Discovery

Build Your Own Strength
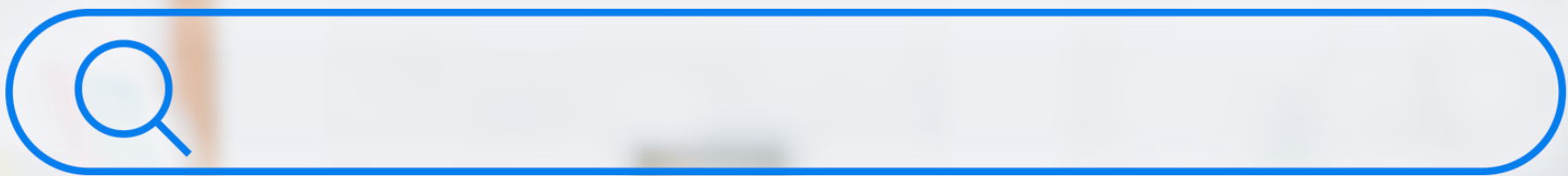
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Discovery Framework – Build Your Own Strength

Discovery is the act of finding something that has not been known before. By **searching** Titan's continuously growing catalogue of high-quality supplier profiles, you can effectively identify best fitting partners for your sourcing need. Find your next supplier by leveraging over 1000 information points based upon e.g. the effective Titan Capability framework (which covers up to 500 capabilities), product groups and tags (e.g. industry association memberships), survey responses, rate card information and content from Titan's contract repository feature.

Titan's powerful search engine supports dynamic text-entry, combined Boolean keyword search and several filter options. It also includes various functionalities and indicators, such as "preferred supplier" or "premium data". Our user interface combines best practices from online travel discovery portals and shopping comparison websites to provide a proper solution for the tradeoff regarding readability, relevance and detail.

Titan offers useful add-ins, such as the company comparisons functionality, or prioritized search results. Compare up to three suppliers directly from the search query based on your resource need, by supplier attributes, risk and price and to the Titan Benchmark. Use lists to highlight companies within your search query, based on Titan pre-defined list (i.e. industry rankings), create your own lists and add new companies directly from your search results.

Find your next supplier – Discovery

You can find your next supplier in Titan's curated catalog of supplier profiles by leveraging Titan's powerful search engine. Our search engine supports dynamic text-entry, combined Boolean keyword search in defined areas and several sorting and filter options.

Our search engine calculates total matches, based on information – provided by supplier companies themselves, retrieved from our 3rd party data feed providers or enriched and curated by Titan - in different search areas (e.g. persons, business, trend and industry expertise's, resource profiles, or any key-word. company names, product catalog, associated information and expertise's based on the effective Titan Capability Framework).
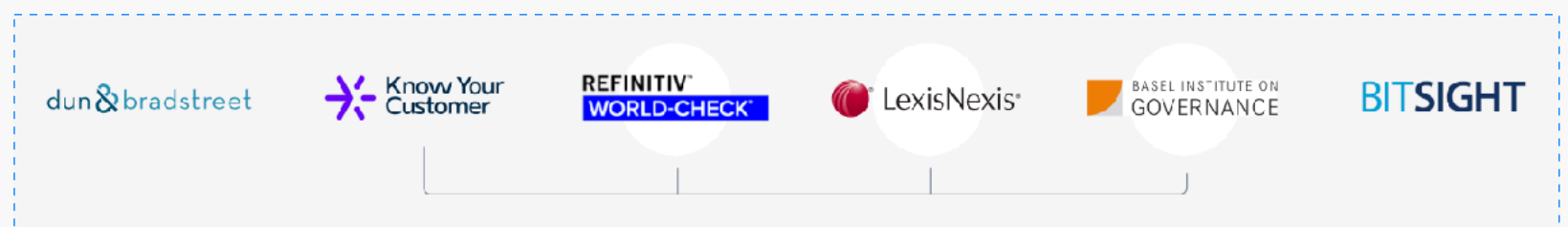

Search areas

- Persons
- Companies
- Products
- Business, trend and industry expertise

- Resource profiles
- Contract information
- Certificates
- Tags
- Key-words and many more

Information sources

- Company Profiles
- Rate Cards
- Contracts
- Product Catalogue
- Implementation Partner Catalogue
- Survey responses

Our data feed providers

Refine search results

Refine your search results by applying various filtering criteria (e.g. Business expertise categories or company size), which allow you to discover the most relevant hits for your sourcing need. The filtering options are split into multiple groups each containing at least one filter option.

