



Harmonize Supplier Risk Data for S2P

A Webinar Panel Discussion with Beroe and Corcentric

15 June 2021

Today's Agenda

- **Introductions to today's Panelists**
- **Introduction to Corcentric and Beroe**
- **Overview of Supplier Challenges**
- **Panel Discussion**
- **Addressing Supplier Risk**
- **Q&A**



Today's Panelists



Valekumar Krishnan – VP Content, Beroe LIVE.AI

BEROE

Vale leads Beroe's Capital and Site Services, Marketing Services and Procurement Outsourcing, Oil & Gas, Facilities Management and our Latin American operations. Vale started life in Beroe as an analyst in 2006 when it was in garage start-up mode and is now one of our Associate Vice Presidents of Indirect Services and Oil and Gas. In the past 8 years at Beroe, he has supervised 1,000+ deep dive projects. Vale's experience includes working with clients across a wide range of industries such as Life Sciences, Consumer Packaged Goods, Chemicals, Mining, BFSI and Oil & Gas.



Joe Payne, Senior Vice President of Source-to-Pay, Corcentric

Joe Payne is a sourcing and procurement expert who has worked with companies, ranging from mid-market to the Fortune 100, to optimize their sourcing and procurement strategies. At Corcentric, he is responsible for strategy and delivery of the Corcentric Source-to-Pay solution offering, including technology, services, and GPO programs.



Bill Dorn, Vice President Upstream Product Strategy, Corcentric

Bill Dorn leads the Product Management team for Upstream Source-to-Pay solutions at Corcentric. He brings over 20 years of procurement technology and category management thought leadership and experience to enable the Corcentric Platform for real-world sourcing and supplier management use cases. Prior to Corcentric, Dorn was a Partner and VP at Source One Management Services which was acquired by Corcentric in 2018.



Andy Moir, Director of Product Marketing, Purchase-to-Pay, Corcentric

As a thought leader in digital transformation, Andy has over 20 years of experience as both an end-user and a vendor working for and with companies ranging from startups to Global Fortune 100 companies across various industries. Andy has played strategic roles in a wide spectrum of organizations related to product marketing, product management, and market research. Throughout his career, he's engaged business leaders and the broader analyst and technology community with strategic content, speaking engagements, research, webinars, and industry articles.



Introduction to Corcentric And Beroe



About Corcentric

Corcentric helps global companies enhance cash flow quickly through an unmatched combination of software, advisory services, and payments **that transform how companies purchase, pay, and get paid.**

From the mid-market to Fortune 1,000 businesses, Corcentric provides spend management and revenue management solutions focused on reducing costs, optimizing working capital, and unlocking revenue.



