Housekeeping

Antitrust Policy

Linux Foundation meetings involve participation by industry competitors, and it is the intention of the Linux Foundation to conduct all of its activities in accordance with applicable antitrust and competition laws. For full policy, use the QR code

Recording

Session is being recording and replay link will be emailed tomorrow

Slide Download

You will receive a follow-up email with the link to the recording and the presentation

Talk to other participants individually or the whole group

Ask a question

Q&A   Chat   Raise Hand

Let us know you have a question

HYPERLEDGER
BLOCKCHAIN TECHNOLOGIES FOR BUSINESS

CHAINYARD

Trust Your Supplier

IBM   CHAINYARD

Trusted Source of Supplier Information and Digital Identity

AGENDA

1 INDUSTRY PROBLEM

2 TYS SOLUTION

3 OUTCOMES & VALUE PROPOSITION

4 GOVERNANCE

5 ROADMAP AND NEXT STEPS

TRUST
YOUR
SUPPLIER

**Uniting our
Source To Pay Expertise and
Scalable Blockchain Platform
to Reimagine Procurement**

**We Turn
Blockchain into
Business Results.**

Procurement Expertise

Open, Secure, & Scalable
Blockchain Platform

Industry Leading Enterprise
Blockchain Network

IBM

CHAINYARD
an IT People Company

World-Class Blockchain
Solution Providers

Production Solutions in
Financial Services and
Supply Chain

Over 100 Blockchain
Specialists

Services ✦ Solutions ✦ Ecosystem ✦
Platforms ✦ Hyperledger

Consulting ✦ Engineering ✦ Operations ✦
Consortium Building ✦ Accelerators
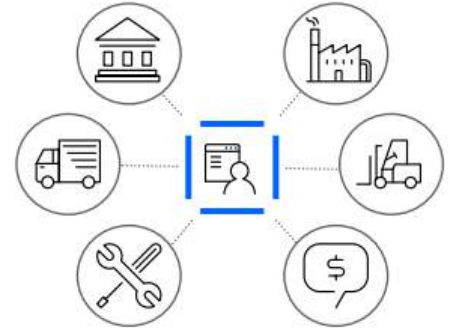
TRUST YOUR SUPPLIER – WHY BLOCKCHAIN

Conventional Systems are open to error, fraud and inefficiency

• In conventional systems each participant has his own, separate database, or ledger — increasing the possibility of human error or fraud

• Shared databases cannot prevent malicious activity. Hacked entities can corrupt or destroy data in the shared database, making it invalid for everyone involved.

• Reliance on intermediaries for validation creates inefficiencies

• Often laden with manual processes, resulting in frequent delays and inefficiencies

Blockchain is designed for trust and secure trading

• Single, shared, tamper-evident ledger — once recorded, transactions cannot be altered

• Provides levels of error checking and transaction validity not obtainable in regular shared databases.

• Data is guaranteed to be valid and reconciled against the data held by the others participating on the Blockchain.

• Immutably records all details of a transaction end-to-end, reducing vulnerabilities.

