



BUREAU VAN DIJK

A Moody's Analytics Company

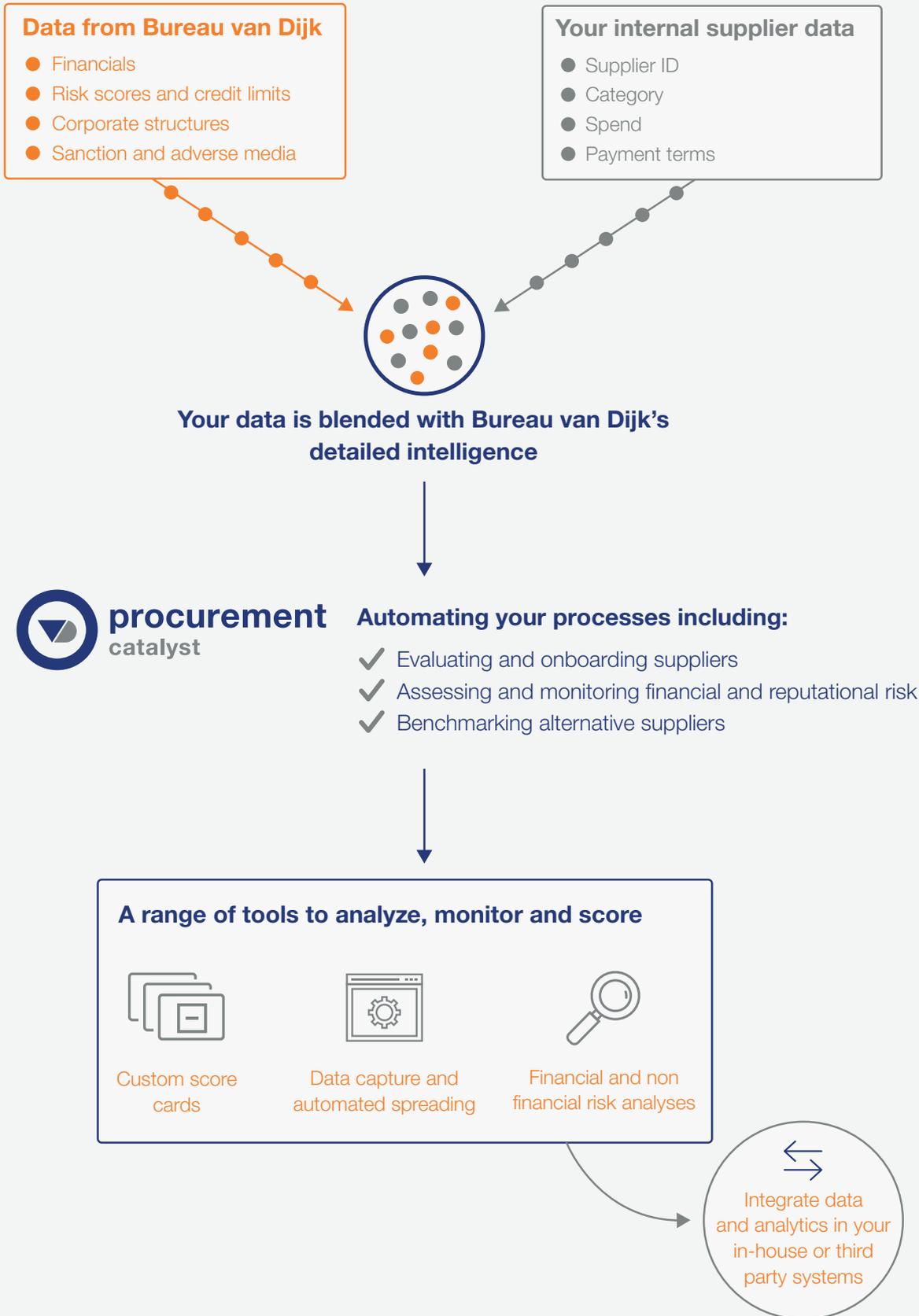


The data and analytics
platform for supplier
risk management

Make better decisions

**Welcome to the
business of certainty**

| How does Procurement Catalyst work?



| What is Procurement Catalyst?

Procurement Catalyst is a data and analytics supplier risk platform that helps you identify potential risk and make better decisions. It helps you onboard new suppliers and continue to monitor them for risk factors. It's powered by Orbis which is widely acknowledged as the leading company database.

In the Procurement Catalyst platform, you combine your own knowledge of suppliers with our extensive company information and risk metrics. Then you can analyze individual suppliers in detail, and look at your portfolio as a whole.

