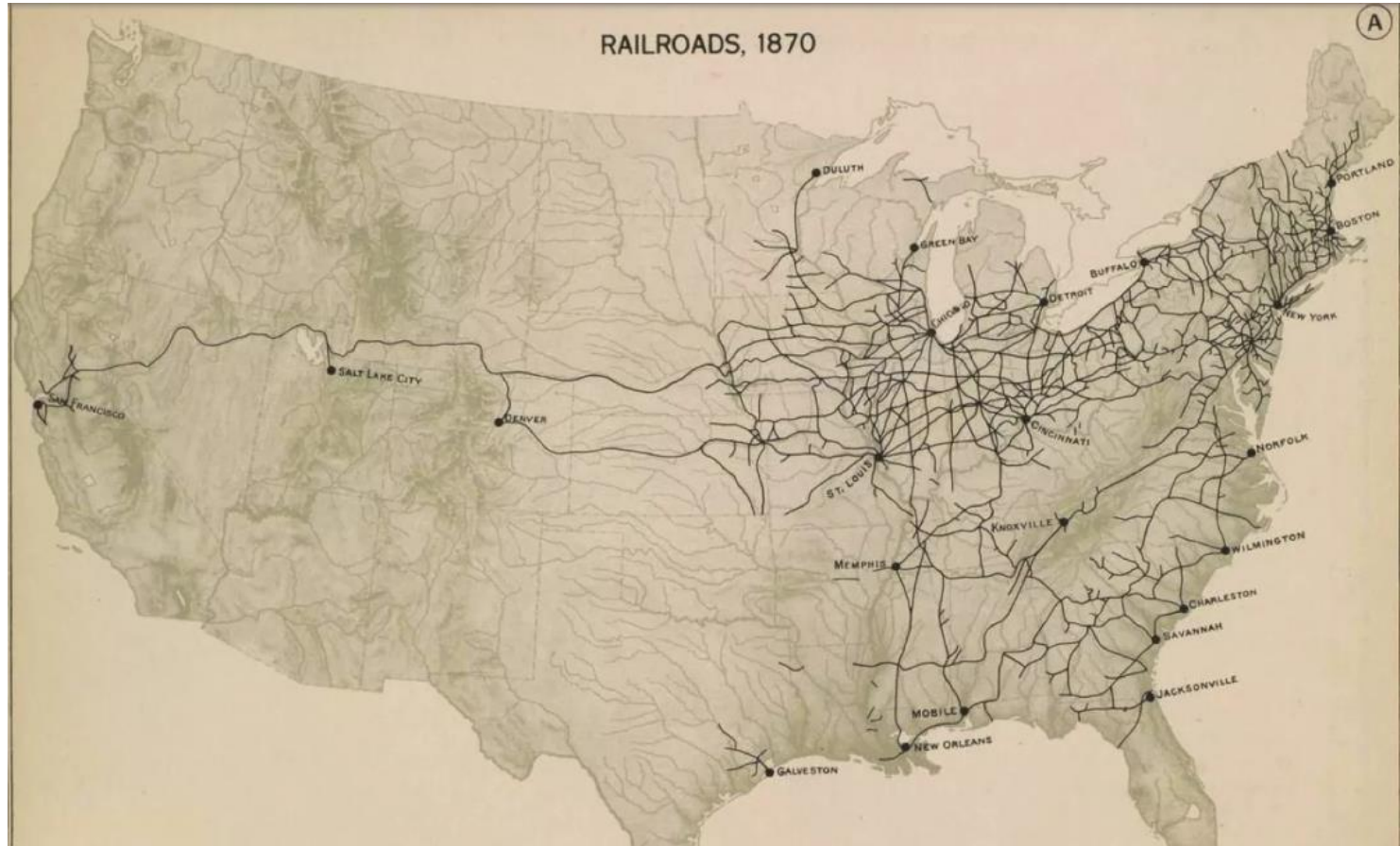
Ticari Kararlarda Yeni Nesil Çözümler

13 Ekim 2015

Intercontinental Otel
İstanbul

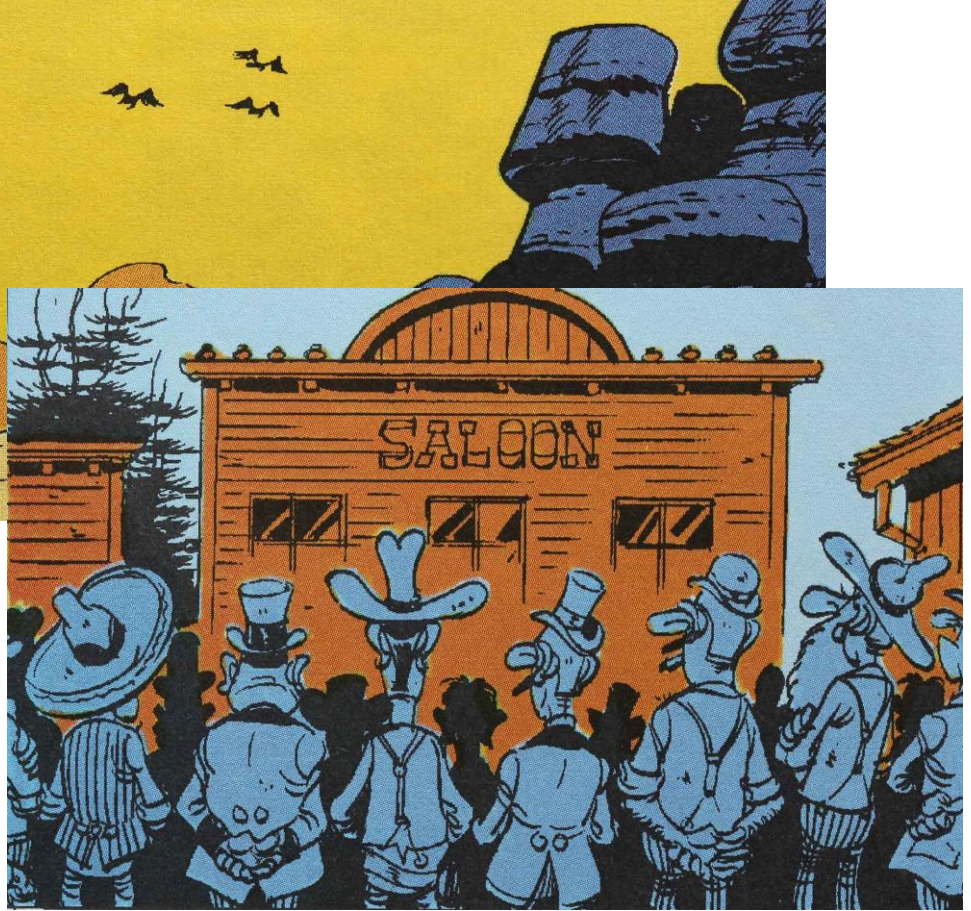
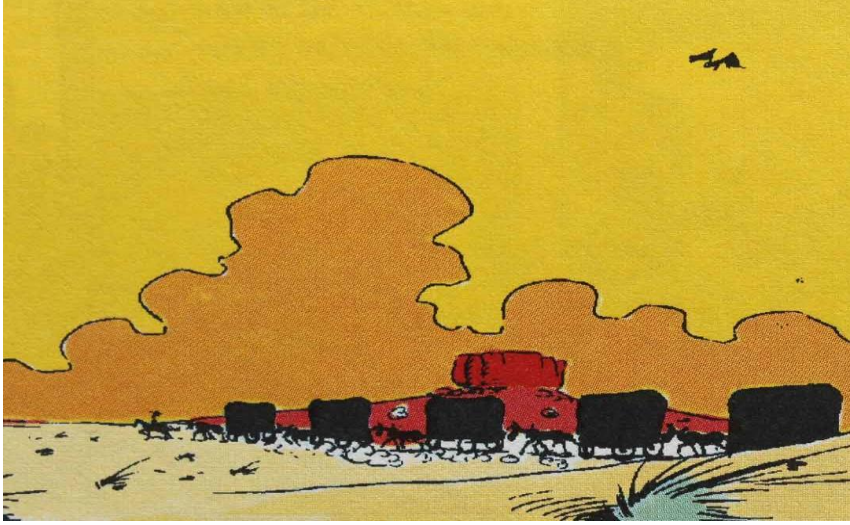
Mehmet Pişkin
Satış ve Pazarlama Direktörü