HYPERLEDGER
BLOCKCHAIN TECHNOLOGIES FOR BUSINESS

Blockchain Provides a Trusted, Common, Single Version of the Truth

Create a
Trusted Source of Supplier Information and Digital Identity

that simplifies and accelerates

Supplier Onboarding and Lifecycle Management

Reduce Cost

Shorten Cycle Time

Mitigate Risk

Create Trust

SUPPLIER MANAGEMENT CHALLENGES

QUALIFICATION

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

VALIDATION

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

ON-BOARDING

- Limited integration of SIM providers to P2P/ERP systems

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+ days

Suppliers provide nearly same data to every buyer

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

SUPPLIER MANAGEMENT CHALLENGES

30 – 60 days

COSTLY, SLOW AND INEFFICIENT PROCESS

INCREASED AGILITY REQUIRED TO MEET REGULATORY DEMANDS

CURRENT TECHNOLOGY & SILOED SYSTEMS LIMIT ABILITY TO RECEIVE REAL TIME UPDATES

Buyer 1

Oct 2020

1 yr

Validation

Buyer 2

Feb 2019

2 yr

Validation

Buyer 3

May 2019

6 mo

Validation

V1 Sep 2020

Changes happen continuously

Supplier

V2 Dec 2020

V3 Mar 2019

Multiple versions of the truth exist
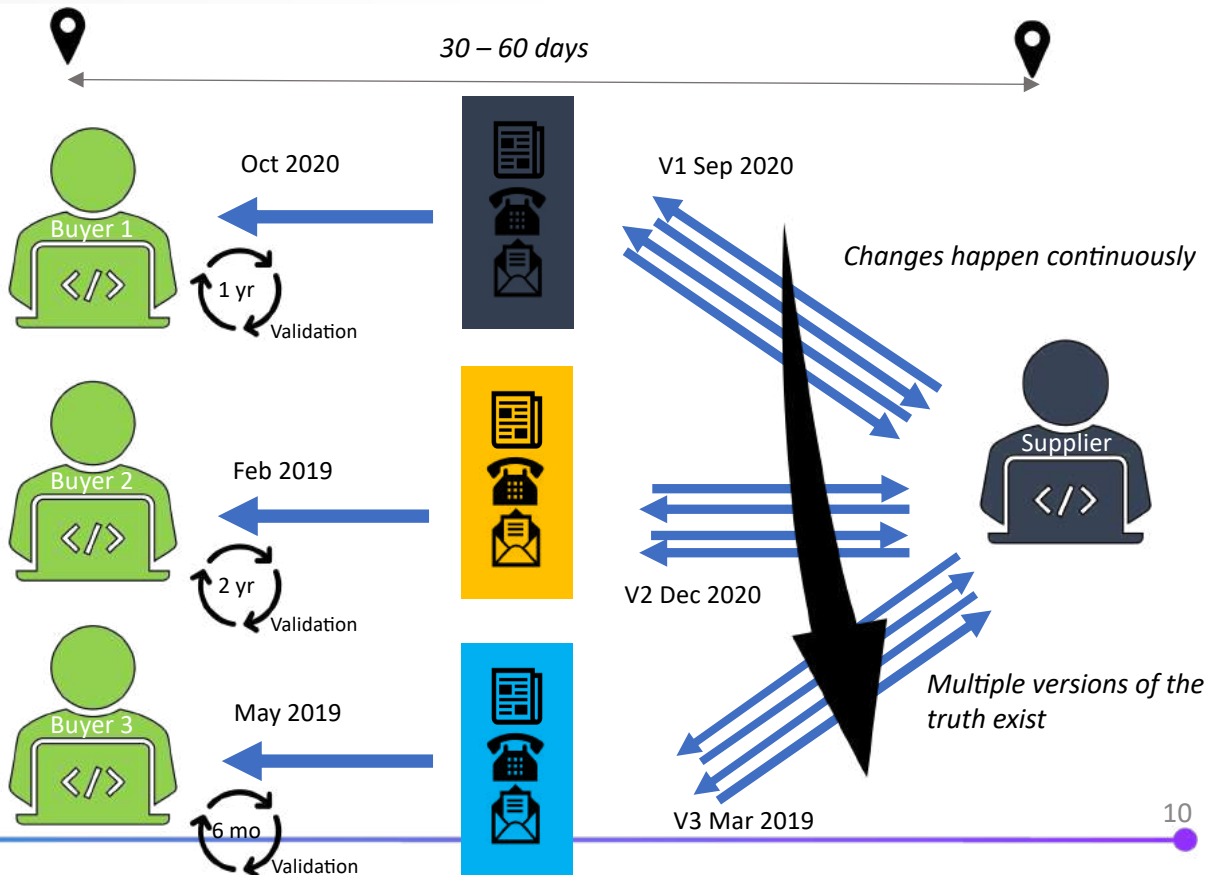
TRUST YOUR SUPPLIER

