

apexanalytix.
Ultimate supplier management.



Getting to World Class: Vendor Master Data

Tungsten Network Insights Conference
5 March 2020,
London

apexportal.

smartvm.

firststrike.

apexrecovery™

Financial Services



High Tech & Telecom



Entertainment & Transportation



Manufacturing



Retail



\$6.4T

Spend protected annually

\$3B

Overpayments prevented or recovered annually

32M+

Golden supplier records with contacts scored for accuracy and age

650+

Integrated data sources

10M+

Communications with suppliers annually

4M+

Suppliers on APEX Portal

98%

Global trade languages covered

30+

Years of continuous innovation and profitable growth

apexrecovery™

We already know.

200+

active recovery audit clients

\$5.8T

spend audited last year

\$3B

overpayments recovered or prevented last year.

TRES MAL, S. A.
57 RUE DE CHAUSSAS
31200 TOULOUSE, FRANCE

€ 147K

PROJECTED RECOVERY

ESTABLISHED CONTACT



JEANINE GADOT [in](#)

BILLING SUPERVISOR
+33 5 62 79 17 92
jgadot@tresmalsa.com

78 RESPONSIVENESS

12 DAYS SINCE LAST CONTACT

WHAT WORKS

3:00 - 4:30 PM CET
TUE - THUR
FRENCH

SUPPLIER INTELLIGENCE

KNOWN VENDOR Y
APEX ANALYTIX CLIENTS 17
AUDITS TO DATE 124
CLAIMS TO DATE 48
TOTAL RECOVERIES TO DATE \$6.3M

CLAIM LIKELIHOOD 87%

SUPPRESSES CREDITS 94%

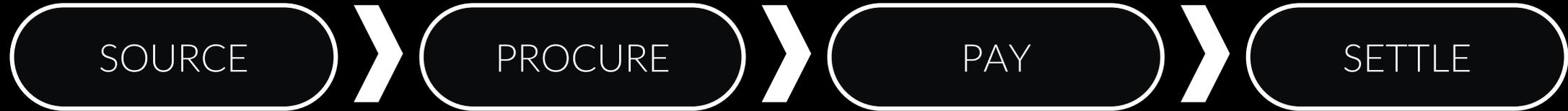


firststrike.

Check yourself before
you wreck yourself.

\$2 million per billion in spend—
that's how many overpayments
slip through normal ERP controls.
firststrike finds them.

Vendor (& Customer) Masters: The Foundation of Everything



MASTER DATA

WHO

...you will do business with

WHEN

...you will pay them

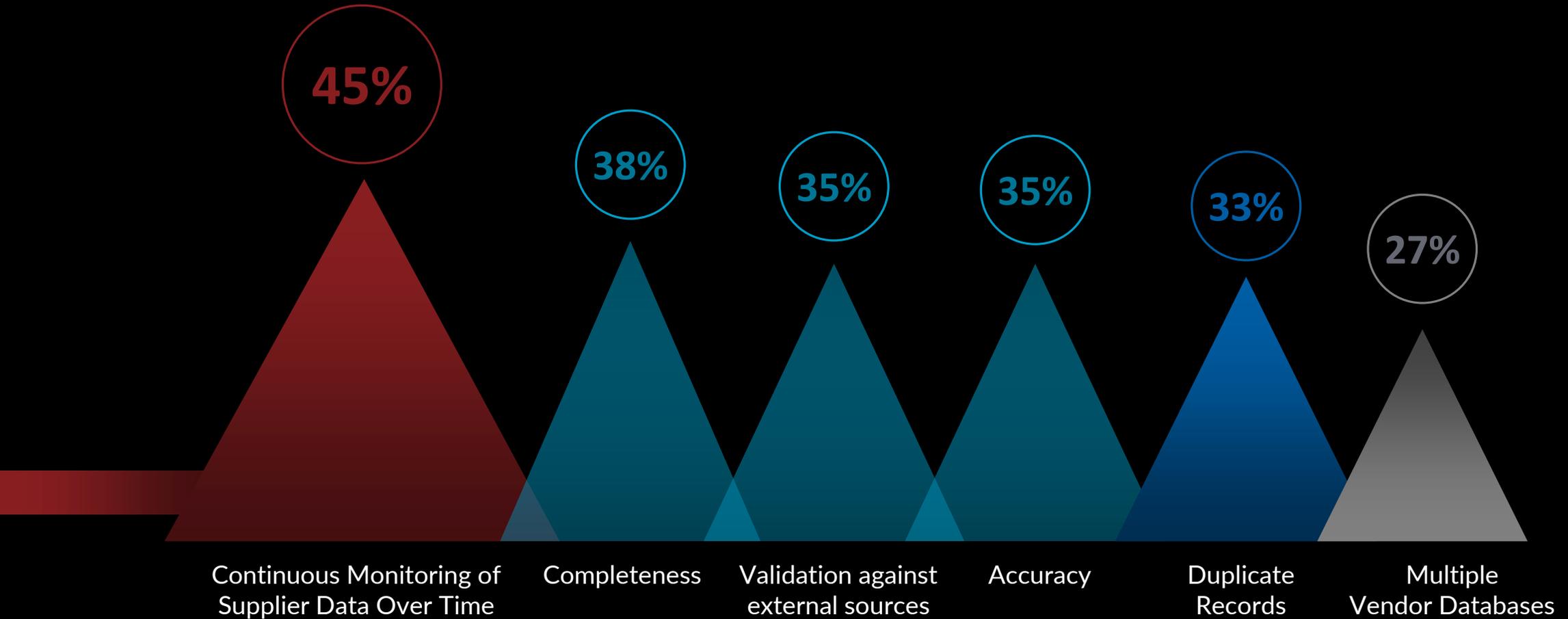
HOW

...you will pay them



What are your biggest challenges with vendor master management?

