Best-in-Class Data

Proactive solution. Real-time visibility.

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www.titan-org.com   www.titan-webapp.com

Best-in-Class Data

The usage of supplier Big Data in companies i.e. procurement departments and business functions offers huge potential to realize savings and improve performance by leveraging internal and external supplier information for sourcing, delivery and to meet the increasing need for detailed supplier information in regards to e.g. risk, regulatory compliance, environmental, social and corporate governance requirements.

Major challenges for companies when handling market Big Data are technology, data quality, timeliness, accessibility of data and deriving actionable insights. Titan's Software-as-a-Service Supplier Information Management Platform (SIM) offers a solution to access all important supplier information on company level in one place and is 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.

Titan handles all technology challenges for you and ensures data quality and timeliness on company level and creates accessibility to valuable supplier information by combining 3rd party data sources, own supplier information enrichments and supplier provided public or private information into searchable and customized company profiles and stands for high-quality managed premium market data.

Through our features and add-ins Discovery, Supplier risk rating, Rate card information, Contract repository, Product & Partner catalogue and Resource vetting (add-in) we provide you with actionable insight to improve your value-chains and increase your ability to meet compliance requirements efficiently.

We can provide Best-in-Class Data by relying on data feeds from the best and common data providers in the market advanced by expert company profile reviews and enrichment, combined with regular reviews by Titan and active supplier cooperation through validation of pre-existing supplier information, additional supplier data and survey based company risk profile enhancements.

We currently provide 1250 company profiles and manage up to 65 supplier information with approx. 3000 associated data points per company profile and with focus on Professional Services and IT categories in the DACH region.
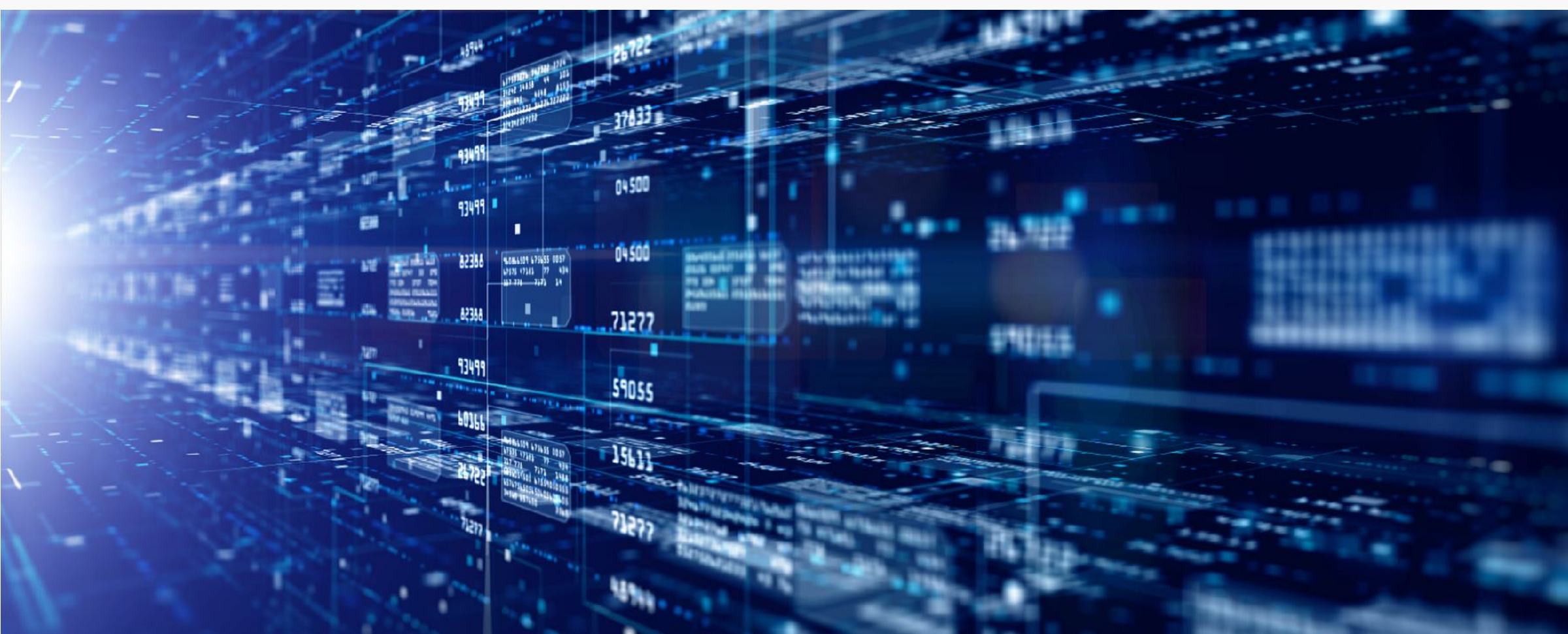
Big Data in Procurement

