Best-in-Class Data

Proactive solution. Real-time visibility.

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Best-in-Class Data

The usage of supplier Big Data in companies i.e. procurement departments and business functions offers huge potential to realise 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 the 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 and 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, compared with regular reviews and active supplier cooperation by validation of pre-existing information and survey based profile enhancements.

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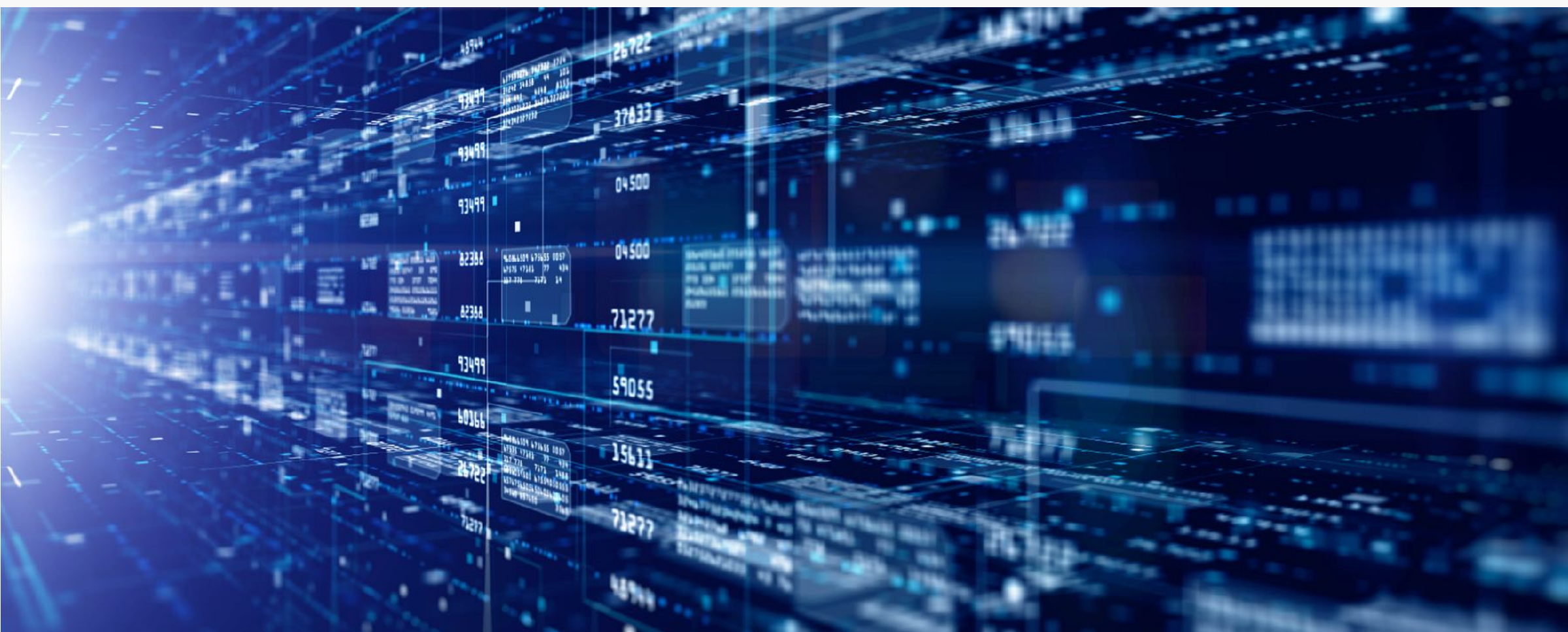
Big Data in Procurement

Titan SIM Platform offers "all-in-one" service to access high-quality premium market data, without worries 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:

- easy to use user interface
- structuring and curation of 3rd party data feeds
- printing and export functionalities

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 by procurement experts
- Data review upon import
- Encouraging suppliers to review existing supplier information for their company
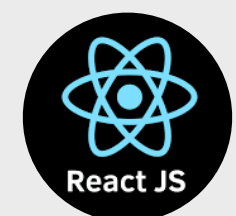
Data Timeliness

Titan ensures provided supplier timeline information by:

- Data feed monitoring
- Regular data reviews

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 meaningful surveys 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 Feed, which provides 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 feed, which provides 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 data feed ratings solution on the market.

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

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

The overall BitSight security rating (+ ratings in the 20 categories as well) is a part of the 360-degree risk view and it **requires an additional purchase on the Titan SIM Platform. All rating details 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" and "Anti Money Laundering" 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
- Sanction
- State owned entities
- Crimes
- Terrorism
- Enforcement
- Adverse Media
- Country Risk
- Shareholder

This data feed is a part of the 360-degree risk view and it 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 text, logo, social media links)

- Business, industry and trends expertise mappings, as based on the effective Titan Capability Framework

- 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.

3 profile types apply to non-self- registered suppliers and will increase basic company information with Titan Premium enrichment. In order to receive a 360-degree risk assessment additional external premium data can be purchased. For self-registered suppliers, a variety of additional information (e.g. self declaration) can be provided via Titan basic surveys, to achieve a more transparent view on suppliers.