sharedserviceslink.com & apexanalytix Vendor Master Survey of Global 2000 SS Leaders



Vendor Master Impacts

Bad Foundations, Bad Outcomes

FRAUD



\$4.0T

Lost last year due to occupational fraud

ACFE

REPORT TO THE NATIONS
2018 GLOBAL STUDY ON OCCUPATIONAL FRAUD AND ABUSE

FINES



>\$1M

37% of the fines assessed for OFAC violations

CSI

UNDERSTANDING OFAC

ERRORS



30%

Overpayments are related to vendor master

apexanalytix

THE VENDOR MASTER PROBLEM

HOW ROBOTICS AND SMART TECHNOLOGY CAN TRANSFORM YOUR VENDOR MASTER

What's the Best Way to Engage Suppliers?

Missing Your Connection

Response Rate The Contact Data You Have

15%

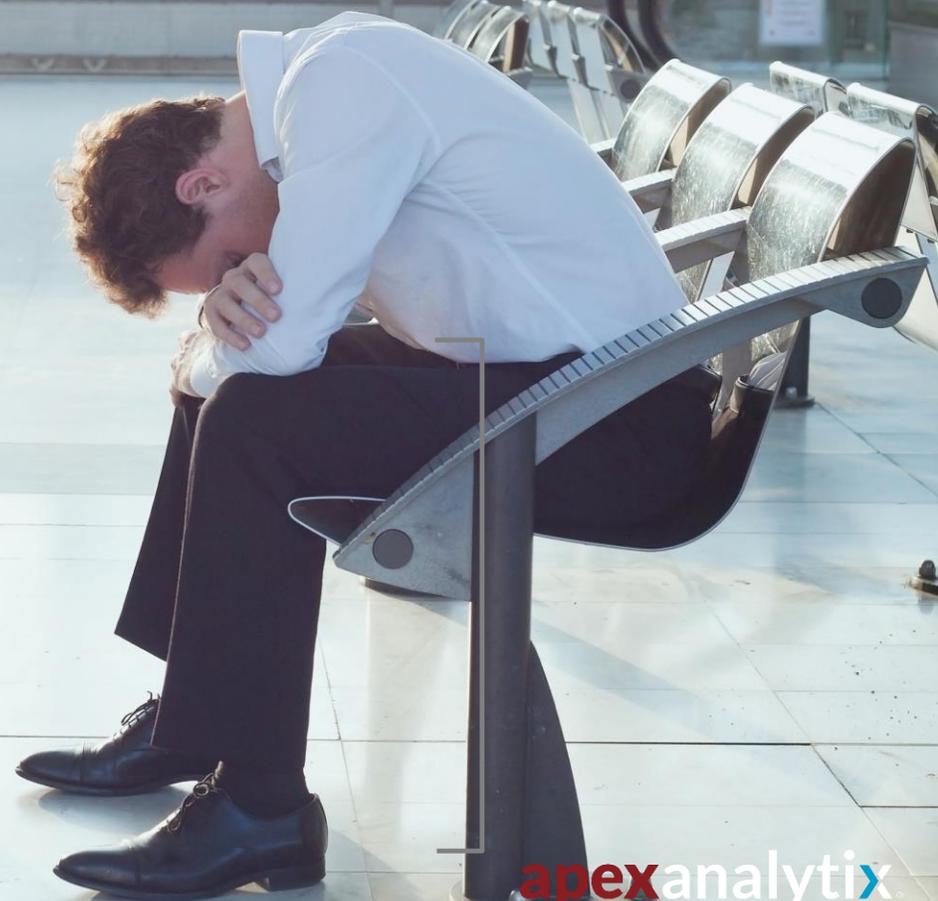
Address
98%

4x

Phone
35%

5x

Email
3%



Source: apexanalytix smartvm, Recovery Audit and dynamic discounting results

3-Step Framework to Fast-Track Trusted Supplier Data

GET YOUR HOUSE
IN ORDER



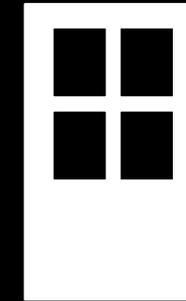
MASTER DATA
CLEANSE &
ENRICHMENT

GUARD
THE FRONT DOOR



TOUCHLESS
SUPPLIER
ONBOARDING

GUARD
THE BACK DOOR



CONTINUOUS
MONITORING

Vendor Master Cleanse & Enrichment

Get Serious About Cleaning



Identify duplicate records

Standardize name, global address and phone number formats

Append missing address elements



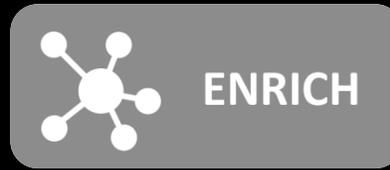
Global addresses

Global tax ID & VAT Registration numbers

Banking information

Company status

Minority/Diversity status



Contacts (name, phone, email)

Additional addresses

Corporate linkages/parent relationships

Company firmographics



D&B/DUNS Number

Industry codes (SIC/NAICS)

Minority and diversity ownership



Global prohibited/government watch lists (including OFAC)

Politically exposed persons

Business status

smartvm[®]

Data in. Gold out.

