CH\INY\RD

TRUST YOUR SUPPLIER

TRUSTED SOURCE OF SUPPLIER INFORMATION AND DIGITAL IDENTITY

Simplifying and accelerating supplier on-boarding and lifecycle management

with blockchain technology

SUPPLIER MANAGEMENT CHALLENGES

QUALIFICATION	VALIDATION	ON-BOARDING	LIFECYCLE

- **QUALIFICATION**
  - Difficult to ensure supplier identity
  - Hard to discover quality suppliers

- **VALIDATION**
  - Cumbersome process
  - Reliant on siloed 3rd party verifiers
  - Costly, manual checks
  - Limited access to trusted supplier certifications and history

- **ON-BOARDING**
  - Limited integration of Supplier Management and ERP systems
  - Manual, email and spreadsheet based processes

- **LIFECYCLE**
  - Absence of real-time supplier information updates
  - Need for ongoing, multi-source intelligence to assess third-party risk

SLOW AND INEFFICIENT PROCESS

Time to first transaction is often 30 to 90 days

Suppliers provide nearly same data to every buyer (cumbersome)

Buyers independently manage data which is often stale

DYNAMIC REGULATORY REQUIREMENTS

Need for increased supply chain agility

Increasing compliance requirements, audits, and penalties

TECHNOLOGY GAP

Existing technology limits ability to receive real time updates

Siloed systems don't work across enterprises

SOLUTION HIGHLIGHTS

Focused on building a consortium and development of a blockchain platform for supplier identity management

❖ **SOLUTION CONCEPTUALIZATION**

Consortium approach with experts from different industries participating early in the definition of requirements

❖ **PLATFORM DEVELOPMENT**

Phased release of the platform with digital supplier identity on the blockchain to enhanced supplier information with AI

❖ **GOVERNANCE SCOPE**

Steering the roadmap, network operator expectations, operational rules, and business model

❖ **CONSORTIUM GOVERNANCE**

Initial governance by the creators and anchor participants with milestones for additional decentralization

❖ **NETWORK DEVELOPMENT**

Buyers, suppliers and third parties form the network with a possibility of non-user representatives like standard bodies

BUSINESS CONSIDERATIONS

By-laws or articles of engagement among consortium members

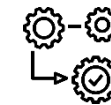| Governance Process	Governance Structure	Financial Model	Incentive Model

TECHNOLOGY CONSIDERATIONS

Network, Topology & Operations

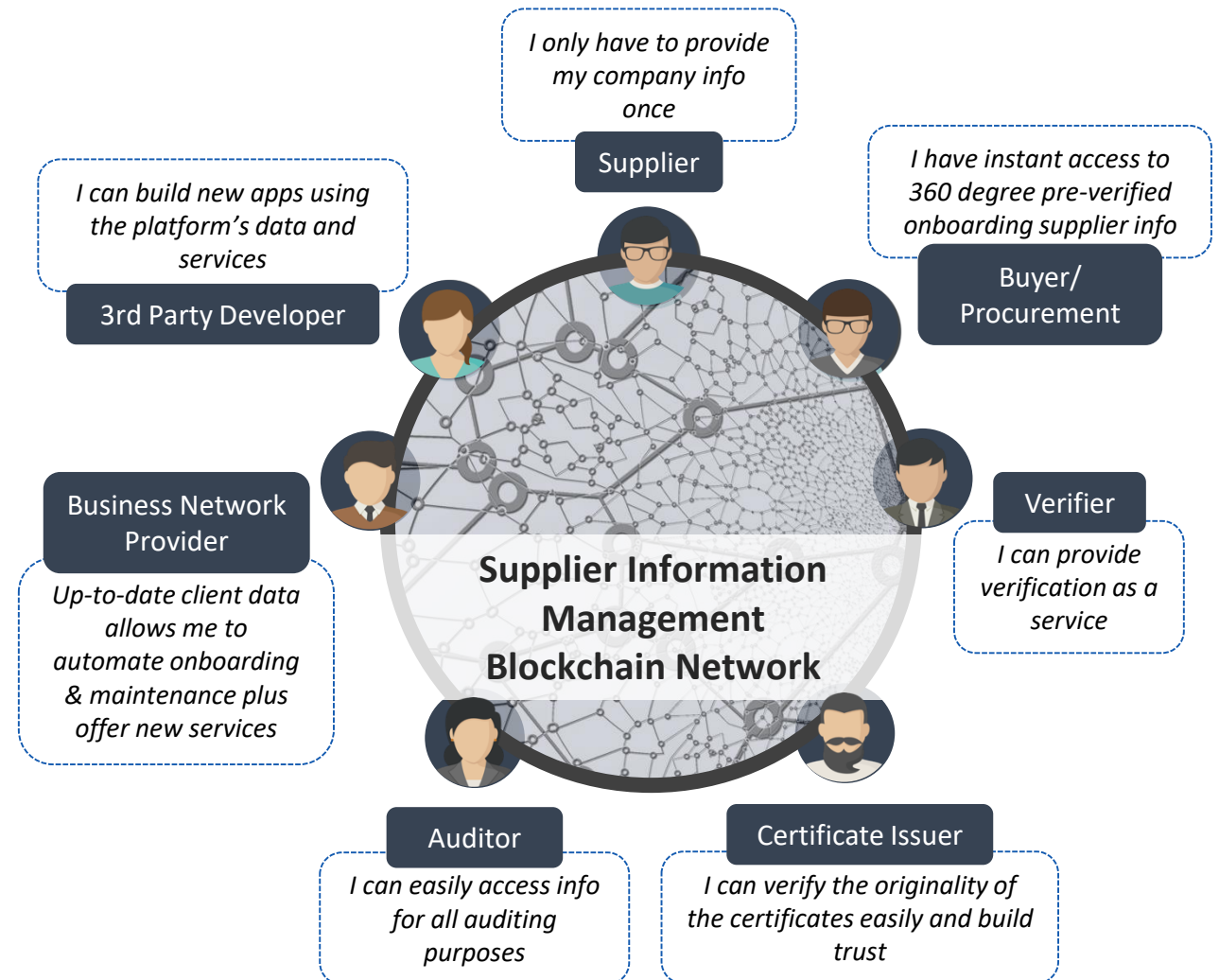| Operations Management	Standards & Guidelines	Auditing & Control	Change Control Board