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

Profiles types and information depth

	Profile Type	Std. Information Package	Premium Data (extra cost)	Supplier added
non-self-registered	I	dun & bradstreet D&B 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

Surveying

In order to support its suppliers to increase their transparency on Self declaration, Sustainability and Delivery Performance topics, Titan offers 3 basic surveys.

Furthermore, Titan surveying features offer the possibility to create customized surveys, to receive benefits, such as purpose fit, corporate governance or regulatory required supplier information.

Titan uses SurveyJS to build surveys and we have learned from Industry leading companies such as Ecovadis, TruSight or Integrity Next to build our targeted and effective Titan Basic Surveys.

Self Declaration

Questions aim to collect information within the following information categories:

- Employees
- Capital & Repayment capability
- Credit History
- Control Standards
- Standard Terms and Conditions
- Signature authorizations
- Corporate Governance

Sustainability

Questions aim to collect information within the following information categories:

- Certificates
- Environmental protection
- Occupational health and safety and social affairs

Delivery Performance

Questions aim to collect information within the following information categories:

- Market offer Supplier contracting
- Quality management organization
- Data protection
- Business continuity management
- Delivery capability
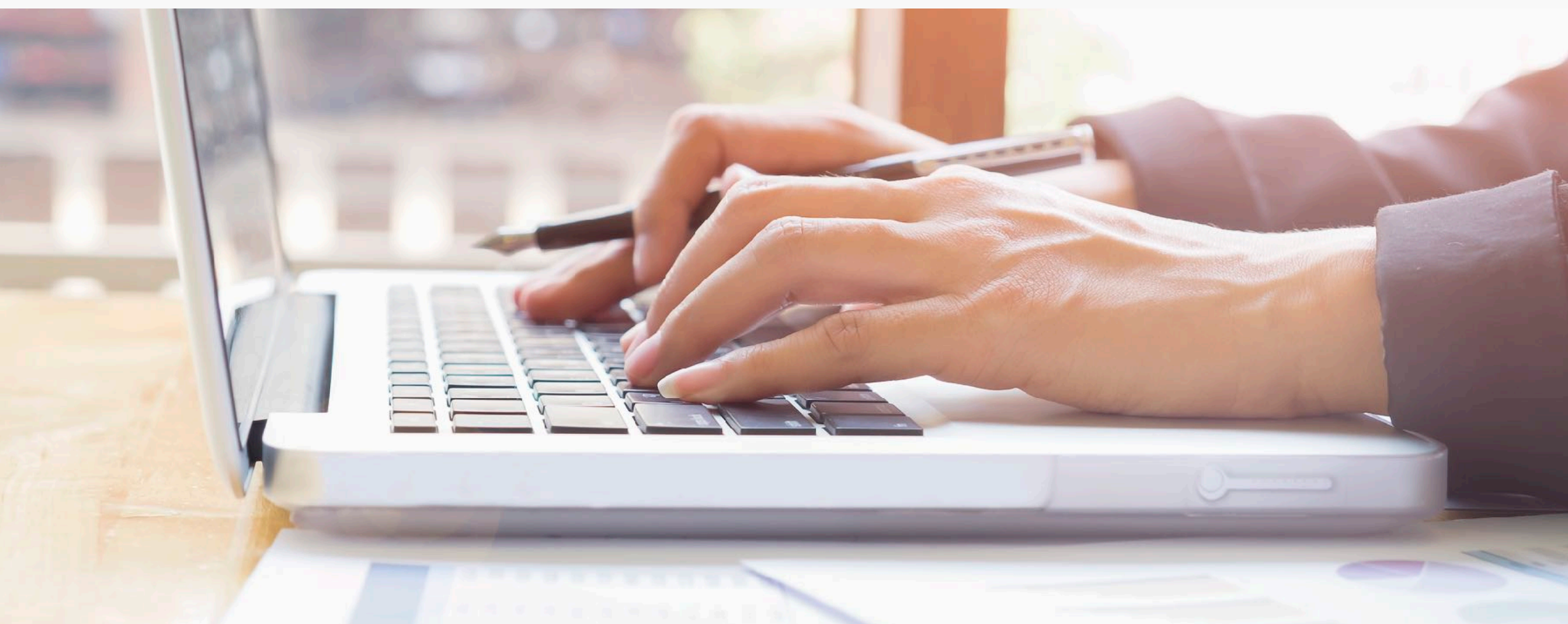
Premium Company Profiles – Already included as examples!

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 the additional charge. For these companies, risk information is provided from (at least one of the data feeds) Dun&Bradstreet, BitSight (Exemplary SnapShot from Fall 2020) or KnowYouCustomer data feeds 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

Description

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.

Areas of scope expansion	Technology development areas
• **Covered countries**	• **Analytics capabilities**
• **Supported categories**	• **Machine Learning / AI**
• **Supplier company profiles**	• **Reporting Engine**
• **Data Feeds (i.e. ESG-data)**	• **API (post processing)**
• **User experience information**	

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:

dun & bradstreet
D&B data feed

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
Titan basic enrichment

Titan completes D&B Data Feed with:

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

TITAN
Titan premium enrichment

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

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

Self registered companies validate Company Information Items 1 to 21

Premium data feeds for 360° risk assessment

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

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

dun & bradstreet

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

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

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

BITSIGHT

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)