The fastest way to clean and continuously improve your supplier and customer master data.

Integrated with

650+

global government,
regulatory and
third-party data sources

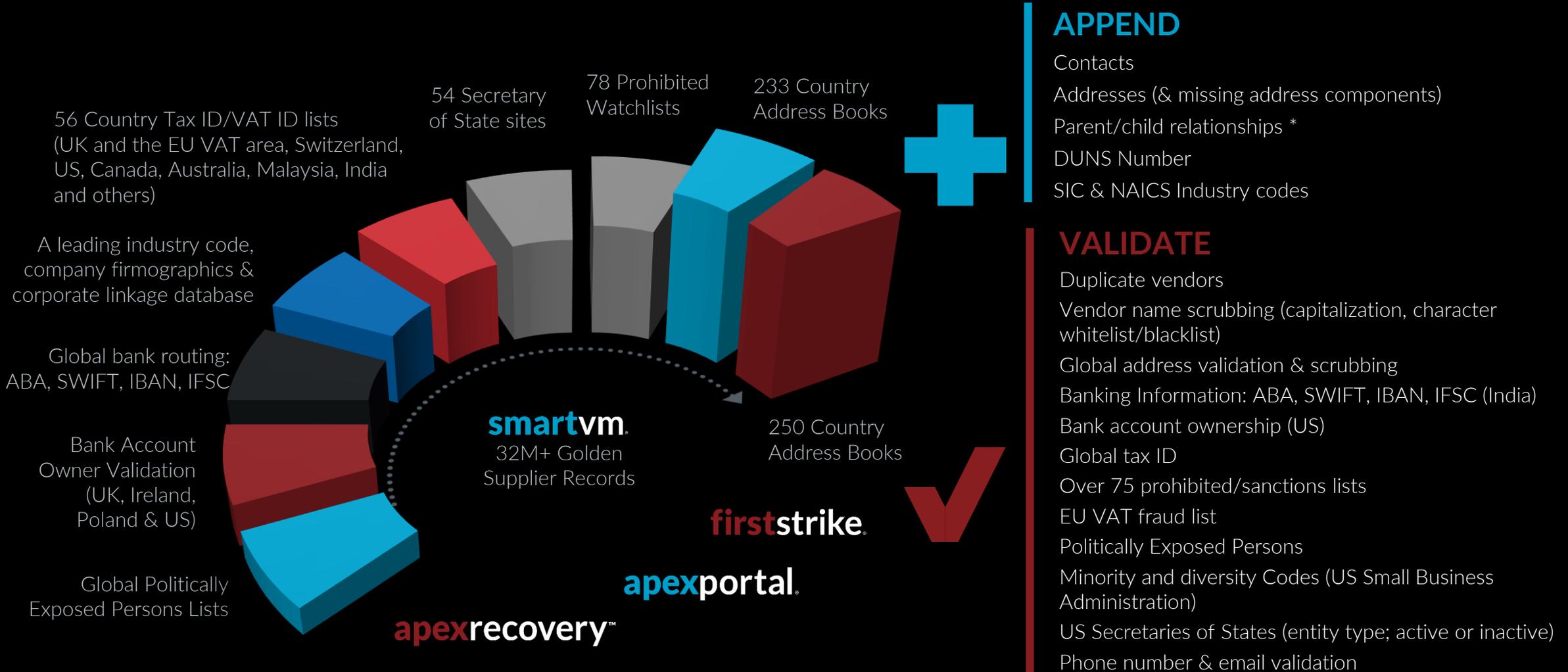
Golden records for

32M+

suppliers to the Fortune
500 and Global 2000,
scored for accuracy and age

Best-in-Class Vendor Data Cleansing

Integrated Data Sources, Real-Time Validations & Appends



3-Step Framework to Fast-Track Trusted Supplier Data

GET YOUR HOUSE
IN ORDER



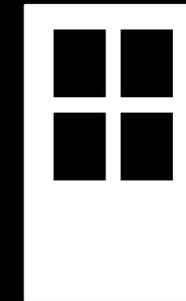
MASTER DATA
CLEANSE &
ENRICHMENT

GUARD
THE FRONT DOOR



TOUCHLESS
SUPPLIER
ONBOARDING

GUARD
THE BACK DOOR



CONTINUOUS
MONITORING

Q: What Source-to-Pay solution are you looking for, that you can't find on the market?

A: Solve our **compliant global vendor master problem**.

CONFIGURABLE vendor on-boarding and maintenance specific to **MY CHANGING BUSINESS NEEDS**

Multiple ERPs, supplier types, regions of the world, languages, all with different business requirements and workflows.