Procurement Catalyst saves you time because it can automate much of your supplier screening and monitoring process, and it helps you keep supplier relevant documentation in a centralized, cloud-based location.

Procurement Catalyst gives you:

- Financial data on companies in a globally standardized format
- Automated spreading
- Financial strength metrics for a huge universe of interconnected companies – even if there's only limited financial data available for a specific company
- PEPs, sanction and adverse media screening to help manage reputational risk
- ESG score ratings
- Corporate structures for parent/group analysis
- Searching capability to source new vendors
- Workflow and automation tools
- Flexible search criteria to help you source new suppliers

Key benefits

Extensive coverage

Powered by the renowned Orbis database, Procurement Catalyst can deliver analysis on a vast universe of entities.

One interface combines key internal and external data, analysis platform and workflow options

Procurement Catalyst is a dynamic platform that blends relevant data, risk analytics and workflow options. It enriches your data and helps you convert unstructured data to structured.

Easy to interpret

Procurement Catalyst displays information via a series of flexible dashboards that illustrate complex data in simple charts and graphs.

Effective supplier risk management

Procurement Catalyst helps you identify financially sound suppliers, and to spot existing and potential risk factors quickly.

Onboard new suppliers effectively

Procurement Catalyst helps you onboard new suppliers via a series of structured risk analyses, including non-financial checks such as adverse news, to help you protect your reputation.

Balance dependency

You can easily view your spend as a proportion of a company's turnover to assess whether their dependency on your business is appropriate (and in turn if your dependency on them is appropriate to their size). So it's ideal to help you negotiate, or to help you identify where you should be pro-actively looking for alternative or additional suppliers.

Assess your spend

Procurement Catalyst helps you check that you're buying from the correct quota of SME firms, and to analyze spend distribution by corporate group, category, region and other metrics.

Leverage your spending power

Use your knowledge of a supplier, its group and the importance of your spend with them, to buy in a more strategic and more efficient way.

New environmental, social and governance (ESG) score ratings

Check current and potential suppliers for their ESG values.

Alerts that trigger tasks

Procurement Catalyst tells you when you need to review a supplier – based on time elapsed since its last review, or new information that may affect its viability.

Efficient data and process management

Procurement Catalyst helps you keep your supplier-relevant information in a centralized, cloud-based resource.

Automated spreading manages 'self-disclosed' financials so they're included in your analyses and available in a structured format. It's simple to tailor and blend data – you can create any financial variable, and you can import your own data fields.

Procurement Catalyst's content – powered by Orbis and ready to analyze and blend

Procurement Catalyst pulls relevant information from our extensive Orbis entity database. You can compare companies across the globe and then combine the information with your existing knowledge of your suppliers.

Standardized data

Procurement Catalyst contains standardized financial reports so you can compare and benchmark companies across borders. And it's not just financial data that's standardized – you can look at reports in one language and use the currency of your choice. Even activity classifications such as SIC codes are harmonized so you can segment your portfolio accurately.

Financial strength

Procurement Catalyst includes transparent risk scores. These metrics are comparable so you can create benchmark values, compare companies' financial health and measure your own internal ratings against them. Variables include probability of default, propensity to become bankrupt, suggested credit limit, plus other predictive indicators and risk scores. There are three key scores:

Financial score

The financial score assesses the creditworthiness of a company, grading companies based on how well they can meet their financial commitments. It's a through-the-cycle probability of default (TTC PD) model, based on the analysis of financial statements. The output is tied to the closing date of a set of accounts. It also analyzes key financial ratios, which are scored independently. There are four categories:

- Healthy companies
- Adequate companies
- Vulnerable companies
- Risky companies

Probability of default reflects the degree of certainty (in quantitative terms) that the company will go into default in the next 18 to 24 months, a confidence level, and a recommended credit limit.

Qualitative score

Detailed financial data is simply not available for many companies so we offer the qualitative score. This score measures the creditworthiness of a company based on non-financial information such as strength of shareholders, country specific risks, longevity of the company, legal form and sector-specific risks. The model includes a confidence level and qualitative credit limit.

Reactive score

This adjusted score is created using modelling that's been adapted to be more sensitive to the economic environment by taking specific sector and regional factors into account. It uses the financial score to reflect current creditworthiness with several quantitative variables, such as sector and macroeconomic factors, to forecast the financials of a company based on 'impact scenarios'. These impact scenarios are reviewed regularly to offer a score that is more sensitive to market conditions.