Who Are We



Founded in
1996

\$300B+
in transaction value



2,300+
customers and growing

38M+
transactions processed



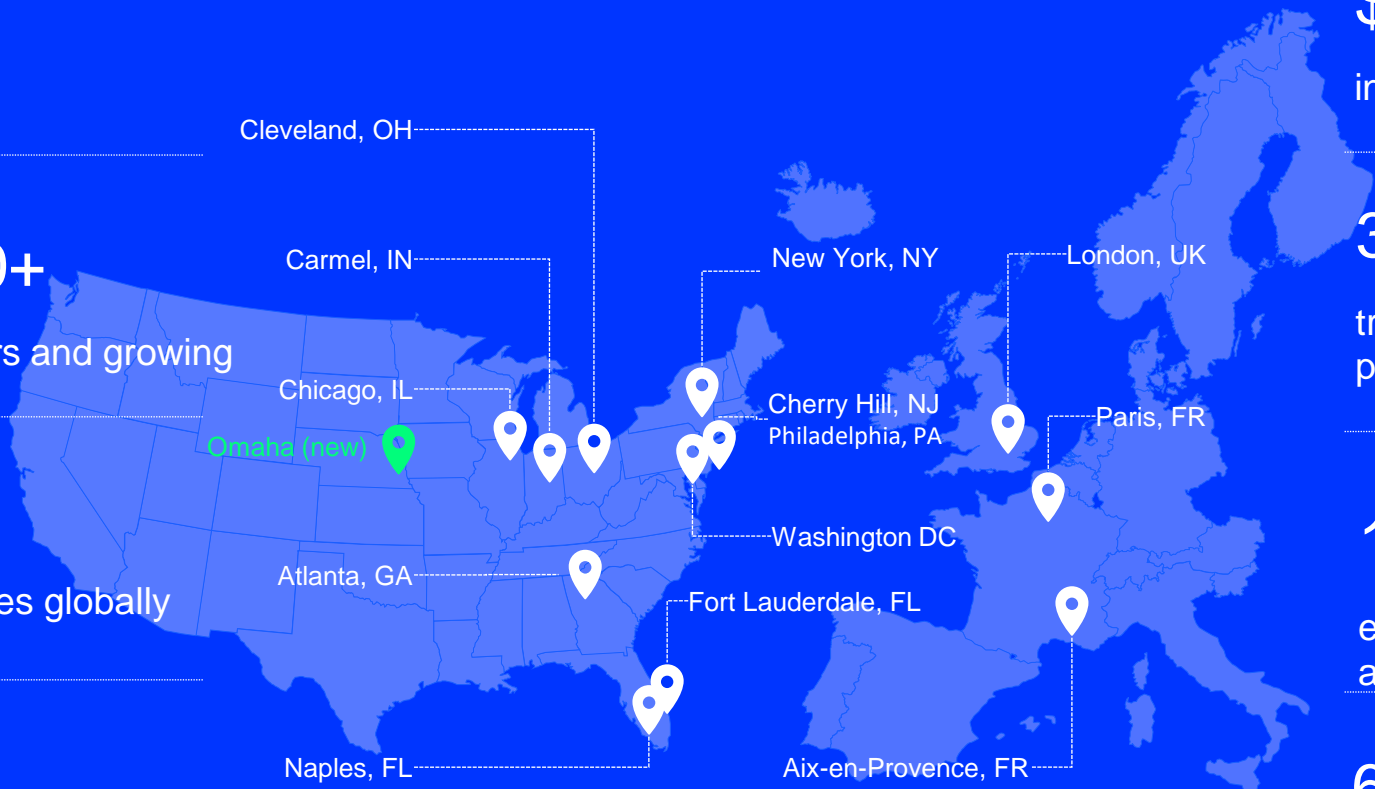