Amerika Tarihi



Bir Zamanlar Amerika'da

Batıda altın var!



...yeni kurulan kasabalar...

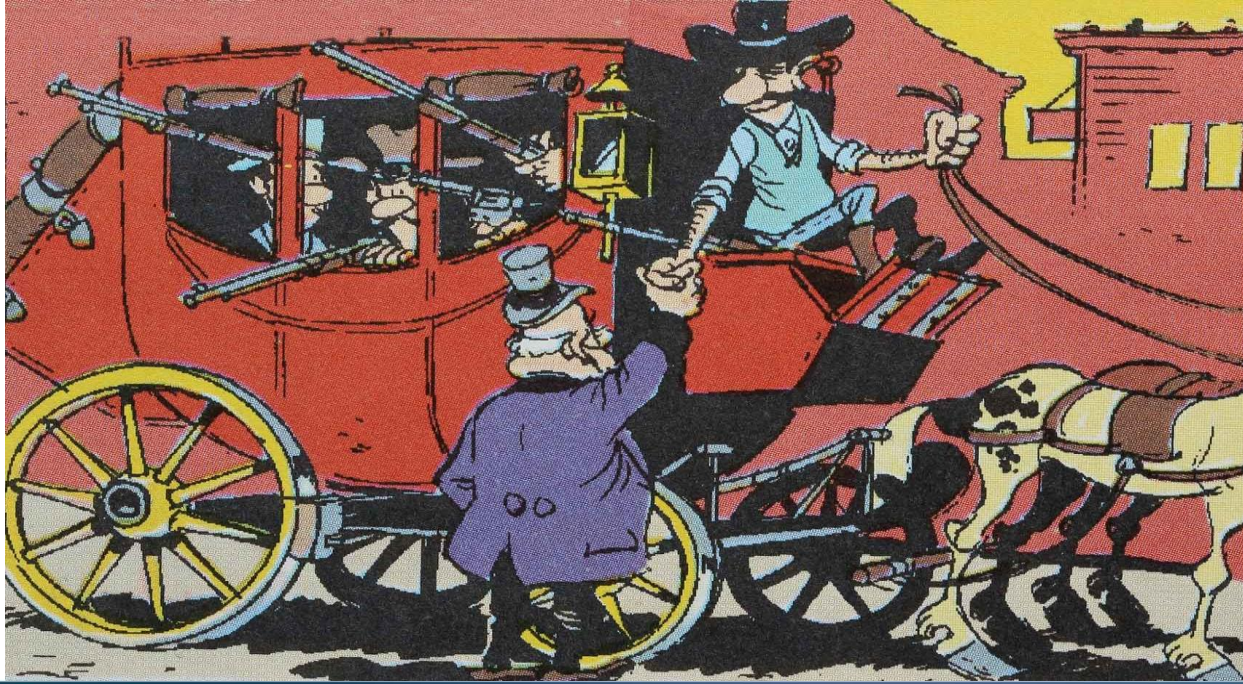
Bir Zamanlar Amerika'da

..her yeni kasabada tanıdık yüzler...



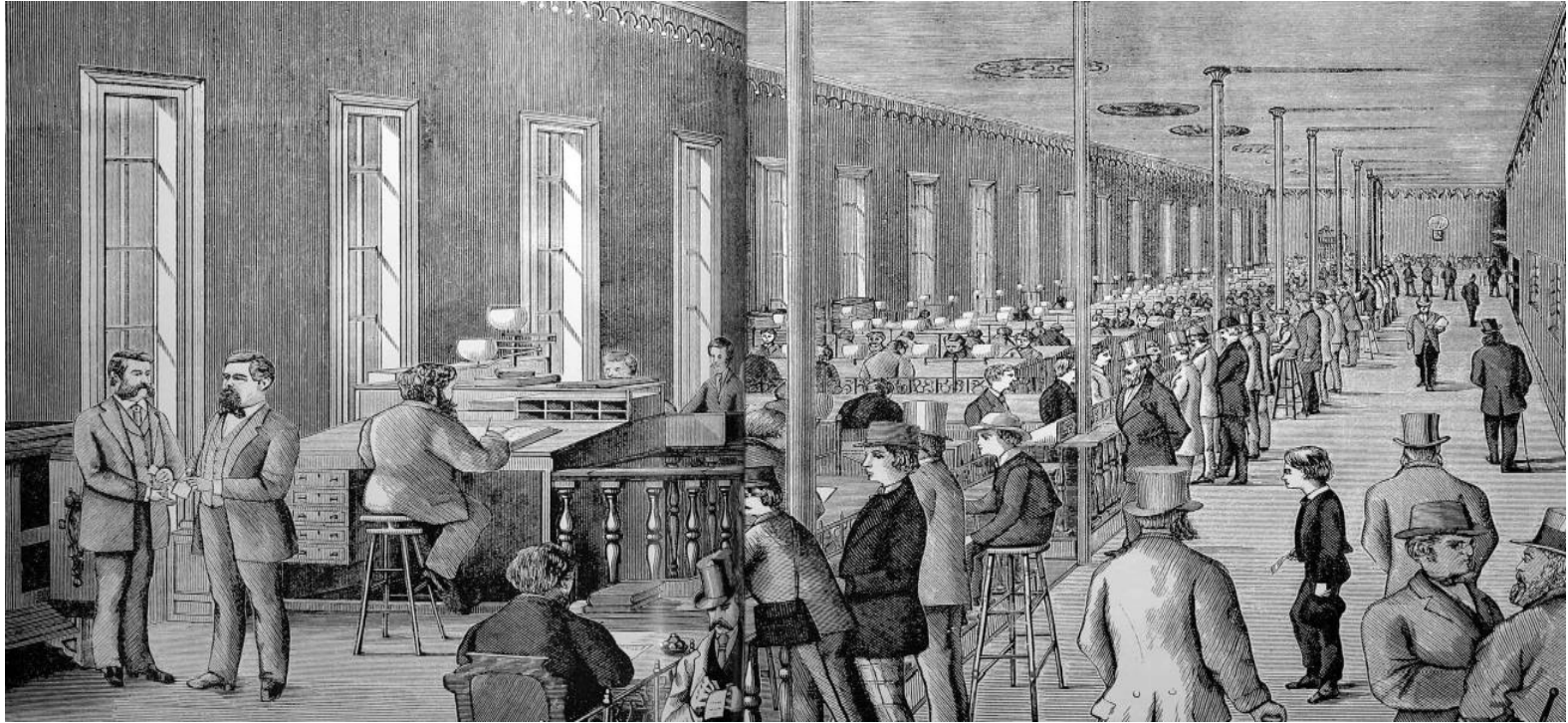
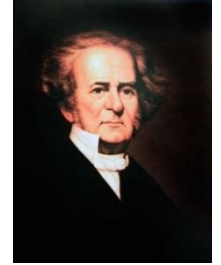
Bir Zamanlar Amerika'da

