Sourcing a Supplier Ecosystem Built to Last:

Approaches to Proactive Supplier Risk

ConnXus
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A Timely Topic

Delta Says Hack on Vendor Exposed Customer Credit-Card Data
Cyberattack on online chat provider exposed information on airline’s and Sears’ websites last fall

T-Mobile Hacked In Data Breach That Hit 2 Million Customers

What is a supply chain attack? Why you should be wary of third-party providers
The weak link in your enterprise security might lie with partners and suppliers. Here’s how to understand and mitigate that risk.

Equifax Hack: Keep Your Friends Close, but Your Supply Chain Closer

Hilton Hotels fined for credit card data breaches

SUPPLY CHAIN CYBERSECURITY:
EXPERTS ON HOW TO MITIGATE THIRD PARTY RISK

THE THIRD PARTY DATA BREACH PROBLEM

Hacked To Death: Data Security In Supply Chain
Cybersecurity Risk
2017 IBM Report: 4 bil.+ records leaked at ~$3.62 mil. cost ($141 per record)

Multi-tier Risk Management
- Geographic, legal, cultural, environmental
- Financial & labor oversights, ethics, political

Sourcing Category Factors
- Nature of items sourced, country of origin
- Sensitivity of intellectual property
Supplier Data Transparency

Data Validation & Analysis
- Economic impact of local sourcing
- Information for future buying decisions

Beyond Supply Chain Visibility
- Prioritize risk, performance standards
- C-suite buy-in: culture & process

Competitive Advantage
- Meaningful supplier partnerships
- Development & feedback loop
Supplier Management Technology

Outdated Supplier Tech
Est. 90% of global supply chain still relies on legacy EDI systems

Demand for Consolidation
- API connectivity: scalable, fast, & flexible
- Integrated dashboards, centralized approach

Data Evolution
- More information for end business users
- Free up resources for value add tasks & development
Most Fortune 1000 Companies have supplier diversity goals, but struggle to meet them.

- **Manual Processes**
- **Fragmented Systems**
- **Stale Databases**
- **Outdated Technology**
Risk, Governance, & Compliance Data

Supplier Diversity Tracking & Reporting
- Supplier data enrichment
- Tier 2 reporting

Supplier Relationship Management
- Global supplier data management
- Analytics

Sourcing & Procurement
- Virtual match-making
- Procure-to-pay

Supplier Diligence & Risk Management
- Financial scorecard
- Risk rating
- Supplier intelligence

2013
2015
2017
PRESENT
How Software Boosts Supply Chains

Spend Cube
- Thousands of supplier records
- Hundreds of categories
- Billions of spend
- Dispersed geographies

Economic Impact Report

Risk
- Supplier Risk Analysis
- Supplier Financial Health

Enterprise Portal
- Privately branded supplier portals
- Storing supplier credentials
- Supplier network - sourcing

Tracking Tiered Spend
- Tier 2 spend
- Tracking & reporting

Supplier Data
- Validation & enrichment

Responsible & Sustainable Supply Chain
The Future of Supplier Management: Mobilizing Supplier Information
Current Sourcing Pain Points

- RFP Complexities
- Conference Costs
- Incomplete Business Information
- Outdated Supplier Data
What Does Mobility Look Like?

• Centralized location: maintaining supplier profiles in one place, reducing time and costs while maximizing business growth.

• Filling in the gaps between buyer and supplier connections
Technological Features

**Universal Supplier Profiles:** easy creation with expanded company & industry attributes, ability to define public vs. private information, profile tracking functionality.

**Facilitated Learning:** simplified user experience with real-time in-system guidance.

**Secure & Enhanced Functionality:** options to validate company settings and users, ability to create user permission groups.
Questions?

Supplier Management Made Simple®
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