BLOCKCHAIN-BASED SUPPLIER INFORMATION MANAGEMENT

A **Trusted Source of Supplier Information and Digital Identity** that simplifies and accelerates Supplier Onboarding and Lifecycle Management
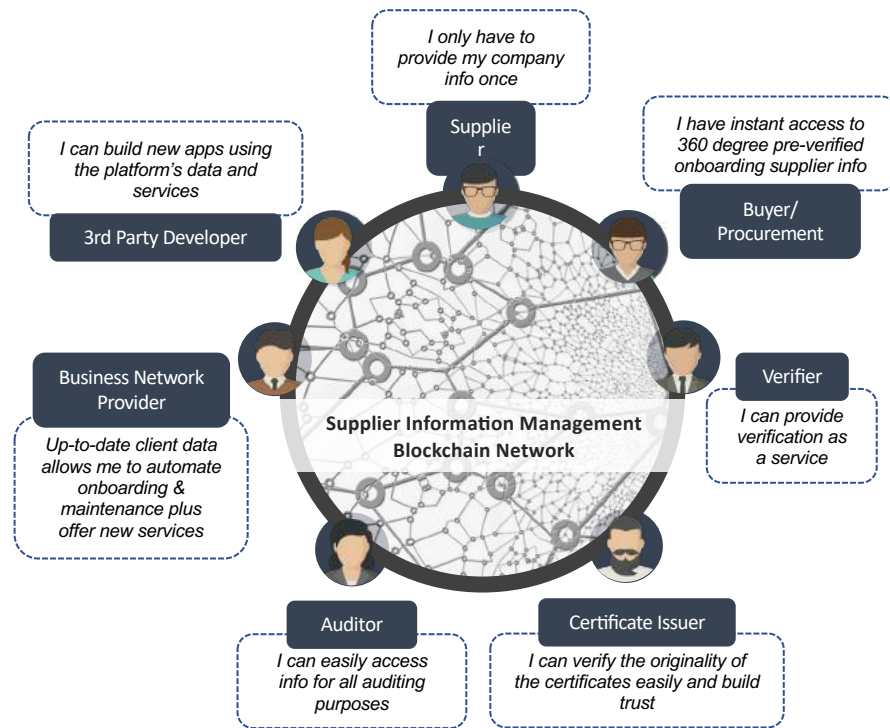
Create a source of supplier information and digital identity using **BLOCKCHAIN**

Suppliers provide Buyers immediate access to their data (regulatory, compliance, legal etc.)

Simplify and accelerate Supplier Qualification, Onboarding & Lifecycle Management

~90%
Real-time updates to supplier information

70-90%
Reduction in cycle time to onboard new supplier

50+%
Reduction in cost to onboard new supplier

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BLOCKCHAIN TECHNOLOGIES FOR BUSINESS

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

Decentralized information sources provide reliable data directly onto the blockchain – validated by 3rd parties.
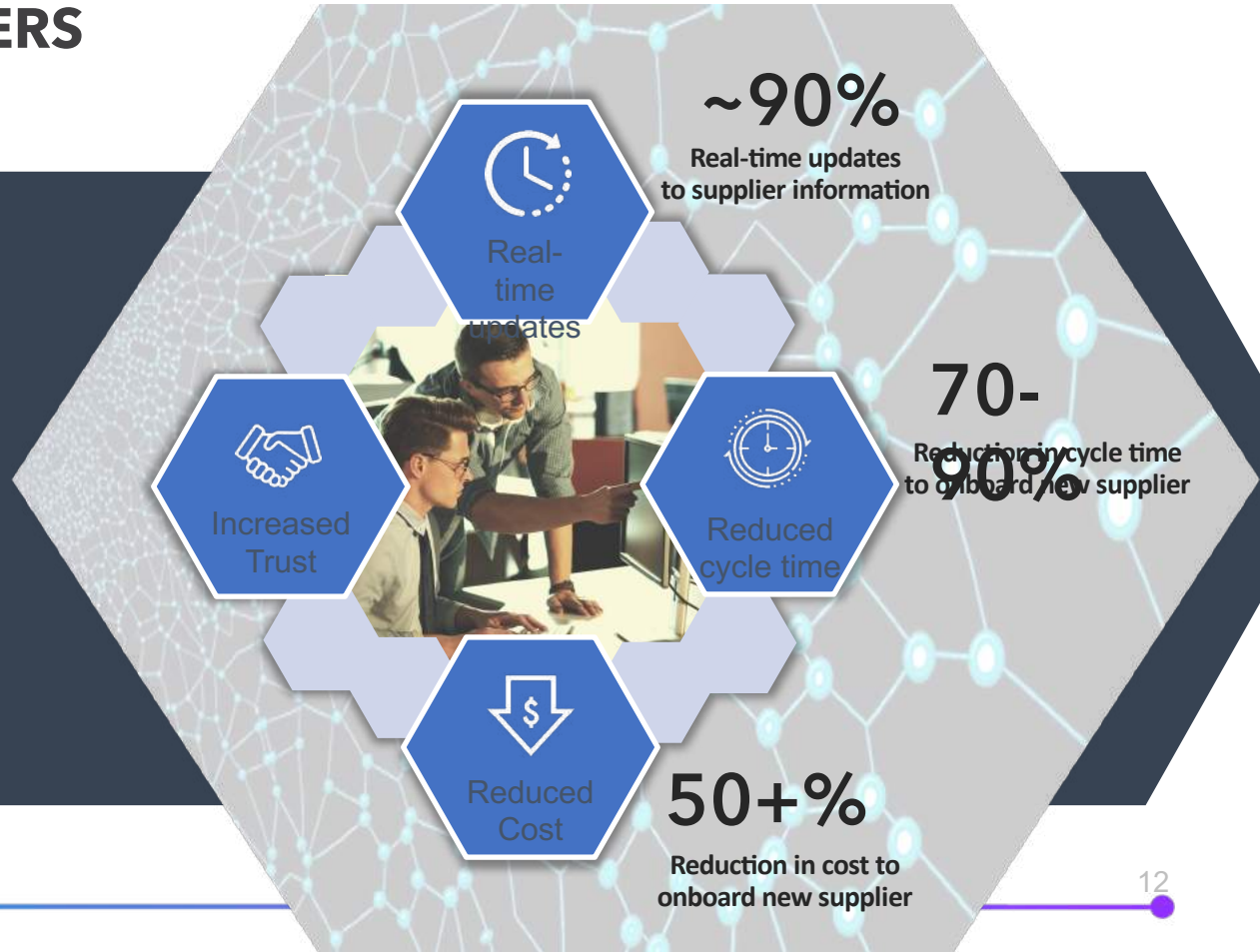
OUTCOMES: BUYERS