Combinations of filter options within a group are additive i.e. selecting two country filters (CH and LI) will result in all suppliers with their residency in Switzerland (CH) OR Liechtenstein (LI) to be listed, based on your search query. In case group overarching filtering, chosen options are subtractive i.e. selecting the country filtering option (CH) and the employee filtering option (> 5000) will result in showing only suppliers with their residency in Switzerland (CH) AND employee number greater than 5000, based on your search query.

Filter options

Class	Group
General	Employee count
	Country
Certificates	Certificates
Titan Capability Framework	Category
	Industry expertise
Product & Partner Catalgoue	Product Group
	Implementation Partners

Filter class – general and certificates

General

Titan allows to filter search results by "Employee Count" and "Country".

• Using the filter "Employee Count" allows to select the subset of your search result, that i.e. complies with the required company size you require for your sourcing need. E.g. the filter option "3-10" reduces the search results to supplier with 3-10 employees

• Using the filter "Country" allows to select the subset of your search result, based upon the suppliers country of residence. Titan focuses on the DACH region, which build the filtering options (Switzerland, Liechtenstein, Germany and Austria).

Certificates

Titan allows to filter search results by "Certificates". Available options are based upon Titan's catalogue for relevant certificates. By selecting i.e. the "Temporary work licences" filtering option, only the companies with a "Swiss Temporary Work Licence" are shown.

Filters

Country (2) ⌃
☑ CH
☑ LI
☐ DE
☐ AT

Category (0) ⌄

Industry expertise (0) ⌄

Employee count (1) ⌃
☐ 1-2
☐ 3-10
☑ 11-50
☐ 51-100
☐ 101-250
☐ 251-1000
☐ 1001-5000
☐ >5000

Certificates (1) ⌃
☑ Temporary work license

Product group (0) ⌄

Implementation partners ☐

Apply filters

Refine search results

Filter Class – Titan Capability Framework

Based upon Titan's longstanding and extensive procurement know-how the Titan Capability Framework allows for efficient discovery of relevant suppliers by providing a highly selective definition of business and industry expertise. Continuous and regular review of the capability framework ensure its relevance, actuality and selectivity for Titans supported industries and supply categories. To date Titan focuses on Professional Services and IT categories for the Financial Services, Insurance and Life Science industries and plans to expand it coverage into more categories and industries.

Business Expertise

Titan allows to filter search results by business expertise "Category" to refine the search results to suppliers, that have expertise in the specific category. I.e. the filtering option "IT -> Software" will result only in suppliers that have business expertise in this category.

Category	Expertises (not exhausting)
IT –> Development	• Backend • Frontend • Minimum viable products • UI /UX Design • Websites
IT –> Software	• CRM • Core banking

Industry Expertise

Titan allows to filter search results by "Industry Expertise" to refine the search results to suppliers, that have expertise in the specific category. I.e. the filtering option "Financial Services" will result only in suppliers that have expertise in this industry

Category	Expertises (not exhausting)
Financial Services	• Banking (e.g. Retail Banking or Investment Banking) • Fintech (e.g. Analytics and AI or Blockchain) • Reg tech (e.g. AML / KYC or Enterprise risk management)
IT/Tech Sector	• Software (e.g. Software development, Software maintenance) • IT and business services (e.g. Cybersecurity, IT transformation)