SMART, not STATIC

Proactively monitor fraud risk, perform global validations, help suppliers keep their profiles updated and make it as touchless as possible for me and my suppliers.

CONFIGURABLE to the **CHANGING GLOBAL TAX/REGULATORY ENVIRONMENT**

Regulatory, policy and tax needs are constantly changing.

JPMORGAN CHASE & CO.

EASY TO INTEGRATE TO ALL EXISTING P2P SOLUTIONS

100% adoption across 100% of my supplier base

CONFIGURABLE to **CHANGING GLOBAL BANKING RULES**

Which currencies are permitted, what information is required of suppliers, etc.

APEX Analytix Advisory BOD 2013-2019

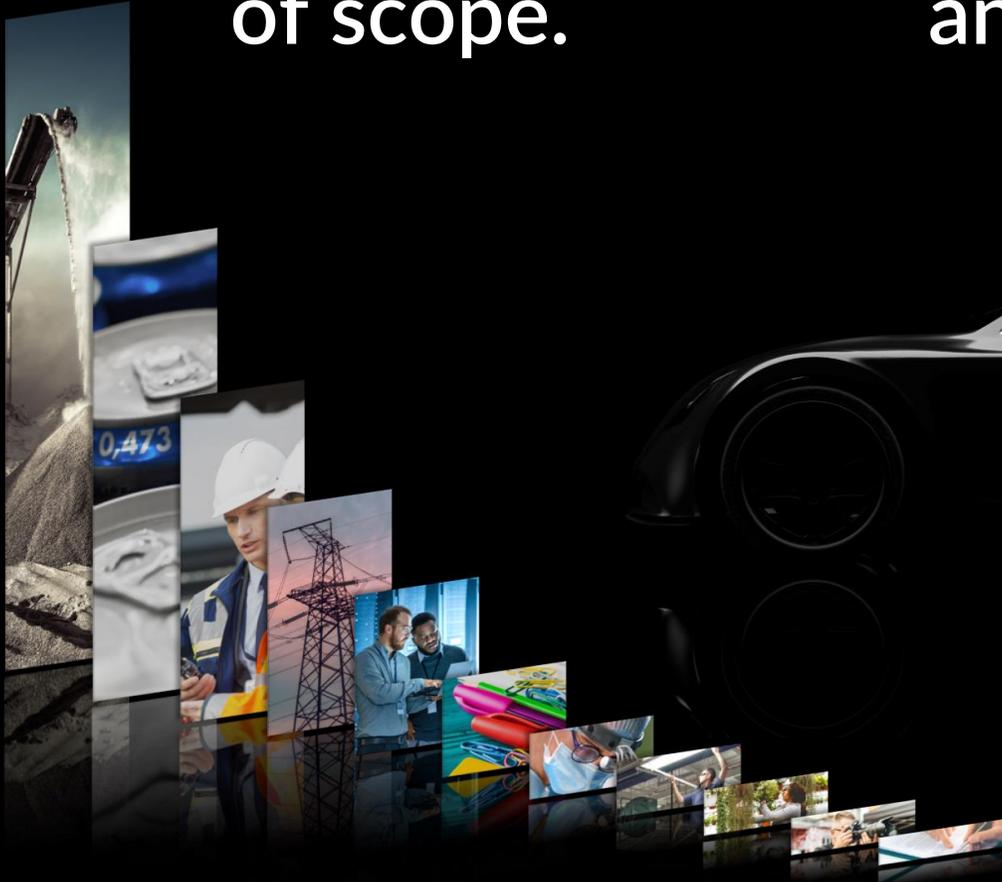
Directors & VPs of Procurement, AP and Shared Services

20 Fortune 500 and Global 2000 Companies in all

No one is out of scope.

Ultimate power and control.

Plays well with others.



SAP ECC 6

SAP R/3 4.77

SAP S/4 HANA

ORACLE
E-BUSINESS SUITE
ORACLE

PEOPLESOFT
ORACLE
JD EDWARDS

TUNGSTEN
NETWORK

salesforce

Legacy System(s)

apexanalytix

Premier Metals

Auto-onboarded with AI

IDENTITY



**JOHN JACOBS
DBA PREMIER METALS**
TAX ID * * * - * * * - * * * *
NAME & TAX ID COMBINATION VERIFIED W/ IRS
W-9 AUTO-GENERATED & E-SIGNED
CLEARED OFAC AND 87 OTHER WATCHLISTS

FIRMAGRAPHICS

3441 Fabricated Structural Metal
Est. 2003; \$116.4M; 360 employees
Woman-Owned Business
DIVERSITY STATUS VERIFIED WITH SBA



Raw Materials Supplier
Strategic Spend Supplier

67

Composite Risk

20

Financial

7

Operational

15

Geographic

9

Reputational

10

Regulatory

FORMS, CERTIFICATES, & AGREEMENTS

Right, from the Start.

