

PATS Aircraft:

Leveraging Financial Stability to Strengthen Market Trust

SITUATION

Since being established in 1977, PATS Aircraft LLC has been a pioneer in aviation innovation. Their mission is to sustainably foster a culture of excellence through designing, building, installing, and certifying virtually any aircraft solution. To provide the highest quality solutions for clients, PATS needed to collaborate with established vendors in the market; however, they had no way to verify their company's strength to third party suppliers. This lack of independent verification created uncertainty among customers and suppliers regarding PATS's long-term reliability and payment capability, hindering their ability to secure long-term contracts and reliable vendor relationships.

STRATEGY

To address their challenges, PATS Aircraft leveraged the D&B Concierge Service to demonstrate their financial stability and reliability for customers and suppliers. To achieve this goal, their dedicated Concierge specialist utilized a multifaceted strategy of reviewing legal events and public filings, in addition to ensuring all business information was listed correctly and consistently across public channels. These steps played vital roles in two different ways:

Reviewing legal events and public filings is crucial for businesses as it helps them stay informed about any legal actions or regulatory changes that could impact their operations. By keeping track of these events, businesses can proactively address potential risks, ensure compliance with evolving regulations, and avoid costly legal issues, while protecting the company's brand reputation.

BEFORE:



LACK OF
THIRD-PARTY
VERIFICATION

AFTER:



2 CLASS
INCREASE IN
DPS SCORE



2 CLASS
INCREASE IN
FSS SCORE



14 POINT
INCREASE IN
PAYDEX SCORE



1 CLASS
INCREASE IN
SER



\$109K MAX
CREDIT
INCREASE

Ensuring that company information is visible online and listed correctly is equally important for establishing a credible presence. Accurate and comprehensive information about the company builds trust with customers, suppliers, and other stakeholders, while showcasing professionalism and transparency. This in turn, can lead to stronger relationships, increased customer loyalty, and better business opportunities. In today's digital age, where consumers have access to vast amounts of information, maintaining an accurate and positive online presence is essential for long-term success.

OUTCOME

As a result of leveraging D&B's Concierge service, PATS Aircraft saw significant improvements in key financial metrics. Their Delinquency Predictor and Financial Stress scores both improved by two classes, indicating a reduced likelihood of financial distress and delinquency. Another significant improvement was in their PAYDEX® score, which increased by 14 points, reflecting better payment performance and reliability. In addition, their Supplier Evaluation Risk (SER) improved by one class, suggesting enhanced supplier stability and reduced risk. PATS also was able to improve their overall risk rating from moderate to low, signaling a stronger financial position and lower risk profile, in addition to their Maximum Credit limit increasing by \$109,000, providing greater financial flexibility.

Through third-party verification, PATS Aircraft significantly increased confidence and trust among customers and suppliers, leading them to win numerous contracts worth over \$30 million. By focusing on these diverse data points, PATS was able to build a robust and transparent profile that, not only helping to enhance their credibility, but also position them as a trustworthy partner in the aviation industry.



[D&B's Concierge Service] has allowed me to have an expert in my back pocket who understands the industry and market and who has unlimited access to business information, not only for PATS and our subsidiaries that's updated routinely, but also provides easy access to financials reports and in-depth analysis of other companies we're either currently working with or are potential candidates to work with in the future, whether on the supply or demand side."

- Chris Mikola

Finance Director, PATS Aircraft

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