

**apexanalytix.**  
Ultimate supplier management.



# Getting to World Class: Vendor Master Data

Tungsten Network Insights Conference  
5 March 2020,  
London

**apexportal.**  
**smartvm.**  
**firststrike.**  
**apexrecovery™**

Financial  
Services



High Tech &  
Telecom



Entertainment &  
Transportation



Manufacturing



Retail



**\$6.4T**

Spend protected  
annually

**\$3B**

Overpayments  
prevented  
or recovered  
annually

**32M+**

Golden supplier  
records with  
contacts scored for  
accuracy and age

**650+**

Integrated  
data sources

**10M+**

Communications  
with suppliers  
annually

**4M+**

Suppliers on  
APEX Portal

**98%**

Global trade  
languages covered

**30+**

Years of  
continuous  
innovation and  
profitable growth



apexrecovery™

# We already know.

200+

active recovery audit  
clients

\$5.8T

spend audited last year

\$3B

overpayments recovered  
or prevented last year.

TRES MAL, S. A.  
57 RUE DE CHAUSSAS  
31200 TOULOUSE, FRANCE

€ 147K

PROJECTED  
RECOVERY

## ESTABLISHED CONTACT



JEANINE  
GADOT [in](#)

BILLING SUPERVISOR  
+33 5 62 79 17 92  
[jgadot@tresmalsa.com](mailto:jgadot@tresmalsa.com)

78

RESPONSIVENESS

12

DAYS SINCE LAST CONTACT

### WHAT WORKS



3:00 - 4:30 PM CET  
TUE - THUR  
FRENCH

## SUPPLIER INTELLIGENCE

KNOWN VENDOR	Y
APEX ANALYTIX CLIENTS	17
AUDITS TO DATE	124
CLAIMS TO DATE	48
TOTAL RECOVERIES TO DATE	\$6.3M

CLAIM LIKELIHOOD 87%

SUPPRESSES  
CREDITS 94%





**firststrike.**

Check yourself before  
you wreck yourself.

\$2 million per billion in spend—  
that's how many overpayments  
slip through normal ERP controls.  
firststrike finds them.

# Vendor (& Customer) Masters: The Foundation of Everything

SOURCE

PROCURE

PAY

SETTLE

## MASTER DATA

### WHO

*...you will do business with*

### WHEN

*...you will pay them*

### HOW

*...you will pay them*

**SPEND CATEGORY**  
MINORITY/DIVERSITY  
SENSITIVE  
PARENT/CHILD  
RELATIONSHIPS  
PAYMENT  
METHODS  
**REGION**

**CONTACTS**

**CERTIFICATIONS**  
E-PROCUREMENT  
ENROLLMENT

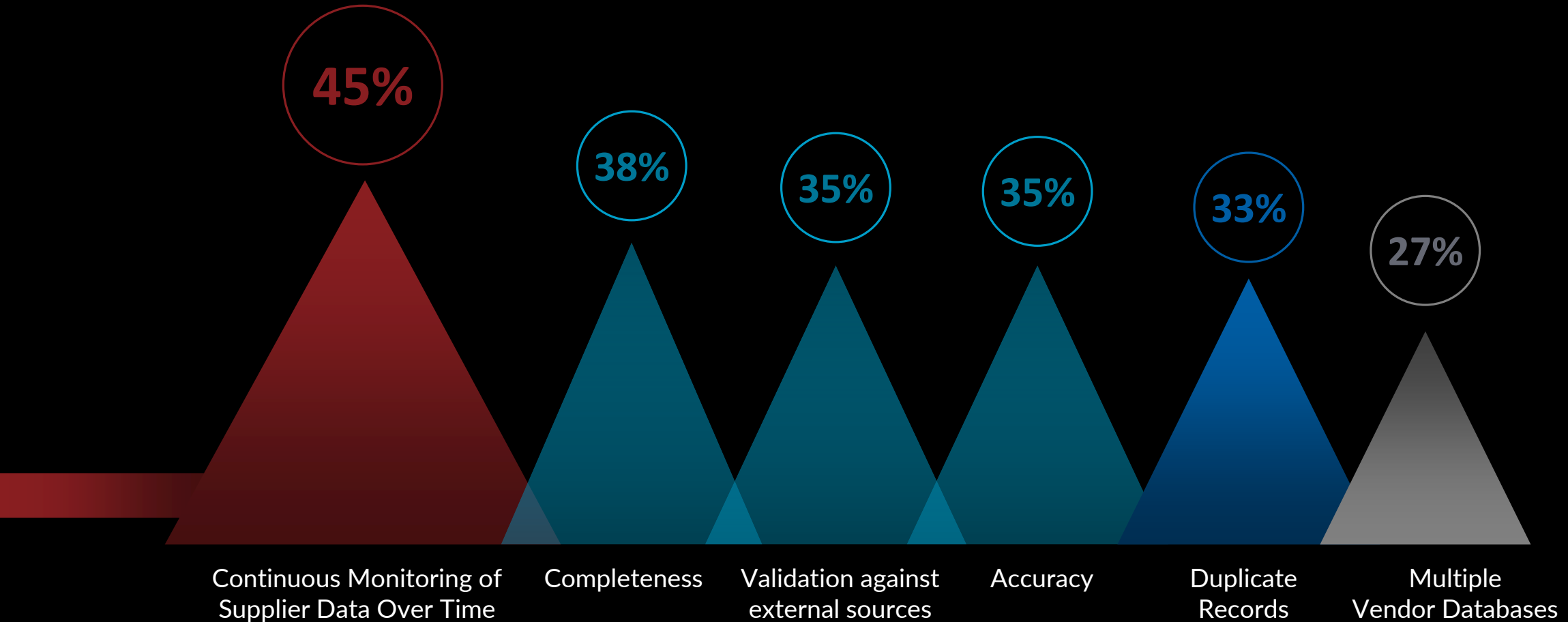
**INDUSTRY**  
PREFERRED  
INVOICING METHOD  
(EDI, E-INVOICING)