CERTIFICATE OF LIABILITY INSURANCE

W-9 TAXPAYER ID NUMBER & CERTIFICATION

CONFLICT MINERALS POLICY

CA 590 WITHHOLDING EXEMPTION CERTIFICATE

WOMEN OWNED BUSINESS CERTIFICATE

LOCATIONS



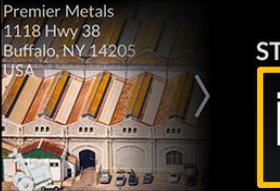
Premier Metals
1708 Premier Blvd., Ste 100
Kansas City, KS 66110
USA



Premier Metals
Accounts Payable
69010 Enterprise Park N
Memphis, TN 38017
USA



Premier Metals - Lexington Plant
6305 Johnsonville Rd.
Lexington, KY 40503
USA



Premier Metals
1118 Hwy 38
Buffalo, NY 14205
USA

CONTACTS

SALES



**JENNY
MAYION**

ACCOUNT OWNER

+1-336-484-8792

jmayion@premiermetals.com

9:00 – 5:00 AM EDT
7 DAYS A WEEK
ENGLISH

AR



**JEREMY
LE FLEUR**

ACCOUNT RECON

+1-901-379-1845

jleflour@premiermetals.com

7:00 – 9:30 AM CDT
M - W - F
ENGLISH

BILLING



**MELODY
SIMMONS**

BILLING DEPT

+1-901-453-0990

msimmons@premiermetals.com

10:00 – 3:30 PM CDT
TU - F
ENGLISH

STRATEGIC INITIATIVES



2% 30 / Net 90
WITHIN COMPANY POLICY FOR
THIS SUPPLIER SEGMENT



ELECTRONIC PAYMENT
021000021 - JPMORGAN CHASE
* * * * * USD
BANK ROUTING NUMBER VERIFIED
BANK MASTER CREATED
BANK ACCOUNT OWNERSHIP VERIFIED
CURRENCY VALID FOR COUNTRY



EINVOICING NETWORK
TNID 1009594372
ENABLED



ERP INTEGRATION
SAP S4 HANA
2008930257 - ACTIVE

PROFILE PREPOP



NAME & TAX ID MATCH



BANK ACCOUNT OWNERSHIP



DIVERSITY STATUS



PAYMENT TERMS POLICY



AUTOMATION PROGRAMS



SUSTAINABILITY PROGRAM



COMPLIANCE FORMS



TAX FORMS



RISK ASSESSMENT



CONTRACTS



APPROVALS



Fraud Detect

Uncover Suspicious Patterns

Initials in Vendor's Name
PO Box
Private Mail Service
Prison Address
Residential Address
Multiple Vendors Crossing
Mobile Phone
Business Risk
(i.e., Toner,
Office Supply, etc.)
High Risk Commodity/
Spend Category
High Risk Location
(Country/Postal)
Prohibited Entities
Employee Vendor Match

**Vendor
Attributes**

127
ATTRIBUTES



25
WEIGHTED
RISK FLAGS

**Transactional
Attributes**

1
COMPOSITE
RISK SCORE

Consecutive Invoice
Numbering
Benford's Law
Even Gross Amount
First Payment Small Relative
to Average Payment
High Risk Payment Handling
No Purchase Order
High Risk Accounts (GL Level)
High Risk Processing
Spend Increases

Touchless Supplier Information Management

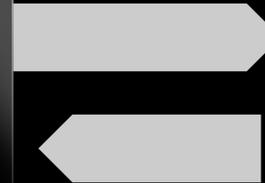
When you say “touchless”?

INVITE



ENGAGE – ENFORCE – ENROLL

APPROVE



SAP ECC 6

SAP R/3 4.77

SAP S/4 HANA

ORACLE
E-BUSINESS SUITE
ORACLE

PEOPLESFT
ORACLE
JD EDWARDS

TUNGSTEN
NETWORK

salesforce

Legacy System(s)

Vendor Maintenance Team

58 Countries

180K Business rules

3 ERP systems
(2 SAP, 1 Oracle)

12 FTE



2 Part-time approvers

JPMorganChase

FOUNDED 1799



Same-day supplier on-boarding without compromising controls.

Previously, averaged 4 round-trips to the requestor, Procurement or supplier to complete on-boarding.

Disney Supplier Management Portal

“The Cornerstone of Global Procure to Pay” – Director, Disney Worldwide Shared Services