500+
Employees globally

1.76M
engaged buyers
across our solutions



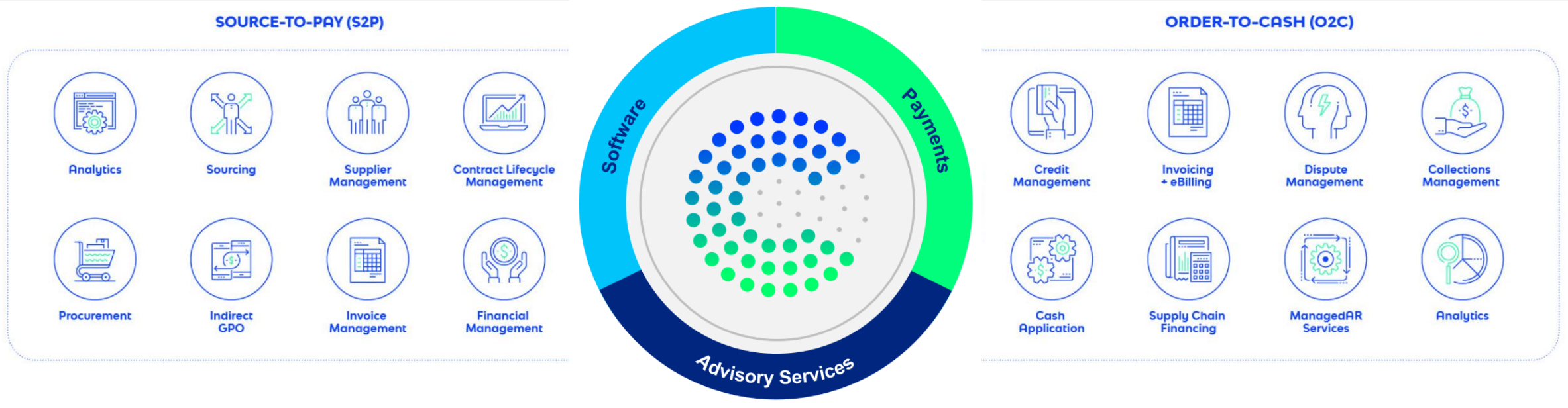
17
global offices (locations)
US & Europe