..iletişim de zor, ulaşım da zor...



İlk Ticari Bilgi Ofisi

Lewis Tappan



Mercantile Agency
New York - 1841

Bazı Tanıdık İsimler

Abraham Lincoln



Ulysses S. Grant



William McKinley



Grover Cleveland



İlk Kredi Raporları

1840-1890 el yazması 2.522 Cilt



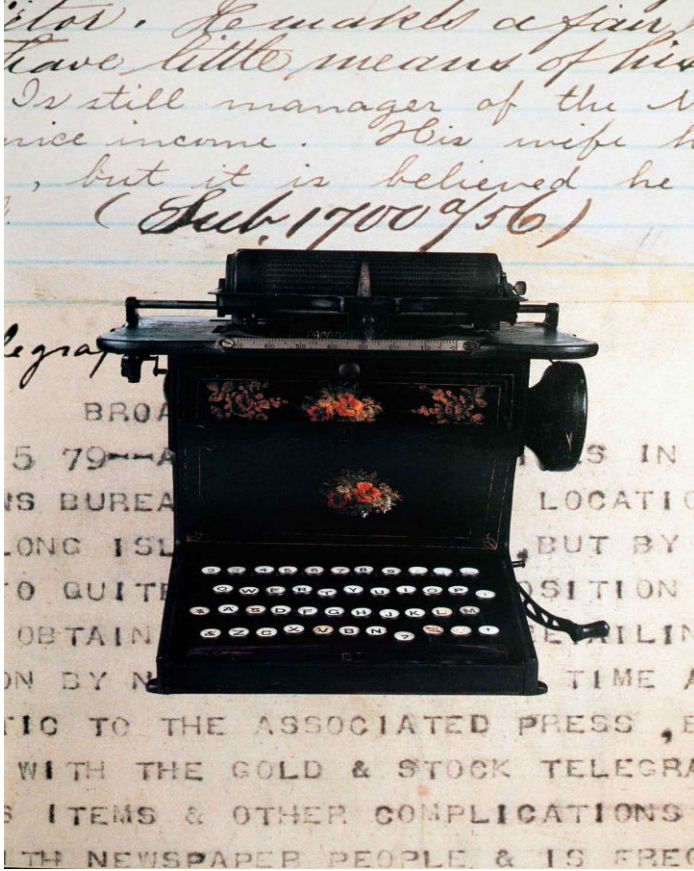
İçindekiler:

- Faaliyet süresi
- Öz sermaye
- Gelir kaynakları
- Ortakların kişiliği, şöhreti, varisleri..

Baker Library

Harvard Business School -1962

Daktilo ve Karbon Kağıdı



1874'te 100 daktilo siparişi

İlk Bilgisayar – 1940'lar



1946'da ilk bilgisayar siparişi

ENIAC – Elektronik Sayısal Entegreli Hesaplayıcı

Hollywood – 1950'ler



Dun & Bradstreet Reference Book in 1953
from the movie – “How to Marry a Millionaire”

IMDb Find Movies, TV shows, Celebrities and more... All

Movies, TV & Showtimes Celebs, Events & Photos News & Community Watchlist

Milyoner avcilari (1953) [SEE RANK](#)

"How to Marry a Millionaire" (original title)

95 min | Comedy, Drama, Romance | December 1955 (Turkey)

Your rating: ★★★★★★★★ -/10

7,0 Ratings: 7,0/10 from 14.048 users
Reviews: 79 user | 34 critic

Three women set out to find eligible millionaires to marry, but find true love in the process.

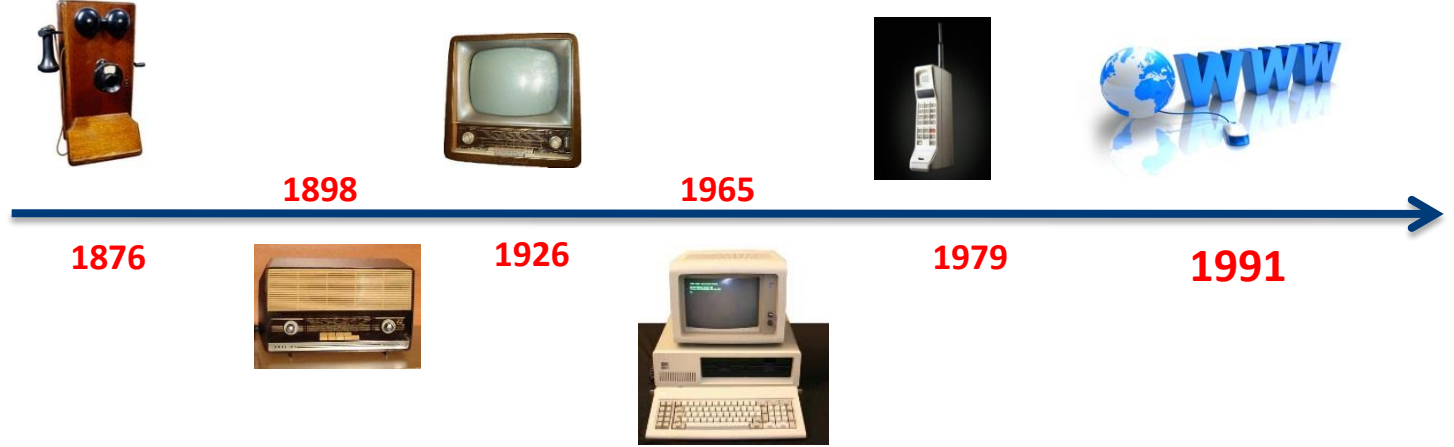
Director: Jean Negulesco

Writers: Nunnally Johnson (screen play), Zoe Akins (plays), 2 more credits »

