



Prevent risk and streamline vendor due diligence with LexisNexis® Risk Solutions Business Data Intelligence

Critical decision-making when establishing and monitoring government-supplier relationships is more important now than ever. Your agency has a process; we want to help you maximize your resources. With our unique collection of business data, LexisNexis Risk Solutions can support your due diligence efforts on many fronts, especially when it comes to small businesses or those with hidden—and often risky—connections.

## Information gaps and hidden risky connections hamper vendor research

You don't know what you don't know. It's the conundrum that we all face when trying to establish relationships with others:

- Do I trust what the entity is telling me?
- Do I have all of the information I need to make the best decision?
- Do I have the time and resources to do deep research?



### Supply chain due diligence requirements are growing

In May 2019, President Donald Trump issued Executive Order 13873 on Securing the Information and Communications Technology and Services (ICTS) Supply Chain to address national security concerns. The directive notes that foreign adversaries are increasingly exploiting ICTS Supply Chains to commit nefarious cyber actions, including economic and industrial espionage against the United States.

These new rules represent a significant, new regulatory framework for national security reviews of international transactions. They make it more important than ever to improve the business due diligence process. LexisNexis Risk Solutions has data-driven solutions that allow for a more secure supply chain and compliance with regulation.

LexisNexis Risk Solutions has the data and tools to help you address common issues in the supplier due diligence process:



**Limited credit histories**—Nearly 99% of all companies in the U.S. are small businesses, which often have limited footprints with traditional data sources like credit history. It can take five years for a small business to develop even a thin file credit history.

**Solution:** Businesses leave many “data footprints” through actions such as securing assets, establishing points of contact, paying taxes and legal proceedings. LexisNexis Risk Solutions aggregates this business information from more than 10,000 data sources to create a comprehensive picture.



**Self-reported data**—Some of the information a government agency has on a business was likely provided by the business itself and therefore may not be accurate or complete. How can you accurately and quickly verify the information?

**Solution:** LexisNexis Risk Solutions has verified data points from thousands of reliable sources and patented linking technology to tie it all together.



**Deliberate secrecy**—Some business owners, particularly those involved in sketchy operations, intentionally create complex organizational layers and shell companies to conceal ownership details, business hierarchies, the location of revenue-producing activities and connections with related businesses.

**Solution:** LexisNexis Risk Solutions has proprietary linking technology that helps clarify business relationships and uncover connections to risky individuals.



**Frequent changes**—Businesses are continually changing. They grow, downsize, move locations, merge, create new names and change ownership, all of which can hinder your research.

**Solution:** LexisNexis Risk Solutions drives more effective and efficient decisions by swiftly providing your agency with the freshest data available.

## Optimize your procurement process

To minimize your agency's risk in today's world and comply with President Trump's directive, traditional approaches to due diligence may need revamping. When analyzing a business—whether before approving a supplier or when evaluating ongoing performance—you need to understand the complete risk profile of the business, including the individuals associated with it.

LexisNexis Risk Solutions offers a full array of business data solutions to streamline and strengthen your procurement process. With the powerful combination of unparalleled data reach and proven analytics, your agency can tap into precise business intelligence to:

- **Verify a supplier's self-provided data**
- **Conduct thorough business audits**
- **Uncover related businesses and potentially risky connections**
- **Recognize suspicious activities or owners**
- **Identify non-compliance with regulations**
- **Streamline evaluations and ongoing scrutiny**
- **Ensure consistency no matter who does the research**

Our solutions can help mitigate vendor-related concerns, from identifying the business and its associates—and assessing the risk they pose—to monitoring for changes over the lifetime of the relationship.

## Broader, deeper, more reliable business intelligence

LexisNexis Risk Solutions offerings are built upon three fundamental strengths and architected to support mission-critical decisions:



### **Big data technology**

Our proprietary technology is custom-built for data processing and delivery. It is proven in market for nearly 15 years. Continuous innovations and upgrades have made it even faster, more flexible and increasingly cost effective.



### **Double the amount of data**

LexisNexis aggregates business information from 10,000+ sources of business, commercial and consumer data. Volume of data is as much as twice that of other sources.



### **Unrivaled linking technology**

Data linking connects related information across multiple sources to uncover insights that would be missed from a single source.



## Reduce supply chain risk

In today's regulatory climate, effective due diligence of suppliers has never been more important. Better business data and technology are the key to strengthening your procurement process and managing risk.

Customizable solutions from LexisNexis Risk Solutions support confident decision-making while optimizing workflow efficiency and compliance. Now is the time to equip your staff with industry-leading tools designed to protect your agency from doing business with risky vendors.

For more information, call 888.579.7638 or visit  
[risk.lexisnexis.com/government](http://risk.lexisnexis.com/government)



Government

### About LexisNexis® Risk Solutions

LexisNexis Risk Solutions harnesses the power of data and advanced analytics to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe. We provide data and technology solutions for a wide range of industries including insurance, financial services, healthcare and government. Headquartered in metro Atlanta, Georgia, we have offices throughout the world and are part of RELX (LSE: REL/NYSE: RELX), a global provider of information-based analytics and decision tools for professional and business customers. For more information, please visit [www.risk.lexisnexis.com](http://www.risk.lexisnexis.com) and [www.relx.com](http://www.relx.com).

Our government solutions assist law enforcement and government agencies with deriving insight from complex data sets, improving operational efficiencies, making timely and informed decisions to enhance investigations, increasing program integrity and discovering and recovering revenue.