

D&B Result	Tender Score	Finance Risk Assessment	Further Guidance
At or above 51 / Industry Average	5	Very Low Risk in short term.	Score only a snapshot - Contract Manager needs to be aware of changes in circumstances throughout the life of the contract.
Below 51/ Industry Average but within 5 points	4	Low Risk in short term.	Score only a snapshot - Contract Manager needs to be aware of changes in circumstances throughout the life of the contract.
Below 51/Industry Average but within 10 points	3	Fairly Low Risk in short term	Score only a snapshot - Contract Manager needs to be aware of changes in circumstances throughout the life of the contract.
Below 51/Industry Average but within 15 points of industry average	2	Medium risk of utilising the company.	The service should consider monitoring the company more closely if a contract is awarded - particularly for large scale contracts.
More than 15 points below 51/Industry Average	1	Medium risk of utilising the company.	The service should consider monitoring the company more closely if a contract is awarded - particularly for large scale contracts.
Score of 11 or below	0	High Risk - company fails on financial sustainability	<p>Service could make a case to use a supplier in this category for small value contracts (under £50k and no/little reputational risk).</p> <p>If this is the case then the service area should record their acceptance of this risk and details of any risk mitigation within the 'risk' section of the contract award report.</p>