Stars: Marilyn Monroe, Betty Grable, Lauren Bacall | See full cast and crew »

Contact the Filmmakers on IMDbPro »

İnternet Devrimi



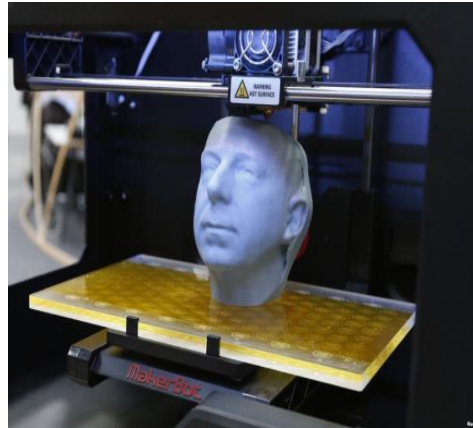
***Bilgi Teknolojileri artık bir sektör olmaktan çıktı,
yaşam tarzı haline geldi !***

3D Yazıcılar

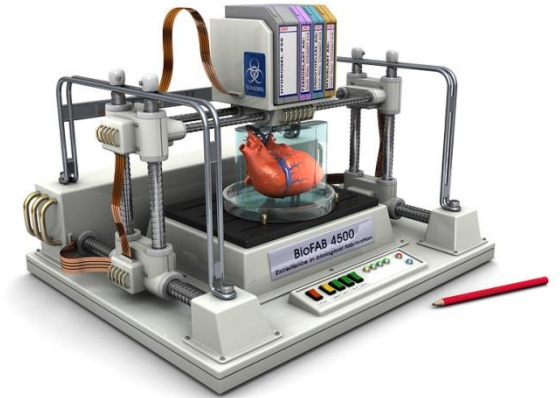
Dün



Bugün



Yarın



Giyilebilir Teknolojiler

Dün



Bugün



Yarın



Dünya Hızla Değişiyor

Eskiden



Şimdi

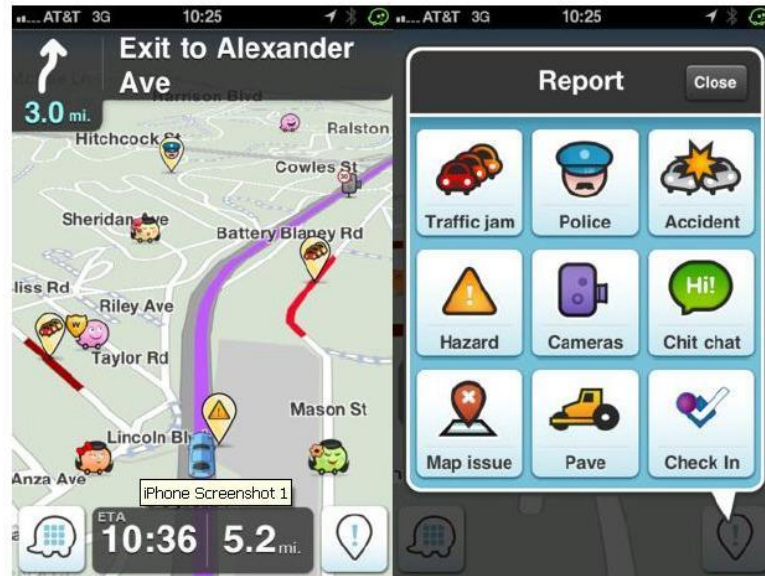


Dünya Hızla Değişiyor

Eskiden



Şimdi



Dünya Hızla Değişiyor

Eskiden



Şimdi



Dünya Hızla Değişiyor

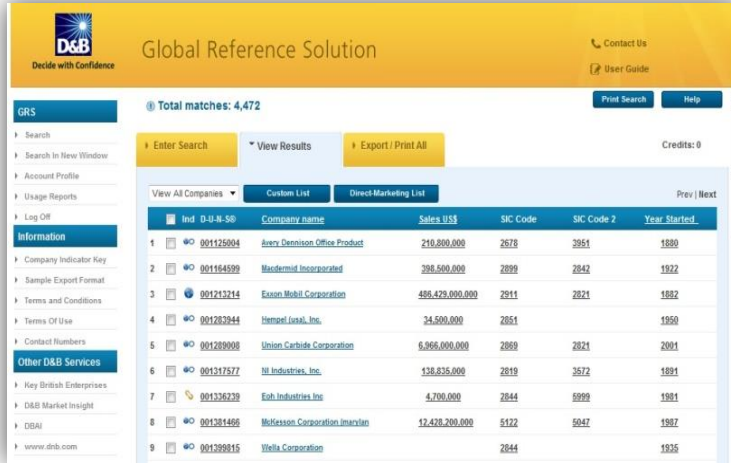
Eskiden



Şimdi

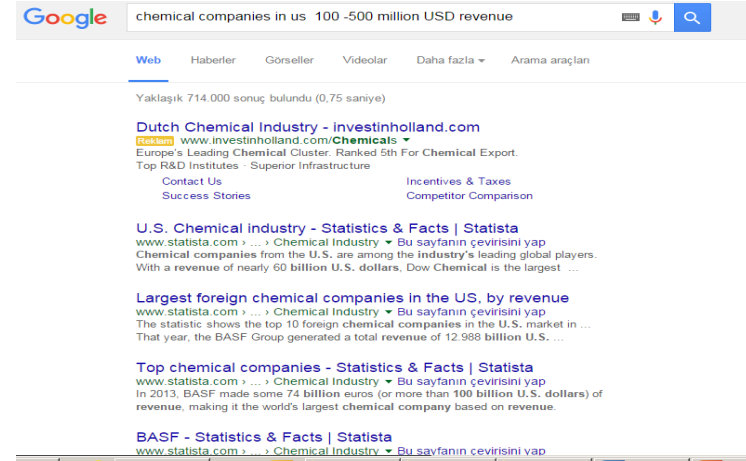


GRS – Online Firma Rehberi



The screenshot shows the D&B Global Reference Solution interface. The search results are displayed in a table with the following columns: Ind, D-U-N-S#, Company Name, Sales US\$, SIC Code, SIC Code 2, and Year Started. The results are sorted by sales in descending order.

