



Discovery

Build Your Own Strength

Document Version: 1.1, February 2021.

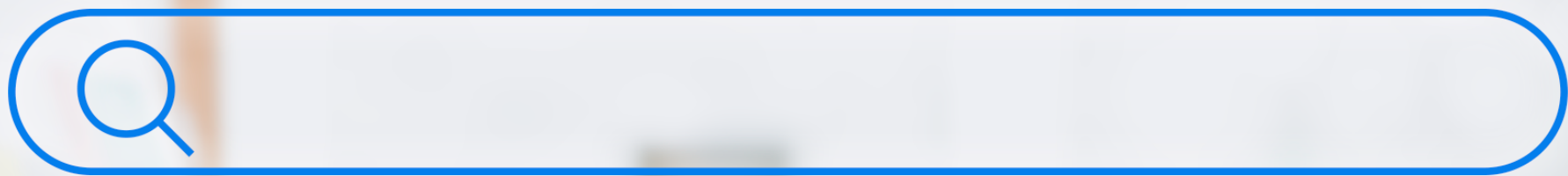


Discovery Framework – Build Your Own Strength

Discovery is the act of finding something that has not been known before. By searching through our continuously growing catalogue of relevant company profiles, you can effectively identify potential suppliers for your sourcing requirement. Our high-end Titan Capability framework has up to 500 capabilities, product groups and tags, such as industry association memberships, geographical distance to your companies registered HQ, inclusion of survey responses, rate card information and contract repository feature. You can add up over 1000 information points in order to calculate and find the most relevant company for your search query.

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 in regards to readability, relevance and details.

Titan offers useful add-ins, such as the company comparisons functionality, or searches limited to user and predefined lists. Compare up to three companies directly from the search query based on your resource need by supplier attributes, risk and price and to the Titan Benchmark with easy export and print and evidence reports available. You may also create your own lists and add new companies directly from you search query or use Titan predefined list such as industry rankings.





Description

By maintaining a curated catalog of company profiles, Titan SIM leverages existing data from our trusted data providers and high-quality expertise mappings to offer efficient solution to discover relevant supplier. The user-friendly comparison functionality makes you search results actionable from the beginning.

Search areas

Search in Company Profiles and Contracts for

- Persons
- Company names
- Products
- Expertises
- Profiles in Rate Cards
- Contracts

Sorting options

Sort results by

- Company Name
- Match Count
- City of Residence
- Geographical Distance
- Preferred Supplier Status
- Premium Data Availability
- Rate Card

Search filters

General Classifications

Filter by country of registration and company size

List and Certificates

Restrict your search on pre- or user defined lists and companies with relevant certifications based on the Titan Certificate Catalogue

Titan Capability Framework

Increase the relevance of your search results based on Titan Capability Framework by filtering for business expertise categories, industry expertise.

Product Group / Implementation Partner

Apply filtering based on product groups and reduce to relevant implementation partners

Our data feed providers

dun&bradstreet



REFINITIV
WORLD-CHECK

LexisNexis*

BASEL INSTITUTE ON
GOVERNANCE

BITSIGHT



Search, Sorting and Highlighting

Titan's powerful search engine supports dynamic text-entry and a combined Boolean keyword search. Our search engine calculates total matches, based on the information provided in the Persons area (added by companies themselves), or as a part of the 3rd party data (integrated into Titan), such as company names, product catalog, associated information and expertise based on the Titan Capability Framework, Available Profiles based on published company rate cards or any stored contract within the Contract Management tool.