Provides immediate access, real time to supplier data at a fraction of cost

Greatly simplifies current technology and process

Minimizes supplier risk and ensures compliance

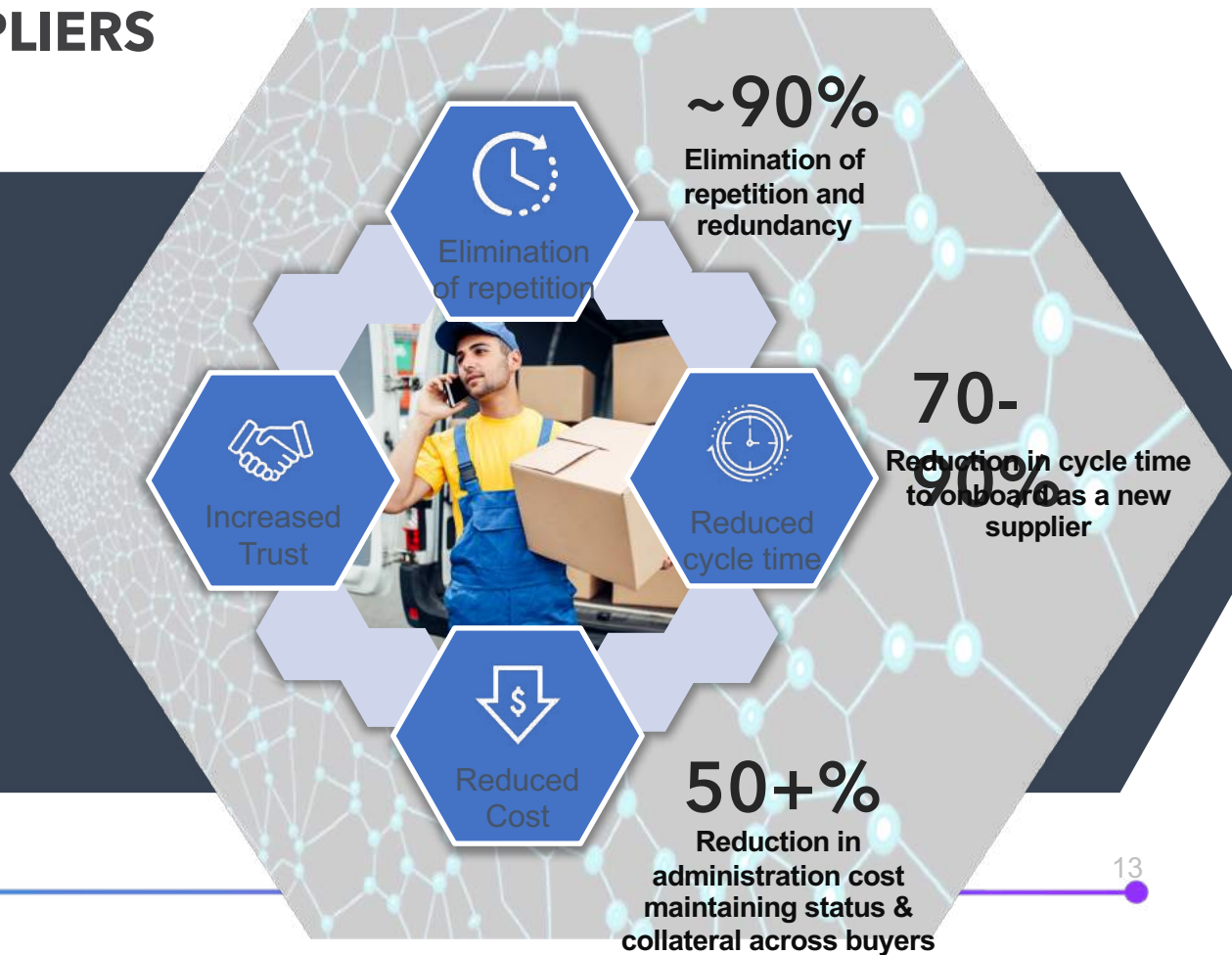Accessible, permanent record of supplier claims to improve compliance and speed audits