Ind	D-U-N-S#	Company Name	Sales US\$	SIC Code	SIC Code 2	Year Started
1	001125004	Avery Dennison Office Product	210,800,000	2678	3951	1880
2	001164500	Masdermit Incorporated	208,500,000	2899	2842	1922
3	001213214	Esso Mobil Corporation	486,429,000,000	2911	2821	1992
4	001203044	Hempel Lysak, Inc.	34,500,000	2851		1950
5	001209008	Union Carbide Corporation	6,966,000,000	2899	2821	2001
6	001317577	NI Industries, Inc.	138,835,000	2819	3572	1991
7	001326220	Fab Industries Inc	4,700,000	2844	9999	1981
8	001381466	McHexxon Corporation (mercan)	12,428,200,000	5122	5042	1987
9	001398815	Wella Corporation		2844		1935



The screenshot shows a Google search result for 'chemical companies in us 100 -500 million USD revenue'. The search results include several links to industry reports and statistics.

Yaklaşık 714.000 sonuç bulundu (0,75 saniye)

Dutch Chemical Industry - investinholland.com
www.investinholland.com/Chemicals
Europe's Leading Chemical Cluster. Ranked 5th For Chemical Export.
Top R&D Institutes · Superior Infrastructure
Contact Us
Success Stories
Incentives & Taxes
Competitor Comparison

U.S. Chemical Industry - Statistics & Facts | Statista
www.statista.com > ... > Chemical Industry > Bu sayfanın çevirisini yap
Chemical companies from the U.S. are among the industry's leading global players.
With a revenue of nearly 60 billion U.S. dollars, Dow Chemical is the largest ...

Largest foreign chemical companies in the US, by revenue
www.statista.com > ... > Chemical Industry > Bu sayfanın çevirisini yap
The statistic shows the top 10 foreign chemical companies in the U.S. market in ...
That year, the BASF Group generated a total revenue of 12.988 billion U.S. ...

Top chemical companies - Statistics & Facts | Statista
www.statista.com > ... > Chemical Industry > Bu sayfanın çevirisini yap
In 2013, BASF made some 74 billion euros (or more than 100 billion U.S. dollars) of revenue, making it the world's largest chemical company based on revenue.

BASF - Statistics & Facts | Statista
www.statista.com > ... > Chemical Industry > Bu sayfanın çevirisini yap

- +240 milyon firma
- Detaylı arama kriterleri
- Uluslararası sektör kodları

Dünyanın En Kapsamlı Ticari Veritabanı

Bölge	Firma Sayısı
AFRİKA	2.761.635
ASYA/AVUSTRALYA	42.271.037
AVRUPA	102.017.279
LATİN AMERİKA	20.640.375
ORTA DOĞU	1.725.727
KUZEY AMERİKA	74.403.945
TOPLAM	243.819.998

Dünya Hızla Değişiyor

Eskiden



Şimdi

KOMPASS
Connects business to business

Arama kutucuğunu kullanın:

Arama kategorilerini kullanın:

Diğer ölçütler için arama sonuçları:

Dünya çapında:

Daha fazla istiyor MUSUNUZ?

FERRAGUT
Dünya çapında, kaliteli, güvenilir, uygun fiyatlı, hızlı teslimat, yüksek kaliteli ürünler, geniş ürün yelpesesi, uzman teknik servisler.

TRANSPORT-TECHNIK A/S
TRANSPORT-TECHNIK A/S er et datteretabler et BVV Bergische Werke, 1949 (1947 K&M), som er Europe's largest fabricant of elevators & platform-lifts/escalators. US over de tendes BVV, wæder har...

Solen
Solen, hydraulik, elektrik, mekanik, lifler, vana arabalar ve ekipmanlar, lifler için motorlar, lifler için motorlar, lifler için motorlar, lifler için motorlar.

Solenbeck
The 600 group accounts and reports are listed off below. From 66 over the world - both small companies, large to the large types for each moving machinery. HQ: www.solenbeck.de

Gözet & Motor Engineering
Gözet offers the 5th Largest market passenger vehicles, commercial vehicle, agricultural machinery, spare parts storage & repair, handling equipment, medical & diagnostic equipment, OEM.

FERNAGUT
Plus de 20 000 références, de grandes marques renommées. Outillage, quincaillerie, peinture, adhésifs, chaussures, vêtements, électro, produits ménagers, loisirs, etc.

Kompass e-Ticaret Portalı

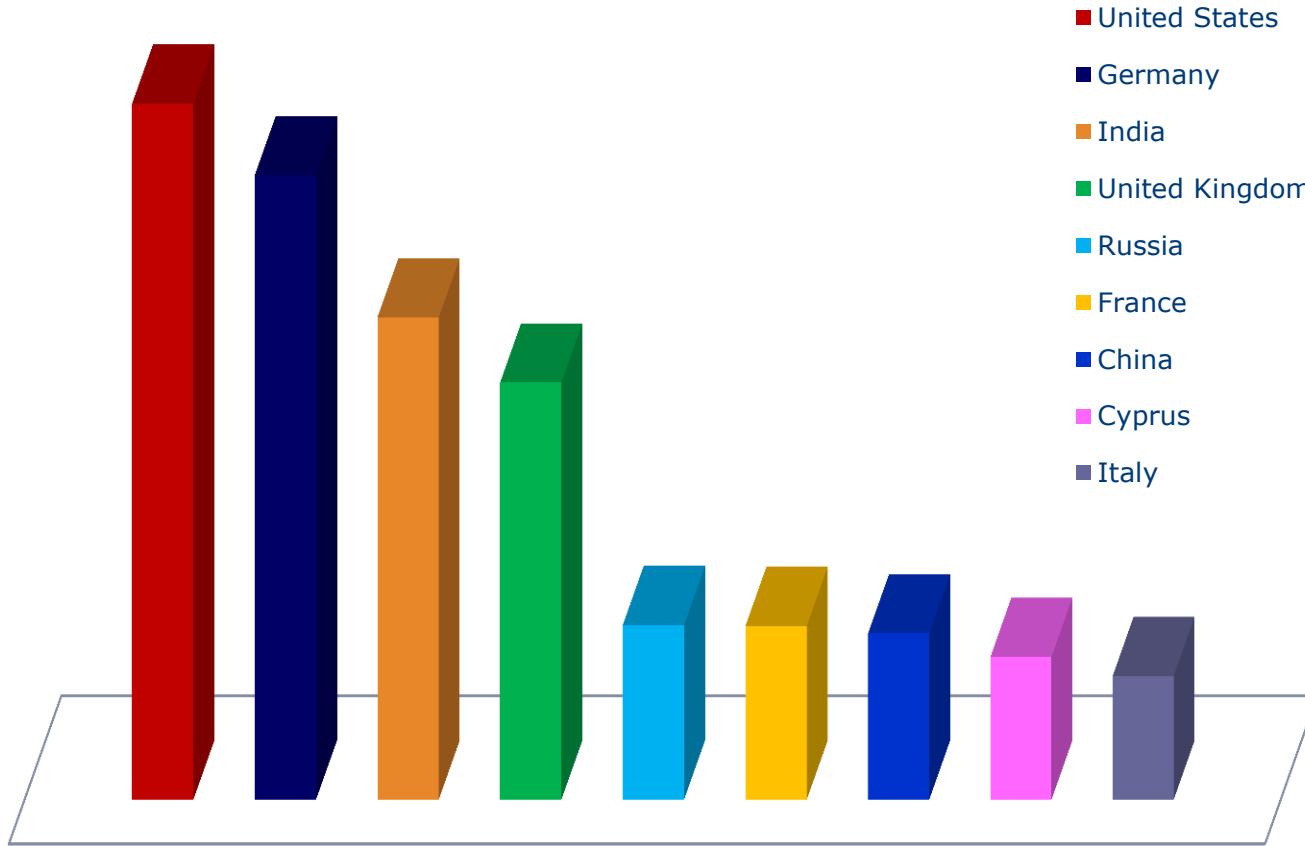
The screenshot displays the Kompass e-commerce portal. The main content area is titled 'FAALİYETLER' (Activities) and lists various products with their respective prices and availability. A video player is embedded in the product list, showing a video of a person working with machinery. The interface includes a search bar, navigation menu, and filters for various categories like 'FİRMA / MARKA', 'HARİTA', 'YONETİCİLER', etc.