600K
engaged suppliers
across our solutions



Business Process Areas of Focus

Transformative Results for Procurement + Finance



Enabling Growth

Improving Cash Flow

Reducing Cost



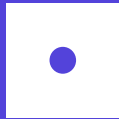
Beroe: Advantage Procurement at every step



Founded in 2006 by Vel Dhinagaravel & Dr. Robert Handfield



Work with 250 of the Fortune 500 on enterprise-wide procurement intelligence engagements



Exclusive focus on Procurement



Advantage Procurement: We support more than \$950 billion in sourcing decisions annually



Team of 400+ category focused analysts



Headquartered in Raleigh, North Carolina



2,000+ experts & 14,000+ supplier network

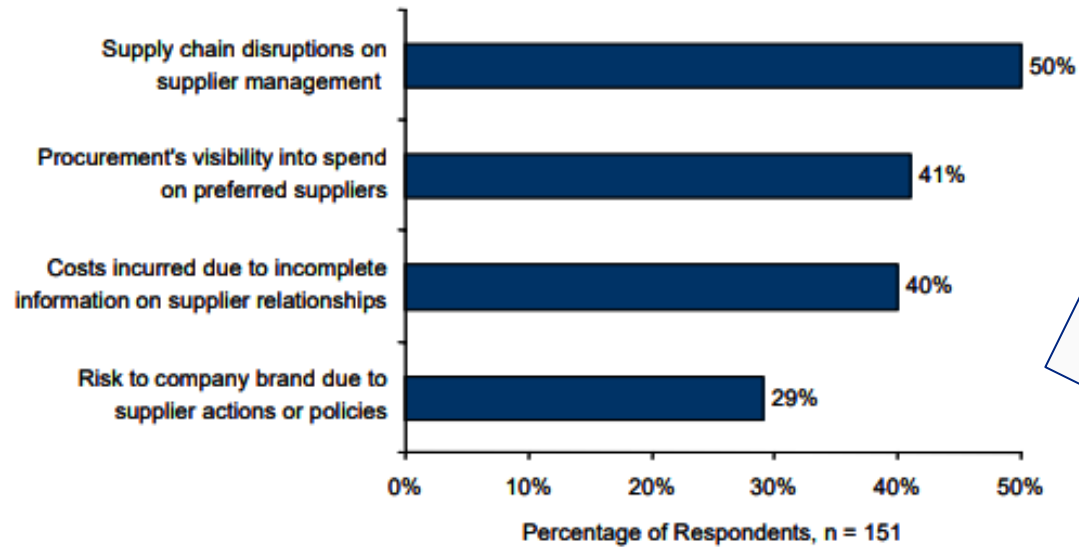


Research hubs across India, South Africa, China and Argentina

Overview of Supplier Challenges

What's changed in a decade? Everything & Nothing.