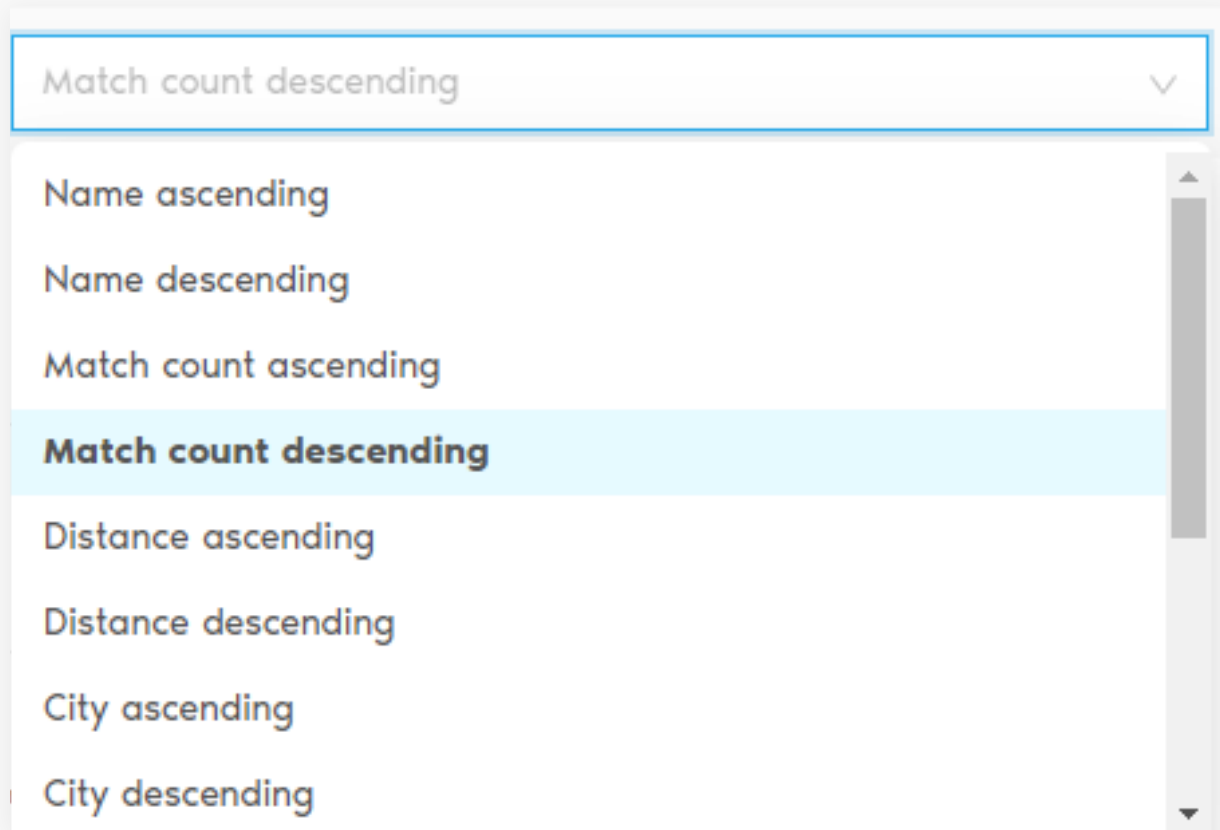
The screenshot shows a search interface with a search bar containing 'Titan Test' and a magnifying glass icon. Below the search bar, there are several controls: a 'Country (0)' filter with a dropdown arrow, a 'Companies found: 5' indicator, an 'Add selected to list' button, a 'Select list' button, and a sorting dropdown menu currently set to 'Match count descending'.

General Criteria

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

Search by:

- **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.
- **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.



Highlighting

Companies for which are certain information are available are highlighted:



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.



General Criteria, Lists and Certificates

Titan's Company Catalogue can be filtered by a company's size and country of residence, as well as by certifications. Furthermore, you can narrow down your search query to lists, create your individual lists (user or country specific) or use Titan maintained ones.

General Criteria

Titan is focused on the DACH region, and allows you to filter suppliers according to their country of residence and company size.

Certificates

Furthermore, Titan maintains a list of certificates which reflect industry standards and relevant regional compliance certificates.

Lists

Additionally, Titan maintains a catalogue list of industry rankings, and it offers the possibility to create user or company specific lists on demand.

The screenshot displays the Titan SIM web application interface. At the top, there is a navigation bar with the Titan logo and 'SIM' text, and language options 'EN' and 'DE'. Below the navigation bar, the main content area is divided into a left sidebar for filters and a main results area.

Filters Sidebar:

- Country (1):** CH (checked), LI, DE, AT.
- Category (0):** (empty)
- Industry expertise (0):** (empty)
- Employee count (8):** 1-2, 3-10, 11-50, 51-100, 101-250, 251-1000, 1001-5000, >5000 (all checked).
- Certificates (0):** Temporary work license (unchecked).
- Product group (0):** (empty)
- Implementation partners:** (unchecked)

Main Results Area:

- Search:** Titan Test
- Companies found:** 4
- Filters:** Fortune 1000 - Technology Companies x, Match count descending v
- Results:**
 - Titan Deep Space Solutions & Development (Titan Test Supplier 2):** City: Schindellegi, Distance: 0 km, Match count: 1.
 - Titan First Neptun Insurance (Titan Test Buyer A):** City: Schindellegi, Distance: 0 km, Match count: 1.
 - Titan Horizon Consultants (Titan Test Supplier 1):** City: Schindellegi, Distance: 0 km, Match count: 1.
 - Titan Second Earth Banking (Titan Test Buyer B):** City: Schindellegi, Distance: 0 km, Match count: 1.

Each result entry includes a Titan logo, a star icon, a list icon, and a building icon. A note below each entry states: "This is a company profile for testing and presentation purposes only. The company does not exist and neither do any persons associated with it."

At the bottom of the results area, there are navigation arrows and a page indicator showing '1'.



Titan Capability Framework

Based upon Titans 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, industry and trend expertise. Continuous and regular review of the capability framework ensure its relevance, actuality and selectivity. Besides its options within the search engine, you can filter your results based on the Titan Capability Framework. The scope is somewhat limited for now, but is planned to be expended to further areas.

Business Expertise

Titan focuses on IT and Professional Services expertise, combined with current technology trends.

Industry Expertise

It also focuses on Financial Services, Health Care, and IT & Technology industries.

Trend Expertise

Titan is all about continuous monitoring of trends in the technology, financial services and healthcare.