Titan SIM Platform offers an "all-in-one" service to access high-quality premium market data, without worrying about the challenges (i.e. Data Quality, Data Accessibility, Data Timeliness, Actionable Insights or Technology) that may arise while leveraging supplier Big Data for procurement.

Data Accessibility

Titan solves Big Data accessibility challenge by providing:

- An „easy-to-use" web interface

- Structuring and curation of 3rd party data feeds into well readable information cluster

- Printing and export functionalities to share relevant information

Actionable Insights

Titan brings out actionable insights derived from the fast amount of supplier specific information on our platform, by providing:

- Company compare functionality (within our Discover feature)

- Trustworthy & Easy to use risk ratings

- Market price information, based on public, private or benchmark rates (through our Rate card information feature)

Data Quality

Titan ensures high data quality on supplier information by:

- Manual data curation through procurement experts

- Data review upon import

- Encouraging suppliers to review existing supplier information for their company

Data Timeliness

Titan ensures supplier information timeliness and actuality by:

- Monitoring 3rd party data feeds

- By conducting company information reviews on a regular basis

Technology

Titan utilizes a state of the art technology stack to ensure availability, security and performance:

- React JS,
- AWS
    - Lambda
    - S3
    - DynamoDB
    - CloudFront
    - Cognito
    - Simple E-Mail Service SES
    - CloudWatch
    - X-Ray

Titan SIM Platform is completely "Plug-and-Run", with only a web browser required in order to to access our service.

Data Feed Providers & Titan Enrichments

Titan leverages proven data feeds from best and common data providers in the market (e.g. Dun&Bradstreet, BitSight, Refintive WorldCheck) on legal entity level, further enriched for business and industry expertise mappings and self-declarations through surveys (e.g. covering financial and credit, environmental, social and corporate governance (ESG), and Cybersecurity topics) by Titan, to provide best-in-class supplier information.

dun & bradstreet

Titan enriches following Dun&Bradstreet data feeds with relevant information, reviews the data where possible, and identifies legal entities by using the provided D-U-N-S number:

- Dun&Bradstreet CMPLEK v2 data feed, which provides e.g. Company Profile, Linkage, and Executives information containing details on the company profile, executive team members, latitude and longitude of company residence and URL

- Dun&Bradstreet CMPTCS data feed, which provides e.g. Trade Credit Summary to support risk evaluation for trade credit decisions. This data feed is a part of the 360-degree risk view and it requires an additional purchase on the Titan SIM Platform

BITSIGHT

Titan integrates BitSight Security Ratings, the most widely used rating solution data feed on this market.

BitSight ratings are the only security ratings that correlate with the risk of data breach. These rating features company's overall security rating in 20 major risk categories, including e.g.:

- Botnet infections
- Open ports
- Spam propagation
- Patching cadence
- Malware servers
- File sharing

The overall BitSight Security rating (+ ratings in the 20 categories as well) are part of the 360-degree risk view and **requires additional purchase on the Titan SIM Platform. The full rating details (how was the rating calculated) can be viewed on the BitSight User Portal upon purchase.**

Know Your Customer — REFINITIV WORLD-CHECK — LexisNexis — BASEL INSTITUTE ON GOVERNANCE

Titan integrates different Know You Customer (KYC) and Anti Money Laundering (AML) data feeds via KnowYourCustomer, such as Refinitiv World-Check, LexisNexis and Basel Institute on Governance, which provide risk information on the following topics:

- Politically Exposed Persons
- Enforcement
- Sanction
- Adverse Media
- State owned entities
- Country Risk
- Crimes
- Shareholder
- Terrorism

This data feed is a part of the 360-degree risk view and requires an additional purchase on the Titan SIM Platform. Based on this data feed, the Resource Vetting add-in can be purchased.