Filters

Country (0) ⌄

Category (1) ⌃

  IT (1) ⌃
    ☐ Hosting
    ☐ Development
    ☐ Support services
    ☑ Software

  Professional services (0) ⌄

  Telco (0) ⌄

Industry expertise (1) ⌃
  ☑ Financial services
  ☐ Health care
  ☐ IT/Tech sector
  ☐ Public sector
  ☐ Others

Employee count (0) ⌄

Certificates (0) ⌄

Product group (0) ⌄

Implementation partners ☐

Apply filters

Refine search results

Filtering Class – Titan Product & Partner Catalogue

Titan allows one to search for products in the Titan Product Catalogue and offer filtering options in order to scale down the size of search query results. You may filter and search by product groups or use the search engine to find specific solutions. Results can be limited to implementation partners.

Product Groups

Titan allows to filter search results by "Product group" to refine the search results to suppliers, that offer solutions within the choose product group. Titan maintains a catalog of product groups to support solution discovery, to date products such as "RPA software" or "CRM" a supported and planned to be extended. .I.e. the filtering option "Core banking" will result only in suppliers that have of core banking solution.

Implementation Partners

Titan offers the possibility to refine search results to suppliers, that are implementation partners for a specific group of products. I.e. if you refine your search by selecting the product group „CRM" and apply the „Implemntation partners" filter, only companies that are defined as implementation partners within all products labeled as „CRM" are shown.

Filters

Country (0) ⌄

Category (0) ⌄

Industry expertise (0) ⌄

Employee count (0) ⌄

Certificates (0) ⌄

Product group (1) ⌃

☐ Core banking
☑ CRM
☐ RPA Software
☐ Risk & Compliance (Transaction based)
☐ Instant Payment processing
☐ Other

Implementation partners ☑
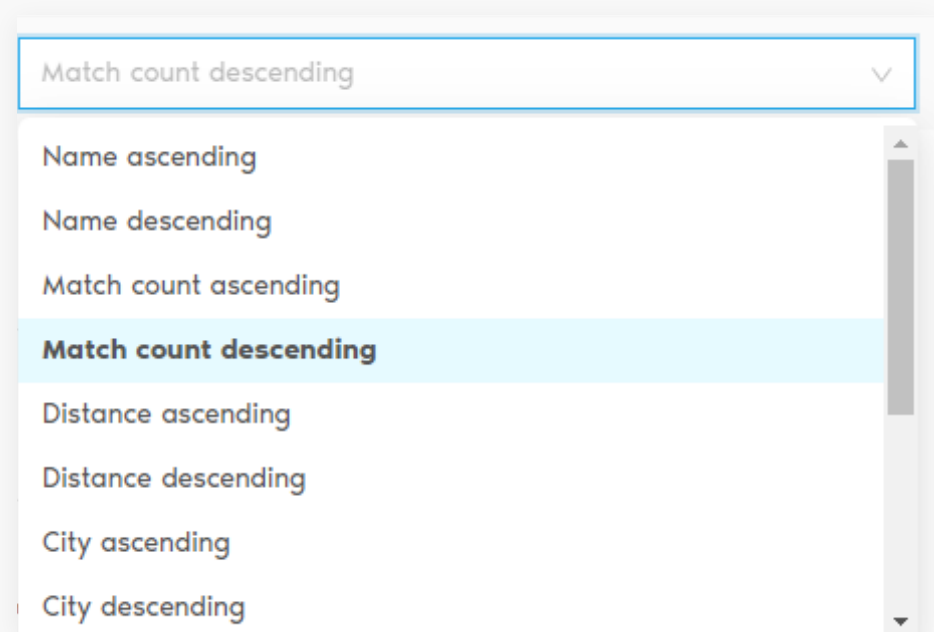
Apply filters

Manage search results

Manage your search results by sorting based on various general and Titan SIM specific criteria (e.g. Name, Match Score or Preferred Supplier) and prioritise your search results based on lists and refine your search by filtering according to different criteria (e.g. Bussiness expertise categories or company size). Supplier with the most relevant information are highlithed specifically (e.g. Premium Data or Rate card information).