The screenshot displays the TITAN SIM search interface. On the left, there is a 'Filters' sidebar with the following sections:

- Country (0)**: dropdown arrow
- Category (1)**: dropdown arrow
- IT (0)**: dropdown arrow
- Professional services (1)**: dropdown arrow
 - Accounting, audit, tax
 - HR services
 - IT consulting
 - Legal
 - Management consulting
 - PR consulting
 - Recruiting
 - Social science research
 - Temp staffing
- Telco (0)**: dropdown arrow
- Industry expertise (1)**: dropdown arrow
 - Financial services
 - Health care
 - IT/Tech sector
 - Public sector
 - Others
- Employee count (0)**: dropdown arrow
- Certificates (0)**: dropdown arrow
 - Temporary work license
- Product group (0)**: dropdown arrow
- Implementation partners**: checkbox

At the bottom of the filters is a blue button labeled 'Apply filters'.

The main search area shows a search bar with 'Titan Test' and a magnifying glass icon. Below the search bar, it indicates 'Companies found: 5' and provides buttons for 'Add selected to list' and 'Select list'. A dropdown menu shows 'Match count descending'.

The search results are displayed as a list of cards, each representing a company profile for testing purposes. Each card includes a TITAN logo, a company name, city, distance, and match count. The results shown are:

- Titan Deep Space Solutions & Development (Titan Test Supplier 2)**: City: Schindellegi, Distance: 0 km, Match count: 1.
- Titan First Neptun Insurance (Titan Test Buyer A)**: City: Schindellegi, Distance: 0 km, Match count: 1.
- Titan Gravity Universal (Titan Test Supplier 3)**: City: Schindellegi, Distance: 0 km, Match count: 1.
- Titan Horizon Consultants (Titan Test Supplier 1)**: City: Schindellegi, Distance: 0 km, Match count: 1.
- Titan Second Earth Banking (Titan Test Buyer B)**: City: Schindellegi, Distance: 0 km, Match count: 1.

Each card also contains a disclaimer: 'This is a company profile for testing and presentation purposes only. The company does not exist and neither do any persons associated with it.' At the bottom of the results, there are navigation arrows and a page indicator '1'.



Titan Product 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

Moreover, Titan maintains a catalogue of product groups to support solution discovery and implementation based on pre-defined product groups such as "RPA Software" or "CRM". Search results may also be filtered by these groups.

Implementation Partners

Titan offers the possibility to map implementation partners which enables one to customize the view on the Titan company catalogue or high-light official partners from solutions providers.

The screenshot shows the Titan SIM interface with a search bar containing 'Titan Test'. On the left, there is a 'Filters' sidebar with the following options:

- 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

An 'Apply filters' button is located at the bottom of the sidebar. The main content area shows search results for 'Titan Test' with 5 companies found. The results are sorted by 'Match count descending'. Each result includes a company name, location (Schindellegi), distance (0 km), match count (1), and a profile description. The companies listed are:

- Titan Deep Space Solutions & Development (Titan Test Supplier 2)
- Titan First Neptun Insurance (Titan Test Buyer A)
- Titan Gravity Universal (Titan Test Supplier 3)
- Titan Horizon Consultants (Titan Test Supplier 1)
- Titan Second Earth Banking (Titan Test Buyer B)

Each company profile includes a small Titan logo, a plus sign, a star icon, and a building icon. A pagination bar at the bottom shows '1' in a blue box, indicating the first page of results.



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.

The screenshot displays the Titan Compare Feature interface. On the left is a navigation sidebar with options like 'Jobs', 'Welcome', 'Compare jobs', 'Users', 'Search', 'Companies overview', 'Companies view matrix', 'Import companies', 'Terms', 'Products', 'Company data', 'Surveys', 'General criteria', 'Contracts', and 'Rate cards'. The main area is a comparison matrix with columns for three suppliers and a Benchmark column. The rows represent different attributes: 'Attributes', 'Risk', 'Price', and 'My view'. The 'Risk' row shows red 'REVIEW' buttons for all three suppliers. The 'Price' row shows 'Net Cb' values: 10,000.00 CHF for the first two suppliers and 95,500.00 CHF for the third, compared to a 'Very good' benchmark of 20,000.00 CHF. Below the matrix is a 'Team resources' section with a table for FTE resources and a form for other resources.

Attributes	Titan Deep Space Solutions & Development (Titan Test Supplier 2)	Titan Gravity Universal (Titan Test Supplier 3)	Titan Horizon Consultants (Titan Test Supplier 1)	Benchmark
Risk	REVIEW	REVIEW	REVIEW	
Price	Net Cb 10,000.00 CHF	Net Cb 10,000.00 CHF	Very good 95,500.00 CHF	Very good 20,000.00 CHF
My view	Comment	Comment	Comment	

FTE resources			
Title	Job profile	Seniority	Person days
New Product Development	ICT-architect	03	30
New Product Development	ICT-Consultant	02	30

Other resources		
Value	Other resources comment	
10000 CHF		

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