**PAYMENT TERMS**  
WITHHOLDING  
REQUIREMENTS  
TAX INFORMATION

**PURCHASING  
METHOD**  
AUTHORIZE  
BANK DETAILS

# What are your biggest challenges with vendor master management?

sharedserviceslink.com & apexanalytix Vendor Master Survey of Global 2000 SS Leaders



# Vendor Master Impacts

## Bad Foundations, Bad Outcomes

### FRAUD



**\$4.0T**

Lost last year due to occupational fraud

**ACFE**

REPORT TO THE NATIONS  
2018 GLOBAL STUDY ON OCCUPATIONAL FRAUD AND ABUSE

### FINES



**>\$1M**

37% of the fines assessed for OFAC violations

**CSI**

UNDERSTANDING OFAC

### ERRORS



**30%**

Overpayments are related to vendor master

**apexanalytix®**

**THE VENDOR MASTER PROBLEM**

HOW ROBOTICS AND SMART TECHNOLOGY CAN TRANSFORM YOUR VENDOR MASTER

# What's the Best Way to Engage Suppliers?

## Missing Your Connection

Response Rate    The Contact Data You Have

15%

Address  
98%

4x

Phone  
35%

5x

Email  
3%



Source: apexanalytix smartvm, Recovery Audit and dynamic discounting results



# 3-Step Framework to Fast-Track Trusted Supplier Data

GET YOUR HOUSE  
IN ORDER



MASTER DATA  
CLEANSE &  
ENRICHMENT

GUARD  
THE FRONT DOOR



TOUCHLESS  
SUPPLIER  
ONBOARDING

GUARD  
THE BACK DOOR



CONTINUOUS  
MONITORING

# Vendor Master Cleanse & Enrichment

## Get Serious About Cleaning



Identify duplicate records

Standardize name, global address and phone number formats

Append missing address elements



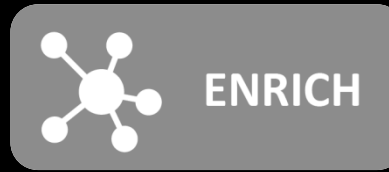
Global addresses

Global tax ID & VAT Registration numbers

Banking information

Company status

Minority/Diversity status



Contacts (name, phone, email)

Additional addresses

Corporate linkages/parent relationships

Company firmographics



D&B/DUNS Number

Industry codes (SIC/NAICS)

Minority and diversity ownership



Global prohibited/government watch lists (including OFAC)

Politically exposed persons

Business status

smartvm<sup>®</sup>

# Data in. Gold out.

The fastest way to clean and continuously  
improve your supplier and customer master data.