The screenshot displays the Facebook 'Hesap Aç' (Create Account) page. The page features the Facebook logo, a search bar, and a form for creating a new account. The form includes fields for 'Adın' (First Name), 'Soyadın' (Last Name), 'E-posta adresi veya cep telefonu numarası' (Email address or mobile phone number), 'E-posta adresini veya cep telefonunu tekrar gir' (Re-enter email address or mobile phone number), 'Yeni şifre' (New password), and 'Doğum Tarihi' (Date of Birth). The page also includes a video player showing a video of a person working with machinery.

- 7/24 açık Online Fuar ortamı
- Video, resim, ürün katalogları
- SEO optimizasyonu
- Sektör/ürün kodlarına göre detaylı filtrelemeler

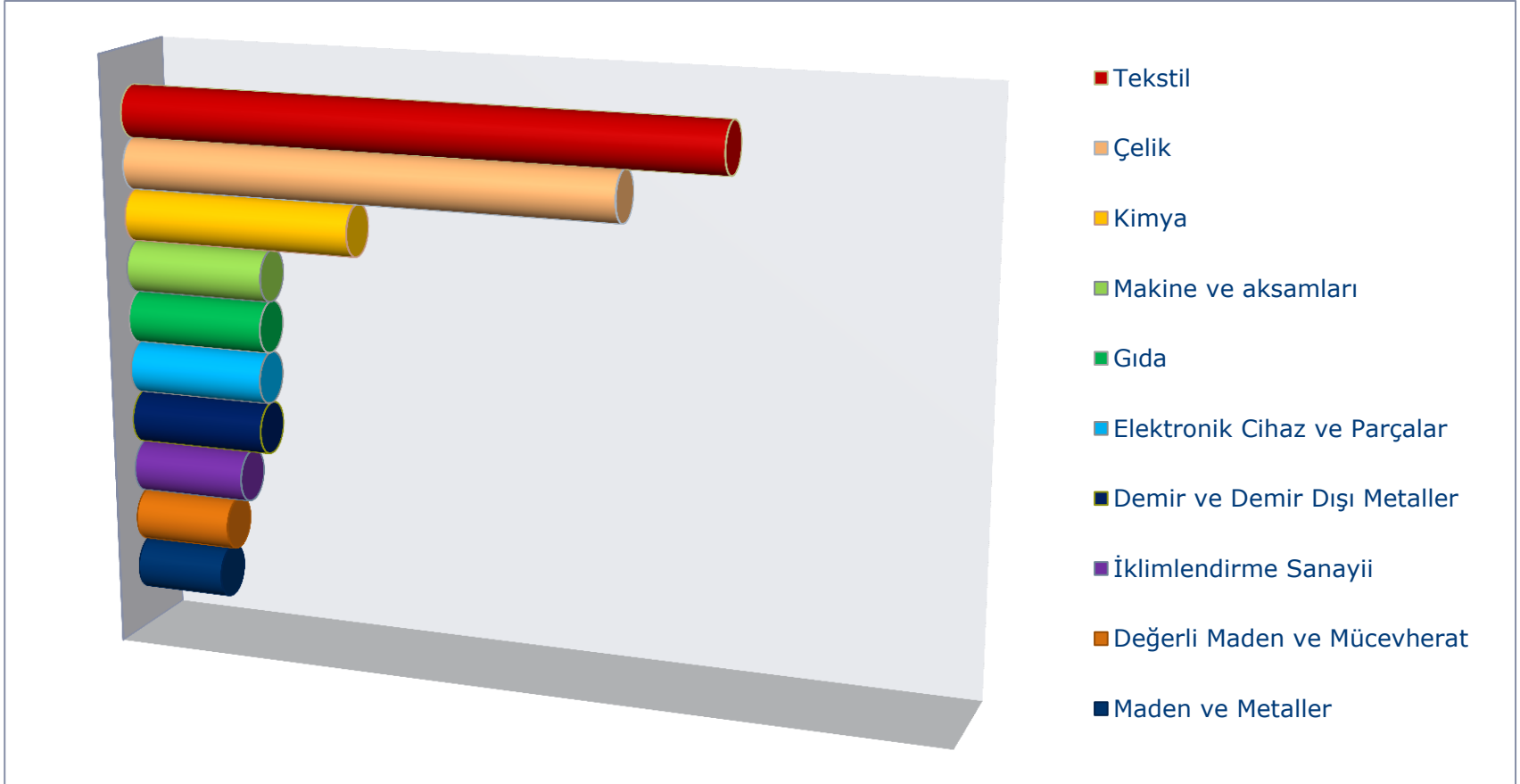
Online Platform Çözümleri - Kompas

Türk firma profillerini en çok ziyaret eden ülkeler



Online Platform Çözümleri - Kompas

En çok ürün talebi gelen sektörler



Dünya Hızla Değişiyor

Eskiden



Şimdi



Dünya Hızla Değişiyor

Eskiden



Şimdi



Informed Perspective

Trade Exchange Program

Insight to improve collections while reducing your credit risk...



CRIF Portal

The screenshot displays the CRIF Portal interface with three overlapping windows. The top window shows the user's profile and navigation menu. The middle window shows the 'My Docs' section with search filters and a list of documents. The bottom window shows the search results for 'ABC, Istanbul (Anatolia)' with a list of 9 records.