Real-time updates

Increased Trust

Reduced cycle time

Reduced Cost

~90%
Real-time updates to supplier information

70-90%
Reduction in cycle time to onboard new supplier

50+%
Reduction in cost to onboard new supplier

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OUTCOMES: SUPPLIERS

Eliminates redundant submission of same information multiple times to different buyers

Reduced time to first transaction

Improved discovery for buyers on the network

Elimination of repetition

Increased Trust

Reduced cycle time

Reduced Cost

~90%
Elimination of repetition and redundancy

70-90%
Reduction in cycle time to onboard as a new supplier

50+%
Reduction in administration cost maintaining status & collateral across buyers

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TRUST YOUR SUPPLIER – VALUE PROPOSITION

SUPPLIERS
- **Easy discovery** to network Buyers
- **Reduced cycle time**, cost, and effort to onboard
- **Provide real time** information updates to buyers

BUYERS
- **Faster access** to validated supplier information
- **Realtime** supplier information
- **Cost effective** supplier onboarding process
- **Reduced risk** and enhanced regulatory compliance

## BUSINESS NETWORKS & 3RD PARTY DEVELOP
- Potential for integration via **APIs**
- New & consolidated **distribution channel**
- Provides differentiated add-on **data & insight services**
- Enhanced performance of **existing solutions**
- Referral **share potential**

OWNER/OPERATOR
- **Establish** and operate network (performance, security)
- **Oversee** evolution of network
- **Provide** Governance Council leadership
- **Oversee** Portfolio, Investment, & Financial Performance

AUDIT / COMPLIANCE
- **Easy, trusted** access to supplier compliance data
- **Substantiates** credibility & compliance of network member
- **Provide data** and reporting on suppliers
- **Enforcement** of legal and regulatory framework

TRUSTED ANCHORS
- **Governance** Council membership
- **Guide** network evolution and product roadmap
- **Seed** the network with supplier base
- **Provide** Industry SME and Thought Leadership
- **Recruit** other Buyers to join network

VERIFIERS & CERTIFICATE ISSUERS
- **New,** consolidated distribution channel
- **Simplified** transaction base (single invoice/collection)
- **Share** of new revenue / payment for service
- **Provide validated** information to network

HYPERLEDGER
BLOCKCHAIN TECHNOLOGIES FOR BUSINESS

14
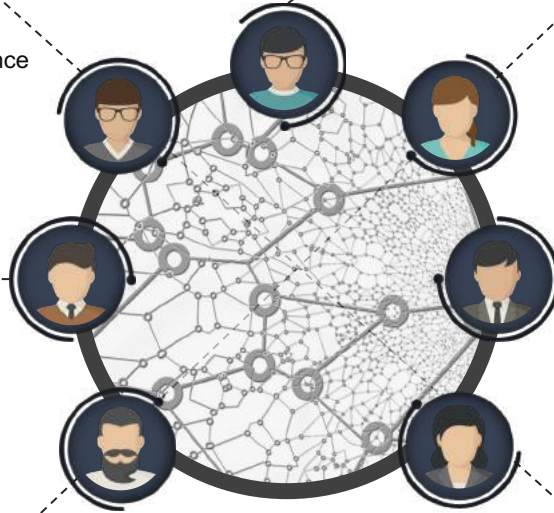
SUPPLIER DATA HIERARCHY

Common, standardized supplier data content and questionnaire detail is key to the network's value proposition