Figure 3: Top Pressures Driving Supplier Management



Source: Aberdeen Group, April 2011



The collage includes several elements:

- A snippet from the New York Times with the headline "Biden orders supply chain review for 4 industries" and a sub-headline "The president seeks to determine whether American companies are relying too much on foreign suppliers, particularly those in China."
- A video player showing President Joe Biden at a desk, with the title "Biden orders supply chain review for 4 industries..." and a red play button.
- A snippet from a video titled "Benefits of way beyond" with the text "Food industry leading supporting supplier Executive Conf" and "Michael Browne".
- Other text fragments like "Rocked Supp", "Editors' Pick", "Te", "Moto", "the nation", "in companies B", "ISSUES & TRENDS", "As food re", "their exit", "the wak", "a large", "diver", "Exec", "dis", "drive a sustan".

Supplier Risk Data Points

Ardent Partners' Procurement Metrics that Matter in 2020

The State of Supply Risk in 2020

As the reliance on global supply chains dramatically increased over the last 20 years, so too did their size, scope, and complexity. Despite this, most enterprises remain ill-prepared and ill-equipped to respond to a large global risk event, much less a series of risk events. To be sure, gaining visibility into and control over supplier and third-party risk can be challenging even for sophisticated enterprises with dedicated risk-management teams. Nonetheless, Ardent Partners identifies supply risk as a massive blind spot for the vast majority of companies today.

Only **34%** of all businesses have an active supply risk program

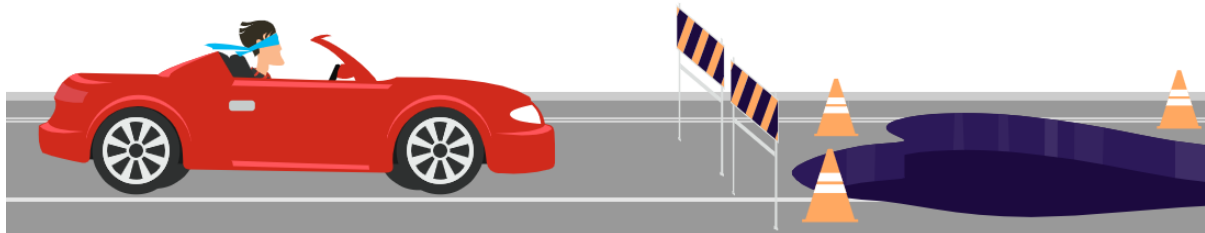
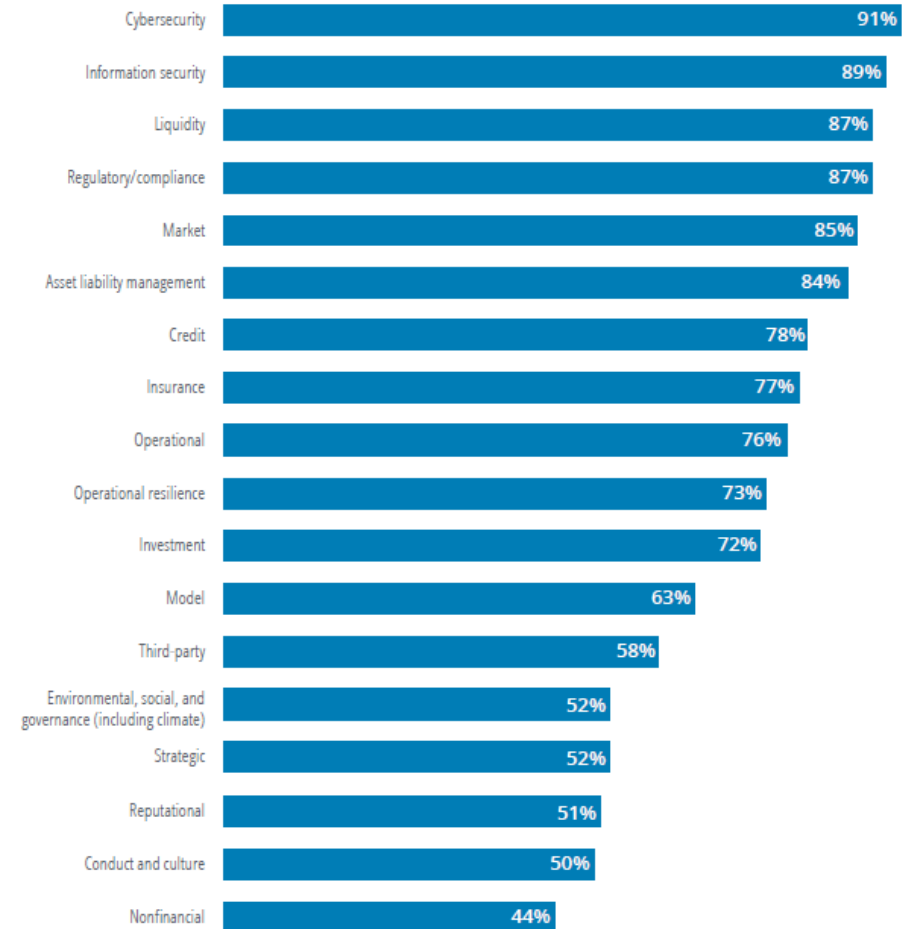