Integrated with

650+

global government,  
regulatory and  
third-party data sources

Golden records for

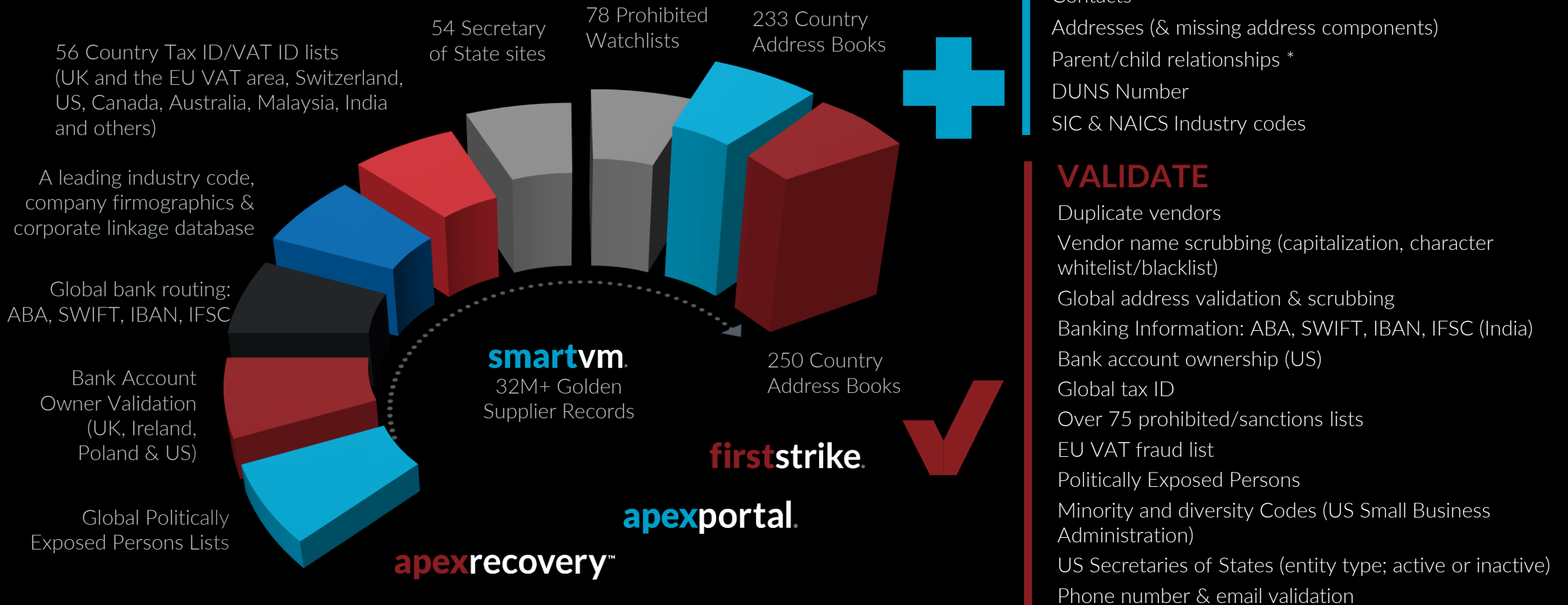
32M+

suppliers to the Fortune  
500 and Global 2000,  
scored for accuracy and age



## Best-in-Class Vendor Data Cleansing

# Integrated Data Sources, Real-Time Validations & Appends



# 3-Step Framework to Fast-Track Trusted Supplier Data

GET YOUR HOUSE  
IN ORDER



MASTER DATA  
CLEANSE &  
ENRICHMENT

GUARD  
THE FRONT DOOR



TOUCHLESS  
SUPPLIER  
ONBOARDING

GUARD  
THE BACK DOOR



CONTINUOUS  
MONITORING

Q: What Source-to-Pay solution are you looking for, that you can't find on the market?

A: Solve our **compliant global vendor master problem**.

**CONFIGURABLE** vendor on-boarding and maintenance specific to  
**MY CHANGING BUSINESS NEEDS**

Multiple ERPs, supplier types, regions of the world, languages, all with different business requirements and workflows.

**SMART, not STATIC**

Proactively monitor fraud risk, perform global validations, help suppliers keep their profiles updated and make it as touchless as possible for me and my suppliers.

**CONFIGURABLE** to the CHANGING  
**GLOBAL TAX/REGULATORY ENVIRONMENT**

Regulatory, policy and tax needs are constantly changing.

Disney

JPMORGAN CHASE & CO.

amazon

ups

verizon<sup>✓</sup>

NIKE

Pfizer

citi

**EASY TO INTEGRATE TO ALL EXISTING P2P SOLUTIONS**

100% adoption across  
100% of my supplier base

**CONFIGURABLE** to CHANGING  
**GLOBAL BANKING RULES**

Which currencies are permitted, what information is required of suppliers, etc.

experian<sup>™</sup>

Johnson & Johnson

APEX Analytix Advisory BOD 2013-2019

Directors & VPs of Procurement, AP and Shared Services

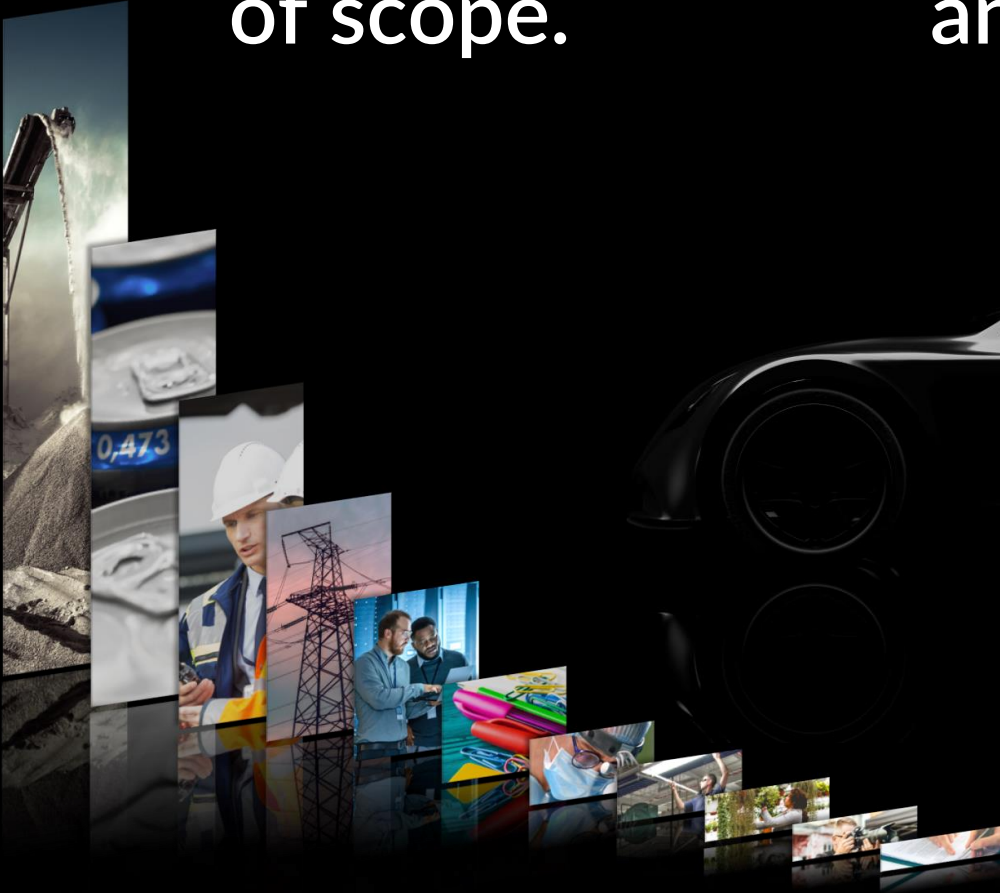
20 Fortune 500 and Global 2000 Companies in all



No one is out  
of scope.