The
WALT DISNEY
Company

ONE CENTRAL SUPPLIER ENGAGEMENT PLATFORM

Once we have them here,
we can feed them anything
or anywhere



FUND AP ORGANIZATION

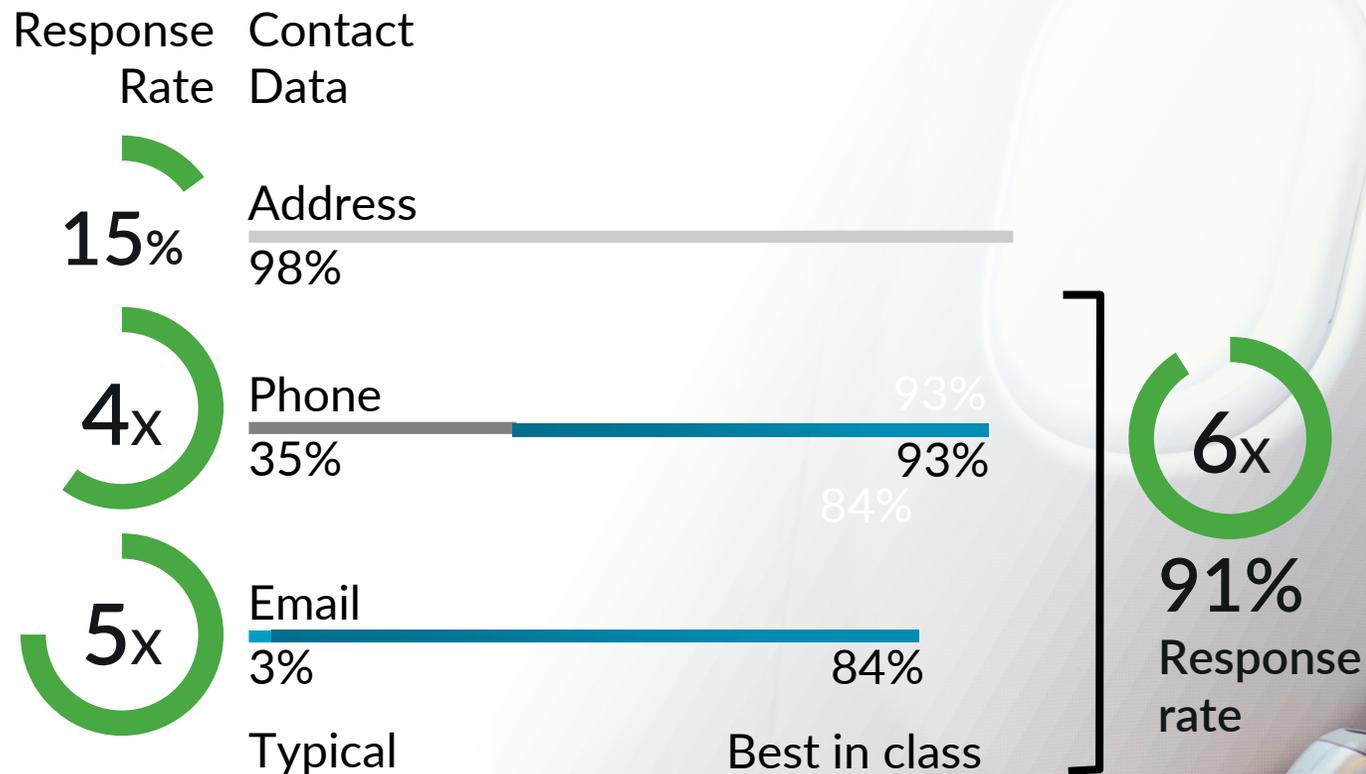
Paid for AP for the 1st time
in 2017, and again in 2018, and
again in 2019

ENSURE INTEGRITY OF DATA

AP, sourcing and purchasing,
the foundation of everything in P2P

What's the Best Way to Engage Suppliers?

From Missing Your Connection to Flying First Class



Source: apexanalytix smartvm, Recovery Audit and dynamic discounting results

Supply Base Management →

Discovery

Trusted. Suppliers. Search & prequalify preregistered suppliers, current suppliers, & APEX's 32M+ scored suppliers to the Global 2000

Registration

Right. From the start. Autonomous supplier onboarding for 100% of suppliers, regions, systems, policies and programs

Risk

Disrupt the Disruption. Segment, score and manage your supplier base with AI.

Performance

"I'll drive." Segment, score and manage your supplier base with AI.

smartvm

Data in. Gold out. The fastest way to clean, validate, and continually enrich your supplier and customer data.

apexrecovery

We already know. Finding, recovering and preventing future overpayments.

firststrike

Check yourself before you wreck yourself. Automated statement audit and recovery powered by APEX Analytix.

Statements

Give yourself credit! Automated statement audit and recovery powered by APEX Analytix.

Discounting

Easy. Money. Capture more discounts and rebates with AI.

← Payments & Working Capital

Documents

Altogether. Now. Share, e-sign, track, and archive miscellaneous documents.

Contracts

Simple Contract Management. Contract repository with key data capture and automated alerts.

E-invoicing

No invoice left behind. Simple invoice capture and indexing for the long tail.