Sorting

Titan offers a variety of sorting vectors, such as the "Name", "Match Count", "Rate Card" or "Premium Data" to manage your search results.

Sorting Options:

- **Match Count** is created in ascending/descending numeric order, and is aligned with calculated match count of the Titan's search engine.

- **Distance** is created in ascending/descending numerical order, based on the distance between residences of two companies.

- **Preferred Supplier** is created in ascending/descending order, based on the "Preferred Supplier" Boolean value, as well as ascending alphanumeric listing of company names within these two groups.

- **Premium Data** is created in ascending/descending order, based on the "Premium Data" availability, Boolean value and ascending alphanumeric listing of company names within these two groups.

- **Rate Card** is created in ascending/descending order, based on the "Rate Card" availability Boolean value, and ascending alphanumeric listing of company names within these two groups.

| Match count descending ⌄ |
| Name ascending |
| Name descending |
| Match count ascending |
| **Match count descending** |
| Distance ascending |
| Distance descending |
| City ascending |
| City descending |

- **City** is created in ascending/descending alpha-numerical order, based on the city of company residence.

- **Name** is created in ascending/descending alpha-numerical order, based on company names.

Manage search results

Highlighting

Supplier for which are certain information cluster available are highlighted directly within the search results.

★ This company is your preferred supplier

≣ This company has a rate card

🏛 Company has premium risk data

Titan Test

Companies found: 5   Add selected to list   Select...

Match count descending

Titan Deep Space Solutions & Development (Titan Test Supplier 2) — City: Schindellegi — Distance: 0 km — Match count: 1 ★ ≣ 🏛

This is a company profile for testing and presentation purposes only. The company does not exist and neither do any persons associated with it.

Prioritize based on Lists

Titan offers the possibility to prioritize supplier within your search result based on lists. Titan maintains a catalogue of list e.g. industry rankings and offers the possibility to create user or company specific lists. When lists are used to prioritize your search, results is split into to two groups – prioritized companies and non-prioritized companies – based on the selected list. Sorting options apply to both result groups with the prioritized companies always displayed prioritized.

Filter
Titan Test Supplier

Country (0)
Category (0)
Industry expertise (0)
Employee count (0)
Certificates (0)
Product group (0)
Implementation partners

Companies found: 3   Ausgewähltes wird zur Liste hinzugefügt   My list ✕   Match count descending