FIGURE 7

For each of the following risk types, does your organization have a single individual who is specifically accountable for risk oversight?
Percentage responding "yes"



Source: Deloitte Global Risk Management Survey, 12th ed.



Your Customers Care About Which Suppliers You Choose



Safe



Sustainable



Reliable

Ethical



You face many external risks



Climate
Disruption



Geopolitical



Pandemics

Legislation



Areas of Waste Common in Supplier Management

1 Administrative burden
and non-value-add work

2 Duplicative supplier engagement
and due diligence processes

3 Due diligence focused on
the wrong place

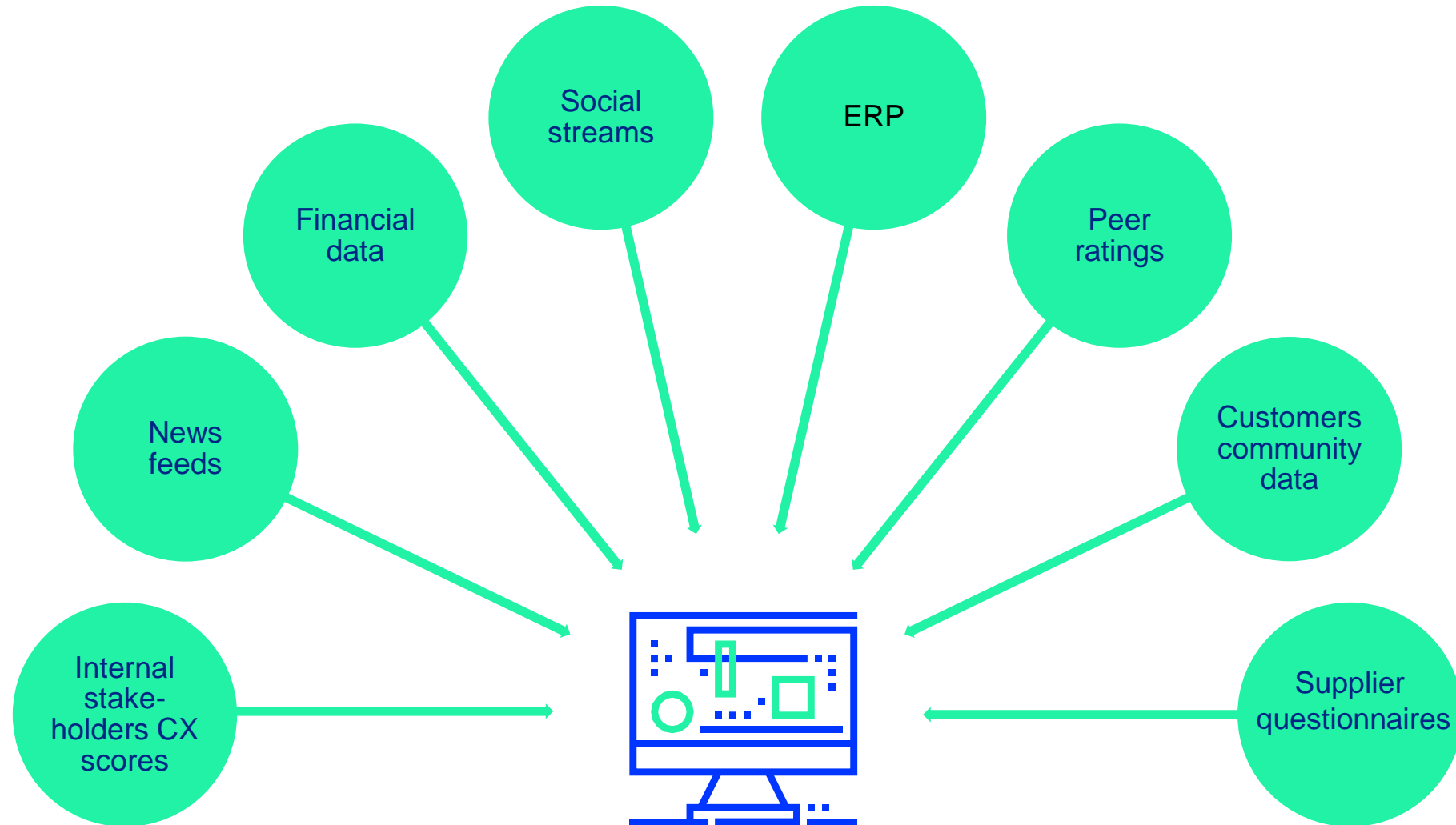
4 Manual reporting and data
management processes