Ultimate power  
and control.

Plays well with  
others.



**SAP** ECC 6

**SAP** R/3 4.77

**SAP** S/4 HANA

**ORACLE**  
E-BUSINESS SUITE  
**ORACLE**

PEOPLESOFT  
**ORACLE**  
JD EDWARDS

**TUNGSTEN**  
NETWORK

**salesforce**

Legacy System(s)

**apexanalytix**

Premier Metals

Auto-onboarded with AI

IDENTITY



JOHN JACOBS  
DBA PREMIER METALS  
TAX ID \*\*\*-\*\*-\*\*\*\*  
NAME & TAX ID COMBINATION VERIFIED W/ IRS  
W-9 AUTO-GENERATED & E-SIGNED  
CLEARED OFAC AND 87 OTHER WATCHLISTS

FIRMAGRAPHS

3441 Fabricated Structural Metal  
Est. 2003; \$116.4M; 360 employees  
Woman-Owned Business  
DIVERSITY STATUS VERIFIED WITH SBA



Raw Materials Supplier  
Strategic Spend Supplier

67

Composite Risk

20

Financial

7

Operational

15

Geographic

9

Reputational

10

Regulatory

FORMS, CERTIFICATES, & AGREEMENTS

Right, from the Start.



CERTIFICATE OF LIABILITY  
INSURANCE



W-9 TAXPAYER ID  
NUMBER & CERTIFICATION



CONFLICT MINERALS  
POLICY



CA 590 WITHHOLDING  
EXEMPTION CERTIFICATE



WOMEN OWNED  
BUSINESS CERTIFICATE

LOCATIONS



Premier Metals  
1708 Premier Blvd., Ste 100  
Kansas City, KS 66110  
USA



Premier Metals  
Accounts Payable  
69010 Enterprise Park N  
Memphis, TN 38012  
USA



Premier Metals - Lexington Plant  
6305 Johnsonville Rd.  
Lexington, KY 40503  
USA



Premier Metals  
1118 Hwy 38  
Buffalo, NY 14205  
USA

CONTACTS



JENNY  
MAYION

ACCOUNT OWNER  
+1-336-484-8792  
jmayion@premiermetals.com

9:00 – 5:00 AM EDT  
7 DAYS A WEEK  
ENGLISH



JEREMY  
LE FLEUR

ACCOUNT RECON  
+1-901-379-1845  
jleflour@premiermetals.com

7:00 – 9:30 AM CDT  
M - W - F  
ENGLISH



MELODY  
SIMMONS

BILLING DEPT  
+1-901-453-0990  
msimmons@premiermetals.com

10:00 – 3:30 PM CDT  
TU - F  
ENGLISH

STRATEGIC INITIATIVES



2% 30 / Net 90  
WITHIN COMPANY POLICY FOR  
THIS SUPPLIER SEGMENT



ELECTRONIC PAYMENT  
021000021 - JPMORGAN CHASE  
\*\*\*\*\* USD  
BANK ROUTING NUMBER VERIFIED  
BANK MASTER CREATED  
BANK ACCOUNT OWNERSHIP VERIFIED  
CURRENCY VALID FOR COUNTRY



EINVOICING NETWORK  
TNID 1009594372  
ENABLED



ERP INTEGRATION  
SAP S4 HANA  
2008930257 - ACTIVE

PROFILE  
PREPOP



NAME & TAX ID  
MATCH



BANK ACCOUNT  
OWNERSHIP



DIVERSITY  
STATUS



PAYMENT TERMS  
POLICY



AUTOMATION  
PROGRAMS



SUSTAINABILITY  
PROGRAM



COMPLIANCE  
FORMS



TAX  
FORMS



RISK  
ASSESSMENT



CONTRACTS



APPROVALS





# Fraud Detect

## Uncover Suspicious Patterns

Initials in Vendor's Name  
PO Box  
Private Mail Service  
Prison Address  
Residential Address  
Multiple Vendors Crossing  
Mobile Phone  
Business Risk  
(i.e., Toner,  
Office Supply, etc.)  
High Risk Commodity/  
Spend Category  
High Risk Location  
(Country/Postal)  
Prohibited Entities  
Employee Vendor Match

Vendor  
Attributes

127  
ATTRIBUTES

25  
WEIGHTED  
RISK FLAGS

Transactional  
Attributes

1  
COMPOSITE  
RISK SCORE

Consecutive Invoice  
Numbering  
Benford's Law  
Even Gross Amount  
First Payment Small Relative  
to Average Payment  
High Risk Payment Handling  
No Purchase Order  
High Risk Accounts (GL Level)  
High Risk Processing  
Spend Increases



# Touchless Supplier Information Management

## When you say “touchless”?

INVITE



**Premier Metals**  
Auto-onboarded with AI

**IDENTITY**  
JOHN JACOBS  
DBA PREMIER METALS  
TAX ID \*\*\*\*\*  
NAME & TAX ID COMBINATION VERIFIED W/IRS  
W/ PASTOR/CHURCH/CLERGY & SIGNED  
CLEARED CRIM AND BY OTHER WATCHLISTS

