

PESA-CID Quarterly International DSO Survey

PURPOSE

This survey provides a means whereby PESA-CID member companies can anonymously share comparative DSO (days sales outstanding) information by country.

CONFIDENTIALITY

The confidentiality of the respondents will be maintained without exception. All efforts will be taken to ensure that no survey participant will know the source of any DSO information, other than their own. This includes listing all responses in low-to-high order for each country and only listing results if there are multiple responses for an individual country.

In addition, only the calculated DSO information will be returned to PESA for compilation. The underlying revenue and/or accounts receivable information should not be sent to PESA under any circumstances. The calculated DSO values will be collected by a single PESA staff member and this information will be treated as confidential.

PARTICIPATION REQUIREMENTS

Participation is open to any PESA-CID member company. Participants are asked to supply information for as many countries as possible but participation is allowed for as few as one country (i.e. USA).

RESULTS

Once compiled, the survey results will be provided to each participant. Only survey participants will be supplied with the results. Each participant will receive results for those countries on which they supplied their DSO information as long as there were at least two other responses for the country.

INSTRUCTIONS

1. If you do not have a copy of the current survey template, it may be downloaded from <http://www.pesa.org/membership/cid>.
2. When opening the template, you will most likely be presented with one or more security warnings. Respond by clicking the buttons to **Enable Content** and **Enable Editing**. If you are asked whether to make this a trusted document, answer yes. If you are unable to open or edit the spreadsheet, please contact Ruth Ann Mitchell at the number or email below.
3. Follow the instructions listed in the template for completing the survey and submitting your results.
4. Your submission will be confirmed by reply email. If you do not receive a confirmation within 48 hours, please contact PESA at 713-932-0168, or by email at CID@pesa.org.