5 Increased regulation and
compliance

6 Fragmented data driving
non-compliance



There's Too Much Data for you to Analyse on Your Own...



Question 1

What are the key challenges when it comes to supplier management and monitoring supplier risk?



Question 2

Is it possible for companies to get a holistic view of supplier risk considering all the different data sources required?



Polling Question 1



Question 3

What are some examples of outcomes that customers have achieved?



Question 4

What are the benefits of having a “single source of truth” related to supplier risk management?



Polling Question 2



Question 5

How do companies justify the ROI of running an integrated supplier risk program?



Question 6

With the Corcentric-Beroe partnership,
how easy is it to add the ability to monitor new
risk sources?



Polling Question 3

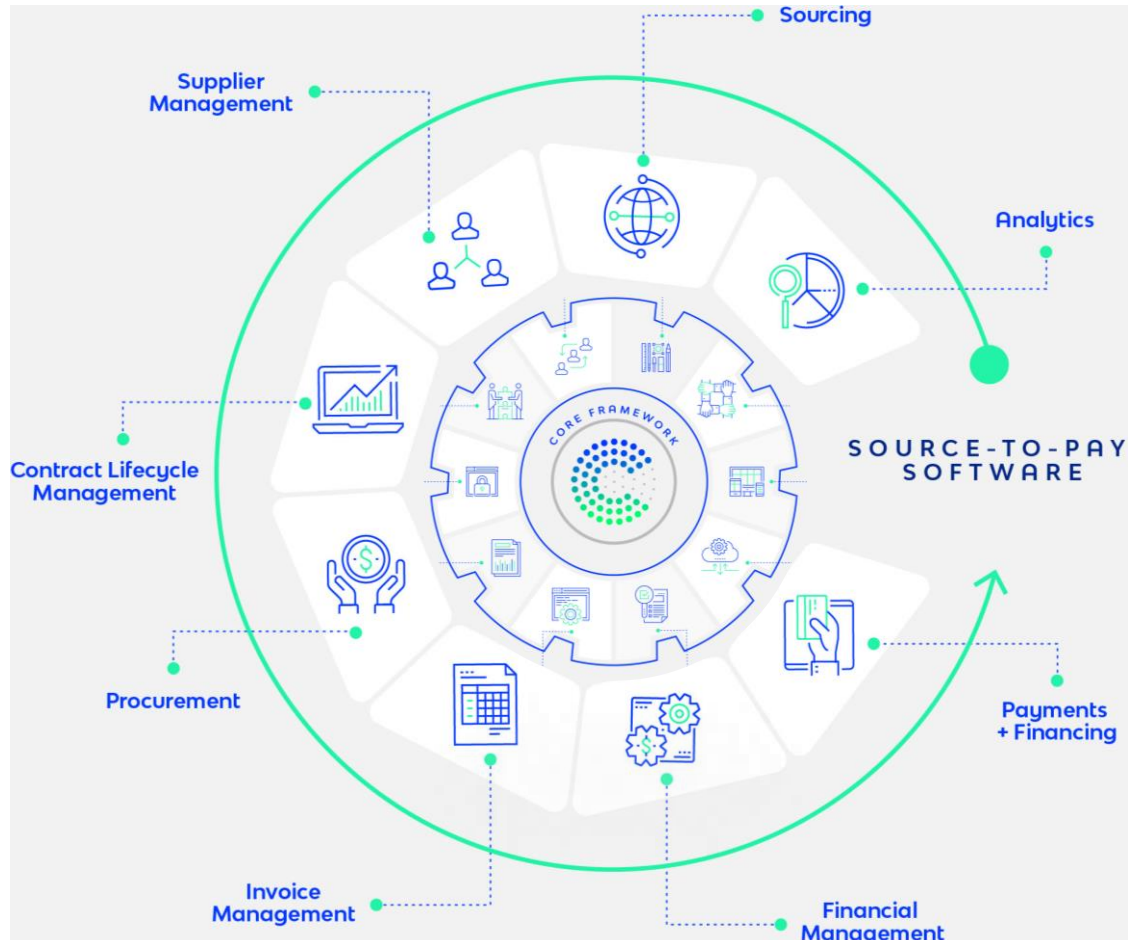


Concentric Supplier Management: Addressing Supplier Risk



Supplier Management is central to a S2P Platform

Unified Core | Built For Configuration | Built For Integration



Unified Solutions That Bring Full Transparency to Spending Across the Enterprise



Analytics: Analytics, insights and intelligence that drive smarter decisions



Sourcing: Drive efficiencies and compliance for both strategic and operational sourcing to improve vendor and stakeholder relationships, cost savings, and more strategic approach to spend.



Supplier Management: Drive efficiencies, compliance, and innovation with suppliers for competitive advantage with supplier information, performance and risk management



Contract Management: Automate contract lifecycle and make them paperless and seamless across your organization



Procurement: Become more agile, strategic, and influence greater control over organizational spend, improve compliance and suppress maverick spend.



Invoice Management: Eliminate the inefficiency, risks, and cost of paper-based invoices and manual processes resulting in increased control over the entire payables process.



Financial Management: Empower the alignment of Procurement and Finance to better control and manage organizational spend

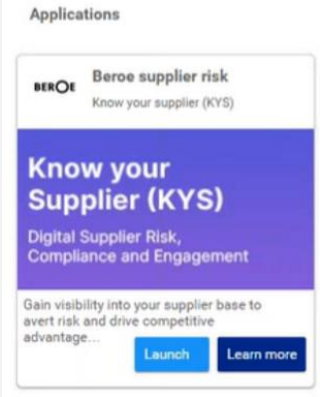


Payments + Financing: Eliminate the burden of managing payments and the manual processes that slow down those payments. E-payments in real-time directly from your ERP or AP system into the supplier's bank account.