**FIRMAGRAPHS**  
3441 Fabricated Structural Metal  
Est. 2003 \$116.4M; 360 employees  
Woman-Owned Business  
DIVERSITY STATUS VERIFIED WITH USA

**67** Composite Risk  
Financial Operational Geographic Reputational Regulatory

**CONTACTS**  
**SALES**  
JENNY MAYNOR  
ACCOUNT OWNER  
+1-336-484-8792  
jmaynor@premiermetals.com  
9:00 - 5:00 AM EDT  
7 DAYS A WEEK  
ENGLISH

**ACCOUNT OWNER**  
JEREMY LE FLEUR  
+1-901-379-1845  
jleflaur@premiermetals.com  
7:00 - 9:30 AM CDT  
M - W - F  
ENGLISH

**CONTROLLER**  
MELODY SIMMONS  
CASH MANAGEMENT  
+1-901-453-0990  
msimmons@premiermetals.com  
10:00 - 3:30 PM CDT  
TU - F  
ENGLISH

**FORMS, CERTIFICATES, & AGREEMENTS**  
CERTIFICATE OF LIABILITY INSURANCE  
W-9/TAXPAYER ID NUMBER & CERTIFICATION  
CONFLICT MINERALS POLICY  
CA 550 WITHHOLDING EXEMPTION CERTIFICATE  
WOMEN OWNED BUSINESS CERTIFICATE

**LOCATIONS**  
Premier Metals, 2108 Premier Blvd, Ste 100  
Birmingham, AL 35203  
Premier Metals, Lexington Plant  
2000 Johnstown Rd  
Lexington, VA 40503  
Premier Metals, 1114 Hwy 26  
Birmingham, AL 35203

**STRATEGIC INITIATIVES**  
2% 30 / Net 90  
ELECTRONIC PAYMENT  
021000021 - JP/MORGAN CHASE  
\*\*\*\*\* USD  
BANK ACCOUNTING BUSINESS VERIFIED  
BANK MASTER CREATED  
BANK ACCOUNT OWNERSHIP VERIFIED  
CURRENCY VALID FOR COUNTRY

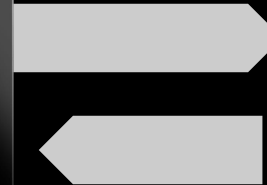
**EPROCUREMENT NETWORK**  
ARIBA - AND1009594372  
ENABLED

**ERP INTEGRATION**  
SAP S4 HANA  
2008930257 - ACTIVE

**PROFILE PREP** **NAME & TAX ID MATCH** **BANK ACCOUNT OWNERSHIP** **DIVERSITY STATUS** **PAYMENT TERMS POLICY** **AUTOMATION PROGRAMS** **SUSTAINABILITY PROGRAM** **COMPLIANCE FORMS** **TAX FORMS** **RISK ASSESSMENT** **CONTRACTS** **APPROVALS**

ENGAGE – ENFORCE – ENROLL

APPROVE



**SAP** ECC 6

**SAP** R/3 4.77

**SAP** S/4 HANA

**ORACLE**  
E-BUSINESS SUITE  
**ORACLE**

PEOPLESFT  
**ORACLE**  
JD EDWARDS

**TUNGSTEN**  
NETWORK

salesforce

Legacy System(s)

# Vendor Maintenance Team

**58** Countries

**180K** Business rules

**3** ERP systems  
(2 SAP, 1 Oracle)

**12** FTE



**2** Part-time  
approvers

**JPMorganChase**

FOUNDED 1799



Same-day supplier on-boarding without compromising controls.

Previously, averaged 4 round-trips to the requestor, Procurement or supplier to complete on-boarding.

# Disney Supplier Management Portal

“The Cornerstone of Global Procure to Pay” – Director, Disney Worldwide Shared Services

The  
**WALT DISNEY**  
Company

## ONE CENTRAL SUPPLIER ENGAGEMENT PLATFORM

Once we have them here,  
we can feed them anything  
or anywhere



## FUND AP ORGANIZATION

Paid for AP for the 1<sup>st</sup> time  
in 2017, and again in 2018, and  
again in 2019