Payment data

Payment data is available for companies in the US and Canada. This is useful for analysing these specific entities and within a corporate structure to help give an overall risk assessment.

Corporate ownership structures

Extensive corporate structures help you see where you're buying from within multiple companies in a group and assess the financial health of holding companies and the group as a whole. Procurement Catalyst tracks changes so you can monitor suppliers and potential suppliers for financial stability.

News and sentiment scores

We source news stories from a range of newswires and news aggregators and then apply machine learning to create a score based on negative news. The analysis includes mentions of bankruptcy, covenant default, debt restructuring, rating downgrades, lawsuits, downsizing, and fraud events. Suggestions of financial loss, liquidity concerns, industry and sector-wide strains, trade tensions, weak demand, competitive implications, and even criminal investigations are also considered. This powerful tool provides not only an efficient news filter, but valuable early warning indicators: credit sentiment scores increase six to eight months before major credit events.

M&A intelligence

Comprehensive coverage of rumours and deals means you stay up to date with changes that could affect your suppliers.

PEPs and sanctions

Companies linked to PEPs, or other high risk associations such as sanctioned entities, even remotely linked, are flagged so you can review them.

People and companies are also flagged for having links with adverse media or other watch lists to help you onboard accurately and manage compliance and reputational risk.

Legal status and events

Access information on a company's legal status plus status changes and other legal events including filings, terminations, adjustments, refusals and reorganization.

| Key functionality

Procurement Catalyst has a range of ‘views’ so you can look at your portfolio or individual suppliers from different perspectives. You can create a PDF of any report and archive it within the system.

The dashboard view

An easy-to-interpret view of your suppliers via a number of ‘widgets’ – each with a specific focus, the dashboard is a powerful tool to help you display complex information effectively and understand your supply base more efficiently.

The dashboard highlights risky companies instantly, so you immediately see where to focus your attention. Specific widgets highlight changes to suppliers, including a downgrading of their financial strength. You can drill down within each widget for a more detailed view.

You can also set tasks and portfolio reviews in the dashboard, which is simple to customize, so that your workflow is integrated with Procurement Catalyst.

The supplier view

The supplier dashboard looks at one supplier in detail so you can get a deep understanding of its structure, its financial health and stability, its peers and other vital metrics, including your spend as a percentage of its turnover for your negotiations. The information is clearly presented and easy to interpret. You choose the content so you can make sure it’s relevant to your needs.

The financial data is standardized so you can compare company against company and create full peer comparisons.

Workflow options allow you to add your own notes, attach your own documents to the report, flag for action and email to colleagues.

The portfolio view

Create filters to analyse your portfolio or sections of it, and get reports showing key metrics including spend distribution and supplier dependency. Particularly valuable are our Group Spend reports that consolidate your spend across a corporate group - with just one click. These reports are ideal to highlight dependency on a particular corporate group and also to aid strategic purchasing and negotiation. You can export all these reports into your own systems.

Tailored alerts and actions

Create and customize your own alerts to monitor your suppliers. You can tailor them to search for specific changes and include them in your dashboard or as independent emails. They’re fully customizable, so you dictate what triggers them, how frequently they’re sent, and who receives them, so the appropriate category managers and buyers are notified. You can also set your alerts to trigger actions within Procurement Catalyst.

Fast, accurate financial spreads

Our new automated financial spreading tool takes companies’ financials from you, spreads them into the Orbis financial format, and adds them to your portfolio. This means you can:

- compare the company to all the others in your portfolio
- get the same financial strength metrics for all your counterparties
- include the company in your risk assessments, scorecards and dashboards.

Powered by a Moody’s Analytics solution, the QUIQspread™ tool uses machine learning, combined with human verification, for fast and cost-effective delivery of accurate financial spreads.

Flexible data options

As well as viewing and analyzing data within Procurement Catalyst, you can easily view it using your own in-house or third-party systems. We offer contemporary API connectors, plus our own purpose-built connectors, combined with high levels of support from our customer success teams.

Integrated risk analysis via other catalysts

Procurement Catalyst links to our Compliance Catalyst – a platform that analyzes know your supplier risk in detail.

This is ideal to help you work closely with internal compliance, or if you have a requirement for more detailed regulatory or reputational checks.

Analyses include:

- watchlists
- adverse media
- jurisdictions
- links to state owned enterprises
- ownership
- PEPs
- sanctions – and sanctioned by extension
- links to other suppliers or entities in your portfolio

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