CRIF Portal Header: Welcome: Candegir Duygulu | Log out

Navigation Menu: Home | My Docs | My Updated Reports | Power Monitor | My Crif

Power Monitor Section: Search, Reset, Name, Crif Number, TaxCode, Severity, Last Update Received, Filters, Monitoring Status.

My Docs Section: Search, Purchase, Expire, Subject, Customer Reference, Filters, Product, Status.

Search Results: Results for: ABC, Istanbul (Anatolia) | Total Results: 9 | Total Records: 60,877

Sort by: Relevance | Name Ascending | Name Descending

- ABC CEDETAS OTOMASYON VE KONTROL LTD STI**
Osangazi Mahallesi 31 Battal Gazi Caddesi Yanyol Samandira, Kartal - 81470 - Istanbul (Anatolia) Turkey
Activity: Wholesale Trade: Industrial supplies
Details | Buy Report
- ABC DETERJAN SANAYI VE TICARET A S**
GULSAN PLAZA, KAT:4 22 RUZGARLIBAHCE MAHALLESİ CUMHURİYET CADDESİ KAVACIK, BEYKOZ - 34829 - Istanbul (Anatolia) Turkey
Activity: Manufacturing: Soap and other detergents
Details | Buy Report
- ABC EGE GEMİ İNSA ONARIM VE SANAYI LTD STI**
EVLIYA CELEBI MAHALLESİ 50 TERSANELER CADDESİ TUZLA - Istanbul (Anatolia) Turkey
Activity: Manufacturing: Motors and generators
Details | Buy Report
- ABC ELEKTRİK-NEJAT TAKTAK**
GULLUOGLU CEMAL APARTMANI 8-2 HIZIR BEY CADDESİ MEKTEP SOKAK FIKIRTEPE, KADIKOY - 34720 - Istanbul (Anatolia) Turkey
Activity: Wholesale Trade: Electrical appliances, television and radio
Details | Buy Report

Firma İzleme Servisi

3 dk

Yeni bir ticari kuruluş...

47 dk

Bir ticari kuruluş tasfiyesi...

5 dk

Pay ortak değişimi...

4 dk

Bir kuruluşun temsil ve ilzam yetki değişikliği...

22 dk

Bir kuruluş unvan değişimi...

5 dk

Bir kuruluşun adres değişikliği...



Ödeme Eğilimine Göre Dağılım

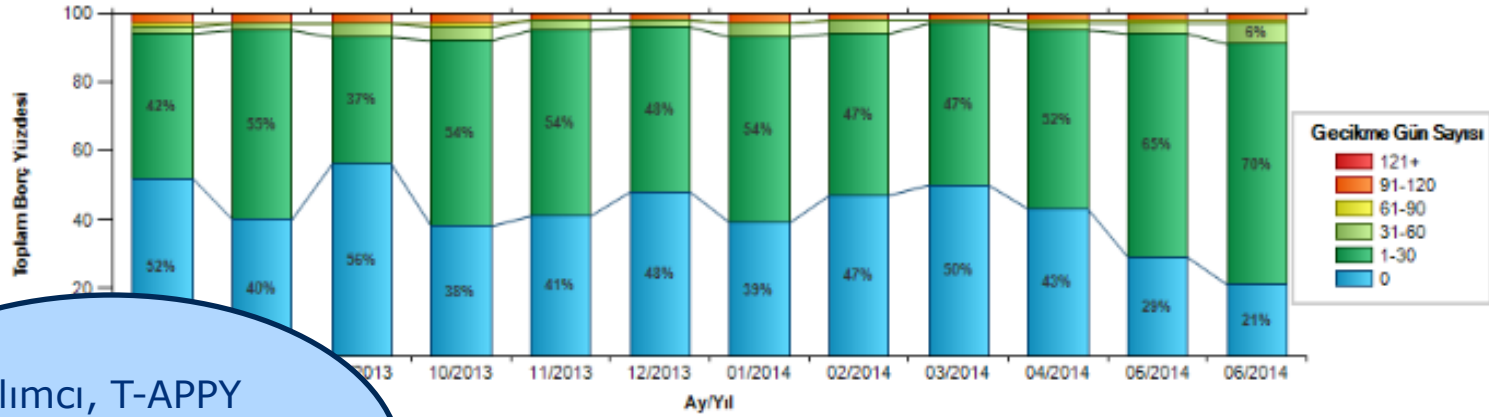
Ödeme Performans Analizi

ANA SAYFA

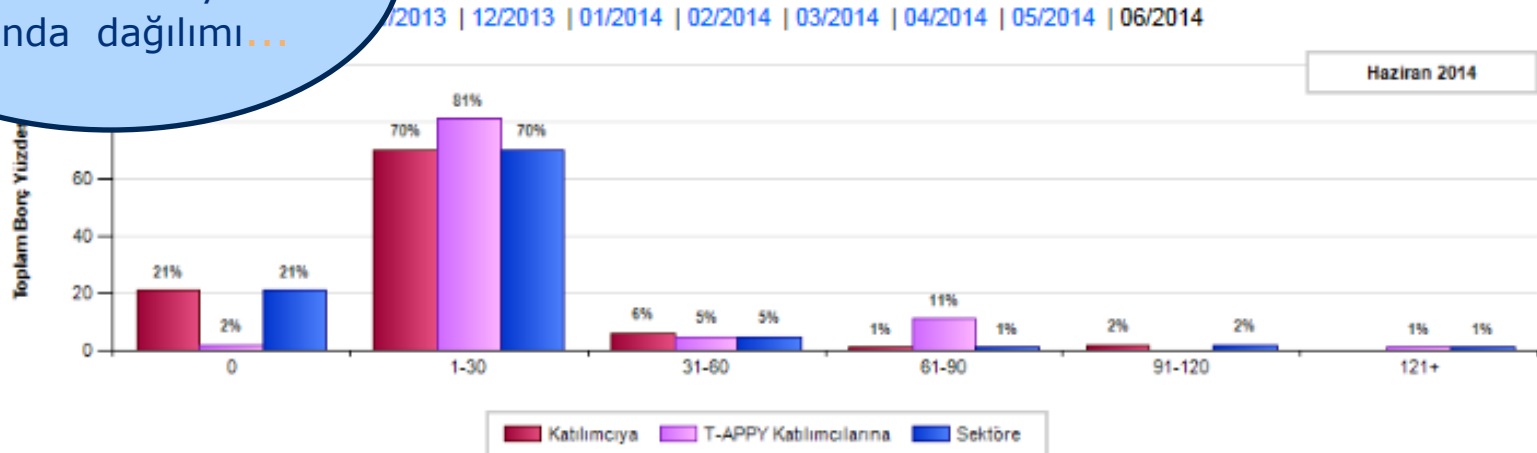
PORTFÖY
ANALİZİ

MÜŞTERİ
ANALİZİ

Analiz Durumu: Katılımcıya | T-APPY Katılımcılarına | Sektöre



Katılımcı, T-APPY ve Sektöre olan gecikmelerin aylar bazında dağılımı...