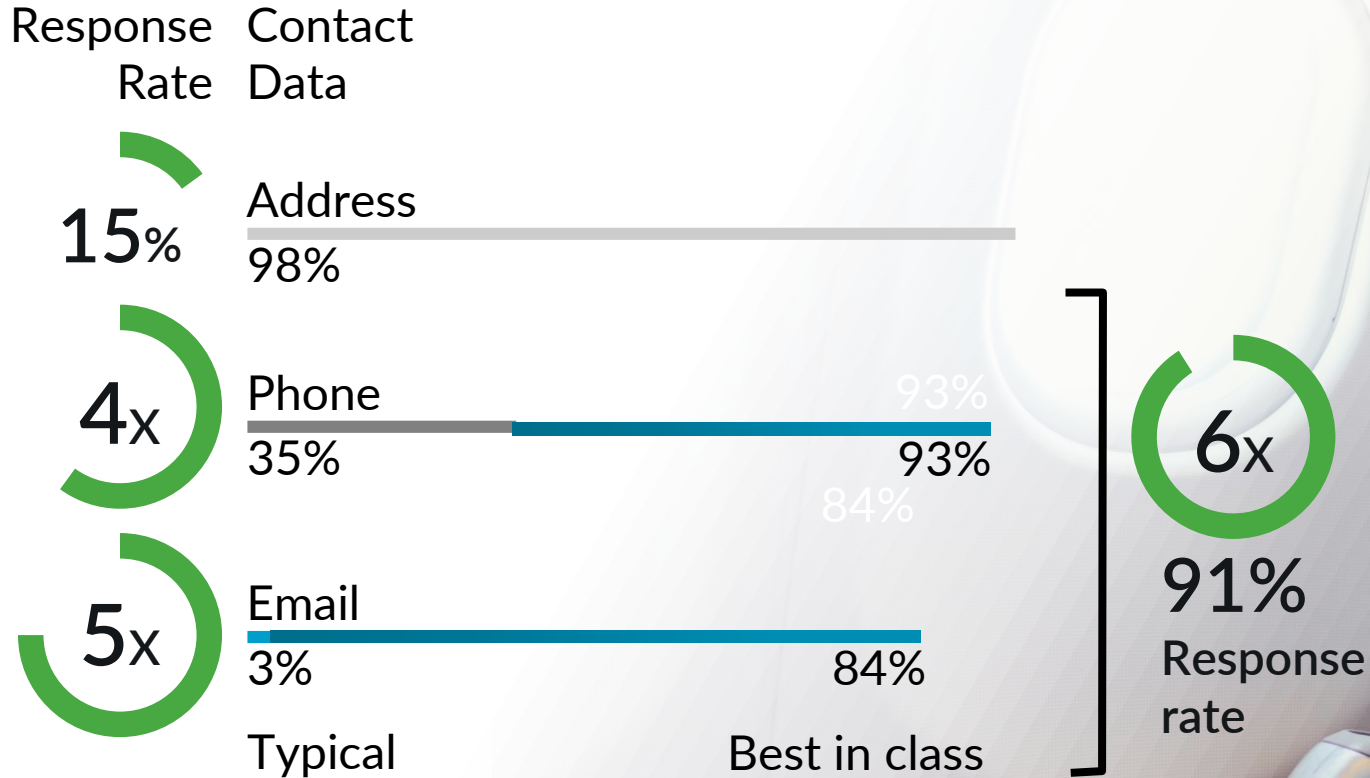
## ENSURE INTEGRITY OF DATA

AP, sourcing and purchasing,  
the foundation of everything in P2P



# What's the Best Way to Engage Suppliers?

## From Missing Your Connection to Flying First Class



Source: apexanalytix smartvm, Recovery Audit and dynamic discounting results

Supply Base  
Management



## Discovery

Trusted. Suppliers.  
Search & prequalify  
preregistered suppliers,  
current suppliers, &  
APEX's 32M+ scored  
suppliers to the Global 2000

## Registration

Right. From the start.  
Autonomous supplier on-  
boarding for 100% of  
suppliers, regions, systems,  
policies and programs

## Risk

Disrupt the Disruption.  
Segment, score and manage  
your supplier base with AI.

## Performance

"I'll drive."  
Segment, score and manage  
your supplier base with AI.

## smartvm

Data in. Gold out.  
The fastest way to clean,  
validate, and continually  
enrich your supplier and  
customer data.

## apexrecovery

We already know.  
Finding, recovering and  
preventing future  
overpayments.

## firststrike

Check yourself before  
you wreck yourself.  
Automated statement audit  
and recovery powered by  
APEX Analytix.

## Statements

Give yourself credit!  
Automated statement audit  
and recovery powered by  
APEX Analytix.

## Discounting

Easy. Money.  
Capture more discounts  
and rebates with AI.

Payments &  
Working Capital



## Documents

Altogether. Now.  
Share, e-sign, track, and  
archive miscellaneous  
documents.

## Contracts

Simple Contract  
Management.  
Contract repository with  
key data capture and  
automated alerts.

## E-invoicing

No invoice left behind.  
Simple invoice capture and  
indexing for the long tail.