+ Titan Horizon Consultants (Titan Test Supplier 1) ● — Stadt: Schindellegi Entfernung: 0 km Anzahl Treffer: 1 ★ ≣ 🏛
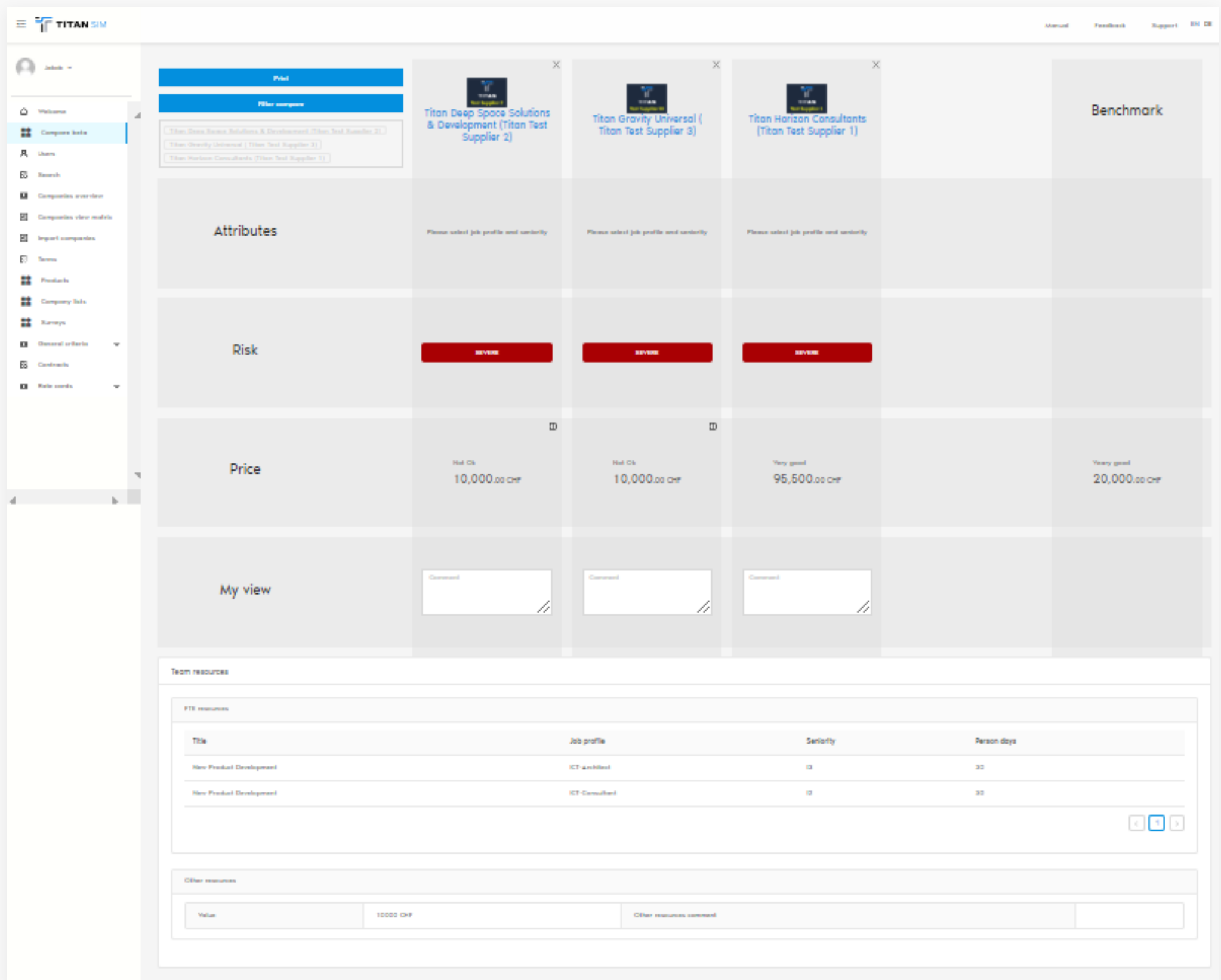Dies ist ein Firmenprofil, das nur zu Test- und Präsentationszwecken dient. Das Unternehmen existiert nicht und auch keine mit ihm verbundenen Personen.

+ Titan Deep Space Solutions & Development (Titan Test Supplier 2) — Stadt: Schindellegi Entfernung: 0 km Anzahl Treffer: 1 ★ ≣ 🏛
Dies ist ein Firmenprofil, das nur zu Test- und Präsentationszwecken dient. Das Unternehmen existiert nicht und auch keine mit ihm verbundenen Personen.

+ Titan Gravity Universal (Titan Test Supplier 3) — Stadt: Schindellegi Entfernung: 0 km Anzahl Treffer: 1 ★ ≣ 🏛
Dies ist ein Firmenprofil, das nur zu Test- und Präsentationszwecken dient. Das Unternehmen existiert nicht und auch keine mit ihm verbundenen Personen. BITB (Business Innovation and Transformation Partner)

Filter anwenden

Titan Compare Feature

Titan allows comparison of a maximum of three companies directly from your search results. The comparison is based on your resource need for your sourcing event and provides comparable information about the company's general attributes such as Employee Size, Country of Residence, Titan Risk Rating, Price (when public rate cards or specifically shared rate cards are available) in relation to the Titan Benchmark Cost. Additionally, an overview of the required profiles and volume is provided, all combined with an easy to use export/print capability. Evidence reports can be provided.