apexanalytix®

Ultimate Supplier Management

Supplier Self-Service ↓

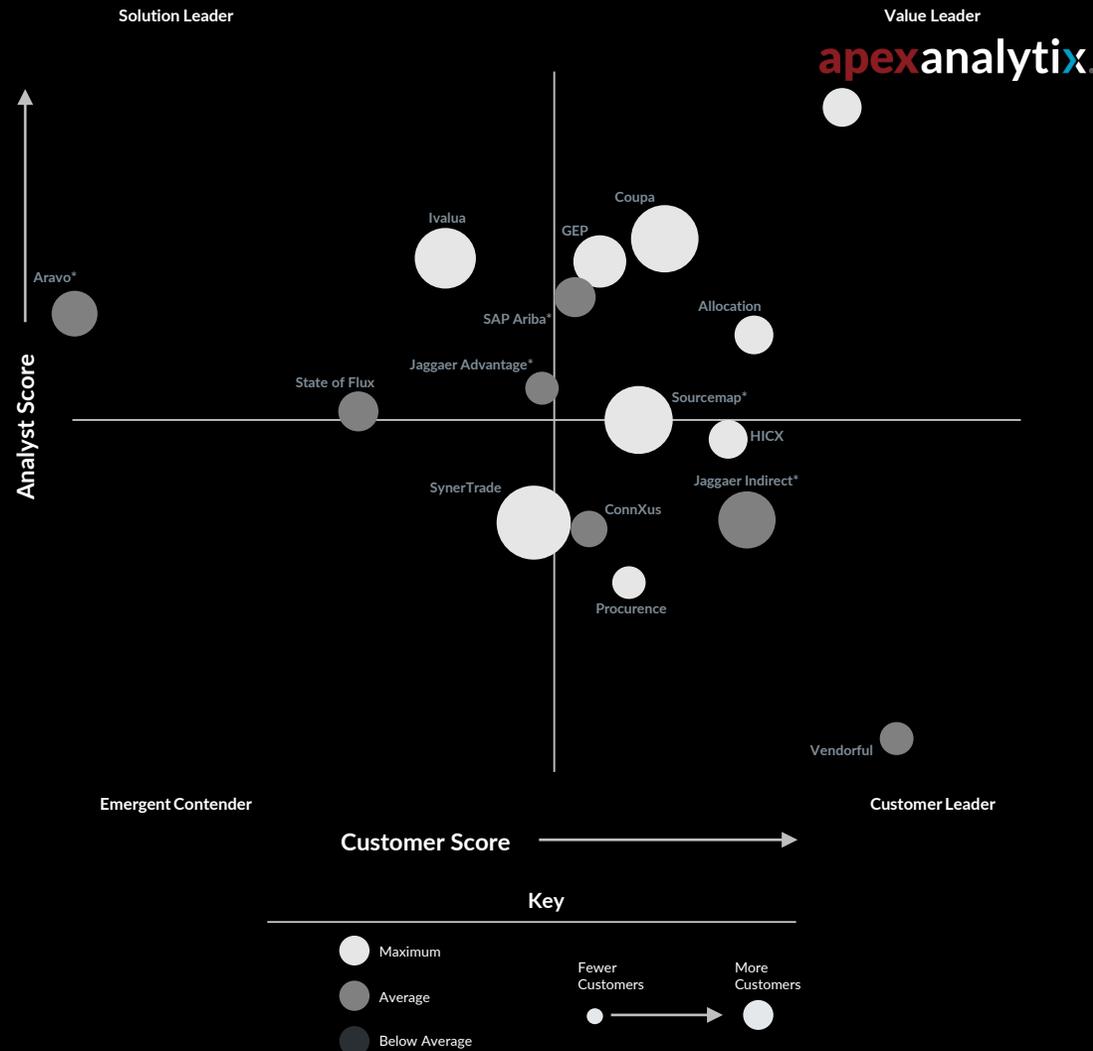
Inquiry

"Help yourself." Suppliers and internal users track invoices and payments in their own language.

Highest Rated Supplier Relationship Management & Risk Solution

Spend Matters™

Supplier Relationship Management and Risk Solution Rankings Q4 2019



“Where APEX’s supplier management capabilities are a perfect match is for customers who are primarily **interested in data integrity, financial security, controls and fraud prevention.**

These types of organizations will find it **a great fit even in cases where they have other source-to-pay (and even supplier management) platforms already.** And if they do not, we could not think of a better place to start on the supplier management and compliance journey than capturing, validating and maintaining accurate supplier information.”

Michael Lamoureux and Jason Busch
 APEX Analytix Vendor Snapshot
 7 August 2018

<p>Best-in-Class Supplier and Financial Information Validation Capabilities</p>	<p>Workflow Configuration and Rules Engine</p>	<p>Top-Performing Risk Modeling and Monitoring Capabilities</p>
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Q&A
Thank you

Supplier Risk Management

Disrupt the Disruption



Financial
 Credit risk
 Supplier fines
 Fraud

Operational
 Supply chain disruption
 Employee errors
 Business continuity

Geographic
 Environmental events
 Supplier concentration
 Country instability

Reputational
 Negative news
 Brand depreciation
 Customer perception

Regulatory
 Prohibited vendors
 Child labor laws
 Conflict minerals

Fraud Detect

Uncover Suspicious Patterns

Initials in Vendor's Name
PO Box
Private Mail Service
Prison Address
Residential Address
Multiple Vendors Crossing
Mobile Phone
Business Risk
(i.e., Toner,
Office Supply, etc.)
High Risk Commodity/
Spend Category
High Risk Location
(Country/Postal)
Prohibited Entities
Employee Vendor Match

**Vendor
Attributes**

127
ATTRIBUTES

25
WEIGHTED
RISK FLAGS

**Transactional
Attributes**

1
COMPOSITE
RISK SCORE

Consecutive Invoice
Numbering
Benford's Law
Even Gross Amount
First Payment Small Relative
to Average Payment
High Risk Payment Handling
No Purchase Order
High Risk Accounts (GL Level)
High Risk Processing
Spend Increases

Validation & Enrichment Data

Let the World of Data Do the Cleaning for You

company	credit	parent/child	industry	address	contact	
Lexus/Nexus D&B NAICS.com	D&B (companies) Experian (individuals)	Dun & Bradstreet Lexis/Nexis	Dun & Bradstreet NAICS.com	MelissaData (global; anonymous) Dun & Bradstreet (companies)	D&B (HQ) NAICS (HQ)	
tax/vat codes	banking				payment terms	entity status
Global governments TINCHECK (US only) (no known global consolidator)	Swift.com (ro Early Warning account, incom NA only)				PRGx none	US Secretary of State sites
insurance	non	 <p>How can I access all of these sources? How accurate is it? Who is going to apply all of the updates?</p>			financial balance	government contractor
Insurance companies (no known consolidator)			D&B	emergent other		US SAMS

The
WALT DISNEY
Company

50% Improvement in supplier
on-boarding cycle time

40% Reduction in customer
service inquiries

30% Reduction in ACH/
Wire rejections

75% Reduction in returned
checks

(A Lot) Dynamic discounts
captured



“Exponentially changed our onboarding process.”