BUYER — <5%

- Supplier information specific to the Buyer
- Custom questionnaires provided by Buyer
- Information revealed only to Buyer; not available to others on network

GEOGRAPHIC — 10-15%

- Supplier information specific to the location which business is conducted
- Standard questionnaires and content based on geographic presence
- Information revealed only to Buyers operating in those regions

INDUSTRY — 20-25%

- Supplier information specific to the industry which business operates
- Standard questionnaires and content based on industry
- Information revealed only to Buyers operating in those industries
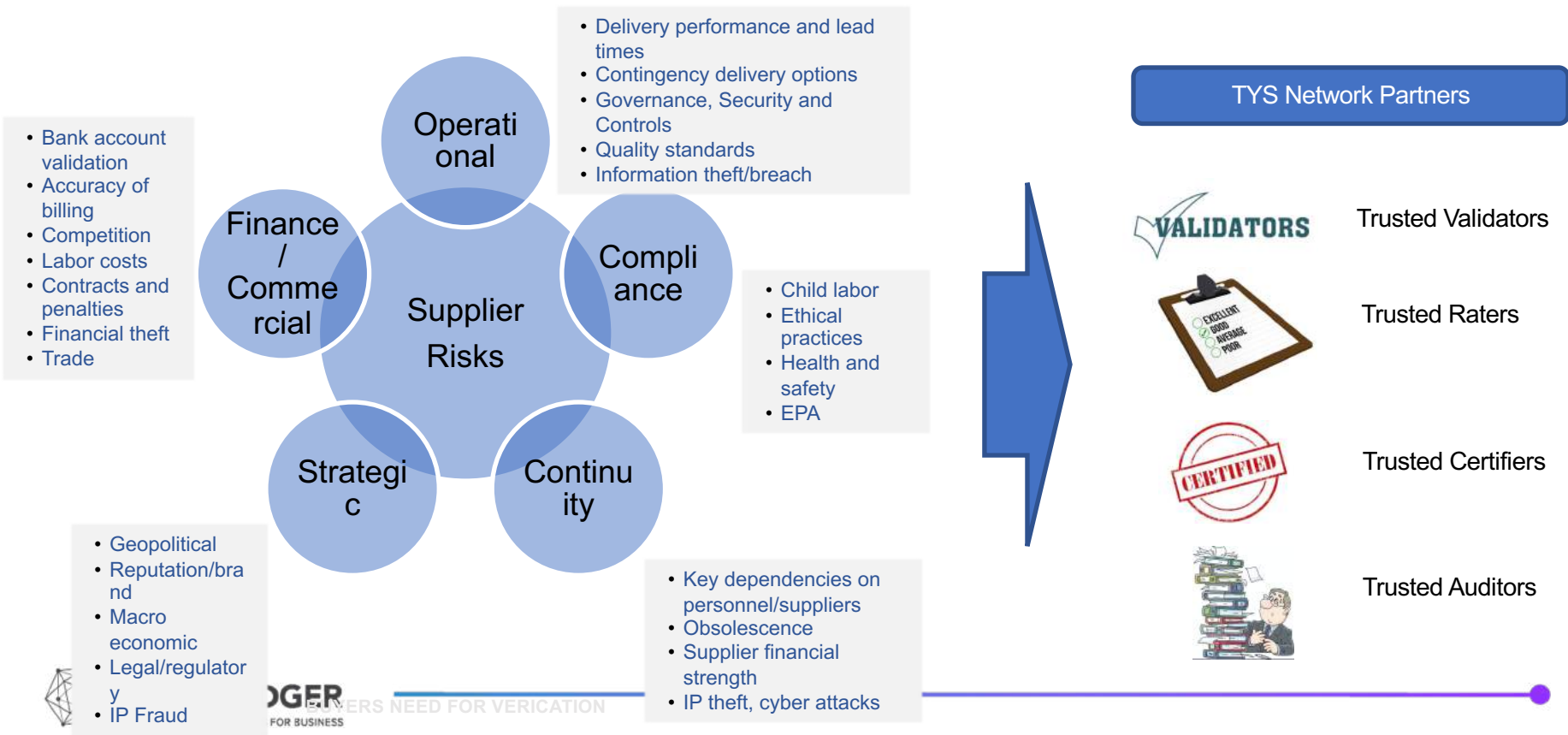
COMMON — >50%

