



SYSCO Food Services of Portland, Inc. **The recipe for good credit**

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business.”

Connie Wright, Credit Manager

Business Overview

SYSCO Corporation assists food service operators in providing consumers with solutions for meals consumed away from home. SYSCO has sales and service relationships with more than 400,000 customers, and operates from 161 locations in the United States and Canada. SYSCO Food Services of Portland, Inc. operates out of Wilsonville, Oregon and has annual sales in excess of \$240 million.

Business Challenge

SYSCO Food Services of Portland needed to be able to use new customers' personal credit history as a measure of creditworthiness since many of the applicants are from new restaurants. Connie Wright, Credit Manager at SYSCO Food Services of Portland is committed to turning around new account applications in 24 – 48 hours. “Often we don't get sufficient data to make good decisions from just one credit report, and so in the past we had to run multiple transactions with all three credit bureaus,” said Connie. “The OneCreditSource.com Tri-Bureau™ is very easy to request, very comprehensive, and more cost effective for our business.” Connie also likes the fact that she gets the FICO score for all 3 bureaus.

Results

SYSCO started using OneCreditSource.com for background checks and quickly realized that the easy to use online application and fast turnaround of results was true for the credit reports too.

- Tri-Bureau provides all three bureau reports in seconds
- New account applications are consistently processed within 24 - 48 hours
- Quickly set terms for new accounts that protect the interests of the business