Outlook

Titan's goal is to widen our searchable supplier information universe by continuously develop our country's reach, expand our supported categories and industries, grow the product catalogue, introduce new relevant tags, expand the certificate catalogue while increasing the number of accessible supplier profiles. We are assessing new opportunities to add new information dimensions such as e.g. a tech-stack information per company, continiously improve our search-engine performance and plan to develop new discovery related features such as a system to rank the fit of search results to specific sourcing needs or integration of social-rating functionalities to validate company profile information and risk-rating accuracy.

Infromation dimensions in assessment

- Company tech-stack
- Company solution architecture overview
- Company organizational charts
- Company products to solutions
- Company workforce information

Search engine development areas

- Continuous performance improvement
- Elastic search implementation
- Search results relevance according to sourcing need
- Integration of social-rating for company profile and risk-rating validation

If you are interested to jointly develop new information dimensions, new features or technology integrations, you are very welcome. Procurement is always a team effort.

Titan SIM Fact sheet

Exceptional supplier data intelligence – unlocked.

INDIRECT SPEND DACH

A curated platform for indirect procurement, Swiss made.
Supplier discovery, risk ratings, streamlined interactions – entirely plug-and-run.

Titan SIM features

Discovery

Discover the market and instantly get the information you need. Search our continuously growing catalogue of relevant company profiles, based on our effective Titan Capability framework with up to 500 capabilities per company. Our powerful search engine is based on dynamic text-entry, allows a combined boolean keyword search, offers several filter options and includes various sort functionalities and indicators. Titan also offers useful add-ins, such as company comparisons or searches based on user lists.

Collaborate

Titan enables you to effectively collaborate with your suppliers - with collaboration features deeply integrated. Our «my requests» area allows you to track and trace your interactions. Titan's supplier interaction frontend allows you to send «company invites», «data requests» and «information inquiries» directly to suppliers. Furthermore, you can get easily in touch with us e.g ., for additional premium data, or for advisory requests.
We are there for you!

Best-in-class data

Data quality and timeliness is a major challenge for most companies. Titan ensures this on a company level as a service for our customers («all in one»).
To date, we already manage more than 65 high-quality supplier information with all the associated details and rely on data feeds from the best and common data providers in the market. Titan stands for high quality and managed premium market data. In addition, we are fully up- and down-stream integrable and also e.g. supplementary to large system providers in the Source to Contract or Purchase to Pay area.

Supplier risk rating

Supplier risk is a key topic for most of our clients. Titan's new lean rating standard combines data feeds, self declarations, a false-positive review processes and procedures including reporting in one solution. A Titan subscription includes these data for the most important companies in your market. Data for other firms can be easily ordered. Our integrated approach allows a direct deep dive into the risk data via proprietary portals of our data feed providers. We also provide, based on our survey engine, surveys for supplier self-declaration, sustainability and delivery performance. Easy to use and extendable.

Contract repository

Up-to-date supplier contract data are a key data source for various stakeholders in organizations. Titan's integrated contract repository function allows you not only to store your contracts but also to integrate the individual agreements into your search. Even shared contract folders for suppliers and buyers can be established in a peer-to-peer private space. Titan's contract management feature is equivalent to common standards solutions. In addition, it closes known gaps between document management and contract archiving.

Rate card information

Get your rate cards organized, compared and benchmarked. Only Titan offers a detailed rate card framework: Currently encompassing 68 standard job profiles with up to 5 seniority levels within 3 main job families – and yet easy to use, including different types of reports. Rate cards are available for three countries (CH, DE, AT). Our framework follows common market standards: The IT experts job family, as defined within the Swiss ICT association framework, or seniority levels in alignment with the standards from the German BDU association.

Product & partner catalogue

Find the right IT product and implementation partners for your use cases. Titan offers insights into software and service products from providers. Software product groups include all software and solution leaders from the Gartner quadrant. Furthermore, our product groups are integrated into our power search, empowering you to discover the best fit for your upcoming project.

You have a question or want to schedule a demo?

info@titan-org.com