- Supplier information specific to the location which business is conducted
- Standard questionnaires and content based on geographic presence
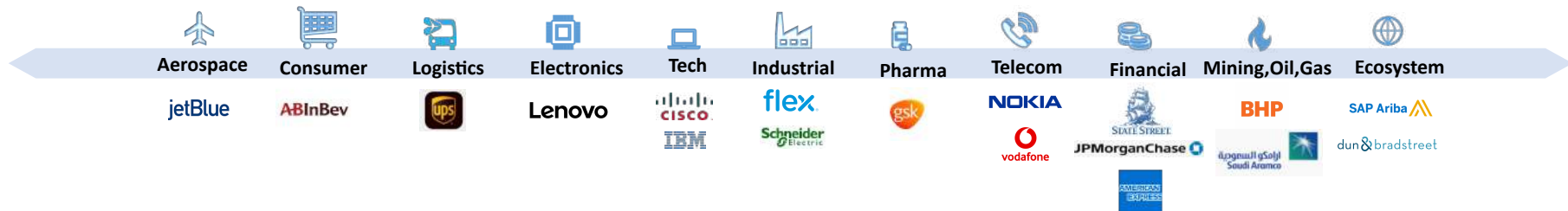- Information revealed only to Buyers operating in those regions

APPROACH TO ONBOARDING ECOSYSTEM PARTNERS

- Delivery performance and lead times
- Contingency delivery options
- Governance, Security and Controls
- Quality standards
- Information theft/breach

Operational

Compliance

- Bank account validation
- Accuracy of billing
- Competition
- Labor costs
- Contracts and penalties
- Financial theft
- Trade

Finance / Commercial

Supplier Risks

Strategic

Continuity

- Child labor
- Ethical practices
- Health and safety
- EPA

- Geopolitical
- Reputation/brand
- Macro economic
- Legal/regulatory
- IP Fraud

- Key dependencies on personnel/suppliers
- Obsolescence
- Supplier financial strength
- IP theft, cyber attacks

TYS Network Partners

VALIDATORS — Trusted Validators

Trusted Raters

CERTIFIED — Trusted Certifiers

Trusted Auditors

SUBSTANTIAL MARKET TRACTION

Governance Board

Aerospace	Consumer	Logistics	Electronics	Tech	Industrial	Pharma	Telecom	Financial	Mining,Oil,Gas	Ecosystem
jetBlue	ABInBev	UPS	Lenovo	CISCO IBM	flex Schneider Electric	gsk	NOKIA vodafone	STATE STREET JPMorganChase AMERICAN EXPRESS	BHP Saudi Aramco	SAP Ariba dun&bradstreet

Validators

giact
dun&bradstreet
KYC SiteScan
ecovadis
resilinc
RAPIDRATINGS
Verisk Maplecroft

Business Networks

SAP Ariba
IBM sterling commerce
TRADESHIFT
OMX
project44
synertrade econocom

Founding Buyers

APPLIED MATERIALS
Pearson
KERRY
ROYAL LONDON
Deutsche Telekom
ADP
Sprint
Nationwide
verizon
TELSTRA

