

Financial Risk Assessment – RapidRatings

Cisco is partnering with RapidRatings on a joint risk management program. RapidRatings is an unbiased, independent firm that rates the financial health of companies on behalf of supply chain and credit risk management professionals. The Financial Health Rating (FHR) is an objective and consistent 0 to 100 score that quantitatively measures the financial risk an operating entity faces over the next 12 months.

This request is part of a larger risk management program being implemented across the supply chain, and your firm is in no way being singled out for scrutiny. The FHR is not viewed in a vacuum and is meant to help Cisco systematically assess its suppliers to identify where financial distress is most likely to occur. The process will consist of Cisco reaching out to introduce RapidRatings, after which the RapidRatings team will follow up to explain the program further and answer any questions you may have.

What data should be submitted?

1. Your profit and loss statement, balance sheet, and cash flow statement for the two most recent annual periods and, if available, the most recent interim period.
2. A short description of your business, or your NAICS or SIC code. This information will be used to allocate your firm to the proper industry model.

RapidRatings data requirements checklist

The financial statements must contain all the required line items specified in the table below. RapidRatings prefers to receive audited or reviewed statements but can also accept internally prepared statements when other documents are not available. If a value is not applicable to your firm, please clearly state so.

Balance sheet	Profit and loss statement	Cash flow statement
Cash	Sales revenue	Cash from operations
Total current assets	Depreciation	Depreciation
Total assets	Operating profit	
Debt owed < 1 year	Interest income	
Total current liabilities	Interest expense	
Total debt	Tax expense	
Total liabilities	Net income	
Retained earnings		
Total equity		

How to submit financial data

You should submit your financial data via RapidRatings' secure portal. You will be provided with unique login credentials via email to access the portal. It is an upload-only portal, and users will be unable to download any previously submitted documents.

Privacy policy regarding the sharing of information with new parties

The financial information being provided by your company is solely intended for the Cisco related request. Neither your submission nor our subsequent rating and reports will be shared with any other entity. Should another client contact you with a similar request, we will engage with you directly to seek explicit written guidance on whether your firm permits additional disclosure.

RapidRatings is always willing to enter into an NDA to provide legal assurances of these confidentiality provisions.

Still have questions?

When Cisco initiates a request to produce a Financial Health Rating for your company, you will receive a request from a member of RapidRatings' Network Outreach Team. Please feel free to reach out to that individual with any questions. Your Cisco representative or commodity manager can also provide you with details.

We thank you for your support of this important initiative and appreciate your prompt cooperation.

Cisco Global Supplier Management Team



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV Amsterdam,
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.



Cisco and the Cisco logo are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. To view a list of Cisco trademarks, go to this URL: <https://www.cisco.com/go/trademarks>. Third-party trademarks mentioned are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (1110R)

Course content is dynamic and subject to change without notice.

© 2019 Cisco and/or its affiliates. All rights reserved.

07/19