TITAN

Titan enriches external data feeds with relevant information regarding:

- Company Profiles (e.g. company description, logo, social media links)

- Business, Industry and Trends expertise mappings, based on the effective Titan Capability Framework

- Company Products

- Benchmark Rate Cards (to date for Switzerland and Liechtenstein, Germany and Austria) for 67 skill profiles and 5 seniority levels.

Profile Types

Titan differentiates between 4 different types of supplier profiles. Every profile type increases the depth of supplier information and allows a more holistic view on suppliers for discovery and risk purposes.

Three profile types apply to non-self-registered suppliers and range from basic company information, Titan Premium enrichment to 3rd party premium data. These 3rd party premium data can be purchased to receive a 360-degree risk assessment. For self-registered suppliers, a variety of additional information (e.g. self declaration via surveys) can be provided via Titan basic surveys, to achieve a more transparent view on suppliers.

Profiles types and information depth

	Profile Type	Std. Information Package	Premium Data (extra cost)	Supplier added
non-self-registered	I	dun&bradstreet D&B CMPLEK v2 data feed TITAN Titan basic enrichment		
	II	TITAN Titan premium enrichment		
	III		Premium data feeds for 360° risk assessment	
self-registered	IV	Supplier validated information		➕ Addional public and private supplier provided information

Additiv increase of available supplier information

Details on provided information blocks can be found in the appendix.

Inviting your existing suppliers increases the added value you receive through the Titan SIM Platform, in regard to information depth and quality.

Survey

Titan support suppliers to increase transparency on risk relevant information by providing three basic surveys regarding Self declaration (e.g. Credit History or Corporate Governance), Sustainability and Delivery Performance information. We learned from industry leading companies such as Ecovadis, TruSight or Integrity Next to build these targeted, effective and purpose fit surveys.

Furthermore the Titan surveying capability offers the possibility to create customized and purpose fit surveys, allowing companies to gather corporate governance or regulatory required supplier information in a easy to use fashion. These customised surveys can be created using SurveyJS , which is the basis for Titan's surveying capability.

| Self Declaration	Sustainability	Delivery Performance
Questions aim to collect information on the following categories for self declaration:	Questions aim to collect information on the following categories regarding sustainability :	Questions aim to collect information on the following information categories regarding delivery perfomance:
• Employees • Capital & Repayment capability • Credit History • Control Standards • Standard Terms and Conditions • Signature authorizations • Corporate Governance	• Certificates • Environmental protection • Occupational health. safety and social affairs	• Market offer Supplier contracting • Quality management organization • Data protection • Business continuity management • Delivery capability
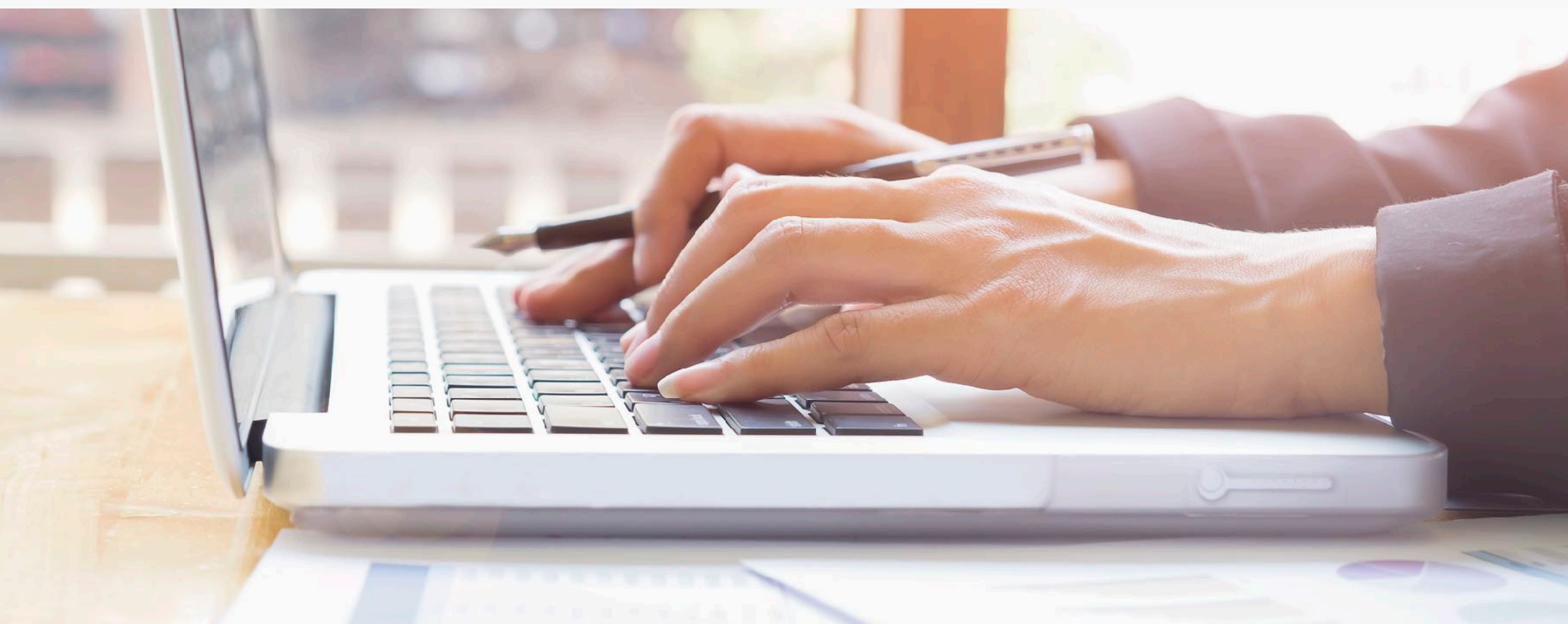
Premium Company Profiles – Already included as examples!