Watch APEX Portal Client Testimonials



Jonathan Ridgwell, Global Director of Procure to Pay at JPMorgan Chase

<https://apexanalytix.wistia.com/medias/uswm3ushfc>



Amy Platis, AP Program Director at Northwestern Medicine

<https://fast.wistia.net/embed/channel/83w1g94yp0>



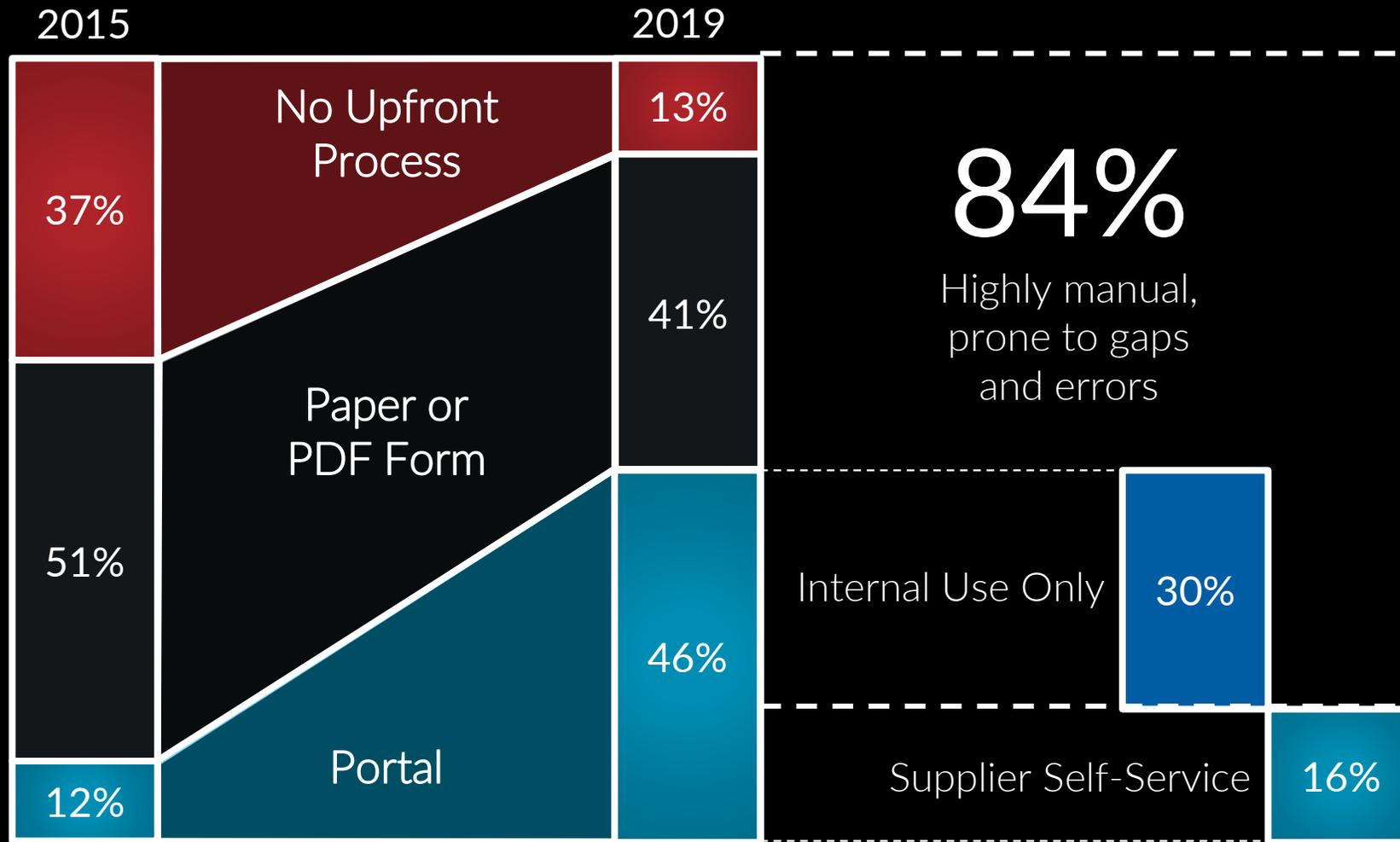
John Kalina, VP of Administrative Services at Independence Blue Cross

<https://apexanalytix.wistia.com/medias/rejh0p54nj>

Fast-Moving Trend Toward Supplier Portals

...but Gaps Remain

How do you on-board suppliers?



“A Hub for Everything”

3 companies, 3 variations