Haziran 2014

Portföy Yönetimi

Portfolio Manager v7.0
Mr Dmburo Tester | Logout

Application Processing
Portfolio Analysis
Alerts
Select Portfolio
Administration

Portfolio Analysis - Dashboard
Printable

Collapse All
Expand All

Portfolio Risk Map

The following table shows the distribution of the outstanding amount on your active ledger by D&B failure score and payment behaviour risk category.

		PAYMENT BEHAVIOUR RISK				
		Low	Med	High	Unclassified	Total
FAILURE RISK	Low	€40,162,424	€2,111,534	€59,730	€11,325,232	€53,668,920
	Med	€81,787,956	€9,839,979	€458,760	€33,210,134	€126,296,829
	High	€4,349,024	€1,069,671	€1,875,317	€2,714,241	€9,808,254
	OOB	€416,811	€115,461	€45,450	€5,232,450	€5,809,172
	Unclassified	€421,679	€404,216	€728,839	€2,597,667	€4,152,401
Total		€127,138,894	€13,840,881	€2,988,096	€56,076,724	€199,726,675

Portfolio Audit

The following table provides an audit of the accounts you currently have loaded into Portfolio Manager

	Accounts	Customers	Outstanding
Total Records	9,362	7,369	€199,691,259
Excluded accounts	0	0	€0
Total Not Excluded	9,362	7,369	€199,691,259
Unmatched	19	-	€159,153
Matched, not yet included	32	25	€753,959
Waiting to be added	5	3	€0
Matched and included	9,311	7,364	€198,778,144
Zero balances	1,745	1,305	€0
Government departments	14	6	€52,569
Government dept and/or zero balance	1,759	1,309	€52,569
Included in risk analysis	9,297	7,358	€198,725,575
Out of business	504	395	€5,809,172
Included in analysis	8,793	6,963	€192,916,403

Failure Risk Band Development

Using the archive of historical data, the Dashboard will allow you (the user) to look at the complete portfolio historically. This trend chart will show the performance of the Failure Risk Band, essentially showing a historical view of the Portfolio Risk Map. This will allow you to see if your credit policy is working well over time. Charts are snapshots and will change and grow with every monthly update.

Payment Risk Band Development

Using the archive of historical data, the Dashboard will allow you (the user) to look at the complete portfolio historically. This trend chart will show the performance of the Payment Risk Band, essentially showing a historical view of the Portfolio Risk Map. This will allow you to see if your credit policy is working well over time. Charts are snapshots and will change and grow with every monthly update.

Alacak yaşlandırma datası ve Kredi risk dereceleri Matriks yapıda.

Bu sayede Portföyün

- Sağlıklı
- Tutarlı
- Etkin
- Hızlı
- Objektif

izlenmesi mümkün.

Türkiye'de Kredi Bilgisi

Dün

- Güvenilir ve yeterli kredi bilgisi yoktu
- Ticari Alacak Sigortası Türk piyasalarında yoktu
- Kredi yönetimi = Banka!?



Türkiye’de Kredi Bilgisi

Bugün

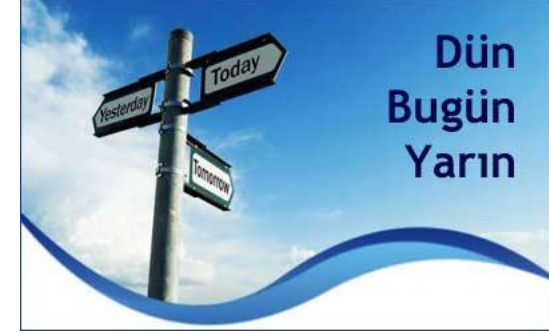
- Reel Sektör firmalarında da Kredi Yönetimi kavramı
- Teknolojik gelişmeler, kredi veri tabanlarının gelişmesi
- Uluslararası Bankacılık Düzenlemeleri
- Yerel piyasalarda Ticari Alacak Sigortası
- Kredi bilgisine duyulan ihtiyaç giderek artıyor



Türkiye’de Kredi Bilgisi

Yarın

- Öngörü yeteneği olan modeller yaygınlaşacak
- Kredi piyasaları daha da büyüyecek, derinleşecek
- Güvenilir ve online kredi bilgisine duyulan ihtiyaç giderek artacak



Sonuç

Eskiden



Şimdi



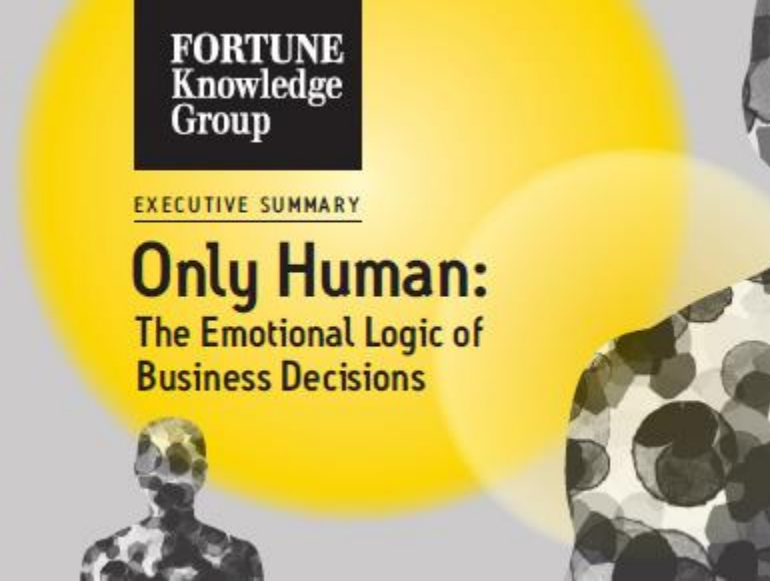
CRIF ve Dun & Bradstreet işbirliği ile
Fortune 500 Türkiye 2015 açıklandı!

FORTUNE
TÜRKİYE



İşte Türkiye'nin en büyük şirketleri

En Başarılı Kararlar



Amerika'da farklı sektör ve görevlerden 700 üst düzey yönetici ile yapılan anket.

Temmuz, 2014
Fortune

- Ticari kararlarda veri madenciliđi ve analitik çözümler artık vazgeçilmez bir yer tutuyor.
- Ancak bu çözümler, özellikle stratejik kararlarda, insani faktörlerin yerini tutamaz.
- En başarılı kararlar, doğru veriler ve analitik çözümlerle beslenen karar destek süreçlerine sahip yöneticilerin mesleki bilgi ve deneyimlerini de katarak verdikleri kararlardır.



Teşekkürler