SOLUTION WITH BLOCKCHAIN

Trust Your Supplier™ is a **single trusted source of digital identity for suppliers**

With blockchain, suppliers can provide permissioned access to their regulatory, compliance, environmental, legal, and other information to buyer organizations

Decentralized original information sources **provide data directly onto the blockchain**

- Verifiers such as Dun & Bradstreet, Rapid Ratings and EcoVadis
- Certificate Issuers such as ISO, government agencies and diversity organizations
- Auditors (e.g., factory, financial, quality)
- Government (e.g., OFAC, business registration)

I only have to provide my company info once

Supplier

I can build new apps using the platform's data and services

3rd Party Developer

I have instant access to 360 degree pre-verified onboarding supplier info

Buyer/ Procurement

Business Network Provider

Up-to-date client data allows me to automate onboarding & maintenance plus offer new services

Supplier Information Management Blockchain Network

Verifier

I can provide verification as a service

Auditor

I can easily access info for all auditing purposes

Certificate Issuer

I can verify the originality of the certificates easily and build trust

OUTCOMES

Real-time access to supplier data and reduced cost of administration

for buyers and suppliers with a trusted source of supplier information using a digital passport

~90%
ELIMINATION

OF REPETITION & REDUNDANCY

TIME TO ON-BOARD A SUPPLIER

70–90%
FASTER

~50%
REDUCTION

IN ADMINISTRATIVE COSTS

NETWORK

14
GOVERNANCE MEMBERS

SUCCESS AND TAKEAWAYS

Establishing a blockchain network requires expertise in bringing together parties who work together to solve an industry problem and share the benefits

01 BUSINESS MODEL FOR VALUE TO ALL STAKEHOLDERS

- **Buyers** benefit from the improved & efficient supplier on-boarding process
- **Suppliers** benefit from reduced costs and the potential to expand business faster
- **3rd party firms** benefit from the ease of operations and services expansion

02 CONSORTIUM GOVERNANCE FOR HIGHER CONFIDENCE

- **Governance model & hierarchy** to enable different levels of participation
- **Business & technology** governance for optimal network performance
- **Guidance & methods** to ease the member on-boarding process

03 A ROADMAP FOR CONTINUOUS IMPROVEMENT

- **Platform** evolution from core blockchain solution to leveraging AI
- **Foundational** platform for developers to extend the solution
- **Active participation** of members to expand the network

THANK YOU

We turn blockchain into business results.