CURRENT ECOSYSTEM PARTNERS

TYS Business Networks

TYS Data Providers

SAP Ariba

IBM sterling commerce

synertrade | econocom

TRADESHIFT

ivalua

OMX

project44

dun & bradstreet

RAPIDRATINGS

ecovadis

ISKO from news to intelligence

Verisk Maplecroft

resilinc

DMSCA DIVERSE MANUFACTURING SUPPLY CHAIN ALLIANCE ALIGN · COLLABORATE · ACCELERATE
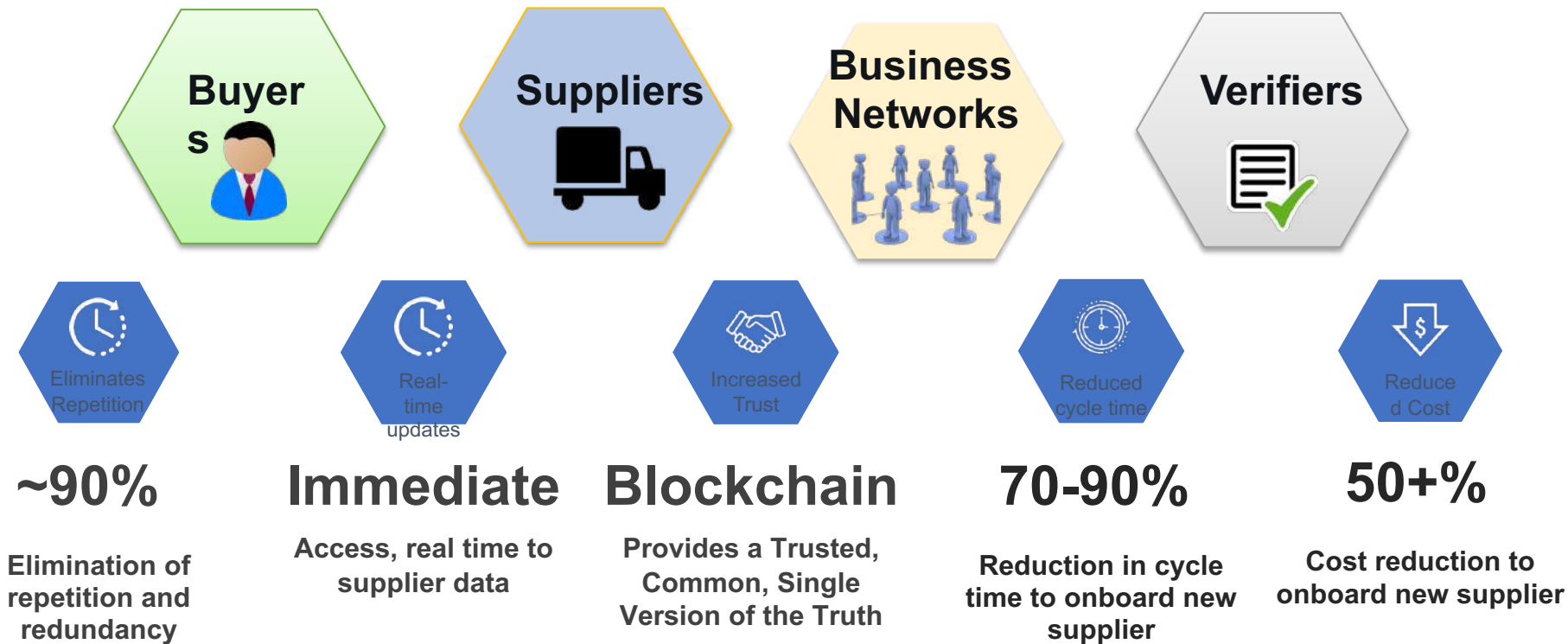
KYC SiteScan

myca

giact

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Rapid Supplier Connect provides emergency supplier onboarding and inventory availability. It is a single-source of truth combined with a marketplace to meet non-traditional suppliers and see their inventory availability.

-
-
-
-
-
-

IBM Blockchain

IBM

CREATES BUSINESS VALUE FOR ALL PARTICIPANTS

Buyers

Suppliers

Business Networks

Verifiers

Eliminates Repetition

Real-time updates

Increased Trust

Reduced cycle time

Reduced Cost

~90%

Immediate

Blockchain

70-90%

50+%

Elimination of repetition and redundancy

Access, real time to supplier data

Provides a Trusted, Common, Single Version of the Truth

Reduction in cycle time to onboard new supplier

Cost reduction to onboard new supplier

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QUESTIONS?

Please contact Gary Storr and Isaac Kunkel

gary.storr@itpeoplecorp.com ‖ isaac.kunkel@chainyard.com

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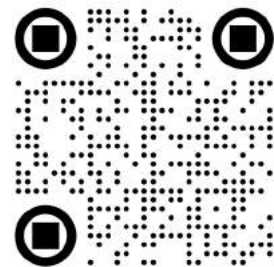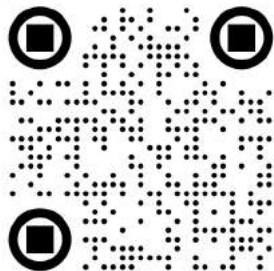BLOCKCHAIN TECHNOLOGIES FOR BUSINESS

Hyperledger 2020 Global Forum Highlights

- 450+ global attendees working in over 20 different industries
- 90+ sessions, including demos, technical how-to's and workshops
- Industry Analysts and Media in attendance w/ 400+ press articles, 1300+ tweets using #hyperledgerforum garnering 17.3M Twitter impressions
- All keynotes and session videos, available on Hyperledger YouTube channel
- All speaker bios and presentations available publicly on SCHED
- Browse pictures from the event

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Thank you for joining us!

Questions?

membership@hyperledger.org