**apexanalytix**

Ultimate Supplier Management

Supplier  
Self-Service



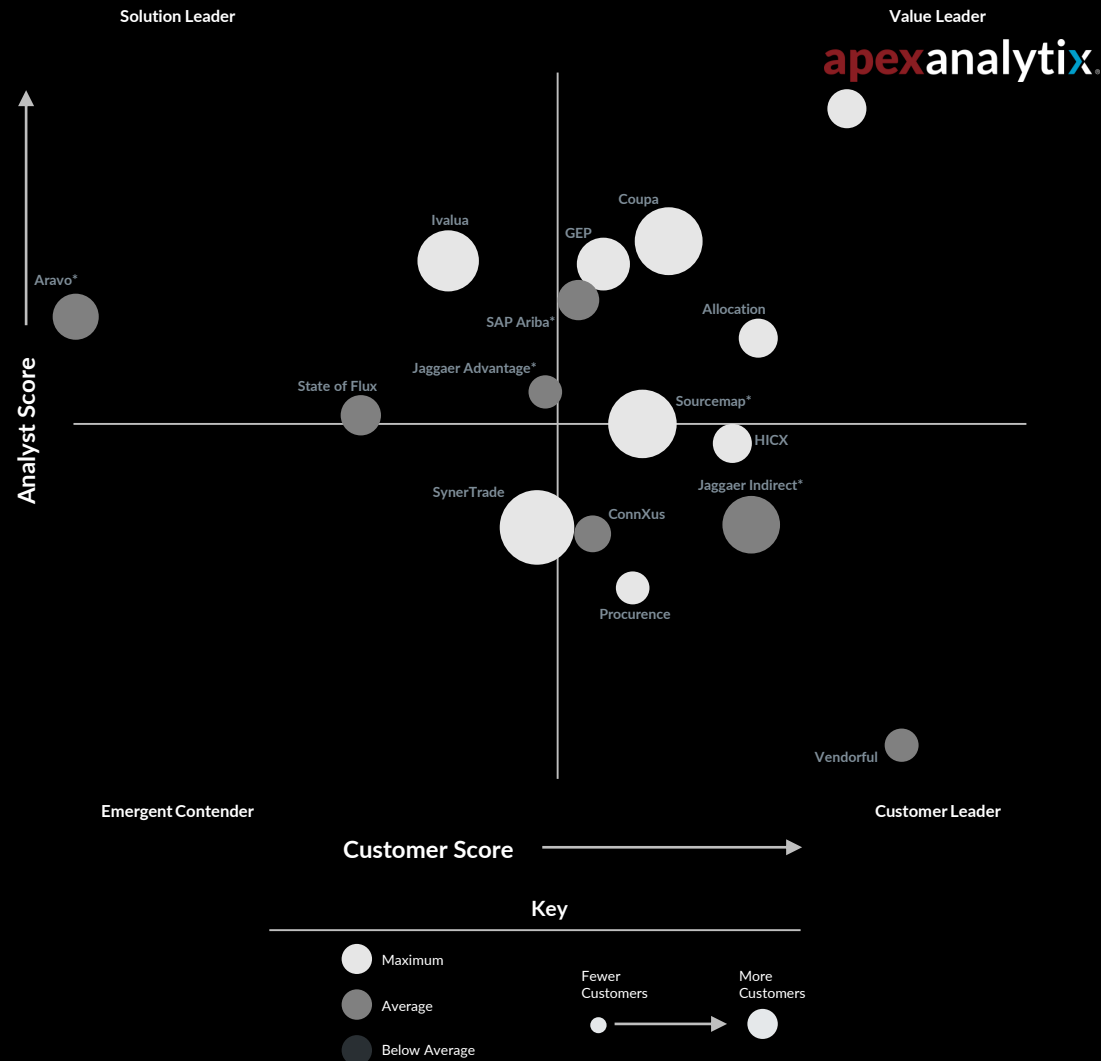
## Inquiry

"Help yourself."  
Suppliers and internal users  
track invoices and payments  
in their own language.

# Highest Rated Supplier Relationship Management & Risk Solution

## Spend Matters™

Supplier Relationship Management and Risk Solution Rankings Q4 2019



“Where APEX’s supplier management capabilities are a perfect match is for customers who are primarily **interested in data integrity, financial security, controls and fraud prevention.**

These types of organizations will find it **a great fit even in cases where they have other source-to-pay (and even supplier management) platforms already.** And if they do not, we could not think of a better place to start on the supplier management and compliance journey than capturing, validating and maintaining accurate supplier information.”

Michael Lamoureux and Jason Busch  
APEX Analytix Vendor Snapshot  
7 August 2018

Best-in-Class Supplier  
and Financial  
Information Validation  
Capabilities

Workflow  
Configuration  
and Rules  
Engine

Top-Performing  
Risk Modeling and  
Monitoring  
Capabilities





Q&A

Thank you

# Supplier Risk Management

## Disrupt the Disruption



**Financial**  
Credit risk  
Supplier fines  
Fraud

**Operational**  
Supply chain disruption  
Employee errors  
Business continuity

**Geographic**  
Environmental events  
Supplier concentration  
Country instability

**Reputational**  
Negative news  
Brand depreciation  
Customer perception

**Regulatory**  
Prohibited vendors  
Child labor laws  
Conflict minerals



# Fraud Detect

## Uncover Suspicious Patterns

Initials in Vendor's Name  
PO Box  
Private Mail Service  
Prison Address  
Residential Address  
Multiple Vendors Crossing  
Mobile Phone  
Business Risk  
(i.e., Toner,  
Office Supply, etc.)  
High Risk Commodity/  
Spend Category  
High Risk Location  
(Country/Postal)  
Prohibited Entities  
Employee Vendor Match

Vendor  
Attributes

127  
ATTRIBUTES

25  
WEIGHTED  
RISK FLAGS





Transactional  
Attributes

1  
COMPOSITE  
RISK SCORE

Consecutive Invoice  
Numbering  
Benford's Law  
Even Gross Amount  
First Payment Small Relative  
to Average Payment  
High Risk Payment Handling  
No Purchase Order  
High Risk Accounts (GL Level)  
High Risk Processing  
Spend Increases



# Let the World of Data Do the Cleaning for You

<b>company</b>  Lexus/Nexus D&B NAICS.com	<b>credit</b>  D&B (companies) Experian (individuals)	<b>parent/child</b>  Dun & Bradstreet Lexis/Nexis	<b>industry</b>  Dun & Bradstreet NAICS.com	<b>address</b>  MelissaData (global; anonymous) Dun & Bradstreet (companies)	<b>contact</b>  D&B (HQ) NAICS (HQ)	
<b>tax/vat codes</b>  Global governments TINCHECK (US only) (no known global consolidator)	<b>banking</b>  Swift.com (ro Early Warning account, incom NA only)	<div><div> purchased data</div><div> web searches</div><div> subscribed api's</div></div>			<b>ment terms</b>  PRGx none	<b>entity status</b>  US Secretary of State sites
<b>insurance</b>  Insurance companies (no known consolidator)	<b>non</b>  I	<div><div></div><div>How can I access all of these sources? How accurate is it? Who is going to apply all of the updates?</div></div>			<b>cial ance</b>  emergent other	<b>government contractor</b>  US SAMS