Titan offers exemplary premium supplier information for 69 companies (most of them have non-self-registered profiles) as a part of the basic subscription package (without additional charge). For these companies premium risk information, from at least for one of the premium data feeds (as exemplary snapshot as of Fall 2020) by Dun&Bradstreet, BitSight or KnowYouCustomer, is available.

Titan partner companies

- Titan Solutions AG
- Amazon Web Services Switzerland
- GmbH
- Bisnode D&B Schweiz AG
- Bitsight Technologies
- Know Your Customer (Ireland) Ltd.
- On Point SE D.O.O
- Scalerise AG

Big 4 Assurance companies

- Deloitte Consulting AG
- Ernst & Young AG
- KPMG AG
- PricewaterhouseCoopers AG

Management Consulting companies

- A.T. Kearney (International) AG
- FTI Consulting
- The Capital Markets Company Sàrl (Capco)
- Horváth AG

Global Outsourcing companies

- Capgemini Suisse SA
- Cognizant Technology Solutions AG
- Dell (Switzerland) GmbH
- DXC Technology Switzerland GmbH
- EPAM Systems (Switzerland) GmbH
- Genpact Onside Services
- HCL Technologies Ltd
- Infosys Consulting AG
- Luxoft Global Operations GmbH
- Synechron Switzerland Systems Integration SA
- Tata Consultancy Services Switzerland Ltd
- Tech Mahindra (Switzerland) SA
- Wipro Limited

Global IT companies

- Accenture AG
- Atos Information Technology GmbH
- Cisco Systems (Switzerland) GmbH
- Citrix Technologies GmbH
- HP Schweiz GmbH
- IBM Schweiz AG
- Microsoft Schweiz GmbH
- NTT DATA
- Oracle Software (Schweiz) GmbH
- salesforce.com Sàrl
- SAP (Schweiz) AG
- Sopra Steria SE
- T-Systems Schweiz AG
- Google Switzerland GmbH
- Workday Switzerland GmbH
- Pegasystems AG

Local German IT companies

- Adesso
- All for One Group
- Arvato Systems
- Bechtle
- CGI Deutschland
- Datagroup