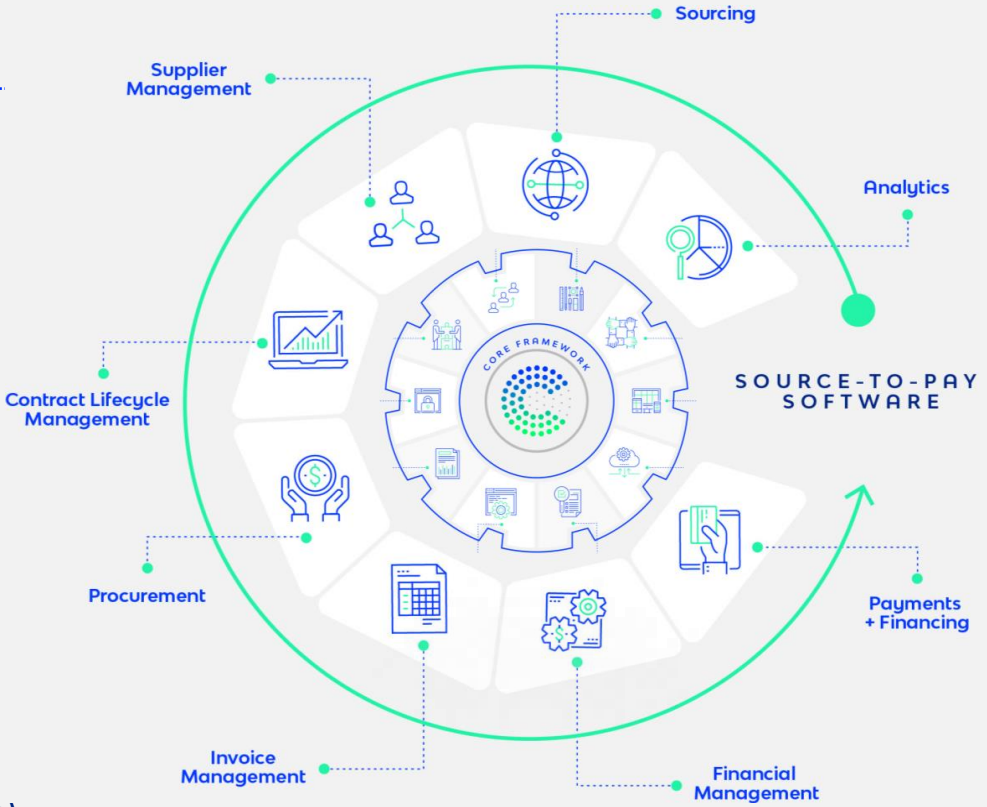


Beroe is an extension of Corcentric Supplier Management, that enriches supplier risk data from leading data providers

BEROE
Advantage Procurement



			Environmental/ Sustainability Partner Coming Soon	
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Key Benefits

- Configure Beroe KYS as application on the Corcentric Platform
- Integrate Beroe data into existing supplier profiles (SIM dashboards)
- Get real time refresh of supplier data from key data sources
- Enhance and enrich wider supplier master data
- Establish common UI for viewing supplier data



Supplier Data Provided through Beroe KYS data sources

					<p>Partner Details Coming Soon!</p>
<p>Risk Type</p>	<p><i>Financial</i></p>	<p><i>Financial</i></p>	<p><i>Financial, Reputational</i></p>	<p><i>Cyber Risk</i></p>	<p><i>Environmental and Sustainability</i></p>
<p>Risk Credentials</p>	<p><i>Credit Safe Risk Rating</i></p>	<p><i>Adverse Media Mentions</i></p>	<p><i>Supplier Evaluation Risk Rating (SER)</i></p>	<p><i>Proprietary Cyber Risk Rating</i></p>	<p><i>ESG Rating</i></p>
<p>Type of Measurement</p>	<p><i>Measuring the likelihood that a business's payments performance will become seriously delinquent</i></p>	<p><i>Information based on a compilation of adverse media articles across a variety of Ethical and Regulatory areas</i></p>	<p><i>Predicts the likelihood that a supplier will cease business operations or become inactive over the next 12- month period</i></p>	<p><i>Information based on a compilation of adverse media articles across a variety of Ethical and Regulatory areas</i></p>	<p><i>Information based on a compilation of Environmental, Sustainability and Governance Data across global supply chains</i></p>





corcentric™

Thank You | Merci | Danke

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