# The WALT DISNEY Company

**50%**

Improvement in supplier  
on-boarding cycle time

**40%**

Reduction in customer  
service inquiries

**30%**

Reduction in ACH/  
Wire rejections

**75%**

Reduction in returned  
checks

**(A Lot)**

Dynamic discounts  
captured





# “Exponentially changed our onboarding process.”

Watch APEX Portal Client Testimonials



**Jonathan Ridgwell, Global  
Director of Procure to Pay at  
JPMorgan Chase**

<https://apexanalytix.wistia.com/medias/uswm3ushfc>



**Amy Platis, AP Program  
Director at Northwestern  
Medicine**

<https://fast.wistia.net/embed/channel/83w1g94yp0>



**John Kalina, VP of  
Administrative Services at  
Independence Blue Cross**

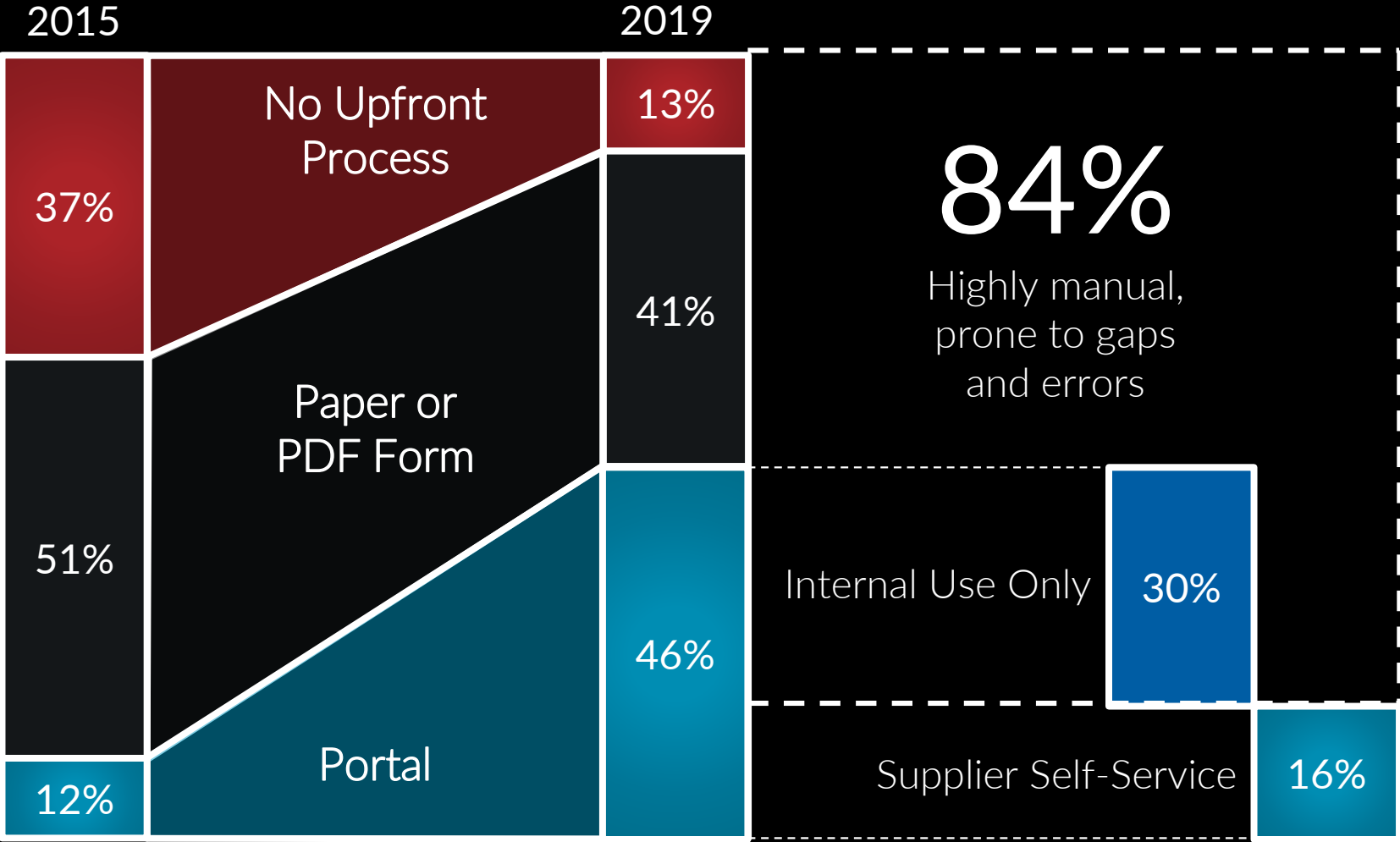
<https://apexanalytix.wistia.com/medias/rejh0p54nj>



# Fast-Moving Trend Toward Supplier Portals

...but Gaps Remain

## How do you on-board suppliers?



# “A Hub for Everything”

3 companies, 3 variations