Local Austria IT companies

- CSC Consulting AG
- A1 TELEKOM AUSTRIA GROUP
- Kapsch Group
- S&T

Local Swiss IT companies

- ADVIS AG
- AWK Group AG
- CREALOGIX AG
- Elca informatique SA
- Netcetera AG
- Swisscom (Schweiz) AG
- ti&m AG
- UMB AG
- Ergon Informatik AG
- ERNI Schweiz AG
- Die Software Peter Fitzon AG
- ERI Etudes et Réalisation en Informatique bancaire SA
- POLYPOINT AG
- Zühlke AG

Outlook

Titan's goal is to continuously develop our country's reach and to expand our supported categories, while increasing the number of accessible supplier profiles. We will drive our innovative approach to expand the SIM Platform in either scope and technology by integrating further data feeds and provide user experience information from profile views and development and enhancement of a Reporting Engine, API for post processing, Analytic Capabilities, ML / AI. Titan will develop an onboarding wizzard to support to recieve as much supplier provided and validated information on company profiles, rate card information and completed surveys as possible.

Areas of scope expansion

- **Covered countries**

- **Supported categories**

- **Supplier company profiles**

- **Data Feeds (i.e. ESG-data)**

- **User experience information**

Technology development areas

- **Analytics capabilities**

- **Machine Learning / AI**

- **Reporting Engine**

- **API (post processing)**

- **Onboarding Wizzard**

If you are interested to jointly develop scope expansions, 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

Appendix

Company Information Items

The described data feed and Titan Enrichment blocks contain the following data items:

Profile type I

D&B CMPLEK v2 data feed dun&bradstreet	**Titan basic enrichment** TITAN

Company basic information

1. VAT Nr. Registration Nr.,
2. Founding year,
3. Number of employees
4. Website (URL)
5. Industry codes (NACE Standard)
6. D–U–N–S Number
7. Financial & Press hyperlinks
8. Financial information
9. Geo location, address
10. Principles, Auditor
11. Parent companies and country and global ultimate

Titan review ✓

Titan completes D&B Data Feed with:

12. Body leasing licence (CH)
13. Logo
14. Tags
15. Company description (EN)
16. Social media hyperlinks

Profile type II

Titan premium enrichment TITAN

Titan enriches supplier profile with premium information

17. Further Industry codes
18. Company description in further languages (DE and EN)
19. Industry expertise (up to >70 data items)
20. Trend capabilities (up to >30 data items)
21. Business expertise (up to >200 data items)

Further Titan provides

1. Benchmark rate cards (CH/LI, DE, AT) for 67 profiles and 5 seniority levels

Self registered companies validate Company Information Items 1 to 21

Profile type III

Premium data feeds for 360° risk assessment

dun & bradstreet

Financial & Credit Risk Information based on D&B Data Feed

23. Risk Assessment Score
24. Paydex Score
25. Credit limit recommendation
26. Negative events

Know Your Customer   **REFINITIV WORLD-CHECK**   **LexisNexis**   **BASEL INSTITUTE ON GOVERNANCE**

Reputational Risk Information (Company & Principals) based on KnowYourCustomer integration

27. Politically Exposed Persons (PEP)
28. Sanctions
29. State Owned Entities (SOE)
30. Crimes
31. Terrorism
32. Enforcement
33. Adverse Media
34. Country Risk
35. Shareholder
36. Others

BITSIGHT

Cyber Security Risk based on BitSight Ratings (Rating details are available through BitSight User Platform)

37. Overall Rating Score
38. EVENTS
39. Botnet Infections
40. SPAM Propagation
41. Malware Servers
42. Potentially Exploited
43. Unsolicited Communications
44. DILIGENCE
45. SPF Domains
46. TLS/SSL Certificates
47. TLS/SSL Configurations
48. DNSSEC Records
49. Application Security
50. Patching Cadence
51. USER BEHAVIOR
52. File Sharing
53. Disclosed Credentials
54. OTHER
55. Data Breaches

Additional public and private supplier provided information

Self-registered suppliers have are asked to validate all existing profile information where possible and can provide the following additional Company Information Items.

56. Company Presentation Video
57. Company presentation
58. Terms & Conditions
59. Contact information
60. Account Team Org Chart
61. Rate cards
62. Preferred suppliers

63. Success stories
64. Certificates
65. Surveys / Self declaration
66. Products (incl. corresponding documents)
67. Product implementation partners
68. Workforce (including corresponding documents)