



*Minimise your exposure
to potential creditor insolvency*

Credit Management Solutions for Building & Construction Industry Suppliers





Building Industry Credit Bureau

Giving you the tools and confidence to make more effective credit management decisions



Attention: Credit Managers and Credit Risk Management teams.

The Building Industry Credit Bureau (BICB) is an Australian—membership based—not-for-profit organisation. We function as a conduit for members to share accurate financial trading and credit related information via a secure online database. All our members are suppliers or subcontractors to the Building & Construction Industry. By leveraging BICB’s extensive data, you are empowered to make informed decisions when extending credit to your customers.

Hi, I am Carla Seirlis,

With the largest debtor database in the Building and Construction Industry sector in Australia, BICB assists credit managers and credit risk management teams, in real time, to analyse payment trends and credit risk to avoid incurring a bad debt.

I am truly passionate about this industry sector and credit risk management issues. Prior to taking up the role of the Executive Director of BICB, I worked as an AR/Credit Manager for over 23 years. 10½ of those years was in the building and construction industry for large national suppliers, who were members of the BICB.

Please reach out to me, as I would be delighted to discuss what we do, and the membership process with you.

Kind Regards

Carla Seirlis MICM,
Executive Director



Background

Construction is the third largest industry in Australia for employment and its GDP (Gross Domestic Product) contribution.

Unfortunately, it is also the second largest industry for corporate insolvencies, with a pre-pandemic five-year average of 1,590 per annum.

We all want to know if a customer has a poor payment record! BICB acts as an early warning system for members. Having access to detailed credit information improves your decision-making process and puts you on the front foot.

Our national, industry specific trading history data shows how an entity is paying its accounts over time with other BICB members. Seeing payment patterns to multiple suppliers enables you to determine whether you offer credit to a customer or not.



Being a member of BICB—how does it work? And where does the data come from?

As Australia’s largest building industry trade bureau, each month we load trading data provided by our members on approximately 140,000+ active entities.

Subscribers provide BICB with their monthly debtors aged trial balances (showing commercial accounts only). This data is then consolidated into the BICB database detailing trading histories on around 255,000+ entities and representing annual sales of approximately \$40 billion. The value of this data is around \$3.3b per month.

On average around 2,000 new debtor records are added every month. Members can also view payment trends over various time periods, 6, 12, 24 months, or the entire payment history.

Members also have access to the large member network and the ability to exchange online trade references through the BICB platform.



So what does it cost to belong?

Members pay an annual subscription fee which is based on the size of the debtors aged trial balance. This makes membership affordable for even small suppliers.



Introducing RiskTracker

RiskTracker

An intuitive credit risk management tool for the Building and Construction industry in Australia, proudly developed by Building Industry Credit Bureau (BICB) and ALARES.

Stay informed; manage your risk in real-time...

- + The earliest & most thorough due diligence reports & alerts
- + Covering more than 100,000 construction businesses, ranked by risk of insolvency and risk of late payment
- + Combining \$billions worth of trade data with the industry's most comprehensive dataset on Court and Tribunal actions

To arrange for a free trial, please contact Carla Seirlis, BICB.



Will my data be secure & remain confidential?

Confidentiality of information provided by BICB or obtained from colleagues is a prerequisite to obtaining and retaining membership of the Bureau. Confidentiality requirements are stringently enforced.

When members provide monthly trial balances, *only consolidated BICB member balances are shown—no individual member can see individual balances of any other BICB member.*

Strict security procedures are observed for the storage of and access to members' data. All data is stored on a secure database. Access is via an encrypted online system. Access passwords are changed on a regular basis.



What member services does BICB offer?

BICB software platform

Daily access to vital data to inform wise credit-making decisions.

Database Reporting

Secure 24-hour access to:

- + Detailed payment history reports
- + Debtor ageing analysis reports
- + Credit reports
- + Comprehensive debtor notes
- + Corporate & licensing data
- + ASIC, ABN
- + Real-time court lodgments
- + Automatic Red Flag Alerts
- + Property & Land Title searches
- + Trade reference information
- + Member-specific KPI reports
- + Risk analysis exception reports
- + Other online services

Contractor Licence Reports

BICB records the Builder & Contractor licenses for every State and Territory in Australia. Licenses for QLD, VIC and NSW are linked and can be accessed through the BICB portal. License status updates for QLD and NSW are automated.

Member Meetings

A forum for members to exchange current, factual information is held monthly.

Seminars

Seminars & tool-box sessions to help members keep credit and sales staff up-to-date with changes and techniques.

Creditors Meetings

The Executive Director is available to represent members' interests at relevant creditors' meetings, and if necessary, further representation.

Industry Improvement

BICB has taken a leading role in participating in various building industry Government enquiries, and has made relevant submissions to benefit members.

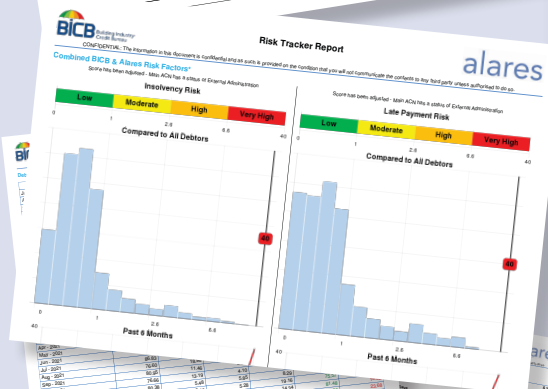
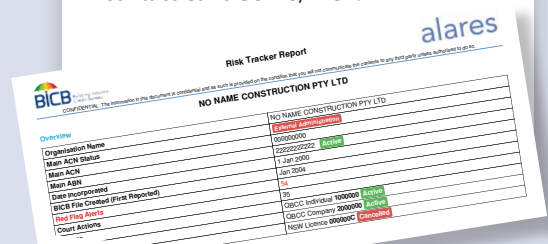


Will BICB provide regular risk assessments of our customers?

Risk assessment is a major part of credit management. BICB provides a monthly 'Potential Risk Report' for all members.

The report analyses the debtor files of each member and identifies entities that have debt above 60+ days owing to the members trading with the entity.

Plus, members can also talk with our Executive Director, Carla Seirlis if they are concerned about a customer.





How do I find out more?

To find out more about BICB or to arrange an obligation-free tour of the BICB system contact Carla Seirlis.

Call **1800 931 221**

Or visit our website **bicb.com.au**

Represented Member Sectors include:

- + Brick & Block
- + Cabinet Makers & Joinery
- + Carpets & Flooring
- + Concrete & Concrete Products
- + Earthworks & Road Building
- + Electrical & White Goods
- + Equipment Hire
- + Hardware & Plumbing Supplies
- + Insulation
- + Landscape Supplies
- + Plasterboard & Fixers
- + Roofing
- + Sand & Gravel
- + Steel
- + Steel Fabrication
- + Timber
- + Wall & Floor Tiles
- + Windows & Doors

Plus other building products & services

How does BICB's business structure work?

BICB is a not-for-profit organisation, managed by its Executive Director and a member-elected Board of Directors.

Non-executive Board members are all senior executives of member companies.

Members are any suppliers of goods and services to the building industry. Neither size nor product type is a criterion for membership. Many of BICB's members are licensed with QBCC and other bodies and operate as subcontractors.



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Some of our valued members

